

# MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Volume XVI.

GRAND RAPIDS, WEDNESDAY, NOVEMBER 30, 1898.

Number 793

**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.

## Calendar Season Is Now Here

Improve the opportunity to present your customers with a souvenir which will cause them to think of you every day during 1899. Samples and quotations free for the asking.

TRADESMAN COMPANY, Grand Rapids.



# “MR. THOMAS”

The Most Popular Nickel Cigar on Earth

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

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

Mail Orders Solicited.

## Everything in the Plumbing Line

## Everything in the Heating Line

Be it Steam, Hot Water or Hot Air. Mantels, Grates and Tiling. Galvanized Work of Every Description. Largest Concern in the State.

WEATHERLY & PULTE, 99 Pearl St., Grand Rapids

## WHEN YOU SEE A MAN DO THIS



you know that he wants one of the

**BEST 5 CENT CIGARS EVER MADE**

Sold by all wholesale dealers and the

G. J. JOHNSON CIGAR CO., Grand Rapids.

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

## Holiday Goods

afford BIG PROFITS  
if you buy from us.

**FRANKE BROS., Muskegon, Michigan.**

Jobbers in Druggists' and Grocers' Sundries, Fishing Tackle, Sporting Goods, Notions, Toys, Etc.





## IF YOU ARE A DEALER

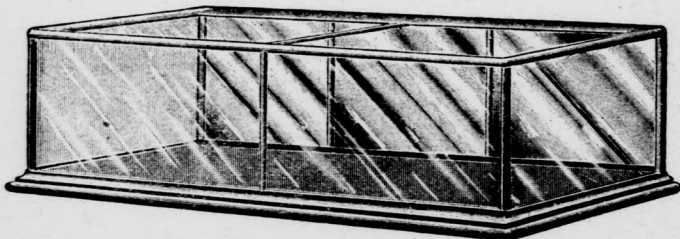
in LIME and  
do not handle

## PETOSKEY STANDARD

you are not doing as well as you might for  
yourself and your customers. No other  
Lime is as satisfactory to dealer or user.

PETOSKEY LIME CO., - Bayshore, Mich.

## SHOW CASES OF ALL STYLES

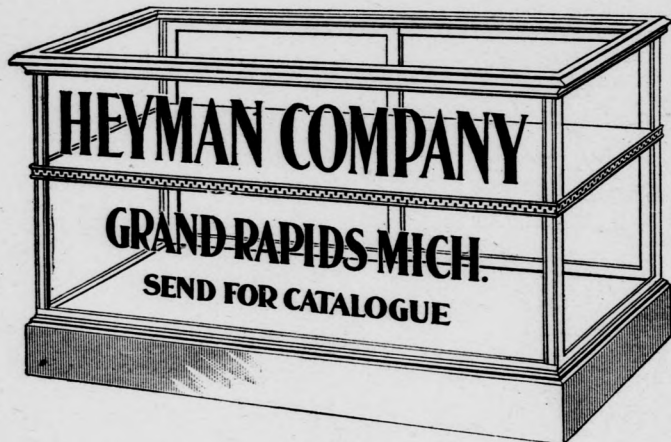


Until Nov. 1 we will furnish these highly finished show cases with inlaid wood  
corners at the following low prices f o b Bryan:

3 feet.....\$4.50	5 feet.....\$7.25	7 feet.....\$9.25	9 feet.....\$12.25
4 feet.....6.25	6 feet.....8.15	8 feet.....10.50	10 feet.....13.25

Cases are 15 inches high, well finished, all double thick glass, mirror lined panel  
doors in rear. Guaranteed satisfactory in every respect. Cases 17 inches high 10  
cents extra per foot. Write us for circulars and catalogue of our Combination Cases

THE BRYAN SHOW CASE WORKS, Bryan, Ohio.



This Showcase only \$4.00 per foot.  
With Beveled Edge Plate Glass top \$5.00 per foot.

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. Particu-  
lar attention paid to shipping trade. Address,

FLEISCHMANN & CO.

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

## A GOOD SELLER

### The Economy Farmer's Boiler and Feed Cooker



The Kettle is of smooth, heavy cast-  
iron. The furnace or jacket is of heavy,  
cold rolled steel, and very durable. We  
guarantee this Feed Cooker never to  
buckle or warp from the heat. It is  
designed to set on the ground, or stone  
foundation, and is especially adapted  
for cooking feed, trying out lard, mak-  
ing soap, scalding hogs and poultry,  
and all work of this nature. Made in  
four sizes—40, 60, 70 and 100 gallon.

ADAMS & HART, Jobbers, Grand Rapids.

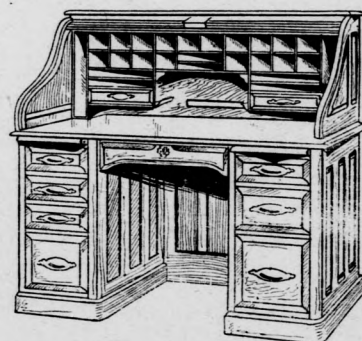
## A DESK FOR YOUR OFFICE

We don't claim to sell "direct from the factory"  
but do claim that we can sell you at

### Less than the Manufacturer's Cost

and can substantiate our claim. We sell you sam-  
ples at about the cost of material and guarantee  
our goods to be better made and better finished than  
the stock that goes to the furniture dealers.

Our No. 61 Antique Oak Sample Desk has a  
combination lock and center drawer. Raised  
panels all around, heavy pilasters, round corners  
and made of thoroughly kiln dried oak. Writing  
bed made of 3-ply built-up stock. Desk is casters  
with ball-bearing casters and has a strictly dust-  
proof curtain. Our special price to readers of the  
Tradesman \$20. Write for our illustrated cat-  
alogue and mention this paper when you do so.



## SAMPLE FURNITURE CO.

JOBBERS OF SAMPLE FURNITURE.

PEARL AND OTTAWA STS.

GRAND RAPIDS, MICH.

## The Regent Manufacturing Co.

174 Wabash Avenue,

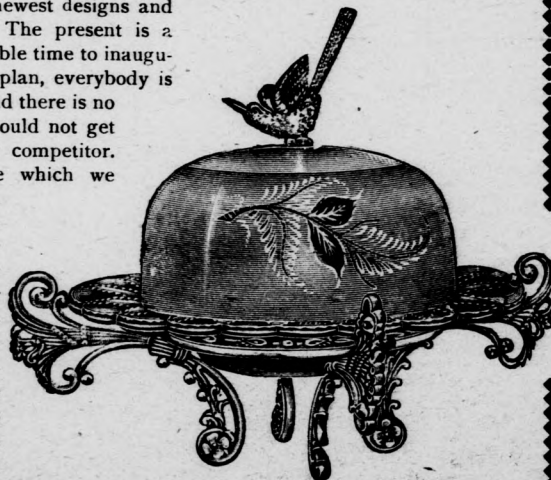
Chicago,

Offer as a special  
Holiday Inducement:



The Champion assortment, consisting of 40  
pieces of "Regent" Quadruple-plated Silver-  
ware, our regular \$1.25 goods, for \$50.00,  
terms 2% 10 days or 30 days, net, f. o. b.

Chicago, including this \$10.00 Graphophone as our premium to you. Our Silver-  
ware is the recognized brand for premium purposes—it is honestly made,  
showy, attractive, newest designs and  
brings you trade. The present is a  
particularly favorable time to inaugu-  
rate the premium plan, everybody is  
spending money and there is no  
reason why you should not get  
it instead of your competitor.  
The Graphophone which we  
present to you with  
the Champion as-  
sortment, absolute-  
ly free, will draw  
the crowds to your  
store, the hand-  
some silverware,  
which you are giv-  
ing away will make  
them buy, and this  
happy combination  
is bound to bring  
profitable business.



WRITE FOR SPECIAL CIRCULAR AND FULL PARTICULARS.



# MICHIGAN TRADESMAN

Volume XVI.

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## CLOSING OUT BALANCE WINTER CLOTHING

Special bargains in elegant Blue and Black Serge, Cheviot, Unfinished Worsted and Clay Worsted Suits, and greatest line of Kersey, Covert, Boucle Worsted, Worambo, Chin-chilla Overcoats and Ulsters, all manufactured by Kolb & Son, of Rochester, N. Y., only house selling really All-Wool Kersey Overcoats at \$5.50 and Boucle Worsted Overcoats at \$6.50. Write to our Michigan Representative

**WILLIAM CONNOR**

P. O. Box 346, Marshall, Mich.

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

Commenced Business September 1, 1893.

Insurance in force.....	\$2,745,000.00
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.....	812.00
Death Losses Paid During 1897.....	17,000.00
Death Rate for 1897.....	6.31
Cost per 1,000 at age 30 during 1897.....	8.25

FRANK E. ROBSON, PRES.  
TRUMAN B. GOODSPEED, Sec'y.



FIGURE NOW on improving your office system for next year. Write for sample leaf of our **TIME BOOK and PAY ROLL.**

## BARLOW BROS., Grand Rapids.

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

## THE MERCANTILE AGENCY

Established 1841.

**R. G. DUN & CO.**

Widdcomb Bld'g, Grand Rapids, Mich.

Books arranged with trade classification of names. Collections made everywhere. Write for particulars.  
**L. P. WITZLEBEN, Manager.**



L. J. STEVENSON, MANAGER AND NOTARY,  
R. J. CLELAND, ATTORNEY.

## 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.**

## Letters and Answers Thereto.

There is scarcely a business man from Maine to California who has not at one time or another raised the question of the necessity of preserving everything in the voluminous mail which reaches him. When business was small it was a comparatively simple matter to keep a copy of everything that was sent out and also to file away everything that was received, but with the increase of business, conditions have materially changed, and at present to keep copies and files complete in many establishments would be a very large undertaking, indeed. Now and then in the great army of business men one is encountered who, with the courage of his convictions regarding utility and economy, does not pretend to keep all his letters, and who unhesitatingly consigns to the waste basket many of the communications that he receives. Men of this kind are increasing in number at the present time.

The difficulty of the matter is to determine what is worth saving and what may be unconditionally destroyed. If some things are to be preserved and other things are not to be kept, then a decision must be reached at the time each letter is received or written, as the case may be, as to what shall be done with it. The necessity of so deciding has deterred many a man from resorting to this method of diminishing expenses and reducing the storage space required for his numerous and ever-accumulating store of documents.

Occasionally, an original suggestion is encountered still further looking to the reduction of labor in copying and filing. For example, a letter has recently come to our attention which had printed conspicuously upon it the following: "If this letter needs a reply it will greatly facilitate our office records if you will answer on the back of this sheet."

Various utilities are served upon this plan: First there is the saving of stationery, and next there is the saving of at least a part of what is ordinarily written in the date line. The dating is likely to be abbreviated to the utmost limit. Again there is the saving of the polite salutation with which letters are usually commenced, and perhaps also the closing salutation. A letter answered in this manner permits of various abbreviations, not only in the specific items above mentioned, but also in words and in style and character of composition. It more nearly corresponds to what would pass in conversation were the same message to be conveyed orally. The idea is certainly a good one and the suggestion or request will undoubtedly be acted upon by the recipient in a majority of cases. The old theory that every scrap of paper must be preserved and every letter answered is gradually becoming obsolete. This result has been hastened by the presence of type-written and lithographed imitation letters, the genuineness of which it is assumed none but an expert can question. Whenever the business man feels sure he has an imitation letter he destroys

it. The habit of destroying useless papers thus commenced soon extends to various other documents.

## Business Requires Experience.

During the last twenty-five years there has been a very material change in almost everything connected with our existence. War, for example, is at present conducted on very different lines from what formerly prevailed and the change in business is no less conspicuous. Any nation that engages in war or any man who enters upon business to-day without such an experience and preparation as insure the use of the best up-to-date methods is almost sure to meet disaster. Experience in war and experience in business are alike essential to success.

It may be possible occasionally to point out a business in which a man has succeeded without previous experience, but it is far easier to point out a very large number of cases wherein lack of experience has brought on disaster. That experience was lacking on the part of the one who failed may have escaped notice in some cases when the failure occurred, from the fact that some years had intervened between the time the business was begun and when the failure occurred. Nevertheless, it was inexperience that caused the disaster, and the disaster was delayed only during the period necessary to exhaust or consume the assets of the business.

Business can not be learned from books nor acquired at school. A theoretical course in business is only an introduction to its practice. It requires thorough training to make a successful business man. Employment in a prosperous and progressive establishment, affording as it does the opportunity for watching causes and effects, and stimulating a desire to excel in the duties imposed, is the only practical training school.

To enumerate causes of business failures would be an almost endless task. The causes are extremely numerous, but for the most part they are mixed up with one kind or another of inexperience. Buying cheaply and selling at high prices is not the only condition to insure success. Good buying is an art, the practice of which requires one to know many things and to understand many conditions. Speaking in general terms, goods can be bought cheapest when bought in a manner that causes the seller the least expense to make the sale. Therefore, the buyer's condition of solvency, his ability to pay promptly, his management of the details of his business and other conditions peculiar to himself all affect the prices that he pays for his goods. But all these are things which require forethought; that demand for their proper employment an intelligent study of conditions and a thorough acquaintance with surroundings, which are only other names for experience.

G. W. WERLIN.

When one woman says that another is queer, it means that she is too charitable to express her real opinion.

## Cash Discount Limit.

Now that we are entering upon a new era of prosperity, we should not forget the lessons of the depression through which we have recently passed. In perpetuating our enforced economies lie the possibilities of future success. To sell closely and quickly, to credit carefully, to discount purchases and to collect promptly, are going to be the rules from this time forward of the majority of those who have weathered the storm. In some lines of trade the discounts for cash will amount to enough to pay the expenses of the business. In such lines, therefore, one should never fail to take advantage of the discounts offered.

Some retailers appear to think that a few days later than the terms stated will make no difference. In such conclusions they are greatly mistaken. "Three per cent. 10 days" means just what it says, and the purchaser ratifies the contract of sale of which this is an important part whenever he accepts the goods. He should, therefore, be as scrupulous to observe that part of the agreement as any other.

The clause above quoted does not mean: "Send the money when you get ready and take off your discount," but instead, it is: "If your remittance reaches us within ten days from date of invoice, we will give you 3 per cent. discount."

Does the retail merchant ever realize that anything less than this is not a payment in full? The amount of the discount or the delay beyond the date may be trifling, but the times through which we have been passing have been of the kind to demonstrate that it is trifles which make or mar business. As a fact, the aggregate of such trifles is a considerable amount.

Certainly, no fair-minded and honorable business man would continue the practice of varying from the letter of the contract after once giving the matter careful thought.

The practice of exceeding the discount limit on invoices is an indication of a desire to get the better of the jobber in little things that often proves a forerunner of worse to come. Hence, in part, the attention that the jobber is likely to pay to such matters, and hence, in part, also, the reason why the merchant should refrain from such things in the sense of avoiding the appearance of evil.

G. S. MANN.

## No Agreement Reached.

Attempts to reach a trade agreement between the various cordage manufacturers of New York have failed for the present. The Standard Rope and Twine Co. has withdrawn from the Manufacturers' Association, which for more than a year has been endeavoring to maintain prices. The company, because of its obligations as a member of the association, is stated to have been maintaining prices, while others were taking advantage of the situation to get business at lower rates.

Evie is the only woman on record who never turned around to see what the other woman had on.



### People Who Pay and People Who Do Not Pay.

Written for the TRADESMAN.

In the granting of credit, even for a small amount, the probability of getting one's pay for that particular bill of goods is not the only thing to be taken into consideration. The real question is, Will the person asking the favor make a desirable credit customer? If he will, and a credit business is being done, then the accommodation should be granted quickly and cheerfully. But if there is the somehow feeling that the applicant is a little "shaky," that he can not be classed with reliable, sure-paying patrons, that he could not be considered perfectly good for four or five times the amount asked for, then it is best to refuse—politely, of course, but firmly.

For instance, a man comes into a store wanting to get a pair of shoes or a few groceries, or some little items of dry goods, as the case may be. It is a matter of only two or three dollars. He hasn't the money but promises to pay in a few days. He probably will pay that bill just as he agrees to. But it is well to remember that many a ledger is filled with the worthless accounts of people who have paid up once.

Having met this bill promptly, the customer feels at liberty to ask for more extended credit. It is harder to refuse now than it would have been before, and is sure to wound the customer more deeply; so, although it is contrary to the merchant's better judgment, the credit is again granted. Perhaps the settlements are promptly made for several successive times. Then comes a day when the customer pays only part of the account, alleging sickness or other misfortune as a reason for not being able to discharge the whole. To this unpaid balance a new account is added. The dealer carries the delinquent a month or so, fearing to cut matters short lest he lose the account, yet feeling also that it is very risky to let more goods go when the pay is so uncertain. Finally, a halt has to be called and the merchant is left with a large and worthless account on his books, regretting sorely that this customer did not "skip out" months before with only that first little bill unpaid.

It is not always, perhaps not usually, that such losses result from premeditated dishonesty on the part of the buyer. The real double-dyed villain is apt to convey an unmistakable impression of what he is and one does not have to be particularly shrewd to read his character. More to be dreaded are the people of good intentions who fail to make their calculations come out. Many such live up to the full limit of their incomes in times of prosperity; then when a rainy day comes, the dealers who carry them must bear the financial brunt of their misfortunes.

It sometimes seems that there are gradations of honesty and dishonesty and that they shade into each other, there being no sharp line marking the one from the other. It is a little paradoxical to say that the same person is partly honest and partly dishonest. In theory one must either be "honest as the day is long" or else a regular rascal; but in reality there are plenty of people who would pay all their debts the first thing if large fortunes were left to them, but who lack the rigid self-restraint necessary to make the sacrifices that would keep them "even with the world" on a limited or uncertain income.

There are other people who are sure pay but so slow as to make them undesirable debtors. Enough such creditors would swamp a merchant as surely as those who do not pay at all.

As said, there are people of thoroughly honest intentions whom it is not desirable nor safe to trust. Conversely, one occasionally finds perfect knaves, gamblers, thieves and whatnot that are reliable in the matter of paying their bills. This is particularly true of a class of men who resort to all manner of what are termed "sharp practices" in their dealings. They may be so unscrupulous that they will take the last dollar of a widow or orphan by a process not short of actual stealing and suffer never a qualm of conscience, but from motives of pride or policy they do not wish to be annoyed by the importunities of collecting butchers and grocers and so pay up.

Always to know when and where not to extend credit would make the merchant's pillow soft and keep the silver from his raven locks. **QUILLO.**

#### Banana Flour the Next Cereal.

The next dietetic fad is going to be banana flour. Manufacturers are experimenting in this direction, and promise soon a meal that will keep as long as wheat flour and make a much more nutritious bread. As already the demand for whole-wheat flour is giving place to some newer fad, this new albumen will undoubtedly meet a quick welcome when it comes. The use of the banana has developed its great value as an article of food, and the great army of banana consumers are prepared to accept eagerly its further development.

The average woman is as proud of the trouble she has with the hired girl as she is of her new bonnet.

## BUCKWHEAT

That is PURE is the kind we offer you at prices that are reasonable.

We sell buckwheat that has the good old-fashioned buckwheat taste. We do not adulterate it in any way, shape or manner. We believe that when people ask for buckwheat they want buckwheat, and it is for the class of people who know what they want that we make this buckwheat.

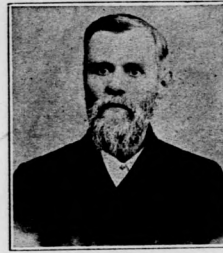
We believe that it will please any lover of the genuine article.

We would like to have your order and shall take pleasure in quoting you a close price on any quantity.

### VALLEY CITY MILLING CO.

GRAND RAPIDS.

Sole manufacturers of "LILY WHITE."  
"The flour the best cooks use."



I. W. LAMB, original inventor of the Lamb Knitting Machine, President and Superintendent.

### The Lamb Glove & Mitten Co., of PERRY, MICH.,

controls a large number of the latest and best inventions of Mr. Lamb. It is making a very desirable line of **KNIT HAND WEAR**

The trade is assured that its interests will be promoted by handling these goods.

### 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 & Hatha way'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.

## Twenty-Five Days

more and the Holiday season of '98 will be a matter of history. That it will be a "record breaker" is a foregone conclusion. The signs of the times point that way.

### Are You Prepared for It?

**Umbrellas.** Always popular as a Christmas gift. We have a fine line both in men's and ladies' goods, silk with steel rods, paragon frames and nobby handles, at a good range of prices.

**Gloves and Mittens.** Our assortment is good for either men's or ladies' wear. An especially appropriate article for professional men is our Alaska Beaver glove, at \$2.50 per pair, each pair packed in a neat pasteboard box.

**Suspenders.** Not the everyday seller, but fine goods to retail at 50, 75 cents and \$1.00 per pair. A very popular article and a popular price.

Give us an idea as to what you are out of.  
All mail orders receive prompt attention.

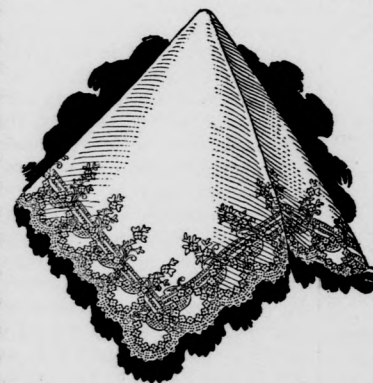
**VOIGT, HERPOLSHEIMER & CO., Grand Rapids.**  
Wholesale Dry Goods.

## For the Holiday Trade

We have an elegant line of perfumes, put up 2 and 3 doz. on artistic display cards, which can be profitably retailed at 5 and 10 cents per bottle. Sampson's Guns, filled with perfume, to retail at 5 cents.

Half oz. triple extract, a showcase free with each 2 doz., to retail at 10 cents. A beautiful and artistic medallion, brass mountings, with each doz. half oz. triple extract, to retail at 10 cents. Better goods to sell at 15, 20, 25 and 50 cents per bottle.

Dolls to retail from 1 to 75 cents.



Children's fancy handkerchiefs to sell from 2 cents up.

Ladies' fancy handkerchiefs to sell from 5 cents up.

Ladies' Japanese Silk handkerchiefs to sell from 10 cents up.

Men's fancy and plain handkerchiefs to sell from 5 cents up.

Men's imitation Japanese Silk (initial) handkerchiefs to sell at 12½ and 15 cents.

Men's silk handkerchiefs to sell at 25 and 50 cents.

A complete line of Mufflers, Ties, Gloves, etc., and many other useful Christmas gifts too numerous to mention.

**JEWELRY**, all the newest styles at all prices.

**P. Steketee & Sons, Grand Rapids, Mich.**



**SECOND HAND FOOD.**

**Leavings of Restaurants Used in Paris Market Stalls.**

From the New York Sun.

Nothing is wasted in Paris, and even at the hotels and restaurants all of the food that is left on the table after a patron has finished his meal is saved carefully. This is true not only in the third-class places where the leavings will be utilized in ragouts and other mysteries, but even in the most famous of Parisian restaurants, and dessert, salad, fish, are preserved, as well as the meat and vegetables, which have greater possibilities in the line of reincarnation. A visit to one of the great Paris markets will explain the destination of the collections of food scraps, and although occasional weak-stomached tourists object to this particular variety of French thrift the scheme has much to commend it.

Paris markets are not profitable fields for strangers of enquiring dispositions and weak stomachs. The snails squirm frantically about in big pails, the live eels writhing in water tanks or on the chopping boards, the many unattractive but delectable delicacies that are usually encountered only in a state of apothecosis on a French table, are disconcerting in their primitive state and take away a man's appetite. But the stalls where the hotel and restaurant food scraps are sold are really rather appetizing. The merchant who owns the stalls has an arrangement with certain hotels and restaurants, and each day calls for their refuse food. He pays little for it, and naturally the management can not afford to have the food of different kinds collected separately. All of the fragments are put together, but they are saved in a careful and clean way.

The merchant separates the food, putting all the pieces of fish in one dish, the meat in another, the potatoes in another. Then comes the test of his genius. It isn't easy to make a plateful of those leavings look savory and appetizing, but the thing may be done more often than one would think possible, and the amount of art lavished upon the arrangement of those viands would make a man famous in America. The proprietor of the stall and madame, his wife, work culinary miracles with those despised leavings, which over here would probably go to the garbage carts and be of use to no one. Madame selects all of the potatoes, arranges a pile of them on a paper or wooden plate, or sometimes upon porcelain. Beside them she lays a small piece of beef, adds a spoonful of peas, garnishes the dish with parsley, lays a slice of lemon on the meat, and, la voila! It is infinitely more appetizing than the food at the American cheap restaurant.

Rows and rows of plates are arranged along the stall. Some hold two or three kinds of food that go well together. Some contain only one kind. A plateful of rich salad has been rescued from mussiness, picked out, scrap by scrap, from the general melange, regarnished, topped by fresh slices of the egg that was its comrade in earlier and better days, and here the gourmet of the Place Maubert has a Bignon salad for four sous. Perhaps some gamin's taste is for filet with mushrooms. It comes high at the Cafe Anglais, but at the market one can have it for a very modest sum. To be sure it needs warming, and the mushrooms have come together from many sources and have never before met the filet. Perhaps the filet itself is oddly cut, but a slight dose of melted butter and artistic taste can make the dish exceedingly presentable.

There are customers who are not satisfied to make a meal of one or two things—who demand a course dinner. M. le Proprietaire is ready for them. On a large plate he has put a small supply of each thing that goes to make up a dinner comme il faut. It grieves him that he must omit soup. The sociable character of that item of a menu bars it from a society where each member must preserve its individuality while deigning to come to close quarters with strangers not in its set. The menu

must begin with fish—say a bit of sole that originally reposed in via blanc and still retains the flavor of good society. Then comes a slice of roast, garnished with tiny potatoes and Brussels sprouts and carrots. Next is a spoonful of beet salad, and following it a sweet and a morsel of cheese. A few coals, a stew-pan and no prejudices against the method by which the menu has been prepared, and one has a dinner fit for a nabob.

The sweets or desserts and the green salads are the things that most sturdily refuse to assume their pristine charm under the skillful manipulation of the vendors of second-hand food. Pastry will crumble and lettuce and chicory will wilt, but even with them much may be accomplished, and they are not so much in demand as meats and vegetables, so the supply of them need not be so large. Fastidious persons may object to the hit and miss character of these food supplies, and mankind in general has an aversion to "leavings," but evidently the prejudice isn't universal in Paris, for the stalls have a thriving trade.

The business has reached great proportions, and is a recognized factor in Parisian life. The hotels reduce their losses in waste, the merchants make a small profit, and the customers get better food than they could afford to buy in any other way. The only objection to the system is a matter of sentiment, and that objection is weakened by the fact that the food sold to the merchants is not taken from plates, but only from side dishes in which it has been served. Food left upon plates would be too messy to be of any use, but whenever a man is served with one order of anything at a good restaurant he almost invariably gets more than he can eat. He takes a part of the food upon his plate. The rest is left upon the dish in which it was served, and in Paris that part of the order goes to the stall in the market. The idea isn't so disagreeable after all, when one gets used to it. Many a diner orders a \$1.50 steak at a restaurant, and leaves half of it, for which he would gladly pay a quarter the next morning, if the thing were possible.

The customers of the second-hand food stalls are not of the poorest classes. Filet with mushrooms, even second-hand, is too rich for many poor wretches of the Paris faubourgs, but there is a fairly respectable laboring class whose wages are small, whose sous are few, who are good patrons of the second-hand stalls, and many a thrifty housewife who could afford to market more ambitiously carries home a plate of salad or a cut of meat whose origin she will keep secret from the family.

**Satan As a Landlord.**

There is only one spot on the earth's surface that has actually been willed, deeded and bequeathed to his satanic majesty. This spot lies four and a half miles south of Helsingfors, Finland.

A few years ago Lara Huilariene died in the little town of Pielisjarvi, in the above named country, leaving considerable property in the shape of landed estate. How he had come into possession of so much land no one seemed to know, but as he was a very bad citizen it was generally admitted that he was in league with wintahausu (satan) and that they had many business deals with each other.

This somewhat startling opinion was verified when old Huilariene's son found a certified warranty deed which deeded to satan all his earthly possessions.

The will was to the same effect. The family have repeatedly tried to break the will, but so far, has been unsuccessful. Thus the records plainly show that his sulphuric majesty has a right and title to some excellent grounds in the near vicinity of Helsingfors.

The simple people of the neighborhood have changed the course of the road which formerly skirted the Huilariene homestead and declare that they would not enter the possessions of Satan & Co. for all the money that the three estates would bring.

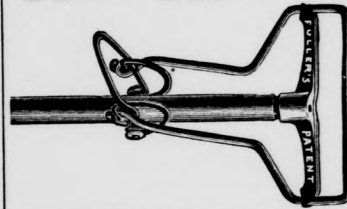
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E. F. ROWE, Ludington, Michigan.

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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.

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**NUTS and RAISINS**

- |          |                    |
|----------|--------------------|
| ALMONDS  | FANCY CLUSTERS     |
| BRAZILS  | LONDON LAYERS      |
| FILBERTS | IMPORTED SULTANAS  |
| PECANS   | ONDARA LAYERS      |
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**AND ALL GRADES OF FANCY CANDIES**

Our line of above goods is in and we are offering at very low figures.

**MUSSELMAN GROCER CO.,**  
GRAND RAPIDS, MICH.

**FOR CHRISTMAS**



**We Make Them!  
What?  
Why!**

**Air-Tight Heaters**

We manufacture a full line. Write for circular and prices.

**Wm. Brummeler & Sons**  
260 S. Ionia Street,  
Grand Rapids, Michigan.



## Around the State

### Movements of Merchants.

Marion—Wm. G. Kinney has opened a feed store here.

Glen Arbor—Carl F. Walker has sold his general stock to Henry Nessen.

Mason—Oscar C. Hoyt has purchased the grocery stock of Pratt & Owen.

Layton Corners—Wenz Yaklin succeeds James & Yaklin in general trade.

Battle Creek—W. C. Sanford has sold his shoe and notion stock to A. N. Buckner.

Manchester—Gallop & Lewis, of Jackson, have opened a branch furniture store here.

Stockbridge—Hall, May & Co. succeed the Stockbridge Hardware & Furniture Co.

Berrien Center—Rutter & Miller, grocers, have added a line of men's furnishing goods.

Lakeville—Wilson B. Homer has sold his dry goods and boot and shoe stock to B. C. Layton.

Laingsburg—E. Heisey has purchased the grocery stock and meat market of Dodge & Bixby.

Alpena—Geo. Stovel has purchased the meat market and grocery stock of James C. Hayes.

Cass City—J. W. Heller & Son have purchased the grocery and bazaar stock of James Tennant.

Lake Odessa—John Beadle, of Saranac, has embarked in the harness business at this place.

Alpena—Geo. W. Stovell has purchased the grocery stock and meat market of Hayes & Brown.

Onondaga—L. H. Sanders has sold his stock of general merchandise to F. E. Mosher, of Banfield.

Lansing—Arthur A. Cramer will shortly open a jewelry and silverware store at 218 Washington avenue.

Dexter—L. D. James has discontinued business at this place and removed his clothing stock to Ann Arbor.

Belding—L. E. Sprague has sold his bakery business to G. E. Shaw, of Long Lake, who has taken possession.

Ingoldsford—J. E. Blomgren has put in a line of dry goods and clothing in connection with his grocery stock.

Hart—Henry J. Palmeter has purchased the clothing and men's furnishing goods stock of John F. Wideo.

Homer—C. J. Henshaw, news dealer and stationer, has taken a partner. The new firm will be known as C. J. Henshaw & Co.

Port Huron—Doe & Hastings have sold their stock of groceries to John Wakeham, a former engineer on the F. & P. M. Railroad.

Cedar Run—Ira H. Newman has purchased the hardware stocks of Daniel G. Shorter and A. C. Wynkoop and will conduct an exclusive hardware business.

Grass Lake—D. L. Livingston, of Detroit, has purchased the drug stock of Walker & Son. He will make extensive improvements, including a new glass front.

Owosso—John T. Walsh, who recently sold his grocery stock to the Johnson Grocery Co., has erected a new store building and engaged in the men's furnishing goods business.

Owosso—A woman from Clare recently did a land office business in Owosso. She took orders for tailor made suits for ladies, also \$2.50 from each lady. The suits have not yet arrived, although they were ordered some weeks ago. Letters have been sent to the house in Chicago which the woman claimed she repre-

sented, but they know nothing of her. The ladies who did business with her have given up hopes of getting either their goods or the money back. The same swindler has been heard of in other cities, where she worked the same game.

Otsego—W. H. Bechtel, formerly engaged in the grocery business at Wayland under the style of Bechtel & Butterfield, has engaged in the confectionery business at this place.

Maple Rapids—Merchants here have purchased a bell which tolls at 8 o'clock every night, when all the business men close their stores, according to an agreement, Saturday nights excepted.

Empire—L. E. Collin and John Fry have formed a copartnership and will erect a building, 36x60 feet in dimensions, two stories high, in which they will put a line of farm implements.

Bay City—The proposition of S. O. Fisher to compromise with his creditors at 20 cents on the dollar, not including the liabilities of Turner & Fisher, has been declined by the creditors interested.

Harbor Springs—W. J. Clarke is putting in the foundation walls preparatory to the erection of a single story building, 30x55 feet in dimensions, adjoining his brick block, which will be equipped for a meat market.

Ishpeming—The drug stock of Meloche Bros., which was seized on execution by Lord, Owen & Co., of Chicago, has been purchased by that firm. The business will be continued under its former management.

Alpena—The Alpena Business Men's Association has experts at work making tests at different points in the county for coal, oil or gas. There are plenty of indications that all these exist, and \$1,000 will be spent in testing with a diamond drill.

Lansing—Cabill & Wood, attorneys for thirty creditors of Mrs. E. Glicman, to whom she is indebted in the sum of \$10,000, have filed an involuntary petition for her adjudication as a bankrupt, in the U. S. District Court for the eastern district of Michigan, at Detroit, and obtained an order from the court to take possession of her belongings and hold them until further orders of the court.

Cheboygan (Democrat)—The young ladies of the city have taken measures toward a general early closing movement. Inspired by the knowledge that many of their own sex have to work from early morning until very late in the evening, and believing that there is no necessity for keeping the stores open so late, they have held meetings to consider what could be done. A meeting was held at the New Cheboygan Tuesday afternoon and another one Friday afternoon at the same place. Clerks and proprietors, also will have the ladies to thank for making their lives much more than a simple monotonous grind of work, eat and sleep, giving them time in the evening for relaxation from business cares, making them better natured next day and consequently in a better position to please customers and thus increase business. Nearly every business house in the city has signed the agreement to close five evenings a week during the winter months.

### Manufacturing Matters.

Berville—Wm. Bailey has sold his saw and grist mill to S. B. Allen.

Roscommon—J. B. Redhead has started his shingle mill and expects to run it all winter.

East Tawas—Ambrose Schill succeeds C. Carpenter Schill in the cigar manufacturing business.

Schoolcraft—The Harris Milling Co., of Three Rivers, has established a distributing depot for flour and feed at this place.

Caseville—Frances E. Conley succeeds Flach & Conley in the mercantile and lumber business and as proprietor of the Caseville Salt Co.

Ludington—The Cartier sawmill shut down, as it is out of logs, but the shingle mill is still running and is manufacturing for J. S. Stearns.

Saginaw—Charles Silsby will start a camp in Roscommon county next week, where he will cut 300,000 feet of logs for the Palmerton Woodenware Co.

St. Louis—Gale C. Brooks and Ben D. Weaver have engaged in the manufacture of confectionery under the style of the St. Louis Confectionery Co.

Ludington—Danaber & Melendy have all their shipments completed and their boats laid up, but as they have plenty of logs will continue sawing as long as the weather will permit.

Munising—The H. M. Loud Sons' Co. has purchased the mill and cedar interests of the Munising Cedar and Shingle Co. and will continue the business on a larger scale than before.

Ravenna—Smith & Starks, who have been operating the grist mill at this place, announce the dissolution of the firm on Feb. 1. Mr. Starks is considering the plan of erecting a grist mill at Belding.

Petoskey—D. R. Jones has retired from the firm of Bull, Bauerle & Jones, wood turners. The remaining partners, Henry Bull and Fred Bauerle, will continue the business under the style of Bull & Bauerle.

St. James—N. Stebbins and Charles C. Tilley have formed a copartnership under the style of Stebbins & Tilley and engaged in the manufacture of shingles. Both members of the firm hail from Northport.

Jackson—E. S. Bowman, manager of the Faultless Shirt Waist Co., has leased the third floor and half of the second floor of the block on Cortland street now in process of remodeling, and will remove the factory to that place some time in December.

Oscoda—The H. M. Loud & Sons Lumber Co. at this place and also at Buffalo, N. Y., and Edward F. Loud, who was connected with the firm and conducted general stores at Au Sable and McKinley, are succeeded by the H. M. Loud's Sons Co.

Lansing—State Senator A. D. Hughes has sold his interest in the Hart Milling Co. to Edward W. Webber, who recently came here from Philadelphia and acquired a half interest. A stock company will be organized with \$20,000 additional capital, and the business materially extended.

Detroit—Articles of association have been filed by the Riverside Chemical Mfg. Co. The capital stock is \$5,000. The stockholders are Henry L. Page, Fort Scott, Kas., 175 shares; James A. Cole, Detroit, 1 share; Harry B. Page, Detroit, 87 shares, and Louis J. Bureau, Delray, 87 shares.

Saginaw—The mills at points on the lines of railroad reaching out from Saginaw have all had the best season's run, financially, in several years. There will be a lot of logs of all kinds put in during the coming winter in the northern part of the State, the good demand for lumber and shingles being an extra inducement to owners of timber.

Alpena—The Huron Handle & Lumber Co. expects to resume operations at its plant next week. The plant will work sixty men and will doubtless be run during the winter. Many improvements have been made at the plant and new machinery put in to materially increase its capacity.

Ludington—The Flint & Pere Marquette Railroad has recently put in a spur of about three miles for J. S. Stearns, near Tallman, and he will get out logs there this winter. The company has also put in a spur at Fountain for Manigold & Stephens, of Friesland, who will draw the greater part of their supply of hardwoods from that source the coming winter.

Durand—The Durand Harrow and Manufacturing Co. has been organized with a capital stock of \$20,000, of which \$4,500 is paid in, for the manufacture of Brown's patent common-sense harrow and agricultural implement novelties and specialties. The stockholders and the number of shares held by each are as follows: F. E. Leonard, 225; R. C. Fair, 150; C. H. and D. B. Sayre, each 150, and J. H. Brown, 135. The remaining 1,100 shares are to be held by the company as treasury stock, to be hereafter sold as shall be provided for by the by-laws of the company.

### The Boys Behind the Counter.

Greenville—John N. Nichols, for a time a grocery clerk in Greenville, has enlisted in the regular army and become a member of Co. G of the Fourth U. S. infantry.

Central Lake—L. E. Bockes succeeds Mr. McKee as pharmacist in Ogletree's drug store.

Traverse City—Joseph Klugman succeeds Chas. Holliday as trimmer and cloak salesman at the Boston store. Mr. Holliday resigned to take a similar position in Flint. Mr. Klugman hails from Detroit.

Grand Ledge—Carl Tinkham, who has been behind the counter nine years for Geo. W. Campbell & Son, has resigned to engage in business on his own account.

Mason—Geo. M. Webb has taken a clerkship in the shoe store of F. W. Webb.

Flint—F. A. Gillis, employed at Cole & Cole's, and Miss Margaret Callahan, also of this city, were recently married at Windsor, Ont., by the Rev. Fr. Joseph Bayard. Miss Callahan has clerked for years in the store of Pierce Bros.

Traverse City—Miss Mae Collins, clerk in the Boston store, was married recently to Wm. Kress, the Elk Rapids jeweler.

According to the opinion of United States Consul Blom, at Copenhagen, Denmark offers a good market for American machinery and tools. Until now Germans have controlled the market. Their prices are a trifle lower, but the American goods are acknowledged to be superior. The demand is for engine lathes, drilling and boring machines, milling, planing and shaping machines, slotting machines, boring and turning mills, machines for making screws, grinding and polishing machines, and American tools of all kinds.

Don Carlos is a bluff. He has a little money and can not afford to waste it trying to be King of Spain.

People who take old-fashioned medicine are led to believe a remedy is not good unless it tastes bad.



## Grand Rapids Gossip

### The Grain Market.

The past week has been a dragging market. Export shipments have been very large, but receipts in the Northwest more than kept pace with shipments, as the visible showed up 1,997,000 bushels increase, which makes our visible 24,500,000 bushels. Speculation is only moderate in the wheat centers, owing to the unsatisfactory reports from Russia, which are very conflicting, and investment buyers seem to hold off, waiting for more definite statistics. Cables are of the same tenor, not much change. The continental granaries are at a low ebb, while wheat in passage does not show an increase to amount to much and arrivals at foreign ports are not more than requirements. The scarcity of good No. 2 red winter is still felt by local millers, which may change should our roads improve, and as tax time draws near, farmers may be freer sellers than they have been. As we near December the longs seem to let go their holdings and transfer their trades to May. While many thought the short interest would enhance prices, it seems as if the market was nearly evened up.

The demand for flour holds up well, which keeps the mills busy. Mill feed likewise is very steady. The home demand for the dairy farms takes more than usual. It now looks as if the demand will keep up, owing to corn and oats keeping up in price.

Corn held its own, especially as the weather has been against new corn being marketed. The corn crop in this State is much below the amount raised last year as the amount received here is very large.

Oats are up and very steady. The offerings are small, as the movement is very slow and the visible is only 5,500,000 bushels against 15,000,000 bushels at the same time last year; so oats will be oats.

Receipts during the week have been 35 cars of wheat, 37 cars of corn and only 2 cars of oats.

The mills are paying 62c for wheat.  
C. G. A. VOIGT

\* \* \*

Not many years ago wheat bran for feeding purposes was considered hardly worth drawing home. The farmer took it along with the rest of the grist because it belonged to him, and as the cattle devoured it eagerly he concluded that small quantities would not hurt his live stock. But to-day the bran and middlings produced at our flouring mills are in great request, in fact in constant demand by growers of stock of all kinds and by dairymen.

The offer from nearly five million barrels of flour ground in Michigan mills is largely consumed in the State. The authorities of the experiment station at the Agricultural College have shown in recent bulletins that bran and middlings not only have a great fertilizing value but are also among the most economical cattle foods that the market affords. By repeated and thorough experiments they have shown that these products are practically as well as theoretically among the very best of cow feeds. They have the right consistency, being well ground, and the proper proportion of the ash elements, the potash and phosphoric elements, to supplement corn meal. It was shown also that in no other product was a pound of actual digestible nutritive matter offered so cheaply, with the sole exception of corn meal. At current prices a pound of nutritive matter in mill feed and corn meal costs about the same, but in addition to the nutritious substance the former furnishes a good supply of the desired ash elements. Mill feed is easily obtainable, and in dry storage will

keep perfectly for an indefinite period. That it is cheap is shown by the fact that at this time of year many farmers and stock raisers put in a supply limited only by their future needs and their storage capacity.

### The Produce Market.

Apples—Most of the receipts are now culls, which were left by the packers, but which the growers are bringing in and realizing 25@40c per bu. on. Dealers hold No. 1 fruit at \$2.50@3 and No. 2 at \$2@2.50.

Beets—25c per bu.

Butter—Dairy is about the same, choice grades commanding 17@18c. Factory creamery is in ample supply at 20c.

Cabbage—\$3 per 100 heads for home grown.

Carrots—20c per bu.

Cauliflower—\$1 per doz.

Celery—12@15c per doz. bunches for White Plume.

Cranberries—Cape Cods, \$7.50 per bbl.; Wisconsin Bell and Cherry, \$7; Jerseys, \$6.50.

Cucumbers—75c@\$1 for hot house stock.

Eggs—Strictly fresh fetch 18@20c. Cold storage and pickled command 16@17c.

Evaporated Apples—The market is in a very peculiar condition, due to the amount of stock held by isolated evaporators. Manufacturers hold their supplies at 8@9c, while jobbers insist that choice stock is worth 9@10c. It will take several weeks yet to concentrate stocks in jobbers' hands, when the price will probably settle down around 10@11c.

Game—The market holds firm to quotations, with receipts light on all lines. Heavier shipments of rabbits are now anticipated.

Grapes—Home grown stock is practically exhausted and New York stock is too high to meet the requirements of this market. Almeria stock in kegs is moving well and is keeping good.

Honey—9c for buckwheat and 11c for white clover stock.

Lemons—The stock in sight is of very good quality and should bring the quotations without a question. The demand shows a slight increase.

Lettuce—15@16c per lb.

Nuts—Hickory, \$1 50@2.50, according to size. Walnuts and butternuts, 60c per bu.

Onions—Spanish are in only fair demand at \$1.25 per crate. Dealers pay 25c for White and Red Globe stock and 20@22c for yellow Danvers and Red Weatherfields.

Oranges—The high value on apples and other fruits has had a tendency to increase the call for oranges over and above that usually the rule at this season of the year. The stocks of Mexicans and Jamaicas seem to be ample.

Parsley—25@30c per doz.

Parsnips—80c per bu.

Pears—Dealers hold Keefers at \$3 per bbl.

Pop Corn—50c per bu.

Potatoes—The market is slow, on account of the sluggish condition of outside markets, which do not rebound as much as was expected with the advent of cold weather. Dealers pay 20@25c per bu. and hold at 25@30c.

Squash—½c per lb. for Hubbard.

Sweet Potatoes—Virginias are steady at \$1.50 per bbl. Jerseys are firm at \$3. Illinois Jerseys are in good demand at \$2.

Turnips—25c per bu.

C. E. Morgan has re-engaged in the grocery business at East Grand Rapids. The Ball-Barnhart-Putman Co. furnished the stock.

Peter Cool will shortly open a grocery store at Mendon. The Musselman Grocer Co. has the order for the stock.

The man who can pay his grocery bill is looked upon as one in affluent circumstances.

Visner is home with a lot of Gillies' New York tea bargains. Phone, 800.

### The Grocery Market.

Sugars—Raws are strong and unchanged, with 96 deg. centrifugal firmly held at 4½c and very little offering. It is reported that large sales of foreign beet have been made at a laid-down cost of about 4¾c. Notwithstanding this, refiners seem willing to buy cane at the 4½c basis. The New Orleans crop is now coming forward and is turning out short from previous estimates. Early estimates placed the crop at from 300,000 to 320,000 tons, but the latest figures give the production at not over 270,000 tons, which is slightly under that of last season. The Cuban crop is now practically cleaned out and nothing will come forward from there until the new crop in January. Notwithstanding the strong position of raws, the refined market, as intimated in last week's Tradesman, declined 1-16c on Friday and further declines will probably be listed before the end of this week. Refiners seem anxious for business and favorable terms are offered buyers of large blocks. Doscher is turning out a few softs, having placed one grade on the market on Saturday and another on Monday.

Tea—Primary markets are steady at the high prices which have been ruling for several months. A fair demand is expected in December, and if these expectations materialize, prices will likely advance. If the demand fails to develop until after the first of the year, there will be other receipts of tea, and prices may be maintained on the present basis.

Coffee—Prices remain stationary. There have been some slight fluctuations in the Eastern markets, but they were purely speculative and had no influence on Western conditions.

Canned Goods—Apples are strong and meet with a good sale at full prices. Packers of oysters report difficulty in getting sufficient stock to pack, on account of the strict enforcement of the Cull law. There is, however, no change in prices. Salmon is moving very well and, although there is no spring pack Chinook in packers' hands and, consequently, no market prices for this grade, it is a fact that the best known brands would bring an advance of 15@25c per dozen over early prices if the goods were obtainable. The sardine packing season ends by law on Dec. 15, but is practically over now and the pack is estimated at about 600,000 cases, which is an average pack. Prices on all kinds are unchanged. The market on all varieties of vegetables is strong, with some kinds, notably corn, tending higher. As is usual at this season of the year, there are occasional lots of goods offered at a shade under the market. This is not on account of any weakness, but is caused by the desire of some canners to close out their odds and ends and be in shape to meet their growers' contracts which fall due January 1. After the first of the year we predict a higher market on almost every article in the vegetable line and recommend especially purchases of corn, tomatoes, peas and pumpkin. A great deal has been said by Eastern trade journals about the enormous pack of tomatoes in Indiana and the large stocks that are being carried by the packers. These papers have published estimates showing that the pack was nearly half a million cases. From a perfectly reliable and trustworthy source we have the following figures, which can be relied upon as approximately correct: The estimated pack early in the season was 900,000 cases. Owing to late frosts and

wet weather, which necessitated re-planting, the pack fell short of this estimate about 25 per cent. and was slightly in excess of 700,000 cases. Of this pack, less than 50,000 cases remains in the packers' hands unsold. With only 7 per cent. of the pack unsold and fully nine months before the new pack, there can be but one final result—higher prices.

Dried Fruits—The raisin crop is now entirely out of the growers' hands and is under control of the Association. While it has been intimated that the Association will advance prices again, it is hardly probable that they will do so at present. Raisins are now at a price that will net the grower a good profit and at a price that the consumer will take them. The first grade are practically unobtainable from first hands, as seeders have taken everything offered. The Pacific grade, however, are in good supply and are giving excellent satisfaction. Fancy clusters are about out of the market. Prunes are very strong and have advanced about a ¼c in some sections. We have repeatedly urged the purchase of prunes at present prices and still maintain that they are the best purchase in the dried fruit line. Peaches are very strong and will, undoubtedly, be higher. Currants are unchanged for the regular stock, but cleaned have advanced ¼c, on account of the advance in bulk noted last week. The first cargo of new dates has arrived and was mostly sold to arrive. The unsold portion is moving rapidly into consumption at unchanged prices. Evaporated apples continue to advance and stocks are light in both evaporators' and dealers' hands.

Cereals—There is no change to note in this line, although the grain market is very strong, with some advances.

Rice—There is a good demand for both foreign and domestic grades at unchanged prices.

Molasses and Syrups—The demand for molasses is reported fair at primary markets, with prices about the same as last week. Corn syrups are having a good sale at unchanged prices.

Nuts—Almonds are about ¼c higher. Filberts are ¼c lower. The large purchase of pecans, noted last week, advanced the market ¼c and further advances are probable. There is some talk of a combination among the peanut dealers. Whether this goes through or not, the fact remains that peanuts are cheap and a good purchase.

Tobacco—The changes in the price of the large butts of Liggett & Myer's plug brands have been followed by a similar announcement this week in connection with the P. J. Sorg & Co. brands. The price of the Sorg tobaccos will hereafter be uniform, whether purchased in small or large boxes, and to bring about this uniformity of price the large butts, which were formerly sold a cent lower, will be advanced.

Provisions—The provision market is dull on account of the demand for holiday poultry. Hams are especially dull, and the whole list has weakened slightly, with the exception of lard. Lard holds its own because the demand is in excess of the supply.

Salt Fish—Mackerel is selling in a small way and the market shows some signs of weakness, which is usual at this season. The mackerel trade will be dull until the middle of January at least. Codfish is dull at ruling prices. Salmon is unchanged and very dull. If a good demand develops, prices will likely advance. Domestic sardines are dull.



## Woman's World

### Educating Men to Become Good Husbands.

An announcement which is of peculiar interest and importance to women has just been made that one of our leading universities is about to establish a matrimonial course. Very few details have as yet been made public, but it is safe to say, judging by the reputation enjoyed by the college in question, that the course of study will be thorough and complete, and it is more than ordinarily gratifying, in these days of educational fads, to hear of at least one school that is getting right down to business and teaching people something they really need to know.

From whatever point of view one looks at this new experiment in domestic science, it seems full of the promise of a better era. For one thing, it is the first rational effort to solve the superfluous woman problem. Think of those doleful tables of statistics that social economists prepare year after year, showing the constantly decreasing ratio of marriage and the consequent increasing ratio of old maids. No woman, not even if she is married—for nobody knows when she may become a widow and need to look out for another husband—can read them without a shudder. The case seemed utterly hopeless until this campaign of education was suggested, and then the answer to the riddle was so easy that it seemed a wonder we hadn't all guessed it before. Train up a boy in the way he should go and when he is old he will not depart from it, is a piece of inspired wisdom. The corollary is obvious. Educate him to marry. Put him through a thorough matrimonial course, and the selfishness of being a bachelor and spending his money for cigars instead of bonnets will no more occur to him than it would to use bad grammar.

Then it may be possible that many men are kept out of the holy estate of matrimony through bashfulness. They would like to marry as they might like to dance the german or play golf, but their early education was neglected in these lines and they haven't the courage to make a beginning after they are grown. They hesitate, feeling themselves unequal and inexperienced in the delicate finesse of lovmaking. How simply and happily all this will be remedied by the course in matrimony that will turn out only men who are skilled in the use of flattery, adepts at paying compliments, and artists who will even know what to say and how to say it when they propose.

Men may not realize just all this means to a woman, but we know ourselves. Deep down in our hearts, every one of us feels that she has an inalienable right to be made love to in a graceful and poetic way, and, no matter how much we adore our own particular Tom or John or how glad we were to say "yes," if he bungled the situation of situations in a woman's life, we know we have been robbed of our birthright of romance. Just think how delightful it will be to have no more halting and ambiguous speeches at such a time, that leave a woman guessing where she is at, and uncertain whether she is engaged or not; no more having a man throw himself at your head like he was slugging the umpire at a baseball game; no more self-conceited proposals, where the man acts as if he was offering you a good thing and expected you to jump

at it. Instead, a lovely, poetic, graceful speech, that would excuse any kind of folly in case you made a bad match and that would be a comfort and a pleasure to repeat to your friends as long as you lived.

Inasmuch as the professional is always superior to the amateur, it seems unnecessary to speak of the advantage of marrying a man who has been thoroughly trained for the business. Of course, there are already many good husbands, just as there are successful self-made men in other lines, but as a general thing it takes a woman the best part of her life to educate one in the part. It is a common observation that second wives have the best of things and are generally treated with a consideration and tenderness not always shown their predecessors. Unthinking people say this is because the man is more in love with the new wife than he was with the old. Not at all. She is simply reaping the benefit of the education in women's ways and peculiarities that he got from his first wife, and it is this that makes a well trained widower about the most desirable husband on earth.

Having graduated in the matrimonial course it is easy to see that men will not approach matrimony with the light and frivolous spirit they now show. As a general thing they seem to think that it is to be a kind of picnic, where the woman will always have on a pretty gown and be well and beautiful and smiling and ready to entertain them. They sign for a fair weather voyage, with no provision in it for rains and storms. It is an impossible scheme of life, and it would save a lot of misery if it could be ground into men that they are not going to be any exception to the rule, but that when they marry a woman they marry her nerves and temper and unreason and silliness, just as much as they marry her beauty and grace and sweetness and goodness. It is all there in every woman that ever lived. You can't pay your money and take your choice. You will have to take them all together, and no man has any right to slam the front door behind him and consider himself a successor to the martyrs every time he discovers a fault in his wife.

It is to be hoped that the very first thing they will teach in a matrimonial course will be to impress on a man the importance of finding out what kind of a wife he wants before he gets married, instead of waiting until afterwards. Half the time he doesn't waste as much time on a dispassionate consideration of the question of whether she would suit him as he does in picking out a necktie. She pleases him in some way and he marries her, and then discovers that they haven't a single taste in common. Why, in heaven's name, should any rational man expect the woman who was silly before marriage to be intellectual afterwards, or her who was recklessly extravagant to suddenly become a model of economy, or the one whose sweet timidity won him to become self-reliant and capable the minute she was married? One would say that to even dream of such a transformation was nothing short of the vagary of a lunatic, except that we see sensible men committing the folly every day. If I had the decorating of a classroom in which young men were to study matrimony, I would cover the walls with illuminated mottoes warning them against marrying any girl under the mistaken impression that they could mold her character or make her over. Take her

for what she is or leave her alone. The divorce courts are strewn with the wrecks of men who thought they could manage some baby-faced, fluffy-haired thing that looked like she couldn't say boo to a goose.

I also humbly trust, in the interest of domestic happiness, that a good, strong financial plank will be introduced into the matrimonial curriculum. When we consider people being in love we slop over with so much sentiment we don't give the practical side of the question much consideration. The general sentiment seems to be that if a young couple are in love enough, they won't need anything to eat, or else it will be mysteriously provided, which, being interpreted, means that they go to live on their parents. There is neither justice nor independence nor happiness in it. The man who is thoroughly educated in such matters at the university will not, of course, blunder into this fatal error as so many of his brothers have. He will have been instructed that he is handicapping his own future by marrying until he is able to support a family and, above all, he will have been put through a course of monthly bills from the grocer and butcher and baker and water works and gas, and so will not be under the blissful hallucination that a woman can work miracles and run a house without money.

It is within the bounds of probability, also, that he will be taught not only to divide the pocketbook, but to play fair. He will send fewer flowers and chocolate creams before marriage and more afterwards. He will have it impressed on his mind that the woman who loves him who used to dimple under his compliments would still care for a word of approval and go hungering without it if he withheld it. He will remember that even the most devoted of wives and the best of mothers occasionally want to see other people and want other amusements outside of their own houses. Perhaps he may even think it worth while to keep up after marriage some of the charming little attentions, the delicate considerations and the accomplishments that he used when he won her heart. Who knows? The general man is not often consciously unkind or a bad husband. His mistakes are the mistakes of obtuseness, and it is precisely this that makes the experiment of educating him so hopeful. DOROTHY DIX.

### How the Carnival Is Regarded in Colorado.

From the Denver Commercial Bulletin.

We recognize the fact that the carnival is a great advertisement for Denver, but it is at the expense of every small town in the State and the Denver merchants should discourage it in the future. People from the mountain towns save up their money, come to Denver and spend every cent with the large department stores and business in the town they came from is practically dead for some months after the carnival. The merchants in the outside towns are liberal buyers in this city and should not be forced into competition with the very houses who sell them goods. The hotels, the railroads, the saloons and the department stores are benefited by the carnival and that is about all. The wholesale houses and other business are at a standstill during the entire carnival week. We, for one, would like to see the carnival abolished, and would be pleased to have the views of some of the merchants in the outside towns.

### Never Talked Shop at Home.

"No; I never carry my business into my home."

"What is your business?"

"I am the proprietor of an intelligence office."

### Sapient Ducks, and How an Expressman Quieted Them.

From the Boston Evening Transcript.

In the ineffable old town of Wrentham a great business is made of raising ducks, and the exuberant fancy of the native inhabitants consequently turns itself loose nowadays on duck stories. Perhaps the most remarkable ducks in the town are those that belong to Mr. Greening, the storekeeper. Mr. Greening keeps his fine white Pekins in a small pasture or enclosure through which trickles—or did trickle—a rivulet of water. Mr. Greening, of course, erected about this enclosure a high chicken wire fence so that his ducks could not get out. On the lower side of the pasture, where the streamlet went through, there was space enough between the wire screen and the water for the ducks to get through and escape, and so Mr. Greening drove down some stakes, side by side, into the bottom of the stream to prevent the ducks from getting out. Then the ducks arose magnificently to their opportunity. They discovered in these stakes, put there merely to restrain their liberty, the foundation of great happiness. They assembled in the rivulet close up against the stakes; they paddled the bottom of the stream with their webbed feet; they stirred up the mud and forced it against the stakes, and little by little they made a dam which caused the water to back up and create for them a beautiful pond. And now every day these happy and astute ducks may be seen gayly swimming on a fine, smooth expanse of water which is the result of their own engineering talent.

And yet this is not the most remarkable instance of the intelligence of Wrentham ducks. There is another breeder out there whose ducks possess a nice natural swimming pond, of which they are very proud. Last fall, when the cold weather came on, the pond began to skim over with a thin crust of ice. Now these wise ducks had discovered that if the water were disturbed it would not freeze over so readily; and in order that their pond should not freeze, they spent one entire night in going in and coming out of the water, and so incessantly troubling its surface that it could not freeze! The proud owner of the ducks, having been out at a lodge meeting, discovered them thus engaged at about midnight, and stayed up a while to watch them. After he went to bed he could not sleep, and got up and looked out of the window; the ducks were still industriously waddling in and climbing out of the water. The result was that next day, when all the other ducks' ponds were frozen up, and their possessors wandering and quacking disconsolately on the banks, these wise ducks were complacently floating and paddling on the free and silvery bosom of their charming lakelet.

The third duck story is not of the intelligence of ducks, but of that of man as related to ducks. There was an expressman who started for Boston early in the morning and reached home late at night and who consequently had to get a good deal of his sleep on the road on the way to town in the morning. He would hang up his reins and his horses would jog placidly and safely on while he curled up in the corner of the seat and slept. After the duck business was started this unfortunate expressman generally had to bring into town on his wagon a crate of live ducks, and they made such a racket with their quacking that he could not sleep. He reckoned that he would get used to the noise after awhile, but he didn't. The ducks always spoiled his sleep. As he rode along he pondered upon means of keeping the ducks still, and one day when he was in town he bought a lot of stout and very short little elastic rubber bands. Next morning he stretched one of these rubber bands over the bill of every duck—and not a quack could one of them utter. The expressman slept the sleep of the just all the way to the city after that, but the clatter which those poor ducks made when, at their journey's end, the bands were taken off their bills is said to have been almost enough to wake the dead in the city cemeteries.



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E. A. STOWE, EDITOR.

WEDNESDAY, - - - NOVEMBER 30, 1898.

### ANNEXATION AND COMPETITION

It is not strange that the unexpected outcome of the Spanish contest, throwing upon our hands a large number of widely-separated and diverse territories, with something like a dozen millions of inhabitants, embracing some of the lowest types of the human family with varying grades of intelligence above these, should cause concern to many students of the problems of our National economic and industrial development. The thought most prominent in producing the alarm is that the admission of such an untoward portion of the earth's inhabitants into a share in our National life will menace many of our most valuable industries and may operate to bring demoralization and ruin to our economic and political system. Thus the great agricultural and grange leader, Herbert Myrick, editor of the Orange Judd publications, sounds a note of warning in his address to the annual session of the National Grange against the ruinous consequences likely to follow in agricultural competition, and calls for a general protest on the part of the Grange membership to the members of Congress against the admission of these countries. Then the great philanthropic capitalist, Andrew Carnegie, in his excitement proposes to spend his energy and millions to defeat the consummation of the terms of settlement, and publishes an elaborate protest, in which he assails the principle of territorial expansion as not only inimical to our economic interest, but as unconstitutional and contrary to the principles governing our National life. And so on every hand this anxiety is being manifested until it would appear that swift ruin is likely to ensue unless we refuse the responsibilities thrown upon us by the fortune of war and turn these half-barbarous peoples back to their night of degradation and oppression.

It is amusing, in view of the history of our territorial expansion, to note the arguments against the legality of such action. There is certainly a difference in the present extent of our domain and that of the original thirteen states which inaugurated our National life. This expansion has resulted largely from purchase from the various European nations, unattended by other than pacific incidents. The only expansion resulting from war was that of Texas and the Western and Southwestern territories.

Surely there has been enough of this policy to raise and settle effectually the question of legality. The only plausible argument which would seem to present is that the meddling in territory in the Orient would be a violation of the converse of the Monroe doctrine. But circumstances may sometimes make modifications of such doctrines necessary and right.

It is a natural result of the prospect of improvement in the various annexed countries on account of their relations to us that property owners and producers should look to our better markets and prices for amelioration of their condition. It may even prove that in the generosity of our greatness or the heedless or selfish carelessness of our law-makers some interests may suffer slight temporary inconvenience; but in the opinion of the Tradesman there is enough of good sense and patriotism in the Government to prevent any serious menace.

Some of the uneasiness on account of the new relations seems to be occasioned by the idea that the basic principle of the Declaration of Independence compels us to admit the new peoples to all competition on an equal basis. It is gradually coming to be recognized by students of sociology that it is necessary to consider existing conditions in the relations of the various races with each other. The lessons of the premature enfranchisement of the negro which followed the civil war have not been without effect and there is now as little danger of the admission of inferior races to citizenship while remaining in their degraded condition as there is of admitting the insane or idiotic of our own country.

There is no question but that the new relations will bring with them much of complication and perplexity. It may prove to be necessary to modify many of our accepted ideas of National and Governmental policy. It may be necessary for us to devise an entirely new colonial policy, involving more of paternalism than has been approved in our more insular position; and it may be necessary to exercise control over the influx of products and labor, as we now do with outside nations. It is not a foregone conclusion that because we may exercise control over inferior races we should do other than work for their improvement, subject to their limitations and our welfare; and while the problem will present many new elements, there is enough of intelligence and common sense in our legislators to meet the new conditions with as little danger to our industries as England finds in dealing with colonies which are even worse in racial condition and outnumber her several times in population.

A lecturer on the wastefulness of American housekeepers estimates that 100,000 families could be fed with the food daily thrown away by hotels, restaurants and large private establishments in New York alone. The cause is said to be the abundance of food and the bad cookery in America. If the figures be correct New York is a big field for domestic science missionaries.

A wealthy New Yorker, to get even with his neighbor, has advertised his house to let. The house is in one of the swell districts of the city—Trinity Terrace—and the advertisement reads that the house will only be let to a colored tenant, one with a plentiful crop of pickaninnies being preferred.

### GENERAL TRADE SITUATION.

While the severe storms on the Atlantic Coast have served to materially diminish the aggregate of transactions in the principal Eastern cities, the general situation is decidedly improved by the outcome of the peace negotiations and by continued favorable reports of railway earnings and improving textile conditions. As an indication of the improvement in railways and of the magnitude of general business as compared with the past, the eastbound tonnage from Chicago for three weeks was 283,098, as against 145,038 for the same time last year, and 185,254 for the corresponding period of 1892. There was a steady but slow improvement for sometime, which has finally developed into more rapid advance, carrying quotations to a higher average than has been known since before the panic. Sales of both stocks and bonds have been heavy, much of the buying being of an investment character, which indicates confidence as to future improvement and steadiness. The speculative industrials showed but a few cents improvement on the average, although many of the more substantial stocks are advancing rapidly and steadily.

With but little price variation, up and down, wheat and other grain activity continues beyond all expectation. Western receipts of wheat were over 8,000,000 bushels, being 2,000,000 more than for the same week last year, which was unprecedented for the corresponding time in previous years. Export movement is relatively heavy.

Considering the continued enormous iron production it is a matter for astonishment that prices have not only been maintained, but that some lines have shown a positive advance. Bessemer pig has risen to \$10.15 at Pittsburg and grey forge to \$9.25. Car builders are greatly crowded with orders, making heavy demand for forms for their use, and plate and bar mills are behind in orders.

The textile situation as a whole shows more encouragement than for a long time past. Wool is having a heavy sale in the Eastern markets, although the tendency of prices is a little easier. There has been a slow but steady improvement in wool fabrics for several weeks and the feeling among manufacturers is more hopeful than for some months. Cotton shows a tendency to healthy advance, the price reaching 5½ cents. Curtailment of production with improved demand has brought an advance in prints to 2.06 cents.

### THE NEW POSSESSIONS.

It is reported from Washington that President McKinley, in his forthcoming message, will recommend that the new possessions be given a colonial form of government, under civil governors, and that they be not accorded statehood. It is further reported that he will recommend that Cuba be governed under a protectorate for the present, and that, after a certain time, the island be allowed an independent government.

If it be taken for granted that the absorption of all the Spanish possessions is inevitable, then it certainly would be infinitely better for this country that these distant possessions be governed as colonies, and not admitted to the rights of statehood, or even considered as territories. They should have all the advantages of local government; but they should have no voice in administrative affairs in this country, nor form a part of our tariff system. The colonial policy should be extended to all of our external

possessions, including Hawaii and Alaska.

To give to such countries as Porto Rico, Cuba and the Philippines the right of representation in our Senate and House of Representatives would be a very dangerous thing, particularly as it is always possible under our political system that a few votes may hold the balance of power. The people of these conquered territories are largely different from our people in race, language and customs. Our laws might be found inapplicable in their case, whereas a system of local government, in which they would have full liberty where not inconsistent with our institutions, would give them infinitely more freedom and prosperity than they ever enjoyed under Spanish rule.

The absorption of all this territory, with the many millions of people concerned, is a most serious responsibility to assume; yet there does not appear to be any clear way out of the difficulty. The formation of a system of government for these possessions will absorb much of Congress' attention for some years to come. We are also likely to have trouble with the natives of the different islands who may be expected to rebel against the restraints which an impartial administration of the laws will place upon the more turbulent elements.

The English meteorologists are talking of making weather predictions three or four days ahead instead of, as at present, only a few hours. They believe that such predictions can be made with a fair degree of accuracy. There are certain areas in or near Europe where the conditions must be carefully watched in order to determine the character of coming weather. These are in Central Europe, over Iceland and Greenland and over the Azores. Meteorologists believe that if they can obtain accurate data from these regions they will be able to predict days ahead.

The will of the late Prof. Baron, of the University of Berlin, who died last week, stipulates that his entire fortune shall be given to the city for the purpose of founding a home for children, who shall be raised on a vegetarian diet. The Berlin municipality, however, has consulted the medical authorities on the subject of vegetarianism, and has decided to refuse the legacy. The advocates of vegetarianism are enraged over the action of the municipal council, and they now propose to found an institution themselves to prove the truth of their theories.

Lake Superior is in danger of losing its distinction of being the largest fresh water lake in the world. African explorers begin to think that Lake Victoria Nyanza is larger. Superior covers 31,200 square miles and Nyanza has been credited with about 30,000; but recent explorations have discovered a hitherto unknown bay on its southern side, which so increases its known area as to make it a question whether it is not larger than Superior. Fuller explanations and more careful surveys must be made, however, before a decision can be reached.

It does not pay to brag. An umbrella-maker who boasted that he had been chosen to assassinate Emperor William goes to jail for three years. He has distinguished himself with his mouth.

Strength of muscle is dangerous in a man who has not strength of mind.



**COMMERCE AND PROSPERITY.**

Those persons whose idea of prosperity is that every individual should be wealthy, and that this is to be accomplished by confiscating and dividing all the accumulated riches in the country, are wild and foolish dreamers looking for something impossible without an absolutely radical change in human nature. The only prosperity practicable is found under conditions that give every individual an opportunity to do his best with the faculties he possesses, and ensures to all employment at reasonable rates of compensation.

The greatest problems of statesmanship are concerned with securing the welfare of the people. To keep the people engaged in fairly remunerative industries is the grand object. When the people are earning good wages, and all who will work are fairly employed, then what is called prosperity is the rule in the land.

In the emergency which now confronts us our lawmakers must so shape our policy as to enable us to find new and great markets for the products of the American people. The solution of this problem is found in the one word "commerce." Increase the commerce of the United States; find more consumers for its products; then its people will enjoy a fair measure of prosperity.

All the wealth of modern commerce has been gained in trade between nations dwelling in the temperate zones of the earth with those inhabiting the tropics.

The reason of this is simple enough, since the nations in the same zones produce like articles which do not demand an exchange, while the products of the torrid regions are in great demand in the temperate latitudes, and, vice versa, those of the colder zones are needed in the tropics.

The only exception to this rule is found in those cases where mineral products do not, like those of the vegetable world and of the people's industry, conform to climatic conditions. As a general fact, the products of the forest, the field and of the sea are much the same in all countries lying in the same latitudes, and where manufacturers are confined to working up the raw material that originates in such countries there is generally no reason for an exchange of products, because every nation in the same zone possesses the same products.

England, France and Germany would have nothing to sell to the United States but for the fact that they manufacture the products of more Southern countries and sell them to us and others. The tropics alone offer scope and opportunity for the extension of commerce so needful to the prosperity of the United States. Mr. Joseph Chamberlain, British Colonial Secretary, in an article in the December number of Scribner's Magazine, touching on this subject, shows that at the present time the total trade of Great Britain with the tropics is 38 per cent. of its whole trade with the remainder of the world, excluding the English-speaking peoples; and the tropical commerce of the United States is 44 per cent. of its trade with the remainder of the world, with the same exception. Yet the larger portion of tropical territory has not been touched at all, or only superficially, and there is practically no limit to the potential results of the effective opening up of these countries to the white man's energy and enterprise.

It is evident from this that the inter-

est of all countries in this prospective commerce is very great, and competition for its possession and control is actually threatening the peace of Europe. The statesmen of the European countries realize that the most urgent duty resting upon them is to find new markets for the products of their people's industry.

This is the policy that has made England so rich and powerful. The little island, possessed of abundant iron and coal, and having a population full of activity and energy, imports the raw products of all other nations and manufactures them. The products of this manufacturing are vastly greater than England can consume, and so markets are sought for them in foreign countries. The need for opening such markets has developed the remarkable policy of territorial expansion and colonizing which has put England at the head of the commercial world.

The United States has found itself to-day very much in the condition of England at the beginning of the present century. With a population of seventy millions, whose labor is supplemented in every department of industry with the most ingenious and powerful machinery capable of multiplying that labor in an enormous ratio, the productive power of the American people is so vastly greater than their consuming ability that great numbers of the people are subject to be thrown out of employment and forced to suffer from their involuntary and unwilling cessation of work.

The remedy—and the only remedy—is to find new markets for the constantly increasing excess of American products, and this remedy can be secured only by territorial expansion, by modifications of our tariff laws and by building up a large and powerful merchant marine. Wise men will find a way to accomplish the all-important result, or else the American people must consent to submit to incalculable evils growing out of the enforced idleness of millions of people, and the social and political agitations which such a state of affairs will entail.

The "Keely motor" incident demonstrates how eager capitalists are for the possession of scientific discoveries that will enable them to multiply power or cheapen production at a small outlay. In order to satisfy these demands, hundreds of men are constantly searching the arcana of mechanical, chemical and electrical science for the secrets that will enable their possessors to multiply wealth. Instead of appealing to magicians and enchanters, as in fairy stories, it is now only necessary to secure the services of the chemist, the mechanic and the electrician, and men to-day are eager for their revelations of the secrets of nature to aid them in piling up wealth; but if a mechanic can make a fortune by pretending to invent, instead of inventing, then there is no incentive for him to accomplish more, unless he be a devotee of science. Then he will actually discover something if it be in his power.

Ex-President Benjamin Harrison has been retained by Venezuela to represent that government before the arbitration commission that sits in Paris within a short time to settle the dispute between Great Britain and Venezuela over boundary lines. General Harrison is said to have received a retainer fee of \$100,000.

**DOCTRINE OF THE DREAMER.**

Grand Rapids was recently visited by a Chicago gentleman who delivered several homilies on the thingness of the which, the universal brotherhood of man and other socialistic topics which are made much of by theorists and dreamers. During his visit here, an open meeting was held at one of the opera houses under the auspices of organized labor, affording the preposterous spectacle of a monopoly—and the most tyrannical and infamous monopoly the world ever saw—fathering a scheme of socialistic equality! While the ulterior object of such a propaganda is the promotion of selfish interests, the avowed object of the crusade is the amelioration of the poor by the adoption of an idealistic condition of society which shall destroy all property, class and educational distinctions and relegate all competition to the background. Such a condition would, necessarily, dissipate all ambition and reduce the people to the dead level of ignorance and superstition, thus ignoring all the advancement which has been made since the days of Adam and Eve.

As to the poor, we are indebted to the highest authority for knowing that they will always be with us. Inequality of fortune is a necessary and inevitable result of the differences in human beings. If all men were from birth equal in health, strength, intelligence and moral qualities, then the conditions of universal peace, prosperity and brotherhood dreamed of by the socialistic theorists could be realized. All men would work alike, would be able physically and intellectually to earn alike, and all would be honest and faithful. There would be no dissensions, no crime, no ignorance nor indolence, and probably no vices—in short, a Utopian condition.

Under the conditions which exist, and have probably always existed, such an admirable social state is impossible. Men differ physically, intellectually and morally in infinite variety, and the result is just as great a variety in their social and pecuniary status. Some are industrious; others are idle by preference. Some are honest and true; others are dishonest and false in every relation of life. Some are intelligent; others are dull and stupid. All have made use of their faculties either for good or evil, or have utterly neglected to improve them in any way.

How much of the good and evil in mankind is due to causes inherent in individuals and beyond their control is a problem that may be left to the philosophers who have tried to connect in one system biology and ethics. What the statesman and the philanthropist are called to consider are the differences of human condition consequent upon the differences in the millions of individuals who go to make up a social state. These differences have to be reckoned with as they exist, and any careful consideration of the situation must convince the candid observer that any human arrangement by which the entire population of a country is to be brought to an equality in the conditions of life is absolutely impossible.

Therefore, under those limitations, universal prosperity in any community, however small, is entirely impracticable; and vastly more impossible, if such an expression can be used, is prosperity for all the people of a great city or state. Thus it is that when the Savior of men declared that the poor would always remain as a charge upon society,

it was a divine maxim which was based upon an absolute knowledge of human nature.

**TROPHIES OF THE WAR.**

The report from Admiral Dewey to the effect that he had contracted with a responsible Hong Kong wrecking firm for the raising of three of the Spanish cruisers sunk by his fleet on May Day, and the further information that the ships can be raised without difficulty, will be gratifying information to the American people. The loss of the Maria Teresa, after having been recovered from the rocks on which she had been driven by Admiral Cervera, was a severe disappointment, as it had been hoped that at least one of Cervera's ships might be recovered and retained in the American naval service as a lasting memorial of the great victory off Santiago. It will be gratifying to reflect that better fortune promises to follow attempts to secure a trophy of the battle in Manila Bay, the most memorable event of the war.

The three vessels that are likely to be recovered are the sister ships Isla de Cuba and Isla de Luzon and the cruiser Don Juan de Austria. The former two ships are of a little more than 1,000 tons displacement and are modern vessels in every way. The latter ship is slightly larger than the others, but is somewhat older. All, when renovated, will be extremely useful vessels for service in the Far East, as they are of light draft and can be maintained in commission at small expense. These three ships, which are capable of doing good service for years to come, will serve to perpetuate the memory of the valor of our sailors at Manila, and will always be interesting relics of a naval fight which deserves to rank among the most memorable in history.

**SAFE STAIRWAYS.**

The tragical burning of the Baldwin Hotel in San Francisco, and other great caravansaries, in the destruction of which many human lives have been lost, should emphasize the intense practical wisdom and shrewdness of "Aunt Betsey Trotwood," who made it the rule of her life never to take quarters in a hotel which did not have a stone stairway from the various upper floors to the ground.

If all travelers would make such a demand, there would be better provision of protected stairways and fire escapes in case of conflagration. It is as astonishing as it is shameful that in spite of all modern appliances for fire-proofing houses, or at least to retard and delay the burning of houses, it is seldom that the destruction by fire of a hotel or other building in which many people are employed or reside fails to cost many human lives.

The danger could be entirely obviated if proper attention were given to the stairways. They should be made of incombustible material and enclosed within brick walls, so that no fire could communicate to them. This would not be difficult, and it would go a great way to make hotels and other such buildings safe for their human occupants. There will have to be special legislation in all cities to require such provisions.

Man was made to mourn, but he has fixed things so that woman has taken most of the job off his hands.

The man who lives in a glass house should go away from home to throw stones.



**Fruits and Produce.**

**Refutes Current Statements Regarding California Fruit Industry.**  
From the Los Angeles Fruit World.

From time to time there appear in the press statistics of acreage of orchards in California, divided into trees in bearing and those not in bearing, and it is customary, even here in California where every one should know better, to estimate the future production of fruit by these statistics. As a matter of fact, however, there is no source of information touching acreage of California orchards possessing any value. Each year the assessors of the various counties compile statements purporting to show the number of trees in bearing and those not yet in bearing, the law putting in the latter category all trees under five years of age and exempting them from taxation. These statements are then sent to the State Board of Horticulture, from which source the statistics emanate.

It may seem strange that the honest farmer would attempt to evade the payment of taxes, such offense usually being charged exclusively against corporations. But it is nevertheless a fact that the statistics are ridiculously false. These show that something like 50 per cent. of all trees in the State are below the bearing age, whereas any person with any acquaintance with California horticulture must know that the great planting period was from 1887 to 1893 and that probably not 5 per cent. of the acreage has been planted since the latter date.

As a matter of fact, California is not very far from the maximum of production of fruit from the present acreage. The 15,000 carloads of oranges shipped last year might in time increase to 40,000 were it not for the fact that in certain sections not adapted to the fruit the trees are being uprooted to make way for other crops and there seems no reason to believe that the orange output will more than double in the next decade. Lemons are a later product of the State, and, while almost, if not quite, all the acreage is in bearing, the trees are of ages which will make very rapid increase in production certain, and the output may run up from the production of 1,200 carloads last year to 10,000 carloads a decade from now. Olives were planted heavily from four to six years ago, but the unsatisfactory results have led to the destruction of a considerable acreage of quite old trees, and the yield will vary greatly from year to year. Prune trees are the shortest lived of all fruit trees grown in Southern California, and the tendency is away from that fruit. Apples are a coming fruit, with a certainty of vast increase of production. The apricot and peach acreage has about reached a permanent stage, old orchards passing their prime or giving way to other crops about as rapidly as young acreage increases in production. Figs have shown a great decrease in acreage, while pears are not looked upon with special favor except in small sections.

Taken as a whole, the fruit industry of California is in a satisfactory condition, and there is reason to believe the total output will show an increase each year for many years to come; but the condition is a long ways from that portrayed by statistics representing a half of the acreage of all fruits as below the bearing age.

**Sulter and Hagar Methods in the Cheese Trade.**

From the Montreal Trade Bulletin.

The failure of the cheese exporting firm of J. C. & G. D. Warrington is turning out much worse than at first expected, as there appears to be no prospect of the factorymen, who sold their cheese to the firm shortly before it suspended payment, getting anything at all, as it is feared there will be scarcely sufficient assets to pay the curator for winding up the estate, to say nothing of the salaries due the employees. J. C. Warrington informed a party here just before leaving for England that he had lost \$70,000 on the cheese he had shipped

to England this season, but that he was going over to the other side, where he expected to get a settlement. Mr. Warrington made considerable money last year on his short cheese contracts, but selling short in 1898 proved a losing game, to which he had to succumb. Last year he was very successful in Chicago wheat and made a considerable sum of money in the Leiter deal; in fact, he was called the Leiter of Montreal and proved a much cleverer operator than the Chicago millionaire, as he knew when to get out of the deal. Mr. Warrington was a thorn in the side of the whole cheese trade this season, as he managed to keep up prices above an export basis from the word go, so that there was no money in the business for himself or any one else. He was short a large amount of cheese in England, when he failed, which would have increased his losses considerably had he filled his contracts.

**Illinois the Only State Now Producing Filled Cheese.**

Washington, Nov. 27.—The annual report of the Collector of Internal Revenue shows that there was 1,663,067 pounds of filled cheese produced at manufactories during the ten months ended June 30, 1897, and the tax of 1 cent per pound was paid upon the entire quantity, and the same withdrawn from the factory. For the fiscal year ended June 30, 1898, 1,402,861 pounds was produced and tax paid, showing a falling off in production as compared with the previous fiscal year of 260,206 pounds.

The average monthly production for the ten months ended June 30, 1897, was 166,306 pounds, and for the nine production months of the fiscal year ended June 30, 1898, the average monthly production was 155,873 pounds. There was no production in the months of July, August and May of the fiscal year ended June 30, 1898. Illinois is the only State producing filled cheese, with seven manufactories. Illinois, Louisiana, Maryland and New Jersey are the only States having retail establishments, there being in the four a total of nineteen. The internal revenue receipts on filled cheese for the year ended June 30 amounted to \$14,120.23; special tax from manufacturers, \$2,233.32, and from retailers, \$156.

**Mexican Oranges Moving Into Consumption.**

From the New York Commercial.

From St. Louis comes the announcement that Mexican oranges are coming forward and moving rapidly into consumption. Prices, it is said, range up to \$4.25 per box for recent arrivals, and a ready market is found at that figure.

It is reported that dealers who have been over the ground this year say the prospect for orange culture in Mexico is unlimited. For some time, they say, demand will exceed supply and business will be very profitable. Friends of the Mexican orange claim for it a more satisfactory flavor than other varieties possess, and they say that it can hold the market, after it is once known, against either Floridas or Californias, while they assert that the West India product is not to be compared with Mexican fruit.

Mexican oranges have met with an unsatisfactory reception in this market. Few have ever been shipped here, and money was lost on them. Dealers here do not care for them and will not take them, except at very low rates, because consumers do not take kindly to them, and will not have them when anything else is procurable.

**Olives the Coming Crop of Arizona.**

The past five years has proven by actual product that the olive is to be the great future crop of the Salt River Valley of Arizona. The product is growing larger every year as the orchards grow older, and the indications are that this season's crop will establish beyond experiment the olive as one of the great products of the Salt River Valley.

When a woman has a secret, nothing makes her so mad as the discovery that no one wants to know it.

**CRANBERRIES, JERSEY and VIRGINIA SWEET POTATOES,**

Apples, Celery, Spanish Onions, Lemons, Oranges and Bananas.

**Bunting & Co., Jobbers,**  
Grand Rapids, Michigan.

**POTATOES, BEANS, ALL KINDS FIELD SEEDS**

Everyone reading this advertisement—you are reading it now—who trades in BEANS, POTATOES, SEEDS, APPLES, ONIONS, if in the market to buy or sell, is requested to correspond with

**MOSELEY BROS.,** 26-28-30-32 Ottawa Street, GRAND RAPIDS, MICH.

**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.

HARVEY P. MILLER.

EVERETT P. TEASDALE.

**MILLER & TEASDALE CO.**

WHOLESALE BROKERAGE AND COMMISSION.

**FRUITS, NUTS, PRODUCE**

APPLES AND POTATOES WANTED

838 NORTH THIRD ST.,  
830 NORTH FOURTH ST.,

WRITE US.

ST. LOUIS, MO.



**FREE SAMPLE TO LIVE MERCHANTS**

Our new Parchment-Lined, Odorless Butter Packages. Light as paper. The only way to deliver Butter to your customers.

**GEM FIBRE PACKAGE CO., DETROIT.**

**HARRIS & FRUTCHEY**

Only Exclusive Wholesale BUTTER and EGG House in Detroit. Have every facility for handling large or small quantities. Will buy on track at your station Butter in sugar barrels, crocks or tubs. Also fresh gathered Eggs.

**POULTRY WANTED**

Live Poultry wanted, car lots or less. Write us for prices.

**H. N. RANDALL PRODUCE CO., Tekonsha, Mich.**

**We Are in the Market**

To buy or sell Beans, Apples, Potatoes, Onions, Honey, Old Pop Corn, Fresh Eggs, Wood. If you have any of the above to offer, write

**VINKEMULDER COMPANY,** 14-16 OTTAWA ST. GRAND RAPIDS, MICH.



**GOTHAM GOSSIP.**

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, Nov. 26—There is almost always a light trade during Thanksgiving week. Buyers are conspicuous by their absence and for the last half of the week very little is to be recorded. Jobbing grocers generally are, apparently, satisfied with the November business and the year will go out with a blaze of glory in more ways than one.

Coffee is steady, with demand somewhat limited. Orders received from out of town dealers indicate rather light stocks on hand and there is very little bagging over rates. Jobbers are not anxious to press sales, as they might find some trouble to replace the goods now on hand without a decided advance. One sale of 2,000 bags at 6½¢ was reported of Rio No. 7, and probably as much more would have been taken, but the rate could not be duplicated. Regular quotation, 6½¢@6¼¢. Mild coffees have a steady tone and sell well at recent rates. There will be a cargo of 12,000 bags here in a few days of Maracaibo and it is thought this will find a ready sale. Good Cutcuta is worth 8½¢. East India sorts are without special interest. Quotations are unchanged.

The tea market is in the condition that the least said the better. Still, it is fairly firm and Pingsueys and Congous are especially well held. The invoice market is steady.

The rice movement is slow, although the indications are that it will soon show improvement. Advices from the South are of such a character as to show a good deal of damage to crops by wet weather, and certainly we shall feel the effects of this before long. Foreign sorts have sold pretty freely, although, as a rule, the demand has been for rather small lots. Prime to choice Southern, 5½¢@6¼¢. Patna, 5½¢@5¾¢; Japan, 5½¢; Java, 4½¢@5¼¢. European advices are strong and confident.

Pepper has been the one article of interest in the spice market during the week. The situation in every way is strong and prices are steadily advancing. Singapore black pepper, January or March shipment, has sold at 10½¢, and on the spot the close was firm at 9¼¢@9½¢. Cloves are firm, owing to light supplies, but the rest of the list is practically unchanged in any way.

The molasses market closes firm, or at least the outlook is for such condition. Competition led to some demoralization during the first few days, but New Orleans reports were so decidedly firm that an influence was shown here. Syrups have been quiet. The supply is not large, although sufficient to meet existing wants.

The demand for lemons is rather quiet and yet there seems to be a fair jobbing trade. Arrivals of Jamaica oranges have been liberal and the quality poor, so that for the moment the market is depressed, and even for repacked barrels the outside seemed to be not over \$6.50. California oranges are in light supply, although the demand is not very active. There seems to be more enquiry for Florida fruit, which is coming in rather moderately and sells readily. Quotations: Sicily lemons, 300s, \$2.75@4.50, as to quality; 360s, \$2.75@4.50; oranges, Jamaicas, original barrels, \$5@6; Florida russets, \$3.75@4; brights, \$3.75@5. Bananas are quiet within the range of 90¢@\$1.10 per bunch for firsts. Almeria grapes fetch full prices, \$6.50@10 for full-weight bbls. Apples continue very firm and in light receipt. Greenings are worth from \$4@5; Baldwins, \$3@4.50. Cranberries are worth from \$6@8 for Cape Cods, as to quality, and Jerseys \$5@5.50.

Dried fruits are in about the usual demand, although for fancy raisins and kindred lines there is a good holiday trade going forward. Evaporated apples are firm at 9½¢@10¢.

The canned goods market is firm and the demand is active for leading staples. Prices are about unchanged, with more firmness for peas, corn and tomatoes. Tomatoes are in freer receipt. The pack this year exceeds that of 1897 very much.

There is a comparative scarcity of fancy creamery butter, which is held at full quotations. The quality that will bear close inspection sells for 23½¢, but if the stock is not up to requirements it goes off for what it will fetch and considerable shading is done. Western June creamery, finest grades, 17@17½¢; Extra Western factory, June make, 14@14½¢.

The cheese market is in better condition than a week ago and can be called comparatively firm. Fancy full cream, large size, State cheese is worth 9¼¢; small size, full cream, 10¢.

Arrivals of eggs are light and the market is extremely strong. Best Western are worth 24¢; fair to good, 21@23¢. refrigerator stock, 15½¢@16½¢.

**Experience of a Canadian Farmer in the Grain Trade.**

From the Montreal Trade Bulletin.

A dealer from west of Toronto, who was in the city a few days ago, related an instance of a farmer in his district who envied the supposed profits of grain dealers and determined to go into the business himself. Not being acquainted with the routine of running a country grain business, he engaged the services of a clerk in a neighboring grain firm, hired a store, and commenced receiving grain from the farmers in the neighborhood. This was last spring, when the belief and cry was that oats were going to 45¢ in the country and wheat to \$2 sure, as Leiter then had control of the deal in Chicago. The farmer, being well-to-do, had a good sum to begin with on deposit at the local bank and quite an extended credit besides, and commenced operations under apparently the most auspicious circumstances. The farmers from the section of country around, wishing to encourage one of their own fraternity, carted their grain to the new concern, but not before they had ascertained the prices which the opposition dealers were prepared to give. The result was that the agricultural grain merchant had to pay about ½¢ per bushel more than the market value, as his confreres in agriculture managed to impress upon him that they had been offered such and such a price for their wheat and oats by the other dealers in the place, and thus they squeezed the extra price out of him as soon as they pretended to start with their loads to the other dealers. For all this, however, prices commenced to advance, and as the new dealer kept on accumulating his wheat and oats, his fortune appeared to be growing bigger and bigger, while the farmers were having a good time in giving him all the grain they could spare, and he seemed perfectly satisfied, as he had made up his mind that Leiter was the only man who knew what he was about, and that "wheat was bound to advance to \$2, and oats to 45¢ right here." In fact, if any buyer ventured to ask what he would take for his grain, he would simply scowl and reply: "Wheat ain't up to \$2, and oats ain't up to 45¢." The country banker was of the same opinion as the aspiring farmer, and encouraged the latter to keep on buying, until prices had advanced to top rates, and, although he could have got out at a splendid profit, he stubbornly refused to realize. Prices soon commenced to tumble rapidly and, although he then tried to unload, it so happened that every time he reduced his offers to sell they were several cents above market values, until he stood to lose considerable money. It is said that wheat which cost him \$1.08 to \$1.10 was sold at 73¢ and 74¢, and oats that cost him 35¢ and 36¢ realized 27¢ and 28¢. He stood his losses, however, manfully, paid-off his bank's advances, and the only real inconvenience he was put to was the mortgaging of about ninety acres of land. He had had enough of business, however, in the short space of a few months, to quit it, and now the farmers all around express their regrets, as they swear that he was the best fellow they ever dealt with. Of course, he did not do a very extensive business, but it was ample enough to check his aspirations in the grain trade, as it is estimated that he lost about \$12,000.

**WANTED**

DRIED AND EVAPORATED APPLES BOTH '97 AND '98 STOCK.

**N. WOHLFELDER & CO.,**  
WHOLESALE GROCERS

399-401-403 HIGH STREET EAST, DETROIT, MICH.

**Hermann C. Naumann & Co.,**

353 Russell Street, Detroit, Mich.  
Opposite Eastern Market,

Are at all times in the market for FRESH EGGS, BUTTER of all kinds, any quantity, FOR CASH. Write us.

J. WILLARD LANSING,  
BURGE D. CATLIN.

**LANSING & GATLIN**

44 W. MARKET STREET  
103 MICHIGAN STREET

Reference: TRADESMAN. BUFFALO, N. Y.



WHOLESALE DEALERS IN EGGS

It is now at the season of the year when several commission houses who make a specialty of other goods—and the season is over with them—are trying to work Butter and Eggs for a few months; not having the trade, they cannot do you the justice that a house can that handles Butter and Eggs exclusively twelve months in the year. Fresh Eggs are scarce; we want them at 20¢.

**Who Gets the Oyster Trade?**

The man whose oysters are the freshest and best flavored.

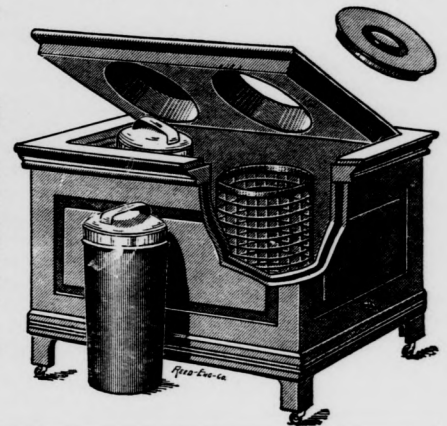
**Who Loses Other Trade?**

The man who sells fishy oysters diluted with ice to disgust his customers.

Avoid such a calamity and increase your trade by using our OYSTER CABINETS, made of Ash, insulated with mineral wool. (See cut.) They are lined with copper. All parts easily removed for cleaning without disturbing the ice. Porcelain-lined cans. Send for circular.

Ask for our prices on Roll Top Butter Refrigerators.

**Grand Rapids Refrigerator Co.,**  
Grand Rapids, Mich.



Ship your BUTTER AND EGGS to

**R. HIRT, JR., DETROIT, MICH.**

34 AND 36 MARKET STREET,  
435-437-439 WINDER STREET.

Cold Storage and Freezing House in connection. Capacity 75 carloads. Correspondence solicited.

**EGGS WANTED**

Am in the market for any quantity of Fresh Eggs. Would be pleased at any time to quote prices F. O. B. your station to merchants having Eggs to offer.

Established at Alma 1885.

**O. W. ROGERS**  
ALMA, MICH.

Ship Us Your

**BUTTER, EGGS, POULTRY,  
VEAL, GAME, FUR, HIDES,  
BEANS, POTATOES,  
GREEN AND DRIED FRUIT**

Or anything you may have. We have a No. 1 location and a large trade and are fully prepared to place all shipments promptly at full market price and make prompt returns. If you have any apples do not dispose of them before corresponding with us. The crop is very short this season and there will be no low prices. Please let us hear from you on whatever you may have to ship or sell.

**COYNE BROS., Commission Merchants**  
161 South Water St., Chicago.

REFERENCES:

Wm. M. Hoyt Co., Wholesale Grocers, Chicago.  
W. J. Quan & Co., Wholesale Grocers, Chicago.  
"Chicago Produce," Chicago.  
Bradstreet's and Dun's Agencies.  
Hibernian Banking Association, Chicago.  
BANKERS: Merchants' National Bank, Chicago.



## FLOWER TRADE

## How the Industry Has Expanded in Grand Rapids.

To Louis Campau is due the honor of being the first horticulturist in Grand Rapids. His gardens extended along the river bank just below the foot of Monroe street. He made them attractive as early as 1834, by cultivating flowers, shrubbery and fruits. Two years later Abel Page and John Almy started gardens by the river bank, near Huron street. Mr. Page raised the first tomatoes here, at a time when they were considered poisonous and grown simply as ornamental plants under the name of love-apples.

Thomas R. Renwick first made flower-growing a business. He, however, did not start out with any such intention. The American Florist, in noticing his death April 4, 1896, said:

Mr. Renwick first began the culture of fruits and flowers in Grand Rapids, for the pleasure of himself and wife, and, indeed, at that time, there could have been found no customers for the latter. Among the notable achievements of his horticultural life was the dwarfing of peach trees, producing trees no more than two feet in height but bearing ten or a dozen peaches, and the fruiting of strawberries in very early spring. He saw the sale of cut flowers in this city start from a very small beginning and progress to its present proportions, and although he had other large business interests, the growing of plants and flowers was the profession he loved.

His greenhouses have been in existence between thirty and forty years, although his store on Monroe street was not opened until two or three months after J. A. Hovey's, during the summer of 1882. The business continues under the management of Mr. Renwick's son, L. N. Renwick. Mr. Hovey sold out his store to Henry Smith. From time to time new florists have started business, until now there are at least thirteen companies in Grand Rapids, besides the minor concerns which raise flowers in a small way and peddle them on the street.

To-day there is not only an extensive demand for Grand Rapids flowers all over Michigan, but great quantities go to Chicago. They also go as far east as Boston, New York and Baltimore and west to Denver and Salt Lake City; in fact, flowers can be kept in good condition for any distance less than a three days' journey and have been known to survive even longer trips.

From one-half to two-thirds of the trade is wholesale, and the flowers find a ready market in Chicago, which city controls the prices. In the Valley City they are 40 to 60 per cent. cheaper and sometimes there is even a greater difference; for instance, chrysanthemums which here retail at \$2 sell in the Windy City for \$4 a dozen.

One is apt to think that the principal cost of flowers lies in the great quantities of fuel necessary for heating the greenhouses; for are not flowers most plentiful and cheap in midsummer and most scarce and expensive at Christmas? This is not altogether true. Like any other kind of business the cost of labor must be taken into account and, what is not so well known, the greenhouses have to be rebuilt every five years, for they do not last any longer.

The styles of using flowers have changed much within recent years. The time is not long past when people used whatever kinds they could get, and mixed all sorts together. Now they are used much more profusely but are not mixed. Stiff floral pieces designed for

funerals have been almost entirely superseded by sprays and loose flowers, and the color is no longer confined to white; even the ribbons used in the tying may be of some delicate shade. At receptions, parties, weddings, etc., either the hostess' favorite flower is used for all the decorations or one kind of flower furnishes the keynote to the decorations of each room. Palms, ferns and other foliage plants grow in favor, and are rented in numbers from the florist for the occasion.

It is within the memory of the present generation when every home boasted of its stand of plants kept through the winter. But the hot-air furnaces and gas played such havoc with them that now the ladies who can not indulge in conservatories confine their interests to a palm or two and a blossoming plant which is replaced by another when the flowers are gone.

As great a change has taken place in the lawns. The ladies have neither time nor strength (?) to plant seeds and wait for them to grow. Possibly the club craze to which so many Grand Rapids ladies have succumbed has to answer for this. At any rate the decorating of the lawns is left to the florist, who is as sure of his regular customers as the milliner and the dressmaker, the butcher and the baker.

Four years ago the Grand Rapids florists formed themselves into a club for mutual help in developing the best methods of raising flowers and to make the prices uniform. The meetings are held the first and third Tuesdays of each month, at the Eagle Hotel. The officers consist of president, secretary, treasurer and custodian.

For several years the florists here united for the purpose of an annual chrysanthemum exhibit in the fall. These exhibitions did not gain sufficient patronage from the people to pay for the trouble and expense and the project was finally abandoned last year. The fine plants are now sent to larger cities where important exhibitions are held. One of our firms, Crabb & Hunter, received this year four first prizes from the Florist Club of Indianapolis. This exhibition is considered so important by that State that it appropriates a certain amount of money for its maintenance.

But the greatest honors have come through the Horticultural Society of Chicago. This club belies its name. Although some florists figure conspicuously, it is largely composed of Chicago's Four Hundred. Such names as P. D. Armour, Marshall Field, Andrew McNally, Mr. and Mrs. Higinbotham, Mrs. Charles Henrotin, Mrs. Potter Palmer, and many other names that are equally well known, figure in the list of patrons and patronesses. An exhibition is held during the first week of November each year and is a society event similar to the Horse Fair in New York. Although chrysanthemums reign supreme, prizes are awarded for the best mantel and table decorations, foliage plants, and, in the way of cut flowers, roses and carnations. Two of our florists received first prizes this year: Henry Smith for the best display of yellow single-stemmed chrysanthemums and Crabb & Hunter for a similar display of white chrysanthemums. Crabb & Hunter also received second prizes for their collection of yellow and pink chrysanthemums. Wm. N. Rudd, President of Greenwood Cemetery in Chicago, and until recently editor of the American Florist, speaking of Crabb & Hunter's exhibit, said: "It was the most wonderful collection of single-stemmed chrysanthemums I have ever seen." Truly, "A prophet is not without honor, save in his own country."

**ONE  
CENT**

Is all it will cost you to drop a postal to  
**MAYNARD & REED**  
GRAND RAPIDS, MICH.,  
and learn from them the many advantages and profit of handling Butter in a new way.

**F. J. Dettenthaler**

Jobber of



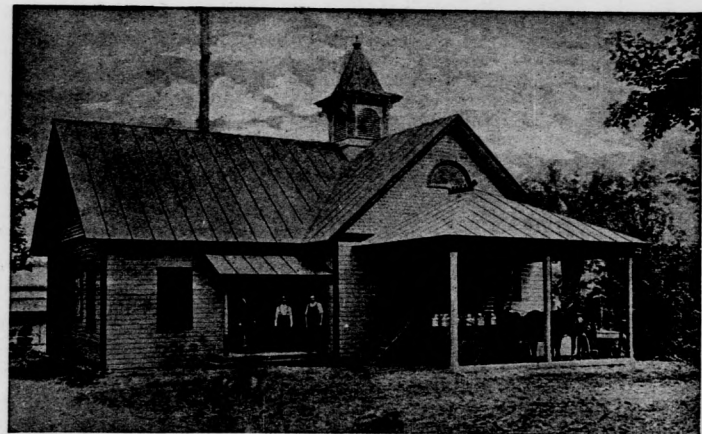
**Anchor Brand Oysters**

Leading Brand for Fifteen Years.  
Once Sold, Always Called For.

If you wish to secure the sale of a brand which will always give satisfaction, arrange to handle Anchors, which are widely known and largely advertised. When ordering oysters through your jobber, be sure and specify "Anchors."

## 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 Elgin System.

**R. E. STURGIS & CO.,**

Contractors and Builders of the

Elgin System of Butter and Cheese Factories, also Canning Factories, and Manufacturers and Dealers in Creamery and Dairy Supplies.

Address all correspondence to R. E. STURGIS & Co., Allegan, Mich.



**SUCCESSFUL SALESMEN.**

**L. M. Patterson, Representing Northrop, Robertson & Carrier.**

Lewis M. Patterson was born on a farm in Lawrence county, Pa., March 11, 1858, his antecedents being Scotch on his father's side and Irish on his mother's side. When he was 10 years old his parents moved to another farm, in Mercer county, Pa., where he remained until 26 years of age, with the exception of three years, during which he pursued a literary course in the Grove City (Pa.) College. Believing that Michigan held out inducements superior to those of any other state, he came among the Wolverines, and for three months taught the public school at Bandola. He then engaged as principal of the school at Sherman, which position he acceptably filled two years. His next move was to Cadillac, where he acted as principal of the first ward school for a year, when he was given the position of instructor in the scientific department of the high school, where he remained two years. He then dipped into politics, being nominated on the Democratic ticket for county clerk and register of deeds for Wexford county. While he ran considerably ahead of his ticket, he lacked a few votes of election, but the run he made was so exceptional that he was given a position in the office of Auditor General Stone, at Lansing, which position he held two years. He then taught the commercial branches in the Interlake Business College, at Lansing, which position he relinquished to take that of book-keeper for the Lansing Confectionery Co., with which institution he remained three years. Three years ago he was offered a position on the road for J. R. & W. S. Esselstyn, wholesale confectioners of Lansing, which position he relinquished a few days ago to accept a better offer from Northrop, Robertson & Carrier, of the Capital City.

Mr. Patterson was married March 16, 1885, to Miss Eva L. Bagnall, of Mercer, Pa. Three children grace the family circle, a boy and two girls. The family reside in their own home at 814 Pine street, north.

Mr. Patterson is a communicant of the First Methodist Church of Lansing, being a member of the official board and a teacher in the Sunday school, which he served in the capacity of superintendent for several years. He is a member of the I. O. O. F. fraternity, belongs to the Forresters and holds a membership certificate in the Michigan Knights of the Grip.

Mr. Patterson attributes his success to persistent effort, hard work and sturdy honesty, having received no assistance from any source, being compelled to fight his way single handed, both as regards his securing an education and his commercial advancement. He naturally places a high estimate on the value of education, and his ambition is to so fit his children for their life work that they will be able to fill any position to which they may be called.

**What Constitutes the Good-will of a Business.**

The good will of a business has been defined as "the possibility that the old customers will resort to the old place." Although good will is intangible and merely an incident of property, it possesses, however, many of the qualities of property. It may be sold, inherited and bequeathed, and it is often the most valuable asset of a business.

At first good will was confined to the premises where the business was carried on, but in the evolution of business it has outgrown this limited application and has come to mean the advantage acquired by the established business, whether connected with the premises or with the firm name, or with any other inducement to customers to deal with it.

The sale of a business including its good will does not prevent the vendor from engaging in a similar business. He may, in the absence of an express stipulation to the contrary, establish such a business at the next door to the one sold, and by every fair means and even personal solicitation invite his old customers to come there and buy of him. In order therefore that the vendee may reap the full benefit of his purchase, it is essential that he require the vendor by express contract to abstain from carrying on the same kind of business. These contracts are defined in the legal nomenclature as contracts in restraint of trade.

The courts at first declared that these contracts were opposed to public policy, in that they restrained trade, enhanced prices, prevented the vendor from earning his livelihood, and deprived the public of a useful member; they therefore refused to sustain them. The arguments advanced by the courts against these contracts became less forcible each year by reason of the uses of steam as a motive power, which opened new fields for emigration, trade and manufacture, and provided better means for distribution.

The rule was soon modified so as to permit a contract in partial restraint as opposed to a contract in general restraint of trade. The distinction made by the ancient courts between general and partial restraint was an incorrect criterion. They were saying in effect, what the courts of to-day say, that the question whether a contract was invalid because in restraint of trade was whether, in considering all the circumstances, the contract was reasonable or unreasonable. Finally the courts have laid down the rule that contracts in restraint of trade, limited as to time or space, or both, if reasonable under the circumstances and supported by a good consideration, are valid.

If a retail trader in some small town, whose customers consisted only of its inhabitants, were to enter into an agreement upon the sale of his business to abstain from entering into similar business anywhere in the United States east of the Mississippi River, obviously the restraint in this case would be greater than necessary for the legitimate protection of the purchaser and unreasonable, and therefore invalid; while this same contract might be valid if made by an old-established wholesale firm situated in the city of New York having branch houses in different states and salesmen traveling in all of the states east of the Mississippi River. The validity, then, of each of these contracts must depend upon the character and extent of the business sold, for the rule of reasonableness is so general and the facts of each case will so differ from others that it is impossible to say with certainty that a particular contract has been upheld by the courts, and that therefore the contract in question is valid.

In Birmingham, England, 37,000,000 pins are produced daily, while the other manufacturing places of England are responsible for about 10,000,000 a day. France furnishes the market with 20,000,000 each day, and Germany and other countries yield 10,000,000.

**Is Not There a Nemesis, After All?**  
From the Ionia Standard.

A. C. Hager, of Lake Odessa, was evidently born under an unlucky star. Early in the spring the colossal egg business which he had built up collapsed, owing to the unexpected drop in the price of hen fruit. Later in the summer his packing plant and building caught fire and were totally consumed, upon which he didn't have enough insurance to pay for one of the egg crates in the building. As a climax the big ice house which he purchased about two months ago went down the other day in a tangled mass of boards, sawdust and snow, caused by the great load of snow on the roof. This about cleans him out of everything, but he isn't the least bit discouraged.

It isn't worth while to reason with a woman. She can only be logical with those she hates.

**Old Homestead Mincement Co.**

Manufacturers of

**Old Homestead Mincement**

and Jobbers of

**Pearl Brand Oysters**

In Cans or Bulk.

Consignments of Poultry and Game Solicited.

43 E. Bridge St. Grand Rapids.

**6 MOST POPULAR ROASTED COFFEES ON THE MARKET**

**M**ILLAR'S ANDHELING JAVA  
EDAL OCHA AND JAVA

**E**URAGOA HARM JAVA  
CROWN MIXED  
REOLE JAVA AND ARABIAN MOCHA

**5 Medals**

Awarded these goods at World's Columbian Exposition.

Purity is ancient history with us. It is Purity and quality to which we call attention

Testing is proving  
First-class grocers will tell you so.



**5 Diplomas**

Awarded these goods at World's Columbian Exposition.

A Trade Mark is a Badge of Honor

Try MILLAR'S PEARLED PEPPER, Granulated.

**E. B. Millar & Co.,** Importers and Grinders, CHICAGO, ILL.



**Pure**

We are so positive that our

**Spices and Queen Flake Baking Powder** are pure that we offer One Hundred Dollars for every ounce of adulteration found in a package of our goods. Manufactured and sold only by

**Northrop, Robertson & Carrier, Lansing, Mich.**

**Four Kinds of Goupon Books**

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

**TRADESMAN COMPANY, Grand Rapids**



## Shoes and Leather

### How the Two Thompsons Hustled for Trade.

Possibly our readers who are theatergoers may have seen the old and now somewhat of a back-number play entitled "Toodles." Toodles is a gentleman of rather convivial proclivities, and his wife is fond of picking up odds and ends if she can get them cheap, in other words, an ancient prototype of the modern bargain hunter. At one time she bought a second-hand door-plate, marked "Thompson," and explained her purchase to her lord and master as a wonderful bargain, and one which would come in so handy if any one of their daughters should happen to marry a man named Thompson, with the letter "p." Mr. Toodles' remark on this occasion was short and to the point. It was, "Damn Thompson with a 'p'!"

The competitors of these two Thompsons with the "p" may be saying the same thing to-day. We are not apprised whether they are or not, but as both these gentlemen have been endeavoring to further their own trade at the expense of their competitors, it is more than likely that some of them may feel like saying so down deep in their hearts if they do not give voice to the expression.

W. A. Thompson keeps a shoe store in Concord, N. H. He is a shrewd advertiser, knows how to dress a store window, and is a first-class business man. Someone advertised a special line of shoes in Concord, ladies' shoes of a well-advertised make, and Mr. Thompson, of course, could not sell them because another shoe dealer had the exclusive agency. The retail price of the shoes was \$3.50 a pair, and what was the astonishment of all Concord one day to read in the papers that W. A. Thompson offered that special make of shoes at \$2.98 a pair. There was a row, of course, and more or less talk was created. It was stated that Mr. Thompson could not have the real, bona fide shoes of that make and that the competitor was the only one in town who handled them. Mr. Thompson avowed that he had the genuine goods and was selling them 52 cents cheaper than the accredited agent. Of course, there was some pretty sharp correspondence. The exclusive agent and the manufacturers of the shoes claimed that the shoes could not be genuine. Mr. Thompson, however, offered to give \$1,000 to any local charity provided the manufacturers could prove his shoes were not the simon-pure, genuine and original shoes made by them, and they have not yet taken up the challenge. The fact was Mr. Thompson was able in some manner (how he does not say) to procure some of these widely-advertised shoes, and, by cutting the price, has made himself the most talked of shoe dealer in the city, and he has benefited considerably by his bold stroke of business.

Now for the other Thompson. His name is F. M. Thompson, likewise with a "p," and he keeps a store in Danbury, Conn. Now it seems that Danbury had a bad case of coupon mania on hand. The coupon scheme of \$3 shoes for 15 cents had invaded the town and was running its course. If it has not already died out it is not through any fault of F. M. Thompson. Shoe dealers are sufficiently familiar with the coupon scheme, where a man pays 15 cents for the privilege of buying a 75-cent book of

five coupons, which he must sell to five of his friends, each of whom must do likewise, buying a 75-cent book, and then he gets his shoes. The one peculiarity of the coupon system is that, if any one of these five coupons is not returned and a 75-cent book purchased, the scheme falls flat, and the holder of the book does not get his shoes. This was the vulnerable point, and Mr. Thompson hit upon it by advertising in this way. He headed his advertisement, "A new scheme: \$3 shoes for 15 cents," and then printed the following card:

It is not often considered good business to advertise some one else, but there are exceptions. There is a new scheme in town. It is claimed that you can get a pair of \$3 shoes for 15 cents, but you must first sell the tickets in your book. Now I am going to help you out, and will buy one ticket out of each book under No. 50; or if you have bought a ticket of a friend and don't care for it I will buy it, provided I have none from the same book.

Mr. Thompson's scheme was perhaps not apparent to the people who read it. But it was a chance to sell one of their five coupons or it was a chance to get out of buying a 75-cent book, and quite a number availed themselves of the opportunity. After Mr. Thompson got those coupons he held onto them. He did not go to buying 75-cent books, and every series of which he had one was therefore imperfect, and as far as that book was concerned the scheme practically came to naught. The next day he published another card, which read like this:

**THE NEW SCHEME**  
looks different to-day. Instead of buying your \$3 shoes for 15 cents, your friends are paying \$4.50 for them, and your 15 cents makes a total of \$4.65. You are fortunate to have this kind of a friend.

#### NOW THE OTHER SIDE.

There are several in town buying one ticket from a book. This ticket they will hold. If you ever get your shoes you must buy this ticket and pay what the holder asks. It may be \$2.

The chain is broken and the game is blocked.

This second advertisement gave the whole scheme away and showed how futile would be the attempt of people who had sold him one ticket to continue their labors in selling the other coupons. It practically killed the whole scheme in two days.

It seems, as soon as Mr. Thompson had a caller who wanted to sell him a coupon, he would buy a coupon first and put it carefully away and then he would explain to the seller that he had blocked the sale of a pair of shoes, and then when one wanted to buy it back for their book even at a premium, he refused to sell it.

This plan led others to do the same thing and before long his plan had spread fully as far as had this coupon scheme, and thus the coupon business was practically killed at a very small expense to the originator of these defensive tactics. These are the deeds of the two Thompsons. Does it not prove that there is something in a name?—  
Boot and Shoe Recorder.

#### He Stood on Ceremony.

Boy—The grocer is down stairs and wants to know why you didn't answer his letter about last month's bill.

Editor—Tell him he forgot to enclose a stamp.

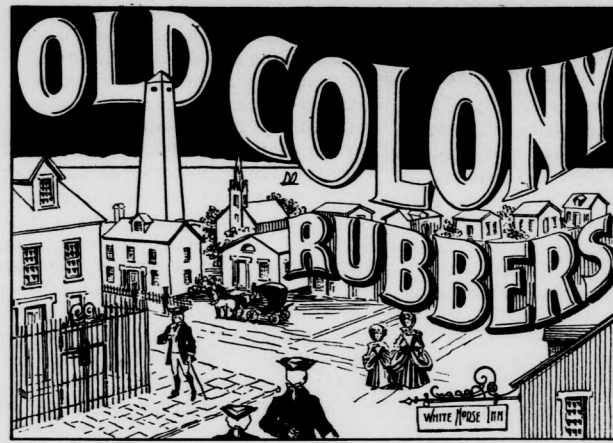
#### Out of Sight.

"How's business with you?"

"Out of sight."

"Let's see. What is your line?"

"Stocking supporters."



Write for Discounts

Hirth, Krause & Co., Agents, Grand Rapids, Mich.

**HEROLD-BERTSCH SHOE CO.**

MANUFACTURERS  
AND JOBBERS OF

**GOOD SHOES**

AGENTS FOR

**WALES-GOODYEAR RUBBERS  
AND CONNECTICUT**

**GRAND RAPIDS FELT AND KNIT BOOTS.  
BIG LINE OF LUMBERMEN'S SOCKS.**

**5 AND 7 PEARL ST., GRAND RAPIDS, MICH.**

**Rindge, Kalmbach, Logie & Co.,**

12, 14 and 16 Pearl Street,

Grand Rapids, Michigan.

Manufacturers and Jobbers of

**Boots and Shoes**

Agents Boston Rubber Shoe Company.

A full line of Felt Boots and Lumbermen's Socks.

We have an elegant line of spring samples to show you.

Be sure and see them before placing your order.



We are the

**Oldest Exclusive  
Rubber House**

in Michigan and handle the best line of rubber goods that are made.

**Candee Rubber Boots and Shoes** are the best. The second grade **Federals**; made by the same Company. The third grade **Bristol**. Write for **Price Lists**.

See our line of **Felt and Knit Boots, Socks, Mitts, Gloves, Etc.**, before you buy.

**Studley & Barclay, 4 Monroe Street, Grand Rapids, Mich.**



**FIVE KINDS.**

**Careful Classification of the Various Acetylene Generators.**

All acetylene generators operate by placing carbide and water in contact, and up to the present time there are five general classes. It is difficult to designate these types by single words, but the following classification will answer the purpose:

1. Sprinklers.
2. Absorbers.
3. Immersers.
4. Inundaters.
5. Plungers.

Sprinklers are arranged to sprinkle, drip or to pour, in fixed quantities, water upon the carbide.

Absorbers are so constructed that water enters from the side or bottom, and is supplied to the carbide by means of the capillary attraction of the residuum of the carbide itself. This form is most common in the bicycle lamp.

Immersers are those in which the level of the carbide support is varied.

Inundaters change the level of the water, the carbide support being fixed.

Plungers plunge the carbide directly into the water.

The capacity of an acetylene gas generator is its heat-absorbing capacity. It is the ignorance of or determination to ignore this law that has caused such widespread failure in generators. It is through no fault of scientists and experts that incorrect methods have been followed, for they have invariably and with great care called attention to the necessity of avoiding high temperatures in the generation of acetylene gas from the very first.

The sprinkler generator has been the great favorite with inventors in the United States, and the number manufactured and sold is unquestionably many times that of all the other types combined. It is cheaper to construct, affords easier mechanical arrangement, and apparently has a greater capacity for the space occupied, and therefore has been far in the lead up to the present time. Notwithstanding these conditions this type of generator operates in direct opposition to the principles laid down by all of the recognized acetylene authorities. Not only is it wrong according to the authorities, but continued use is proving it radically defective. Instead of having large capacity it has practically no capacity for the proper generation of acetylene, because it has but very slight heat-absorbing capacity.

The operation of the ordinary sprinkler is as follows: A charge of fresh carbide is placed in the generator. Water is automatically dropped or sprayed upon it until the gas generated creates a pressure that cuts off the supply. The heat of generation and the great affinity which the carbide has for water rapidly absorb all the moisture that remains. The residuum rests on the carbide in the form of dry dust. When the water is again applied this dust must first be thoroughly saturated before the carbide is reached, forming a heat-retaining sludge which becomes thicker and thicker with each application of water until the carbide is exhausted. Thus the localized heat confined within this sludge becomes so intense as to be very destructive to the gas generated.

Some manufacturers have obviated the difficulty somewhat by arranging the carbide on a grate to be shaken occasionally, thus removing the dust, but the remedy is insufficient, as is proven by

the heated condition of the generating chamber when the apparatus is operated to anything like its rated capacity. In short, it is impossible to apply a small quantity of water to a comparatively large body of carbide without generating injurious heat. Any person can demonstrate this by placing the bulb of a thermometer between pieces of fresh carbide in the open air and slowly dripping water upon it. The sprinkler generator has decided advantages over other types, because the residuum can be removed in a dry state, like ashes. Unfortunately, the residuum in this condition, if not removed frequently, has great capacity for producing ammonia, which is one of the worst impurities acetylene has to contend with. If there is a sprinkler yet on the market which does not become heated when operated for any length of time to its rated capacity, its light must still "be hid under a bushel."

The claim that generation of gas in this class of generators ceases immediately when the water is cut off is fallacious, as observation will readily prove. The reason for this is that the highly-heated residuum has a great capacity for absorbing water, forming what is known as calcic hydrate, which when cooled gives off the water and continues the gas generation, accompanied by intense heat. To such a degree does this condition prevail that some experts claim that a piece of carbide once wetted will continue to disintegrate until it is entirely exhausted, but this is undoubtedly an extreme view. It may be a bold act to condemn the generators which have up to this time entirely outdistanced all rivals in the matter of sales, but it requires emphatic action to correct an evil which is widely established. It is not expected that even the most positive assertions will be accepted at once as true, but they will cause investigation, which is all that is needed to demonstrate the truth.

Absorbers have all the deficiencies of the sprinkler, and are liable to be even worse because of the greater mass of wet residuum. The writer has personally seen live, red hot coals in the residuum taken from a generator of this class.

Immersers are generators in which the carbide is carried on a wire netting placed in the floating bell of the gas holder. When the bell sinks into the water the carbide is wet, and this generates gas which forces the bell upward, lifting the netting out of the water, where it remains until gas is consumed, allowing the bell to again drop until the netting reaches the water, when more gas is generated, and this is repeated until the carbide is consumed. This type of generator operates well so far as the gas generation is concerned, but the difficulty of placing the carbide inside of the bell without allowing gas to escape, and the admission of large quantities of air and inconvenience of removing the residuum, have caused it to be almost entirely abandoned, although it had a decided lead in the beginning.

The inundaters have a fixed carbide support, and the water level is changed by the pressure of the gas. When water is admitted to the generating chamber it rises under the carbide support until it reaches the carbide, when gas is generated. The volume of gas increases until the increased pressure drives the water below the support away from the carbide, where it remains until the gas is consumed, when the operation is repeated. As with the immersers, a large body of water is presented to the car-

bide, rapidly absorbing the heat and carrying away with each recession the residuum formed with each water contact, so that the gas is produced at the desirable low temperature. This type of generator offers facilities for recharging and for removing the residuum, which gives it decided advantages.

The plunger is the type most approved by acetylene experts. It is said that in plunging the carbide into the water the rising gas is cooled and purified. However, the mechanical difficulties in constructing small generators, such as are suitable for ordinary store or house lighting, have been so great that none of this class has yet appeared on the general market. To obtain a feeding mechanism for the rough material so delicate as to be operated by the movement of the bell of the small gas holder without interfering with the pressure on

the service pipes is a most formidable undertaking. The difficulty is further increased by the necessity for absolutely gas tight joints for the working parts, and disposal of the residuum adds seriously to the complication of the combination in this type. Cost of construction is an important factor which must always remain in consideration.

The inventor who can produce a plunger generator meeting all the requirements at a cost not in excess of the best apparatus of other types will at least have the unanimous indorsement of the recognized authorities on acetylene gas, and ought to acquire final leadership.

AUGUSTINE DAVIS.

Cook Owned It.

"Do you own your own house, Tweedles?"  
"No; we've had the same cook seven years."



**THE OWEN  
ACETYLENE GAS GENERATOR**

Wolcottville, Ind., Aug. 26, 1898.

Gentlemen: I am pleased to make favorable mention of your gas generator which your agent placed in my house. The test was necessarily incomplete, as he was crowded for time, but from what I have seen of your generator and the light produced by it I have every reason to believe that I will be more than pleased with it, and that it is the modern light.

Yours very truly,  
F. H. BROUGHTON.

**Geo. F. Owen & Co. Grand Rapids Michigan.**

**ACETYLENE GAS**

WHAT IT IS AND HOW TO GET IT

It is the finest and best-known illuminant in the world to-day, and to get it buy the celebrated

**BUFFINGTON  
GAS MACHINE**

We do not claim to have the cheapest machine, but we do claim that we have the best, as thousands who are using it will say. We carry a large supply of **CALCIUM CARBIDE** in stock and can fill all orders promptly. Write us if you want to improve your light and we will furnish you estimates.

**MICHIGAN & OHIO ACETYLENE GAS CO., Ltd., Jackson, Mich.**

APPROVED BY THE NATIONAL BOARD OF UNDERWRITERS

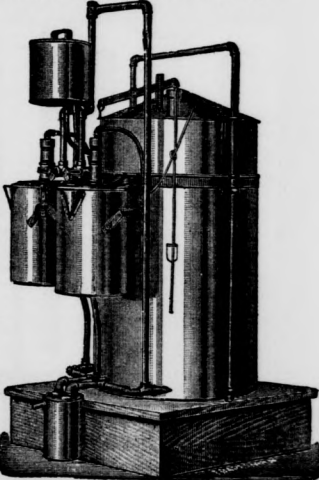
**THE "KOPF"  
ACETYLENE GAS  
MACHINE**

HAS DOUBLE LIGHTING CAPACITY  
COSTS NO MORE TO GET THE BEST

SEND FOR DESCRIPTIVE CATALOGUE,  
PRICE LIST AND DISCOUNT SHEET  
AND YOU WILL SEE WHY

**THE "KOPF" IS THE BEST**

MANUFACTURED BY  
**M. B. WHEELER ELECTRIC CO.,  
99 OTTAWA ST., GRAND RAPIDS, MICH.**





## SUCCESS ASSURED.

## Practical Plan to Arrest Present Degeneration in Boys.

Dr. Allen McLane Hamilton, the famous brain specialist, says the boys of to-day are far from being up to the standard of the youth of this nation a century ago. He has a unique and very interesting suggestion for arresting this degeneration and making the generations to come not only equal to the boys of the Eighteenth Century, but their superior. He believes that children should not only be trained in the ways they should go, in accordance with the biblical injunction, but that their fitness for the practical things of life which nature intended them for should be early demonstrated. In a word, he would have a boy analyzed from the time he is 6 until he is 16.

Nordau has dwelt on the degeneration of man. By his suggestion Dr. Hamilton at once places himself in the front rank of those who would not combat degeneration by argumentative methods, but instead aim at the core of the evil in a thoroughly practical way. He is a warm advocate of the theory that the mediocre ranks of the professions are filled with good farmers, good plumbers and good machinists—that is, persons the bent of whose minds would have gained them profitable success in the trades where the professions can only count them failures.

Dr. Hamilton declares that our boys are not as good as the English boys. Not because nature has not endowed them as well, not because their minds are not as keen and their bodies as strong in the beginning, but because the tutelage of mind and body in America is not as well calculated to bring out all there is in a boy as the system in England. Dr. Hamilton in no way intends to reflect upon our educational system, but refers to the combination of home and scholastic training.

This idea of Dr. Hamilton's is not one either quickly conceived or hastily told. It is the fruit of ripe judgment, based upon long and very valuable experience. It is the belief of a man who has looked upon humanity from the top and yet who knows the human mind with a knowledge that is given to few men. The closest of observers of human nature, he has gained an insight which makes him in every way a critic whose opinions gain respect the world over.

The doctor is very firm in his belief in the fallacy of the old maxim that the road from the ploughshare to the presidency lies open to every boy. It is purely a question of environment and of

circumstances. These make the boy great or they leave him, like the fruit, weakened and shrunk by the frost or imperfect growth. By continuing to pursue present methods Dr. Hamilton believes that degeneracy is bound to go on and on, not so swiftly, perhaps, but much in the same way that marks the succeeding generations of children who spring from the marriage of those of northern blood, who go to tropical lands, with the natives of the latter. He believes all this unless some remedy is found that will uplift, stay the decay of brain and body, and make the rising generation one that will go onward and upward toward the perfect man.

It was my question as to the worth of the boys of to-day and a century ago which caused Dr. Hamilton to say: "Certainly, the modern boy is not the equal of the boys of the last century. The difference lies in the bringing up. Our democracy, as it is impressed upon the boy of to-day, is an injury to him, and it is simply so because it is overdone. The father of every boy is inclined to believe him the smartest there is, fitted to adopt that vocation in life nearest to the father's heart. The natural desires of the boy, and I mean by that the unperverted desires that nature implanted in him, are, in the majority of instances, not considered at all. We will say that the boy's father is a doctor, and perhaps his father has been a doctor before him. Therefore it is considered a settled fact that the boy must be a doctor, too. He is pushed forward and forced through college in some way and gets an M. D. tacked onto his name.

"Then, what happens to this boy, or this young man? He is launched to make a name for himself, in many instances, in a profession for which he is altogether unfitted, and the result is that he becomes not simply mediocre, often, but a lamentable failure. The chances are that if this boy had been tested as to his fitness for various things it would have been demonstrated that there was a line of practical life for which he had a natural aptitude. Perhaps he might have made a good farmer and risen to prominence in that line, but, as it stands, he has no chance, and he becomes a doctor because his father wanted him to be one.

"It is not always the case that a young man gets into the wrong place early in life, but it is always the case that when he gets into the wrong place it is because no real substantial effort was made in the beginning to find out what he was best fitted for. I once knew of a man who became a very good house painter. He accumulated quite a little

bit of money, enough so that when he determined that he would like to be a doctor he could go ahead and get a smattering of a medical education. Well, he managed to get a degree, and he became as great a failure as a doctor as he was a success in painting houses. There is a fact with a moral to it, and the moral is plain to anyone who wishes to look for it."

"Just how would you try to make the boys of to-day and those of the next generation better fitted to cope with the world?" I asked.

"Find out what they are fitted for before they really begin practical life," said the doctor. "I have a plan and believe it to be a very good one. It is to have in every place a board composed of experts qualified to judge of the physical conditions and mental qualifications of a boy. I would have every boy appear once a year at least before this board from the time he was 6 years of age until he was 16. It would be the duty of the various members of such a board to test the boy's hearing, his eyesight, to see if he had any physical disability that could in any way be detected; to see if he had a criminal tendency; to see if his fingers were those capable of deft manipulation or delicate operation; to see if his brain were well ordered, and if there were indications of unusual development in any direction.

"I would have on that board men who could learn by questioning what was the boy's natural inclination for a profession or trade. I would have the members of that board men who were in no way situated so that they would be influenced by any business relations with the fathers of the boys, and in that way their judgment must be unbiased. Then, after a boy had passed through the hands of the different board members, I would have a report prepared for the boy's father telling exactly what the result of the examination was, and in that way there would be from the beginning—that is, from the age of 6 years—a series of definitions of the boy, of practical analyses which would show the actual facts concerning his body, mind and natural aptitude.

"In the matter of the support of such a board as this, I would say make it local, state or national or by subscription, but I would so arrange it that the fathers of boys who could should pay so much a year, but that this should by no means act as a bar to the sons of persons unable to afford such a thing as enjoying all the advantages that would certainly accrue. The plan would lose its value instantly were it made to depend upon the financial backing ground from the poor."

"And this you believe, doctor, would stay the degeneracy you have spoken of in every way?"

"There is no doubt of it. It would raise the standard of the human race in every country where it was adopted. There are some boys who are naturally inclined to crime, but I believe the majority become criminal through circumstances. You take a high-spirited boy for instance. We will say he has natura,

ambitions and gifts in a direction to which his father is opposed. He lets that be known, and is laughed at and scorned for it. His pride is hurt. The natural growth of that for which nature has fitted him is checked. He is forced into something he really loathes, and he becomes careless and disgusted. He does not realize all these things, but the result is the same, and he grows up with his natural tendencies perverted, with his better instincts checked, and lapses into a mental condition that makes him dull to the evil of crime and prone to yield to temptation when it comes, as it comes to most young men.

"You must remember that, in the case of very many boys who are called good boys, they are not good because they try to be, but because nature has eliminated from their brains anything that would give them the slightest desire to be other than what the world calls good. Good boys are rarely brilliant. There has never been a great man without decided failings. It almost seems as if nature deliberately endowed a man with weaknesses just in proportion as she endowed him with great capabilities. You can look through the great names in history and you will hardly find one whose owner was not notable for some failing, some passion that is characterized as weakness. Most great men are strongly attracted by women. Napoleon, for example, with others, there are mental eccentricities. Dante was insane, and so it goes."

"How about the influence of the home on boys, doctor, and the opinions their fathers express to them?"

"It is the influence of the home that is the unmaking of many boys. I do not mean that home influences are to be sneered at or belittled in any way. It is because they are not made what they should be that the boy suffers. If a boy hears vainglorious boasting at his home regarding his own country, it gives him an exaggerated idea of the facts. He naturally accepts it as true, and never thinks of investigating, because the stage of development of his mind does not suggest it. Thus his ideas regarding his own country are perverted and he becomes not patriotic, but vainglorious.

"The American boy is given an exaggerated idea of democracy as it exists in this country. The doctrine of 'we are the people' is perfectly correct as far as it goes, but nothing gains by exaggeration or departure from the facts, and every boy in whom are not inculcated the real facts of democracy as it exists with us is injured mentally—he is given a push towards degeneration.

"It is in this respect, that the English boy is treated according to his actual worth, that he has a distinct advantage over the boy of America. Naturally, our boys are the equals of any who live, but it is entirely a wrong principle to bring up a boy with the idea that because he is born in this country there is nobody in any other country who can possibly equal him. I am aware that my belief is unpopular, but I feel that I speak the simple truth."

CHARLES CULVER JOHNSON.

**BOUR'S**  
**COFFEES**  
**MAKE BUSINESS**

**We Realize**

That in competition more or less strong

**Our Coffees and Teas**

Must excel in Flavor and Strength and be constant Trade Winners. All our coffees roasted on day of shipment.

**The J. M. Bour Co.,** 129 Jefferson Avenue, Detroit, Mich.  
113-115-117 Ontario St., Toledo, Ohio.



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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, J. J. EVANS, Ann Arbor; Grand Secretary, G. S. VALMORE, Detroit; Grand Treasurer, W. S. WEST, Jackson.

**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, F. G. TRUSCOTT, Marquette; Secretary and Treasurer, A. F. WIXSON, Marquette.

**Gripsack Brigade.**

Bert Ege, of Owosso, is traveling in Kansas for the Woolson Spice Co.

Abram Fisher has engaged as traveling representative for Chas. Seligman, the Grand Haven cigar manufacturer.

W. E. Fletcher, of Schoolcraft, has engaged to travel for the D. M. Osborn Co., the engagement dating from Dec. 1.

Gustin, Cook & Buckley, wholesale grocers at Bay City, will employ another salesman for their Northern trade about Jan. 1.

Stephen T. Bowen (John T. Miller & Co.) is already out with his spring line—and his somewhat celebrated specific for the annihilation of Old Rheum.

J. W. McKee, of Hillsdale, who has traveled for the Jackson Grocery Co. for the past four years, has engaged to represent Berdan & Co. (Toledo) next year.

James Salmond, a well-known Michigan traveling man, has removed his family from Altoona, Pa., to Lansing, and will reside at 207 Pine street south.

Sturgis Democrat: A. B. Tennent will start out to travel next Monday for the wholesale clothing house of Woodhull, Goodale & Bull, of Syracuse, N. Y. He will travel in Indiana.

Sturgis Journal: Ed. Huff, who for many years has been with F. L. Burdick & Co. in the clothing department, has decided to see what virtue there is in being a traveling man and will go on the road in the interest of an Eastern wholesale clothing house in a week or two.

Menominee Herald: The wholesale grocery house of Penberthy, & Cook Co. now has six men on the road. Early next summer work will be started on a big elevator and cold storage. The company handles an immense line of produce. It has been buying all the oats that could be secured in this region. Potatoes, hay, etc., are also shipped to all parts of the United States. Even with their present large facilities they are crowded for room.

Muskegon News: The oldest salesman, in point of continuous service, who calls on Muskegon merchants, is probably H. A. Mansfield, of Waltham, Mass. He is engaged in the shoe manufacturing business, being interested in factories at North Adams, Pittsfield and Lynn, Mass., but for the past thirty-three years has made it a part of his work to spend about two months in the fall and spring of each year calling on the retail shoe dealers of Michigan. He began his visits to Muskegon over thirty years ago and has come here regularly since then twice each year.

Owosso Press: "Old Billy," for thirteen years a familiar object in whatever grocery store C. C. Duff has been doing business, has taken up his abode in the country. Billy is a cat,

the pet of every one familiar with Duff & Dettwiler's store. He had made the acquaintance of many commercial travelers at the store and with each one he was a favorite.

Saginaw Courier-Herald: Willard F. King, traveling representative of D. E. Prall & Co., who recently returned from a successful business trip in the Northwest, has left on a three months' trip which will take him along the Northern States, down the Pacific Coast, and back by way of Angora and New Mexico. Mrs. King and child will remain with her parents at Cheboygan.

Chairman Wetzell (Post E) has been selected by the Committee on Arrangements to deliver a ten-minute speech at the Saginaw banquet. The invitation is entirely appropriate in case the Committee proposes to permit Mr. Wetzell to take his sardonic smile along with him. He has had it on ice ever since the annual picnic of the Grand Rapids traveling men and it is in excellent condition.

Frequent complaints come to the Tradesman of the arbitrary manner in which users of the Central Traffic Association mileage book are treated by the gentleman who is entrusted with the work of redeeming the covers. Many cases have been reported where he has trumped up some foolish excuse for refusing to redeem the covers, but in every case he has receded from his position on being threatened with suit; in fact, threats of this kind appear to be about the only way the boys have of bringing the obstreperous individual to time. All reports are to the effect that he is invariably abusive and ungentlemanly; in fact, it is an open question which is the more unpopular—the red-tape book of the C. T. A. or the boorish individual who stands guard over the misuse of the monstrosity.

Grand Rapids traveling men should not forget that the annual meeting of Post E will be held at Sweet's Hotel on Saturday evening, Dec. 3, at which time officers will be elected for the ensuing year and preliminary arrangements made for attending the annual convention of the Michigan Knights of the Grip at Saginaw in December. It will also be in order to nominate a candidate for Director in place of Frank M. Tyler, whose two-year term expires with the present fiscal year. L. M. Mills was elected to fill the vacancy caused by the removal of Mr. Tyler from the State and there will probably be no objection raised to his remaining on the Board. It is hoped that the attendance at the meeting will be large, as several matters of importance are to come up for consideration and action.

Traveling men who are compelled to use both the Northern and Central Traffic Association mileage books assert that there is no comparison between the two books and that they show their approval of the Northern book by using it as much as possible in traveling from the East, instead of going over roads which insist on using the Central book. The only suggestion the Tradesman hears in relation to the book is that it would be a convenience to be able to buy a 5,000 mile book for \$110, with the same conditions as are observed with the \$30 book. This suggestion comes from traveling men who use a 1,000 mile book every two or three weeks and who find it inconvenient to purchase the books at some stations. Perhaps it would be well for the members of the Bureau to consider the suggestion at some of their meetings.

**SUCCESSFUL SALESMEN.**

P. T. Walsh, Candidate for President of the M. K. of G.

At the regular meeting of Post C (Detroit), held on the last Saturday evening of October, P. T. Walsh received the unanimous endorsement of the Post as its candidate for the Presidency of the Michigan Knights of the Grip. After due deliberation, Mr. Walsh, at the Post meeting held November 26, announced his acceptance. His many friends will be pleased to have a chance to vote for him at the annual meeting, to be held in Saginaw next month. Mr. Walsh will be an exceptionally strong candidate, as he is admirably adapted to fill the position, both from his forensic talent and his high executive ability, which will not come amiss when he presides at the Board of Directors' meetings, and the



further fact that his interests are identified with the traveling fraternity only. Mr. Walsh is a commercial traveler in the truest and fullest sense of the word, having been in the employ of the P. Lorillard Company, Jersey City, N. J., for the past fourteen years. Starting as an advertising boy, he has by sheer merit worked his way through the various stages of advancement on the road, and is now, and has been for the past three years, general agent for the company in the States of Michigan, Indiana and Kentucky. Mr. Walsh is 36 years old, lives in the city of Detroit and has a most attractive personality, is strong in his friendships and equally strong in his dislikes, and he has a large circle of loyal friends who, unquestionably, will be pleased to see him preside over the largest and most influential commercial travelers' association in the State of Michigan. The members of Post C will use every honorable means in their power to secure Mr. Walsh's election, for the reason that they believe him eminently fitted for the place, that it will confer a deserved honor upon the city of Detroit and that his election will mean that the membership of the Michigan Knights of the Grip in Detroit will be vastly increased as a result of his election. JOHN McLEAN.

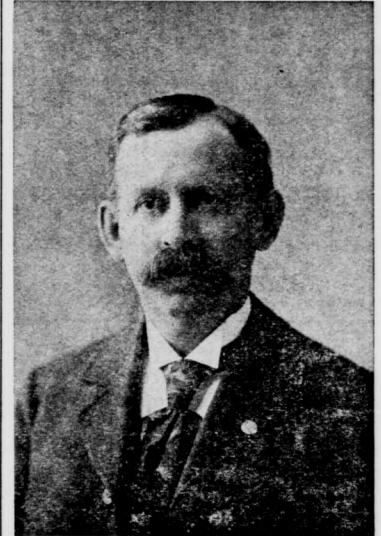
**Another in Her Mind.**

"That widow scared me away."  
"How?"  
"She has been married only once, but she always refers to the dear departed as her first husband."

John W. Califf and Frank A. Califf, father and son, will spend the next three months in the city in the interest of the Dayton Computing Scale Co. The Califfs reside in Bay City.

**JOHN G. MILLER & Co.**

ALL WOOL CLOTHING  
CHICAGO, ILL.



I am now in Michigan with my spring samples and will call on my customers as fast as I can. My line this season is superior in workmanship to any I have ever sold. Kindly hold off buying till you see my line. I will see all my friends in time to meet their requirements. Resp'y

STEPHEN T. BOWEN.

**GARDINER & BAXTER**

OUR EXPERIENCE enables us to give you the best in SHIRTS AND LAUNDRY WORK.

55 MONROE STREET, GRAND RAPIDS, MICHIGAN.

**Hotel Columbia**

Finest Furnished House in TRAVERSE CITY, MICH.

Just Opened and Ready for Business.

Located on corner of Front and Park Sts., one-half block from G. R. & I. R. R. depot.

This house is newly furnished throughout. All the sleeping rooms have iron and brass beds, steam heat, electric lights, call bells and good ventilation. No inside rooms. Hot and cold water in all parts of the house. Rates \$1.50 per day. Free bus to and from all boats and trains.

A First-class Lunch Room in connection.

W. H. FLETCHER, Prop. FORMERLY OF COLUMBIAN RESTAURANT.

\$2 PER DAY. FREE BUS. THE CHARLESTON

Only first-class house in MASON, MICH. Everything new. Every room heated. Large and well-lighted sample rooms. Send your mail care of the Charleston, where the boys stop. CHARLES A. CALDWELL, formerly of Donnelly House, Prop.

REMODELED HOTEL BUTLER

Rates, \$1. I. M. BROWN, PROP. Washington Ave. and Kalamazoo St., LANSING.

HOTEL WHITCOMB ST. JOSEPH, MICH.

A. VINCENT, Prop.



## Drugs--Chemicals

### MICHIGAN STATE BOARD OF PHARMACY.

Name	Term expires
F. W. R. PERRY, Detroit	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, GEO. GUNDRUM, Ionia.  
Secretary, A. C. SCHUMACHER, Ann Arbor.  
Treasurer, HENRY HEIM, Saginaw.

#### Examination Sessions.

Detroit—Jan. 10 and 11.  
Grand Rapids—March 7 and 8.  
Star Island—June 26 and 27.  
Houghton—Aug. 29 and 30.  
Lansing—Nov. 7 and 8.

### STATE PHARMACEUTICAL ASSOCIATION.

President—J. J. SOURWINE, Escanaba.  
Secretary, CHAS. F. MANN, Detroit.  
Treasurer JOHN D. MUIR, Grand Rapids.

#### Sound Policies in Buying Goods.

The old-fashioned apothecary would say, "Buy cheap and sell dear." Whether or not selling dear is a good business principle does not concern us at this time, but there is no doubt that buying cheap is an absolute necessity to the retail druggist. This at first seems like a simple question. Most all patented and proprietary goods are sold under contract, so he may think all he has to do is to send in his daily order, as there is but one price to all under this contract system. While this is true as far as contract goods are concerned, that is at present a small part of the retail druggist's business.

It is generally conceded that one can buy cheaper in his own store of traveling men than he could if in the seller's store dealing direct with the principals. Men are out to sell, and they will sell if they possibly can; so keep in their good graces. They can serve you well if treated with the courtesy that their position entitles them to.

A good buyer must of necessity be a man possessed of a good memory; he must be thoroughly posted; he must be a man of pleasing address and genial temperament. You can not scowl a man's price down; but you can often coax it down. What you want is to be on the same business footing that will allow you to compete with any class of merchants. To do this you must discount your bills or meet them promptly at maturity. Never make any unjust claim or attempt to deduct discounts you are not entitled to. Buy your goods in the open market from the house who gives you the lowest prices, but do not get one man's prices simply for the purpose of making someone else come down in price; this is poor policy.

We all have our preferences in regard to buying from our friends and would be glad to indulge them, providing we do not have to pay for it, but the man who pays a little more for an article because the seller is his friend is unfit to be in business. Do not allow the blandishments of any traveling salesman, or an offer of extreme dating, to encourage you to purchase one dollar's worth more than you may require; buy as your trade warrants, and never buy a supposed season's supply of any article at once. Do all your trading upon sound business principles. Let honor be your watchword, and by every means in your power make your account so desirable that any wholesale merchant will be glad to sell you as cheaply as he will any one. You can't have too high an appreciation of the importance of taking cash discounts upon your purchases.

On net thirty-day bills you are entitled to a cash discount of 1 per cent. in ten days; in other words, 18 per

cent. per annum. Can you expect to make money any faster than that? Some wholesalers make it a point to try and sell goods on a basis of net ninety days; they carry a discount of 4 per cent. in sixty days, or in other words, 4 per cent. for thirty days extra time, 48 per cent. per annum. Don't be caught on such a bait; you can't afford to do business if you have to pay 48 per cent. per annum for the privilege of thirty day's extra time. A smaller volume of business would be profitable if kept in such limits as to make it possible to take advantage of the discounts offered. The credit and business standing of every dealer are in proportion to the full advantage he takes of the discount privileges. Thus you see you can buy your merchandise as advantageously as any department store if you will buy on the same terms, but you can't go to your wholesaler on the 1st of July and ask for a dating for the 1st of November or December. Pay your bills on the 10th of the following month. Your jobber is governed largely by the manner in which your account is cared for. The jobbers try to be as nearly one price as they can, but they cut their garment according to their cloth. Discount your bills; be prompt and fair; guard your credit as you would guard your money, and you will be able to buy just as cheaply as the largest department store on earth.

Rules for buying goods might be boiled down into two maxims: Goods are never cheap enough, provided they can be bought cheaper without sacrifice of the important question of quality. A good buyer hears and sees a great deal more than he tells. H. A. RIETZKER.

#### Stilwell's Copaiba Test.

Arthur A. Stilwell has issued the following self-explanatory circular: "It has come to my knowledge that the test published by myself, which I give below, has been privately attacked, the claim being made that 25 per cent. of ordinary window-glass rosin added to balsam copaiba, delivered by others, will make it answer that test. It is almost unnecessary to call attention to the fact that this would make the balsam so thick that it would not require an expert to detect at once it was not pure. Also the smell would be quite different from that of pure balsam copaiba. My long experience in handling the article, of all grades and in large quantities, fits me to state positively that all balsam copaiba, except Para balsam, or limpid, thin balsam corresponding in quality to Para, will answer this test. I am prepared to admit it is possible to defeat this test, but the sophistication will show some other way. The fact remains, however, if balsam copaiba, except thin, limpid balsam, does not answer this test, positively it is not pure. In a test-tube put two and one-half parts of balsam copaiba to one part aqua ammonia 20 degrees U. S. P. Cork and shake so as to mix thoroughly. If pure, the balsam will at first become cloudy, then immediately become transparent and remain so. If impure it will remain cloudy and opaque."

#### The Drug Market.

Opium—Cable advices from primary market report a continuation of dry weather and unfavorable crops. Speculators are buying heavily. This market has not responded as yet, but there is no question about higher prices later on. Morphine—Is steady at unchanged prices.

Quinine—Is in good demand for this season of the year and prices are well maintained.

Alcohol—The combination have advanced prices 2c per gallon.  
Linseed Oil—Has declined, on account of lower price for seed.

### The Care and Control of Prescriptions.

Should the druggist be required by law to retain the original of every prescription compounded by him, and to furnish a copy only on request of the patient or of the physician?

The following is a section of the Missouri Pharmacy Law: "Every druggist, proprietor of a drug store or pharmacist shall carefully preserve all prescriptions compounded by him or those in his employ, numbering, dating and filing them in the order in which they are compounded, and shall produce the same in court or before any grand jury whenever thereto lawfully required, and on failing, neglecting or refusing to do so, shall be deemed guilty of a misdemeanor, and on conviction shall be punished by a fine of not less than fifty nor more than one hundred dollars."

By the enactment of this section the lawmakers were inspired not so much with a desire to protect the physician and the druggist as to provide a means of detecting the unlawful selling of intoxicating liquors by collusion among the three parties primarily interested, the consumer completing the triangular arrangement; but while the disreputable doctor and druggist may be punished by this provision of the law, others may utilize it as a shield and a defense. That all prescriptions should be carefully filed, and in such manner as will insure them from damage while rendering them readily accessible, druggists generally are agreed; but the thoughtful care exercised in this important branch of the business is not uniform. But it is not the purpose of this paper to discuss methods.

By the wording of the section of the Missouri Pharmacy Law quoted, the druggist is directed to file the prescription banded him to be compounded. This means the original, not a copy; yet the primary object of this section was not to decide who, in the State of Missouri, shall be considered the legal owner of this interesting scrap of paper. The command to the druggist, in the words of the law, leaves no doubt as to the proper custodian of the prescription, and as a logical deduction decides the ownership. The model law which this association hopes ultimately to frame might appropriately contain such a section.

Druggists may be made defendants in damage suits. For a successful defense, if the fact to be established is the correct compounding of a prescription, the presentation in evidence of the original is quite essential. The question as to the ownership of the prescription is an old one, but so long as it is an open and vital one the discussion is in order.

A decision by one of the higher courts would be welcome. The inferior courts in passing upon it have contradicted one another. But no final decision is possible until there shall be a law for interpretation. Each state is at the mercy of its lawmakers. For a set of men in convention assembled to agree that certain matters should be controlled by law is simple enough. To secure the enactment of such a law by a state legislature is usually a very different matter. Legislation asked for by druggists is often regarded with suspicion. It is thought to be for the benefit of a class, the general-welfare character of it not being usually recognized. After all of our gratuitous service to the public, our altruism may still be doubted.

It is a mistake to suppose that all of

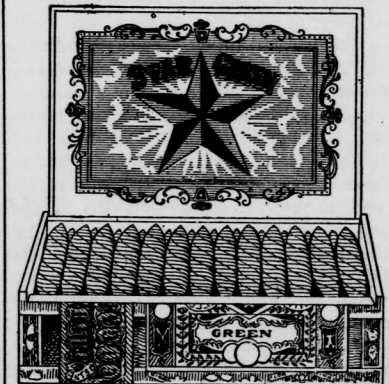
the ills of which we complain can be remedied by legislation, but this thought need not deter us from effort in what we conceive to be the direction of improvement. It ought not to be difficult to convince physicians and patients that druggists are the proper custodians of prescriptions; but what stand shall the druggist take if there be no law behind which he can retreat? It is not unusual for a customer to say: "Please return that prescription with the medicine. You may make and keep a copy of it if you wish to do so."

The druggist complies and takes his chances on any future complications. To do otherwise would be to invite a contention, which a politic business man studies to avoid. The practice of requesting copies of prescriptions, the originals remaining in the possession of the druggist, is a growing one. From his standpoint the practice of refilling prescriptions, unless so authorized by the physician, must be considered in this connection. If we concede it to be the patient's privilege to demand and receive a copy of a prescription prepared for him, then it is not possible for the physician to control the matter of its repetition, unless there be an understanding on this point at the time it is written. The druggist, if requested by the doctor not to give a copy of a prescription, will certainly see that his wishes are respected. It is the duty of the druggist, furthermore, to firmly decline to give a copy of a prescription except upon the request of the physician, if it should contain morphine, cocaine, or any other potent and dangerous drug. By the exercise of tact and politeness, he can prevent the precipitation of an unpleasant scene. With these exceptions the patient is likely to receive a copy of his prescription when he asks for it, and he is at liberty to carry it from store to store and get "bids" on the cost of compounding it. Physicians very properly object to the frequent repetition of their prescriptions without consultation with them, but yet an illiberal policy on their part is apt to estrange patients and result in damage to their practice in the end. The doctor, above all others, must be a man of good judgment. He usually is politic, discreet, and tactful.

Evil consequences do undoubtedly often follow indiscriminate self-medication. By a mutual understanding between the two professions, either with or without legal enactments, physician, pharmacist and patient would all be benefited. J. M. GOOD.

A woman always wishes to be sure of the last word. That is why she looks at the end of a novel first.

### ALWAYS A WINNER!



\$35.00 per M.

H. VAN TONGEREN, Holland, Mich.



WHOLESALE PRICE CURRENT.

Advanced— Declined—

Table of wholesale prices for various goods including Aceticum, Benzoinum, Boracicum, Carbolium, Citricum, Hydrochlor, Nitrosum, Oxalicum, Phosphorium, Salicylicum, Sulphuricum, Tannicum, Ammonia, Aniline, Baccæ, Balsamum, Cortex, Extractum, Ferru, Flora, Folia, Gummi, Herba, Magnesia, Oleum, and Syrup.

Table of wholesale prices for various goods including Morphia, Sinapis, Linseed, Neatsfoot, Spirits Turpentine, Paints, and Varnishes.

Large advertisement for 'Freezable Goods' by Hazeltine & Perkins Drug Co. The ad features a decorative border and lists various products such as Mineral Waters, Liquid Foods, Malt Extracts, Butter Colors, Toilet Waters, Hair Preparations, Inks, Etc. The company is located in Grand Rapids, Mich.



GROCERY PRICE CURRENT.

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

AXLE GREASE. Aurora, Castor Oil, Diamond, Frazer's, IXL Golden, etc.

BAKING POWDER. Absolute, Acme, Eng. Tumblers, El Parity, Home, Jersey Cream, Our Leader, Peerless, Queen Flake, etc.

JAXON

BATH BRICK. American, English, etc.

BLUING. CONDENSED PEARL BLUING

BROOMS. No. 1 Carpet, No. 2 Carpet, No. 3 Carpet, etc.

CANNED GOODS. Lakeside Marrowfat, Lakeside E. J., Lakeside Cham. of Eng., etc.

CATSUP. Columbia, etc.

CHEESE. Acme, Amboy, Butternut, Carson City, Emblem, Gem, Gold Medal, Ideal, Jersey, Lenawee, Riverside, Brick, Edam, Leiden, Limburger, Pinesapple, Sap Sago, Bulk, Red

CHOCOLATE. German Sweet, Premium, Breakfast Cocoa

CLOTHES LINES. Cotton, 40 ft., 50 ft., 60 ft., 70 ft., 80 ft., 90 ft., 100 ft., etc.

CREAM TARTAR. Bulk in sacks

COFFEE. Green, Santos, Mexican and Guatemala, Maracaibo, Java, Interior, Private Growth, Mandehling, Mocha, Arabion, Roasted, Clark-Jewell-Wells Co.'s Brands, Fifth Avenue, Jewell's Arabian Mocha, Wells' Mocha and Java, Wells' Perfection Java, Sanaabo, Breakfast Blend, Ideal Blend, Leader Blend

COUPON BOOKS. Tradesman Grade, Economic Grade, Superior Grade

Universal Grade. 50 books, any denom., 100 books, any denom., 500 books, any denom., 1,000 books, any denom.

DRIED FRUITS-DOMESTIC. Apples, California Fruits, California Prunes, Raisins, Currants, Peels

PUREIN. Citron, Currants

FARINACEOUS GOODS. Farina, Grits, Pearl Barley, Hominy, Beans, Macaroni and Vermicelli, Imported, 25 lb. box, Pearl Barley, Common, Chester, Empire, Green Wisconsin, Split, Rolled Oats, Rolled Avena, Monarch, Monarch 90 lb. sacks, Quaker cases, Huron cases, German, East India, Tapoca, Flake, Pearl, Anchor, 40 lb. pkgs., Cracked, bulk, 24 lb. packages

WHEAT CRISPS. WALSH-DE ROO CO.'S BRAND

CONDENSED MILK. Gail Borden Eagle, Crown, Daisy, Champion, Magnolia, Challenge, Dime

CHEESE. Acme, Amboy, Butternut, Carson City, Emblem, Gem, Gold Medal, Ideal, Jersey, Lenawee, Riverside, Brick, Edam, Leiden, Limburger, Pinesapple, Sap Sago, Bulk, Red

COUPON BOOKS. Tradesman Grade, Economic Grade, Superior Grade

Salt Fish.

Cod. Georges cured, Georges genuine, Georges selected, Strips or bricks

Flackerel. Mess 100 lbs., Mess 40 lbs., Mess 10 lbs., Mess 8 lbs., No. 1 100 lbs., No. 1 40 lbs., No. 1 10 lbs., No. 1 8 lbs., No. 2 100 lbs., No. 2 40 lbs., No. 2 10 lbs., No. 2 8 lbs.

Trout. No. 1 100 lbs., No. 1 40 lbs., No. 1 10 lbs., No. 1 8 lbs.

Whitefish. No. 1 100 lbs., No. 1 40 lbs., No. 1 10 lbs., No. 1 8 lbs.

FLAVORING EXTRACTS.

JENNINGS' FLAVORING EXTRACTS. ESTABLISHED 1877

Jennings'. D. C. Vanilla, D. C. Lemon, 2 oz., 4 oz., 8 oz., 16 oz., 32 oz., 64 oz., 128 oz.

Pure Brand. 2 oz. Taper Panel, 2 oz. Oval, 3 oz. Taper Panel, 4 oz. Taper Panel

SOUDERS' FLAVORING EXTRACTS. REGULAR VANILLA, ROYAL VANILLA, HERBS, INDIGO

GUNPOWDER.

Rifle-Dupont's. Kegs, Half Kegs, Quarter Kegs, 1 lb. cans, 1/2 lb. cans

Choke Bore-Dupont's. Kegs, Half Kegs, Quarter Kegs, 1 lb. cans

Eagle Duck-Dupont's. Kegs, Half Kegs, Quarter Kegs, 1 lb. cans

JELLY. 15 lb. pails, 30 lb. pails

LYE. Condensed, 2 doz., Condensed, 4 doz.

LICORICE. Pure, Calabria, Sicily, Root

MINCE MEAT. Ideal, 3 doz. in case

PATCHES. Diamond Match Co.'s brands, No. 9 sulphur, Anchor Parlor, No. 2 Home, Export Parlor

POLASSES. New Orleans. Black, Fair, Good, Fancy, Open Kettle, Half-barrels 2c extra

MUSTARD. Horse Radish, 1 doz., Horse Radish, 2 doz., Bayle's Celery, 1 doz.

PIPES. Clay, No. 216, Clay, T. D. full count, Cob, No. 3

POTASH. 48 cans in case, Babbitt's, Penna Salt Co.'s

PICKLES. Medium. Barrels, 1,200 count, Half bbls, 600 count

RICE. Domestic. Carolina head, Carolina No. 1, Carolina No. 2, Broken

SODIO 60 lb. SAL SODA. Granulated, bbls., Granulated, 100 lb. cases, Lump, bbls., Lump, 145 lb. kegs

SNUFF.

Scotch, in bladders, Maccaboy, in jars, French Rappee, in jars

SEEDS. Anise, Canary, Smyrna, Caraway, Cardamon, Malabar, Celery, Hemp, Russian, Mixed Bird, Mustard, white, Poppy, Rape, Cuttle Bone

SALT. Diamond Crystal. Table, cases, 24 3-lb. boxes, Table, barrels, 100 3 lb. bags, Table, barrels, 40 7 lb. bags, Butter, barrels, 280 lb. bulk, Butter, barrels, 20 14 lb. bags, Butter, sacks, 28 lbs., Butter, sacks, 56 lbs.

Common Grades. 100 3 lb. sacks, 60 5-lb. sacks, 28 10-lb. sacks

Worcester. 50 4 lb. cartons, 115 2 1/2 lb. sacks, 60 5 lb. sacks, 22 14 lb. sacks, 30 10 lb. sacks, 28 lb. linen sacks, 56 lb. linen sacks, Bulk in barrels

Warsaw. 56-lb dairy in drill bags, 28-lb dairy in drill bags

Ashton. 56-lb dairy in linen sacks

Higgins. 56-lb dairy in linen sacks

Solar Rock. 56-lb sacks

Common. Granulated Fine, Medium Fine

JAXON. Single box, 5 box lots, delivered, 10 box lots, delivered

JAS. S. KIRK & CO.'S BRANDS. American Family, wrp'd., Done, Cabinet, Savon, White Russian, White Cloud, laundry, White Cloud, toilet, Dusky Diamond, 50 6 oz., Dusky Diamond, 50 8 oz., Blue India, 100 1/2 lb., Kirkoline, Eos

SCHULTE SOAP CO.'S BRANDS. Clydesdale, 100 cakes, 75 lbs., No-Tax, 100 cakes, 62 1-2 lbs., Family, 75 cakes, 75 lbs., German Mottled, 60 cakes, 60 lbs., Cocoa Castile, 18 lbs., cut 1-4 & 1-2, 1 80 Chipped Soap for Laundries

Allen B. Wisley's Brands. Old Country, 80 1-lb. bars, Good Cheer, 60 1-lb. bars, Uno, 100 1/2-lb. bars, Doll, 100 10-oz. bars

Scouring. Sapollo, kitchen, 3 doz., Sapollo, hand, 3 doz.

SODA. Boxes, Kegs, English



SPICES.

Table listing various spices such as Allspice, Cassia, Cloves, Mace, Nutmegs, and Pepper with their respective prices.

Table listing Pure Ground in Bulk spices including Allspice, Cassia, Cloves, and others.

SYRUPS

Table listing various syrups like Corn, Fair, Good, and Choice with prices.

STARCH.



Table listing Kingsford's Corn and Silver Gloss products with prices.

DIAMOND.

Table listing Diamond brand products like 64 10c packages and 128 5c packages.

COMMON CORN.

Table listing Common Corn products in various package sizes.

COMMON GLOSS.

Table listing Common Gloss products in 1-lb and 3-lb packages.

STOVE POLISH.

Table listing Stove Polish products like Enameline.

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.

TOBACCOS.

Table listing Cigars from Clark-Jewell-Wellis Co. and H. & P. Drug Co.

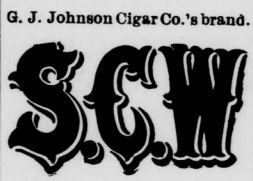


Table listing Ruhe Bros. Co.'s Brands of cigars like Double Eagles and Gen. Maceo.

TABLE SAUCES.

Table listing various table sauces like Lea & Perrin's, Salad Dressing, and Salad Dressing, small.

VINEGAR.

Table listing vinegars like Malt White Wine and Pure Cider.

WICKING.

Table listing wicking products like No. 0, No. 1, No. 2, and No. 3 per gross.

CRACKERS.

Table listing various cracker brands like Seymour XXX, Family XXX, and New York XXX.

SODA.

Table listing soda products like Soda XXX, Soda, City, and Long Island Wafers.

OYSTER.

Table listing oyster products like Saltine Wafer, Farina Oyster, and Extra Farina Oyster.

SWEET GOODS-Boxes.

Table listing sweet goods like Animals, Bent's Water, Coconut Taffy, and Coffee Cake.

OILS.

Table listing various oils like Ecene, XXX W.W. Mich. Hdt, and W.W. Michigan.

Candies.

Table listing Stick Candy and Mixed Candy products.

Table listing Grocers, Competition, Standard, and other candy products.

Table listing Fancy-In Bulk candy products like Lozenges, Choc. Drops, and Gums.

FANCY-IN 5 LB. BOXES.

Table listing fancy-in 5 lb. boxes like Lemon Drops, Sour Drops, and Peppermint Drops.

Caramels.

Table listing caramel products like No. 1 wrapped, 2 lb. boxes and No. 1 wrapped, 3 lb. boxes.

FRUITS.

Table listing various fruits like Oranges, Lemons, and Bananas.

Foreign Dried Fruits.

Table listing foreign dried fruits like California Fancy, Choice, 10 lb boxes, and Extra choice, 10 lb boxes.

Fig.

Table listing fig products like California Fancy, Choice, 10 lb boxes, and Extra choice, 10 lb boxes.

Dates.

Table listing date products like Fards in 10 lb boxes and Fards in 60 lb cases.

Nuts.

Table listing various nut products like Almonds, Tarragona, and Almonds, Ivaca.

Grains and Feedstuffs.

Table listing Wheat and Winter Wheat Flour products.

Table listing various flour brands like Ball-Barnhart-Putman's Brand and Quaker.

Table listing Spring Wheat Flour products like Clark-Jewell-Wellis Co.'s Brand and Pillsbury's Best.



Table listing various feedstuffs like Duluth Imperial, Lemon & Wheeler Co.'s Brand, and Gold Medal.

Feed and Millstuffs.

Table listing feed and millstuffs like No. 1 Corn and Oats, Unbolted Corn Meal, and Winter Wheat Bran.

Corn.

Table listing corn products like Old corn, car lots, New corn, car lots, and Less than car lots.

Oats.

Table listing oat products like Car lots, Car lots, clipped, and Less than car lots.

Hay.

Table listing hay products like No. 1 Timothy car lots and No. 1 Timothy ton lots.

Fish and Oysters.

Table listing fish and oyster products like Whitefish, Trout, Black Bass, and Halibut.

Provisions.

Table listing Swift & Company quote as follows: Barreled Pork, Mess, Back, Clear back, Short cut, Bean, Family.

Dry Salt Meats.

Table listing dry salt meats like Bellies, Briskets, Extra shorts, Smoked Meats, Hams, 12 lb average, Hams, 14 lb average, Hams, 16 lb average, Hams, 20 lb average, Ham dried beef, Shoulders (N. Y. cut), Bacon, clear, California hams, Boneless hams, Cooked ham.

Lards. In Tierces.

Table listing lard products like Compound, 50 lb Tubs, 50 lb Tins, 20 lb Pails, 10 lb Pails, 5 lb Pails, 3 lb Pails.

Sausages.

Table listing sausage products like Bologna, Liver, Frankfort, Pork, Blood, Tongue, Head cheese, Extra Mess, Boneless, Rump.

Pigs' Feet.

Table listing pig's feet products like Kits, 15 lbs, 1/4 bbls, 40 lbs, 1/2 bbls, 80 lbs, Kits, 15 lbs, 1/4 bbls, 40 lbs, 1/2 bbls, 80 lbs.

Tripe.

Table listing tripe products like Kits, 15 lbs, 1/4 bbls, 40 lbs, 1/2 bbls, 80 lbs, Pork, Beef rounds, Beef middles, Sheep.

Butterine.

Table listing butterine products like Rolls, dairy, Solid, dairy, Rolls, creamery, Solid, creamery.

Canned Meats.

Table listing canned meats like Corned beef, 2 lb, Corned beef, 14 lb, Roast beef, 2 lb, Potted ham, Potted ham, Deviled ham, Deviled ham, Potted tongue, Potted tongue.

Fresh Meats.

Table listing fresh meat products like Carcass, Fore quarters, Hind quarters, Loins No. 3, Ribs, Rounds, Chucks, Plates, Dressed, Pork, Loins, Shoulders, Leaf Lard, Mutton, Spring Lambs, Carcass, Veal.

Crockery and Glassware.

Table listing Akron Stoneware products like Butters, 1/2 gal. per doz., 1 to 6 gal. per gal., 8 gal. each, 10 gal. each, 12 gal. each, 15 gal. meat-tubs, each, 20 gal. meat-tubs, each, 25 gal. meat-tubs, each, 30 gal. meat-tubs, each.

Churns.

Table listing churn products like 2 to 6 gal., per gal., Churn Dashers, per doz., Pint, Quart, 1/2 gal., Covers, Rubbers.

Fruit Jars.

Table listing fruit jar products like 1/2 gal. fireproof, ball, doz., 1 gal. fireproof, ball, doz., 1/2 gal. per doz., 1 to 5 gal., per gal., Tomato Jugs, 1/2 gal. per doz., 1 gal. each, Corks for 1/2 gal., Corks for 1 gal., Preserve Jars and Covers, 1/2 gal., stone cover, doz., 1 gal., stone cover, doz.

Sealing Wax.

Table listing sealing wax products like 5 lbs. in package, per lb., LAMP BURNERS, No. 0 Sun, No. 1 Sun, No. 2 Sun, No. 3 Sun, Tubular, Security, No. 1, Security, No. 2, Nutmeg.

LAMP CHIMNEYS-Seconds.

Table listing lamp chimney products like No. 0 Sun, No. 1 Sun, No. 2 Sun, No. 3 Sun, Tubular, Security, No. 1, Security, No. 2, Nutmeg.

Common.

Table listing common products like No. 0 Sun, No. 1 Sun, No. 2 Sun, No. 3 Sun, Tubular, Security, No. 1, Security, No. 2, Nutmeg.

First Quality.

Table listing first quality products like No. 0 Sun, No. 1 Sun, No. 2 Sun, No. 3 Sun, Tubular, Security, No. 1, Security, No. 2, Nutmeg.

CHIMNEYS-Pearl Top.

Table listing chimney products like No. 1 Sun, No. 2 Sun, No. 3 Sun, Tubular, Security, No. 1, Security, No. 2, Nutmeg.

La Bastie.

Table listing La Bastie products like No. 1 Sun, No. 2 Sun, No. 3 Sun, Tubular, Security, No. 1, Security, No. 2, Nutmeg.

Rochester.

Table listing Rochester products like No. 1 Lime, No. 2 Lime, No. 2 Flint, No. 2 Lime, No. 2 Flint, No. 2 Lime, No. 2 Flint.

Electric.

Table listing electric products like No. 1 Lime, No. 2 Lime, No. 2 Flint, No. 2 Lime, No. 2 Flint, No. 2 Lime, No. 2 Flint.

OIL CANS.

Table listing oil can products like 1 gal tin cans with spout, 1 gal galv iron with spout, 2 gal galv iron with spout, 3 gal galv iron with spout, 3 gal galv iron with faucet, 4 1/2 gal galv iron with faucet, 5 gal Tiltling cans, 5 gal galv iron Naefacs.

Pump Cans.

Table listing pump can products like 5 gal Rapid steady stream, 7 1/2 gal Home Rule, 10 gal Home Rule, 12 gal Home Rule, 5 gal Pirate King.

LANTERN GLOBES.

Table listing lantern globe products like No. 0 Tubular, cases 1 doz., each, box 10 cents, No. 0 Tubular, cases 2 doz., each, box 15 cents, No. 0 Tubular, bbls 5 doz., each, bbl 35 cents, No. 0 Tubular, bull's eye, cases 1 doz. each.



## Hardware

### The Hardware Market.

General trade at the present time is very good and, if the present weather continues cold, it is believed that the volume of business will go far ahead of that of a year ago. Prices, however, do not advance and in many lines there is a general weakness.

**Wire Nails**—Notwithstanding the fact that an agreement was brought about by all manufacturers to advance the price some thirty days ago, it is quite evident at the present time that they were unable to hold the price, as quotations are being made as low as before the agreement was reached. It is believed, however, by those conversant with the conditions prevailing at the mills that bottom prices have been reached and that dealers who are able to place orders at the present time for shipments during February and March are taking no chances, as they have every reason to think that prices ruling at that time will be higher.

**Barbed Wire**—The condition existing in the wire nail market governs both barbed and plain wire, and yet the price ruling in galvanized wire and the high price ruling on spelter prevents any material reduction in price. It is very generally believed that an advance must be made, as all manufacturers claim that they are losing money at the present figure.

**Sheet Iron**—The demand continues good and the price remains firm. There is every indication that higher prices will rule on galvanized iron.

**Rope**—Owing to the withdrawal from the combination of the Standard Rope and Twine Co., the price on rope has been going slightly lower and, unless some arrangements are made to get dealers together, we look for still lower prices.

**Window Glass**—As there is every prospect of an early resumption by all factories, there is a tendency among jobbers who have fairly well-assorted stocks to cut prices, but it is not believed that this condition will last long, as the manufacturers claim that their price to dealers will be higher before it is lower.

### Sisal and Process of Preparation.

Sisal, or sisal hemp, is the product of one of the numerous fibrous plants known as agaves. Nearly all the agave family bear a close resemblance, so that anyone having seen a specimen of the "century plant" can form a good idea of the general appearance of all other varieties of the genus. All the agaves are indigenous to the American continent, and nearly all can be found in the Republic of Mexico. Only a few species flourish within the boundaries of the United States. While fiber can be derived from all these plants, only the quantity and quality obtained from a limited number of the species is such as to make them worthy of commercial attention. The agave rigida, variety sisalona, is one of the most valuable and yields fibrous raw material in abundance. No other plant has attracted so much attention among the manufacturers of cordage.

The leaves of this variety are of a dark green, from four to six feet in length, with a width of from three to six inches, and are covered with spines. The full-grown plant presents a striking if not beautiful appearance, bristling all over with its long spine-tipped leaves, thickly radiating from its short cylindrical trunk, which terminates in a short cone-like bud. On arriving at maturity the plant sends up its flower stalk, called the "mast," to a height of nearly thirty feet. The circumference

of this mast is from eighteen to twenty inches at the base, but it gradually grows smaller between that point and its termination. One of the peculiarities of the plant is that it seldom or never sets a seed. The flowers fall, carrying the ovary with them, then the young plants develop on the ends of the branches, which, when they have attained a height of from three to four inches, fall to the ground and take root. The old plants reproduce themselves by means of scions.

Sisal hemp is a distinct production of Yucatan. It takes its name from the town of Sisal, the second port in the province, located on the northwest side of the peninsula of Yucatan. Before the Spanish planted colonies on the American continent the natives had discovered its value, for when De Solis and Pizon, the Spanish navigators, landed there in 1506, they found the Indians using crude cordage made from the agave fiber. Some years ago this particular variety of the agave family was introduced into the Bahamas, Cuba, Porto Rico, Jamaica, and even Southern Florida, but in no place has the experiment proven a success. It is in Yucatan only that the plant found a congenial soil and climate. Sisal grows best on barren, rocky land that is useless for other agricultural purposes. Drought affects it but little, if at all. The yield is continual. An acre of plants yields a little over a ton of fiber.

### Glass Which Stops Heat.

It is stated that a German inventor has discovered a method of producing glass which will transmit light freely, but no heat. A plate of the material 4.10 inches thick, containing 28 per cent. of iron in the form described as ferrous chloride, allowed only 4.06 per cent. of radiant heat to pass through it, while another plate of equal thickness, and containing quite as much iron in the shape of ferric chloride, permitted 11.2 per cent. to pass. The chemical distinction is very small, but the effect is said to be marked. A thinner slab of this glass allowed less than 1 per cent. of the heat from sunlight. Ordinary window glass, on the other hand, lets some 86 per cent. of the heat through.

### Future Blacksmith Shop.

From the Los Angeles Times.

A blacksmith shop without a forge may really come to be a popular institution in the near future. The idea originated in Belgium. The metal to be heated is plunged into a metal tub of water, and, apparently with little reason, becomes instantly white hot. As a matter of fact, the metal tub is connected by wire to the pole of a dynamo. The water is acidulated, and when the metal is plunged into the water an arc seems to be established all around the submerged portion, which may then be removed and hammered on an anvil like the same as any ordinary heated metal.

### A Sure Sign.

Smith: Brown is evidently financially embarrassed.

Jones: Why do you think so?

Smith: He is beginning to live extravagantly and dresses better than formerly.

50 YEARS' EXPERIENCE

# PATENTS

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KRAUT AND SLAW CUTTERS  
MEAT CHOPPERS  
BARN DOOR HANGERS  
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SHELF AND HEAVY HARDWARE  
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Strictly wholesale. Orders filled promptly at bottom ruling prices. Mail orders solicited.

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Both Wood and Steel. Write for prices.

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Importer and Jobber of

POLISHED PLATE  
WINDOW  
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# GLASS

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VARNISHES  
BRUSHES

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STOCK OR FIXTURES.

Which More Important to Business Success?

Written for the TRADESMAN.

"It is not all of life to eat, any more than living is always Death's defeat," was the somewhat forceful remark made by a stranger at our table during a recent gathering of specialists, presumably to discuss matters of physical importance to man.

The remark was made in connection with a rather light, even flippant, discussion of overeating among the American people, and struck me as being peculiarly adapted to the business life of ordinary lines of retailing, inasmuch as many among this calling seem to consider it to be all there is in running a store when the matter of "feeding" is carefully looked after, said feeding being the purchase of goods that go to make the stock a salable one. But, while buying is a matter of prime importance, it is not all, because nothing is or can be of worth until the sale of it places in the till its money value, by and through which the value is proven to have been good by its excess of sale price over cost original, added to the expense of handling until its final sale; or bad, if the balance shows on the wrong side the account, in which proof rests the decision not only, but the argument that it is of more importance to retailers to sell than it is or ever can be to buy.

Nor can it be safely premised that "Goods bought right are already half sold," because there is nothing to demonstrate a halfway place towards a specific sale. This must take place before anything whatever has been proven of the actual worth of any purchase. In this connection it is a safe assertion to make that the overeating of Americans and the overbuying proclivities of American retailers are fully on a par, because a large majority "take no heed to the morrow" (pay day) in purchasing goods to sell again, merely loading up with no special regard to the demand actually or reasonably apparent; and many others seem to think their heavy efforts in buying excuse them from any special exertion in disposing of the goods, thus falling into the habit of thinking that things will sell themselves if only given the right start and pushed on slightly, perhaps by a chore boy or small girl whose only recommendation as a pusher lies in the low dollar mark placed on their services.

Again, there comes in a charge against Americans that they are thoughtless of what they eat. Even so the retailer takes too little heed of the matter of feed for his store, or rather he is too often given over to the conviction that his stock, bought with so much care, will sell itself without those customary accessories always to be found where Prosperity lingers in the arms of Retailing, and altogether too often we find everything put into the actual goods to sell and nothing left for the things that are needful in hoping for a prosperous trade; but the opening adage looms up as a signal of warning, "It is not all of life to eat," because on a careful supervision of what goods enter our daily bill of fare, that they be well balanced, depend our pleasure and profit from eating. So only by most careful division of the store funds between the things to sell and the means of selling them can the most pleasurable profit be secured. The majority of retailers invest their means in such a way

that their stock is out of all proportion to the means of its handling and disposal when they consider goods to be the all-important item of purchase, always to be considered before any fixtures are thought of.

One very prosperous merchant of my acquaintance recently made this remark to me: "If I had \$3,000 to invest in groceries I should put two-thirds of this amount into fixtures and interior fittings, secure the best of help attainable, and so reach a success five-fold greater than would be possible were I to put \$2,800 into stock, \$200 into fixtures and then try to run a business with help in the selection of which the only ruling motive was cheapness."

His opinion is of worth, because he has achieved an almost phenomenal success along these lines, and while his average ability is not above the ordinary, he seems to have found the keynote to success by selling quickly all things brought into his place of business, and selling them in such a way that to sell a customer once is to sell him again and again, added to which is means adapted to guard the leaks, by accounting for every dollar or dime that comes in; and, besides, he has an honestly efficient sales force, obtained by fair wages, retained by system and chained to his business by a mutual success. Finally, he gives a personal attention to the details of selling, as well as of auditing and buying, giving the force of confirmation to my premise, that selling comes before buying, even if it places the cart before the horse.

Many stores there be that are alive "in name only." Although living, they are not alive. Although they seemingly breathe and have a being, their demise is a matter of nothing more than burial. They carry a visible death, in the very act of living, into all the details of a business that merely exists without that aggressive spirit that may be said to denote life, that spirit always inseparable from push, progress and profit.

There are stores that do not defeat the dead end of failure through sticking to life, against which defeat is already written in large bold type: Dead but not buried. These are they which stick to the plea that "Any old thing in the matter of fixtures or fittings is good enough for me and my trade." And it probably is; but this only verifies the placard, Dead but not buried.

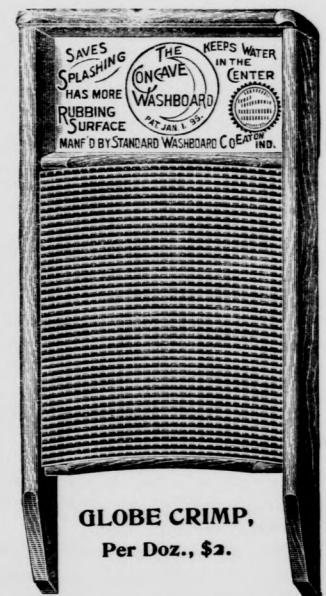
Personal observation confirms my belief that the store most nearly up to date in fittings and appliances adapted to the running of the modern store is the one that secures the cream of the trade, and may be classified as lively and alive, because the "feeding" was carefully devised to meet the end of life and profit by being well balanced between things to sell and means of selling. I also believe, with the friend quoted, that in case of doubt the benefit should be given to the usually down-trodden side of selling means. Get too many good accessories rather than put your all into goods to sell again and endeavor to run a fin de siecle store with fixtures that might have been good a decade ago. Times improve, and only he who keeps pace with them may claim to be an up-to-date retailer, to be which up-to-date fixtures, systems and means must be used. What things are best adapted to your particular case must be decided by your particular self; yet the general rule may safely be laid down, that the best of everything is none too good for a Nineteenth Century store. Therefore, let what you buy be of the best quality, so far as your means will allow, and of that particular kind that meets the approval of the successful men in a similar line. L. A. ELY.

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. 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
Flow.....	50
BUCKETS	
Well, plain.....	\$ 3 25
BUTTS, CAST	
Cast Loose Pin, figured.....	70&10
Wrought Narrow.....	70&10
BLOCKS	
Ordinary Tackle.....	70
CROW BARS	
Cast Steel.....	per lb 4
CAPS	
Ely's 1-10.....	per m 65
Hick's C. F.....	per m 55
G. D.....	per m 35
Musket.....	per m 60
CARTRIDGES	
Rim Fire.....	50& 5
Central Fire.....	25& 5
CHISELS	
Socket Firmer.....	80
Socket Framing.....	80
Socket Corner.....	80
Socket Slicks.....	80
DRILLS	
Morse's Bit Stocks.....	60
Taper and Straight Shank.....	50& 5
Morse's Taper Shank.....	50& 5
ELBOWS	
Com. 4 piece, 6 in.....	doz. net 50
Corrugated.....	1 25
Adjustable.....	dis 40&10
EXPANSIVE BITS	
Clark's small, \$18; large, \$26.....	30&10
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List	
New American.....	70&10
Nicholson's.....	70
Heller's Horse Rasps.....	60&10
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 25 and 28; 27.....	28
List 12 13 14 15 16.....	17
Discount, 75 to 75-10.....	
GAUGES	
Stanley Rule and Level Co.'s.....	60&10
KNOBS—New List	
Door, mineral, jap. trimmings.....	70
Door, porcelain, jap. trimmings.....	80
MATTOCKS	
Adze Eye.....	\$16 00, dis 60&10
Hunt Eye.....	\$15 00, dis 60&10
Hunt's.....	\$18 50, dis 20&10
NAILS	
Advance over base, on both Steel and Wire.....	
Steel nails, base.....	1 55
Wire nails, base.....	1 60
20 to 60 advance.....	Base
10 to 16 advance.....	06
8 advance.....	10
6 advance.....	20
4 advance.....	30
2 advance.....	45
Fine 3 advance.....	70
Casing 10 advance.....	15
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	25
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel 1/2 advance.....	85
MILLS	
Coffee, Parkers Co.'s.....	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	40
Coffee, Landers, Ferry & Clark's.....	40
Coffee, Enterprise.....	30
MOLASSES GATES	
Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	30
PLANES	
Ohio Tool Co.'s, fancy.....	250
Selota Bench.....	60
Sandusky Tool Co.'s, fancy.....	250
Bench, first quality.....	250
Stanley Rule and Level Co.'s wood.....	60
PANS	
Fry, Acme.....	60&10&10
Common, polished.....	70& 5
RIVETS	
Iron and Tinned.....	60
Copper Rivets and Burs.....	60
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27 10 20.....	
"B" Wood's patent planished, Nos. 25 to 27 9 20.....	
Broken packages 1/4c per pound extra.....	
HAMMERS	
Maydole & Co.'s, new list.....	dis 35 1/2
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	80c list 70
Blacksmith's Solid Cast Steel.....	dis 40&10
HOUSE FURNISHING GOODS	
Stamped Tin Ware.....	new list 75&10
Japaned Tin Ware.....	20&10
Granite Iron Ware.....	new list 40&10
HOLLOW WARE	
Pots.....	60&1
Kettles.....	60&10
Spiders.....	60&10
HINGES	
Gate, Clark's, 1, 2, 3.....	dis 60&10
State.....	per doz. net 2 50

WIRE GOODS	
Bright.....	80
Screw Eyes.....	80
Hook's.....	80
Gate Hooks and Eyes.....	80
LEVELS	
Stanley Rule and Level Co.'s.....	dis 70
ROPES	
Sisal, 1/4 inch and larger.....	9 1/2
Manilla.....	11
SQUARES	
Steel and Iron.....	70&10
Try and Bevels.....	60
Mitre.....	50
SHEET IRON	
com. smooth. com.	
Nos. 10 to 14.....	\$2 70 \$2 40
Nos. 15 to 17.....	2 70 2 40
Nos. 18 to 21.....	2 80 2 45
Nos. 22 to 24.....	3 00 2 55
Nos. 25 to 28.....	3 10 2 65
No. 27.....	3 20 2 75
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.	
SAND PAPER	
List acct. 19, '88.....	dis 50
SASH WEIGHTS	
Solid Eyes.....	per ton 20 00
TRAPS	
Steel, Game.....	75&10
Oneida Community, Newhouse's.....	50
Oneida Community, Hawley & Norton's 70&10.....	
Mouse, choker.....	per doz 15
Mouse, delusion.....	per doz 1 25
WIRE	
Bright Market.....	75
Annealed Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 05
Barbed Fence, painted.....	1 75
HORSE NAILS	
Au Sable.....	dis 40&10
Putnam.....	dis 5
Northwestern.....	dis 10&10
WRENCHES	
Baxter's Adjustable, nickeled.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	80
Coe's Patent, malleable.....	80
MISCELLANEOUS	
Bird Cages.....	50
Pumps, Clatern.....	80
Screws, New List.....	85
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	50
METALS—Zinc	
600 pound casks.....	7 1/2
Per pound.....	7 1/2
SOLDER	
1/2@1/4.....	12 1/2
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
TIN—Melyn Grade	
10x14 IC, Charcoal.....	\$ 5 75
14x20 IC, Charcoal.....	5 75
20x14 IX, Charcoal.....	7 00
Each additional X on this grade, \$1.25.	
TIN—Allaway Grade	
10x14 IC, Charcoal.....	4 50
14x20 IC, Charcoal.....	4 50
10x14 IX, Charcoal.....	5 50
14x20 IX, Charcoal.....	5 50
Each additional X on this grade, \$1.50.	
ROOFING PLATES	
14x20 IC, Charcoal, Dean.....	4 50
14x20 IX, Charcoal, Dean.....	5 50
20x28 IX, Charcoal, Dean.....	9 00
14x20 IC, Charcoal, Allaway Grade.....	4 00
14x20 IX, Charcoal, Allaway Grade.....	5 00
20x28 IX, Charcoal, Allaway Grade.....	8 00
20x28 IX, Charcoal, Allaway Grade.....	10 00
BOILER SIZE TIN PLATE	
14x56 IX, for No. 8 Boilers, 1 per pound.....	9
14x56 IX, for No. 9 Boilers, 1 per pound.....	9

The "Concave" Washboard



SAVES THE WASH.  
SAVES THE WASHER.



### The Fruit and Produce Market at St. Louis.

St. Louis, Mo., Nov. 28—During most of the week just past the weather was severely cold, which materially interfered with the fruit and produce business. Quite a considerable accumulation of potatoes and other produce on track suffered from freezing; however, many of the potatoes were in box cars, lined, with stoves in them, and a portion of the balance in tight refrigerators. The weather was milder on Friday, but turned severely cold again on Saturday, and no business was done.

The movement of potatoes is good. Since the advent of cold weather, the shipments have fallen off, and the general impression is that they will continue light until the weather moderates in the North. This will make a better market. More buyers have shown up on this account and more interest is taken in potatoes in general. Not so much poor stock is arriving and the quality of receipts is improving, and while there is an abundance of common to fair quality—even more than the demand will take—yet choice to fancy stock continues in light offering and is in demand at full quotations. Really fancy, bright, clean, well-sorted white stock, either long or round, will command a premium over quotations. Choice to fancy Burbanks, Rurals, Green Mountains, Carmens, California Russets and such varieties, if bright and of uniform size, sell readily at 38@40c; Hebrons and Peerless, 33@35c; Red-cut Rose, smooth and clean, 36@37c; Early Ohios, 40@47c; Bliss' Triumphs, 75@80c; above varieties, good to fair quality, 3@4c less. Mixed, 30@32c. More Michigan stock is arriving and generally of good quality and bringing top prices.

Apples meet a good strong market and active demand. Quality of receipts is improving and receipts are hardy enough to supply the demand. We advise shipping, as the approaching holiday demand will be exceptionally good. Any shippers with well-packed apples, good varieties, will find St. Louis a good market from now to Christmas. Michigan mixed cars fetch \$2.25 per bbl. for No. 2, to \$2.75@3 for good to choice. Straight lots of red are worth more.

White beans are slow sale, and the demand is very limited. Few dealers are buying straight carlots. We are selling choice new handpicked pea, also 1897 crop, at \$1@1.11; choice screened, \$1.03@1.04.

Onions are slow sale and the demand is limited. Choice to fancy red globes, 34@37c; Red Weathersfield, 30@32c; Yellow Danvers, 27@29c. Anything off in quality is almost unsalable.

Cabbage meets a strong market and good demand. All fresh green stock sells readily. Choice to fancy hard green medium-size Holland Wisconsin and Michigan, \$8@8.50; New York State, \$9 50@10.50; Domestic and Flat Dutch, it green and good shipping stock, \$6 50@7.50; kraut stock, big, flat and ripe, \$5@5.50. Tracks are cleaned up.  
MILLER & TEASDALE CO.

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

Hides remain firm at 1/2c advance, with demand for all that come. The demand is greater than the supply, but prices are too high for tanners to wax rich, as in former years.

Pelts are very quiet and at low prices. Few are to be had in Michigan.

Furs are in demand for holiday trade at higher prices than export demand. They are very unsettled, with some buyers inclined to boom them.

Tallow is weak and lower. Cottonseed oil is in large supply and soapers are well stocked.

Wool is a shade better in price in some grades, with little moving at declined price. Michigan wool is below cost to the holder and, as it holds easy

by low cost of money, they are inclined to bang. Trade is good in cloths, which causes wool holders to believe that the future is better for them.

WM. T. HESS.

### Special Meeting of the Board of Directors.

Saginaw, Nov. 26—The adjourned meeting of the Board of Directors of the Michigan Knights of the Grip was held at the Hotel Vincent Saturday, Nov. 26. Present, President Hoffman, Secretary Saunders, Treasurer McNolty, Directors Mills, Palmer, Stevens, Converse, Schram and Smith.

The chair appointed Directors Converse, Schram and Mills a committee to consider the amendments to the constitution submitted by members. The following accounts were presented and allowed:

Expense Board Meeting.....	\$56.50
Saginaw Post.....	50.00
Secretary Saunders.....	64.30
Treasurer McNolty.....	3.68

Proofs of death of Jas. N. Bradford, of Grand Rapids, W. W. McEwan, Detroit, John McHugh, Marshall, and Louis Immegart, Keokuk, Ia., were presented and audited and warrants ordered drawn for same.

Treasurer McNolty reported the financial condition of the organization as follows:

The general fund had a balance of \$385.21 at the last meeting, since which time \$38 has been received, making a total of \$423.21.

The disbursements have been as follows: Bills allowed at the last meeting \$306.71; expenses Board meeting, \$41.63, a total of \$348.34, leaving a balance of \$74.87.

The death fund shows a balance of \$683.59, after the payment of two death claims—J. B. Cushman and A. I. Colgrove.

Secretary Saunders reported receipts since last meeting as follows:

General fund.....	\$38.00
Death fund.....	96.00
Deposit fund.....	58.00
Maynard fund.....	5.00

Total.....\$197.00

Death assessment No. 3 and notice of annual dues for 1899 were ordered issued Dec. 1, to expire Jan. 1, 1899.

The committee on proposed amendments to the constitution reported that, having considered the proposed amendments, they would recommend the printing and mailing to each member of all the said proposed amendments, as provided by Sec. 1, of Art. 14 of the constitution.

The proposed amendments to the constitution may be summarized as follows:

1. To extend membership limits to all Northern States and white males only.
2. That an assessment of 25 cents annually be made, to be placed at the disposal of the Relief Committee.
3. No member to be eligible to an elective office unless actually engaged in selling goods to the trade.
4. No officer to be eligible to reelection.
5. That the retiring President shall be ex-officio member of the Board of Directors.
6. That the annual convention be held on the first Tuesday and Wednesday of July.
7. That any delinquent member not over 55 years of age, and in good health, can be reinstated upon payment of present annual dues and last death assessment.
8. That all bonds of officers be from responsible indemnity companies.

The Secretary was instructed to mail a notice to each delinquent member, with an invitation to attend the next annual convention, that he will be reinstated upon the payment of the annual dues for 1899 and one death assessment.

The Board adjourned to meet at the Hotel Vincent Tuesday, Dec. 27, at 8 o'clock a. m.

J. C. SAUNDERS, Sec'y.

There are two sides to a story when men quarrel; when women quarrel there are a dozen.

### A Queer Old World.

If virtue would allure like sin  
How easily might goodness win.

If right went laughing by like wrong  
The devil would lose half his throng.

If day sought pleasure like the night  
Dawn need not blush to face the light.

But virtue seems so cold and proud  
That merry sin attracts the crowd.

And right has such a solemn air  
Men follow wrong, the debonair.

And care so eats the daytime up  
At night they seize mad folly's cup,

And drink forgetfulness 'till dawn.  
And so the queer old world goes on.

ELLA WHEELER WILCOX.

### Peddling Ordinance Again Victorious.

Clare, Nov. 26—This week the city officials were again called upon to enforce the new Dunlap ordinance, which recently became a law in the city. From all appearances this ordinance has come to stay.

A traveling doctor, who has been in the habit of making this city occasionally, opened an office Monday to do business for a day or two, as usual, but was promptly called upon by the authorities and informed that he must contribute to the city treasury \$10 for the first day and \$5 for each day thereafter. The doctor refused, whereupon he was arrested and taken before the city justice. He sent to Alma for an attorney, who came over, carefully examined the ordinance and went home again. The doctor then appeared before Justice Carpenter and contributed \$10 and costs toward the maintenance of the Dunlap ordinance.

### Independent Telephone Exchange at Ewart.

Ewart, Nov. 29—The Ewart telephone exchange was started in 1896, with nine instruments on a grounded system and a twenty-five drop board. It was soon found that a larger board would be needed and, during the past summer, a 100 drop metallic circuit board was installed, and the present number of instruments connected is forty-two, with more in prospect.

The Citizens Mutual Telephone Co., of Grand Rapids, connected its lines to the Ewart exchange in March, 1897, and the subscribers to the Ewart exchange consequently connect with 300 different towns in Michigan over the Grand Rapids system.

The Ewart City Council recently passed an ordinance granting the Ewart exchange a franchise for thirty years.

A line has just been completed connecting Sears with the Ewart exchange.

### Avoid the Rush.

She was a smart and pretty girl. She wrote the advertising for a large dry goods concern in town. Her mind used to run so much upon her business that one day, when she wrote to her lover to meet her that night at home, she unconsciously added as a postscript: "Come early and avoid the rush!"

### 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.

VACANT CITY LOTS AND 80 ACRES OF good farming land, all free and clear, to exchange for hardware or general merchandise. Address No. 778, care Michigan Tradesman. 778

CHANCE OF A LIFETIME FOR SALE FOR Cash Only—A department store; stock about \$2,000; sales last year, \$42,000; this year will run about \$50,000, all cash, no credit business is done; very little competition. Last year cleared \$5,000 over all expenses. Must go west on account of health of family or money could not buy it. Address No. 777, care Michigan Tradesman. 777

FOR SALE—OLD AND WELL-ESTABLISHED bakery business in a city of 16,000 population. For particulars write to Wm. Malmberg, 215 Cleveland Ave., Ishpeming, Mich. 776

WANTED—GOOD LOCATION FOR FIRST-class dry goods or dry goods and shoe store, in town of 2,500 to 5,000 inhabitants. Will also buy stock if for sale. Address A. Z., care Michigan Tradesman. 775

BEST LOCATION IN MICHIGAN FOR A cold storage and general produce dealer. Write to the Secretary of the Otsego Improvement Association, Otsego, Mich. 631

FOR SALE—SMALL STOCK OF DRY GOODS—staple and desirable goods. Will sell cheap for cash or trade for men's furnishings, men's shoes or clothing. For particulars address C. Lightstone, Otsego, Mich. 773

AGENTS WANTED FOR OUR "DEWEY" slot machine. Just out; retail for \$3,000 each; double the trade for candy and cigar stores; no gambling device; agents can make big money. Address Jonas N. Bell & Co., Manufacturers 141 So. Clinton St., Chicago. 772

TO EXCHANGE—FARM FOR CITY PROPERTY; 80 acres, part improved. Adapted to general farming and peach raising. J. H. McKee & Son, Houseman Block, Grand Rapids. 770

O. W. ELLIARS, SALESMAN AND AUCTIONEER, now closing out stock at Ivesdale, Ill. If you wish to close out, address him for terms and particulars. 763

TO EXCHANGE—FOUR HOUSES IN CITY, all rented, for general merchandise in good town. Address Lester & Co., 216 Ottawa Street, Grand Rapids, Mich. 765

FOR SALE OR EXCHANGE—HOT SODA apparatus, silver, mammoth, up-to-date, Tufts' pattern, \$25, \$5 per month, 6 per cent. interest. Also Soda Fountain, modern, eighteen syrups, two sodas, four mineral tubes, magnificent cherry top, Tufts' pattern, \$1,100, \$10 per month, 6 per cent. Also Fixtures, drug and jewelry; three 8 ft., one 12-ft. wall cases, plate glass; 24 ft. drug shelving, half glass; four 8-ft. silent salesman cases, beveled plate, grand; \$1,000, \$10 per month, 6 per cent. Address 766, care Michigan Trade man. 766

FOR SALE A MILLINERY AND FANCY goods stock, city of 3,500 inhabitants. Will sell at a great bargain. Address Box 242, St. Johns, Mich. 767

FOR SALE—STOCK DRUGS AND FIXTURES, invoicing \$1,200, at 50 per cent. discount. Address No. 768, care Michigan Tradesman. 768

TO RENT IN MENDON, ST. JOSEPH CO., Mich.—One or two large brick stores in Opera House block, suitable for groceries, boots and shoes or clothing. Write to Levi Cole. 760

WANTED—A COMPETENT BUSINESS MAN to act as financial agent for an established concern. Party must have three thousand dollars (\$3,000) for conditional investment. Remuneration, twelve hundred dollars (\$1,200) per year, expenses and a commission. Address Lock Box 753, Kalamazoo, Mich. 759

HAVE SMALL GENERAL STOCK, ALSO A stock of musical goods, sewing machines, bicycles, notions, etc., with wagons and teams—an established business. Stock inventories from \$2,000 to \$3,500, as may be desired. Will take free and clear farm in good location of equal value. Address Lock Box 531, Howell, Mich. 739

WANTED—SHOES, CLOTHING, DRY goods. Address R. B., Box 351, Montague, Mich. 699

FOR SALE—NEW GENERAL STOCK. A splendid farming country. No trades. Address No. 683, care Michigan Tradesman. 680

FOR SALE—DRUG, BOOK AND STATIONERY store, invoicing \$4,500, and fixtures invoicing \$300, which include show cases, shelving and bottles. Daily cash sales in 1891, \$2 : \$22, \$30; 1892, \$31; 1893, \$34.65; 1894, \$35; 1895, \$21.20, and 1896, \$24.13. Located in manufacturing town. No cut prices. Rent reasonable, \$29 per month. Living rooms in connection. Address No. 668, care Michigan Tradesman. 668

WANTED—16 TO 20 HORSE POWER PORTABLE engine and boiler, with engineer, to furnish power during ice cutting season. Write, stating terms, Consumers' Ice Co., Grand Rapids, Mich. 743

MER. HANTS—DO YOU WISH CASH QUICK for your stock of merchandise, or any part of it? Address John A. Wade, Cadillac, Mich. 628

TO EXCHANGE—FOR CLOTHING, DRY goods or shoes, very nice well rented Grand Rapids property. Address No. 553, care Michigan Tradesman. 552

TO EXCHANGE—FARMS AND OTHER property for dry goods, clothing and shoes. Address P. Medalie, Mancelona, Mich. 553

### COUNTRY PRODUCE

WE PAY SPOT CASH ON TRACK FOR BUTTER and eggs. It will pay you to get our prices and particulars. Stroup & Carner, Perinton, Mich. 771

WANTED—BUTTER, EGGS AND POULTRY; any quantities. Write me. Orrin J. Stone, Kalamazoo, Mich. 706

WANTED—FIRST-CLASS BUTTER FOR retail trade. Cash paid. Correspond with Calkett & Co., Traverse City, Mich. 381

WANTED—1,000 CASES FRESH EGGS, daily. Write for prices. F. W. Brown, Ithaca, Mich. 556

### FIREPROOF SAFES

GEO. M. SMITH, NEW AND SECONDHAND safes, wood and brick building mover, 157 Ottawa street, Grand Rapids. 613

### MISCELLANEOUS.

SPECIALTY SALESMAN NOW ON THE road wishes to make a change for other good selling specialty. Address No. 779, care Michigan Tradesman. 779

WANTED—TRAVELING SALESMAN IN hardware or other lines to handle hardware specialty as a side line. Sells at sight. References required. State territory covered. Address F. W. Clark, Manistee, Mich. 774

WANTED—A POSITION AS TRAVELING salesman by energetic man of long business experience. Address No. 764, care Michigan Tradesman. 764

WANTED—A YOUNG MAN OF GOOD ADDRESS to represent the insurance company in State. Good money for right man. Address at once, Knights of America, Kalamazoo, Mich. 742



**Travelers' Time Tables.**

**CHICAGO and West Michigan R'y**  
Sept. 25, 1898.

**Chicago.**  
Lv. G. Rapids..... 7:30am 12:00am \*11:45pm  
Ar. Chicago..... 2:10pm 9:15pm 7:2 am  
Lv. Chicago.. 11:45am 6:50am 4:15pm \*11:50pm  
Ar. G'd Rapids 5:00pm 1:25pm 10:30pm \* 6:20am  
**Traverse City, Charlevoix and Petoskey.**  
Lv. G'd Rapids..... 7:30am 8:05am 5:30pm  
Parlor cars on day trains and sleeping cars on night trains to and from Chicago  
\*Every day. Others week days only.

**DETROIT, Grand Rapids & Western.**  
Sept. 25, 1898.

**Detroit.**  
Lv. Grand Rapids..... 7:00am 1:35pm 5:35pm  
Ar. Detroit..... 11:40am 5:45pm 10:05pm  
Lv. Detroit..... 8:00am 1:10pm 6:10pm  
Ar. Grand Rapids..... 12:55pm 5:20pm 10:55pm  
**Saginaw, Alma and Greenville.**  
Lv. G R 7:00am 5:10pm Ar. G R 11:45am 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 Nov. 13, 1898)  
**Leave. EAST. Arrive.**  
+ 6:45am Sag., Detroit, Buffalo & N Y. + 9:55pm  
+ 10:10am..... Detroit and East..... + 5:27pm  
+ 3:20pm..... Saginaw, Detroit & East..... + 12:45pm  
\* 7:20pm..... Buffalo, N Y. & Boston..... \* 10:15am  
**WEST**  
\* 10:10am..... Gd. Haven and Int. Pts. \* 7:50pm  
+ 12:53pm Gd. Haven and Intermediate + 3:12pm  
+ 5:30pm..... Gd. Haven and Milwaukee. 5:27pm  
Eastward—No. 16 has Wagner parlor car. No. 22 parlor car. Westward—No. 11 parlor car. No. 17 Wagner parlor car.  
\*Daily. +Except Sunday.  
E. H. HUGHES, A. G. P. & T. A.  
BEN. FLETCHER, Trav. Pass. Agt.  
C. A. JUSTIN, City Pass. Agent.  
97 Monroe St. Morton House.

**GRAND Rapids & Indiana Railway**  
Nov. 13, 1898.

**Northern Div. Leave Arrive**  
Trav. City, Petoskey & Mack... + 7:45am + 5:15pm  
Trav. City & Petoskey..... + 2:10pm + 10:45pm  
Cadillac as accommodation..... + 5:25pm + 10:55am  
Petoskey & Mackinaw City..... + 11:00pm + 6:35pm  
7:45am and 2:10pm trains have parlor cars;  
11:00 pm train has sleeping car.  
**Southern Div. Leave Arrive**  
Cincinnati..... + 7:10am + 9:45pm  
Ft. Wayne..... + 2:10pm + 1:55pm  
Cincinnati..... 7:00pm 6:30pm  
For Vicksburg and Chicago. \*11:30pm 9:1 am  
+ 10 am train has parlor car to Cincinnati  
and parlor car to Chicago; 2:10pm train has  
parlor car to Ft. Way. 6: 7:40pm train has  
sleeping cars to Cincinnati; 11:30pm train has  
coach and sleeping car to Chicago.  
**Chicago Trains.**  
**TO CHICAGO.**  
Lv. Grand Rapids... 7:10am 2:10pm \*11:30pm  
Ar. Chicago..... 2:0 pm 9:10pm 6:25am  
**FROM CHICAGO.**  
Lv. Chicago..... 3:02pm \*11:32pm  
Ar. Grand Rapids..... 9:45pm 6:30am  
Tral leaving Grand Rapids 7:10am has parlor  
car; 11:30pm, coach and sleeping car;  
Train leaving Chicago 3:02pm has parlor car;  
11:32pm, sleeping car.  
**Muskegon Trains.**  
**GOING WEST.**  
Lv G'd Rapids... 7:35am +1:00pm +5:40pm  
Ar Muskegon... 9:00am 2:10pm 7:05pm  
Sunday train leaves Grand Rapids 9:15am;  
arrives Muskegon 10:35am.  
**GOING EAST.**  
Lv Muskegon..... 4:10am +11:45am +4:00pm  
Ar G'd Rapids... 9:30am 12:55pm 5:20pm  
Sunday train leaves Muskegon 5:30pm; ar-  
rives Grand Rapids 6:50pm.  
+Except Sunday. \*Daily.  
C. L. LOCKWOOD,  
Gen'l Pass. and Ticket Agent.  
W. C. BLAKE,  
Ticket Agent Union Station.

**DULUTH, South Shore and Atlantic**  
Railway.

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

**MANISTEE & Northeastern Ry.**  
Best route to Manistee.

Via C. & W. M. Railway.  
Lv Grand Rapids..... 7:00am  
Ar Manistee..... 12:05pm  
Lv Manistee..... 8:30am 4:10pm  
Ar Grand Rapids..... 1:00pm 9:55pm

**TRAVEL**  
VIA  
**F. & P. M. R. R.**

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

**Dwight's**  
**Cleaned**  
**Currants**

If you want nice, fresh, new stock, buy Dwight's. If you want cheap trash, don't look for it in our packages. All Grand Rapids jobbers sell them.

**Wolverine Spice Co.,**  
Grand Rapids.

**MERCANTILE ASSOCIATIONS**

**Michigan Business Men's Association**  
President, C. L. WHITNEY, Traverse City; Secretary, E. A. STOWE, Grand Rapids.

**Michigan Retail Grocers' Association**  
President, J. WISLER, Mancelona; Secretary, E. A. STOWE, Grand Rapids.

**Michigan Hardware Association**  
President, C. G. JEWETT, Howell; Secretary, HENRY C. MINNIE, Eaton Rapids.

**Detroit Retail Grocers' Association**  
President, JOSEPH KNIGHT; Secretary, E. MARKS. 221 Greenwood ave.; Treasurer, C. H. FRINK.

**Grand Rapids Retail Grocers' Association**  
President, FRANK J. DYK; Secretary, HOMER KLAFF; Treasurer, J. GEO. LEHMAN.

**Saginaw Mercantile Association**  
President, P. F. TREANOR; Vice-President, JOHN McBRATNIE; Secretary, W. H. LEWIS.

**Jackson Retail Grocers' Association**  
President, Geo. E. LEWIS; Secretary, W. H. PORTER; Treasurer, L. PELTON.

**Adrian Retail Grocers' Association**  
President, A. C. CLARK; Secretary, E. F. CLEVELAND; Treasurer, WM. C. KOHN.

**Bay Cities Retail Grocers' Association**  
President, M. L. DEBATS; Sec'y, S. W. WATERS.

**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. FERCY; Treasurer, CLARK A. PUTT.

**Perry Business Men's Association**  
President, H. W. WALLACE; Sec'y, T. E. HEDDLE.

**Grand Haven Retail Merchants' Association**  
President, F. D. Vos; Secretary, J. W. VERHOEKS.

**Yale Business Men's Association**  
President, CHAS. ROUNDS; Sec'y, FRANK PUTNEY.



**A Word to the Wise Is Sufficient**

The question of how and when to advertise in order to obtain the maximum result at the minimum outlay is one that confronts every business man. To claim that because business is dull you cannot afford to advertise, is to advance as a reason for not advertising a condition that should cause you to redouble your efforts in reaching out for trade. A general improvement in all lines may be confidently looked for during the Winter, and the judicious advertiser will reap the benefit. An advertisement which is seen and read and commented upon is productive of the best results. Such results can best be obtained through the use of

**A Fine Calendar**

which attracts attention to your name and business in a manner not soon forgotten, not once, but throughout the entire year, and is seen not only by a few, but by many. A calendar issued during the Holiday Season serves the threefold purpose of most effectively advertising your business, of complimenting your friends and customers, and those whom you hope will become customers, and of presenting them with a useful article which will be preserved not only for its beauty but for its utility as well. A choice calendar is always given the most prominent position and is thus seen by everyone. It is for these reasons not only the most productive but the cheapest method of advertising.

**Tradesman Company**  
Grand Rapids, Mich.



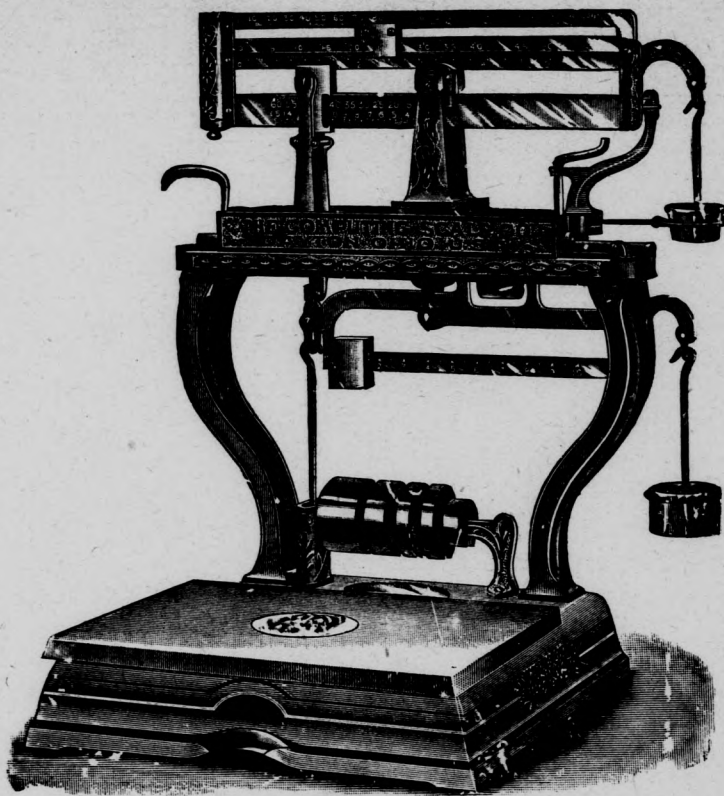
To Give Unconsciously Is not Generosity  
But Wasteful and Ridiculous Excess

Your customers do not thank you for the little extras you give them; they are as unconscious of your wasteful generosity as you yourself.

We can cure you and your clerks of this habit. We have a system that will stop it.

The Money Weight System

Write to us for full particulars of the system which checks overweight and losses. We can let you into some of the secrets of merchandising that may surprise you.



THE COMPUTING SCALE CO., Dayton, Ohio

Can You Afford

To carry in stock unknown brands of stove polish that your customers know nothing about, brands they do not call for, the quality of which is inferior, gives them dissatisfaction, and the consequent sale of which brings discredit to your store? Your best judgment answers NO! Then sell

**Enameline** THE MODERN  
STOVE POLISH  
PASTE, CAKE OR LIQUID

If you are doing business for profit it will pay you to handle our whole line.

J. L. PRESCOTT & CO.,  
NEW YORK.

The Keeping Qualities of  
Seymour Crackers

should commend them to the up-to-date grocer. They never become stale, for even the very oldest of them, by a little warming up, become as crisp as at first. This isn't possible in ordinary crackers, and it's by using none but the choicest selected ingredients, and being mixed and baked in the improved way, that the SEYMOUR Cracker retains its hold upon the buyers of pure food products. Always **FRESH, WHOLESOME, NUTRITIVE.** Has absorbing qualities far in excess of all other crackers. Is asked for most by particular people, and hence brings the most acceptable class of customers to whoever sells it.

Can you afford to be without it?

Made only by

National Biscuit Company  
Grand Rapids, Mich.