

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS. \$1 PER YEAR

Volume XVI.

GRAND RAPIDS, WEDNESDAY, DECEMBER 28, 1898

Number 797

Absolutely Free

A Ten Dollar Graphophone
A Bronze mounted Hand-decorated Lamp
A Large Bronzed Parlor Clock

Premiums are given with an object in view. We recommend to merchants to give away premiums to their customers to INCREASE THEIR CASH and general trade. We offer the above premiums to introduce our line of premium silverware. We claim for our quadruple plated silverware that it is of better quality than other makes offered at similar prices, every piece being accompanied by a ten year guaranty certificate.

As an inducement to test the merit of our quadruple plated silverware and to interest you in the premium plan we offer the above premiums absolutely free, as follows:

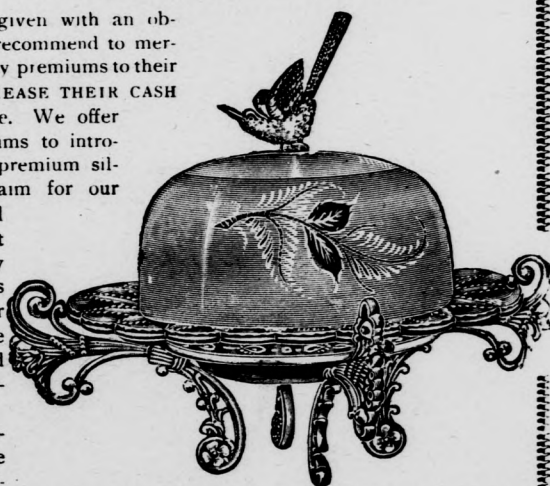
The Champion Assortment, 40 pieces silverware, for.....\$50 00
Including a ten dollar graphophone.

Assortment No. 115, 20 pieces silverware, for.....25 00
Including the decorated lamp.

Assortment No. 110, 20 pieces silverware, for.....25 00
Including the parlor clock.

Our regular price of silverware is invariably \$1.25 each. We are making this special offer for the purpose of interesting you in our line. Drop us a postal for descriptive illustrated circulars and full particulars.

THE REGENT MANUFACTURING CO.,
174 WABASH AVE., CHICAGO, ILL.



Johnson Paper & Supply Co.,

Kalamazoo, Mich.,

Wholesale Dealers in

Wrapping Paper, Stationery, Willow and Wooden Ware,
Snow Shovels, Oyster Pails, Paper Bags, Pine and
Cedar Tubs and Pails.

SPECIAL—Try our \$5.00 Job, assorted 5 and 10 cent Writing Tablets.
Our new assortment of 25 cent Briar Pipes are very attractive; one dozen on a stand. You will be pleased with them.
Mail orders promptly attended to and satisfaction guaranteed.

PURITY AND STRENGTH!

FLEISCHMANN & CO.'S COMPRESSED YEAST



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

ABSOLUTELY PURE

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

FLEISCHMANN & CO.

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

BROWN & SEHLER

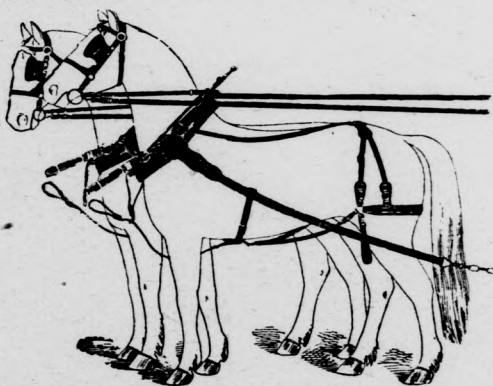
WEST BRIDGE ST.,
GRAND RAPIDS, MICH.

Mfrs. of a full line of
**HANDMADE
HARNESS
FOR THE
WHOLESALE
TRADE**

Jobbers in

**SADDLERY,
HARDWARE,
ROBES,
BLANKETS,
HORSE
COLLARS,
WHIPS, ETC.**

Orders by mail given prompt attention.



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.

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

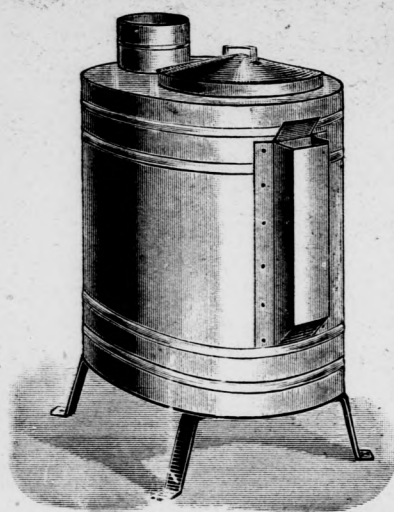
G. J. JOHNSON CIGAR CO., Grand Rapids.

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



Car Stoves for Potato Shipments

Our new potato stove, which has detachable legs, is ahead of any other stove on the market, because it can be shipped without being damaged.

Write for prices.

WM. BRUMMELER & SONS,
GRAND RAPIDS, MICH.

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, making 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.

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.

FOLDING PAPER BOXES

Printed and plain for Patent Medicines, Extracts, Cereals, Crackers and Sweet Goods,

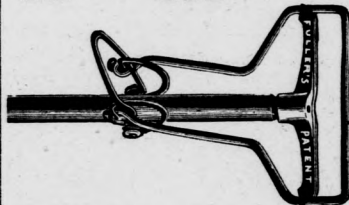
Candy, Cough Drops, Tobacco Clippings, Condition Powders, Etc. Bottle and Box Labels and Cigar Box Labels our specialties. Ask or write us for prices.

GRAND RAPIDS PAPER BOX CO.

PHONE 850.

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

WE MOP THE WORLD



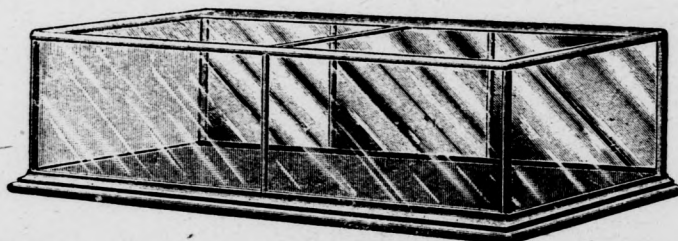
We are manufacturing an article that will suggest itself to you as most desirable for its salable quality. It is the

Fuller Patented Eccentric Spring Lever Mop Stick

It is adapted to your trade; in Neatness and Convenience it has no equal; the price is reasonable; it is being extensively advertised; it has proven a phenomenal success wherever introduced.

E. F. ROWE, Ludington, Michigan.

SHOW CASES OF ALL STYLES



Until Nov. 1 we will furnish these bigaly finished show cases with inlaid wood corners at the following low prices for 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.

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 samples 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 casted with ball-bearing casters and has a strictly dust-proof curtain. Our special price to readers of the Tradesman \$20. Write for our illustrated catalogue and mention this paper when you do so.



SAMPLE FURNITURE CO.

JOBBER OF SAMPLE FURNITURE.

PEARL AND OTTAWA STS.

GRAND RAPIDS, MICH.

MICHIGAN TRADESMAN

Volume XVI.

GRAND RAPIDS, WEDNESDAY, DECEMBER 28, 1898.

Number 797



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.

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

Commenced Business September 1, 1893.

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

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

SPRING LINE 1899 NOW READY

Herringbones and every style pattern in market. Largest line of Clay and Fancy Worsteds Spring Overcoats and Suits, \$3.50 up, all manufactured by

**KOLB & SON
WHOLESALE CLOTHIERS
Rochester, N. Y.**

Write our traveler, Wm. Connor, Box 346, Marshall, Mich., to call, or meet him at Sweet's Hotel, Grand Rapids, Jan. 4-9. Winter Overcoats and Ulsters still on hand.

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.

Widdicombs 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. OLEAND, ATTORNEY.

THE FORGOTTEN PAST

Which we read about can never be forgotten by the merchant who be comes 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.**

DOOMED TO DEFEAT.

When the Tradesman was established, nearly sixteen years ago, it imagined that the best and quickest way to secure concessions at the hands of the Legislature was to make a proper showing as to the justice of its cause and then go after the reform in band wagon fashion. It early saw that one of the most unjust things under which the merchants of Michigan suffered was the one-sided garnishment and exemption laws, and in its youthful exuberance it imagined that it would be a comparatively easy matter to bring about a reform in this respect. Actuated by a sense of its duty to the retail merchants of Michigan, who had given the enterprise a cordial welcome, petitions were sent to nearly every town in the State, resulting in the securing of upwards of 12,000 names of merchants and other business men, asking that the laws be so amended as to protect the merchant in the work of collecting for goods furnished people who were not disposed to pay for them in man fashion. Armed with these petitions, and backed up by a number of representative men from each locality in the State who kindly volunteered to meet at Lansing for the purpose of furthering the interests of the proposed measures, the Tradesman presented its case to the Legislature in the best possible light, only to learn that the publicity given the agitation prior to the time the bill was presented to the Legislature had resulted in stimulating action on the part of the trades unions in opposition to any amendment or change in existing laws. The disappointment was keen, but a lesson had been learned, which was subsequently utilized to good advantage.

At the next session of the Legislature, another attempt was made, and at every session during the last sixteen years energetic and concerted effort has been made to bring about the needed reform. At the last session of the Legislature this agitation resulted in the passage of the Anderson bill, which repealed the law exempting municipal employees from the garnishment process. This measure was fathered by a Grand Rapids legislator, and was fought step by step and inch by inch through both houses of the Legislature. The matter then lacked but the approval of Governor Pingree, who was appealed to by telegrams from every city in the State and from every commercial organization in Michigan to approve the measure. A Grand Rapids politician who stood very close to Governor Pingree was importuned to use his influence in its behalf, resulting in a definite promise from the Governor that he would approve the measure within an hour. Within half an hour, however, he filed his veto, and he has since stated, plainly and unequivocally, that any movement originating with the business men of Michigan having for its object the amendment or repeal of the present exemption laws will meet a similar fate, so long as he occupies the position of Governor. In the face of this statement by Governor Pingree, the Tradesman feels that it is justified in the opinion that any effort made at this

time to amend the exemption laws means time and money wasted. The Detroit Trade is entitled to credit for the enthusiasm it has put into the cause, but if the editor of that paper had had sixteen years' experience, instead of one, he would never have undertaken to secure the concession by band wagon methods, because, by so doing, he excites and foments an active opposition on the part of the trades unions which will necessarily defeat the object he seeks to attain. The Tradesman does not propose to criticize Mr. Cozzens for the boyish and selfish manner in which he has undertaken to accomplish something which is impossible of accomplishment, under existing conditions, believing that he has been acting in good faith and has simply let his enthusiasm get the better of his judgment. The Tradesman is perfectly content to leave it to the business men of Michigan to decide whether it would not have been better for him to have sought the advice and counsel of those who have grown gray in the service, rather than to have gone off half cocked on a matter in which he has had practically no experience, when the valuable experience of others was to be had for the asking. At the proper time the matter can be brought before a convention of business men representing all interests and all parts of the State, and a measure adopted which will meet the requirements, not only of the city of Detroit, but of the most remote localities in the State.

The agitation has already brought forth fruit by the adoption of a measure by the Port Huron Grocers and Butchers' Association. This measure was drafted by Thos. Wellman, a well-known attorney of that city, who has given the subject much careful thought and who has prepared a measure which, on cursory examination, appears to cover the ground admirably. Mr. Wellman and the Port Huron grocers do not act, however, on the theory that they are the only people in the State who have a right to prepare and father such a measure, but both write the Tradesman that they are open to suggestions and that they do not wish the draft published until they have had the benefit of others' experience along these lines. This spirit is certainly a very commendable one and entitles the measure to the careful attention of business men generally. Copies of the proposed act can be obtained from either the author or from the Secretary of the Port Huron Association.

The Tradesman does not wish to be understood by anyone as throwing cold water on any movement having for its object the reform of present abuses or the betterment of existing trade conditions, but any agitation which is originated in selfishness and carried forward in ignorance must necessarily be doomed to defeat. Nor is defeat the only drawback which ensues. Repeated defeats tend to do any cause harm, because of the apathy and disappointment which ensue as the result of failure.

The man who smiles, and smiles, is liable to see snakes if he doesn't quit.

Flour and Feed.

In the midst of the holiday quietude there has suddenly come an awakening of flour buyers to the fact that flour has really been selling for a month or more below its real value, based upon the legitimate situation and position of stocks. In our recent letters we have predicted just such an upturn as has already come, but we must confess that we were not expecting it quite so soon. For some time, however, wheat and flour have been the lowest in price, comparatively, of almost any kind of merchandise that could be mentioned, and with large amounts of idle capital seeking investment at this dividend period of the year, it would really be surprising if such an attractive investment as wheat, at present prices, did not find many friends among investors; in fact, if the gambling element or unlimited short selling was eliminated from exchanges, we predict that investment in cereals could and would be made in a spirit of confidence and with a far greater degree of safety. National legislation in this direction would be a great boon to the agricultural interests of the country, and whatever tends to the prosperity and happiness of the husbandman leads to the prosperity of all our people.

The city mills are all running steadily, except the Model, which is shut down this week to connect a new Babcock & Wilson boiler and make other changes, which will give the mill an increased capacity of about fifty barrels per day. Some good orders have been booked this week and the mills expect to run steadily during January.

Millstuffs are in exceptionally good demand at advanced prices. Feed and meal have been moving rapidly for several days and, as the weather gets colder, the demand increases. Prices are tending higher, in sympathy with corn and oats.
WM. N. ROWE.

Hides, Pelts, Furs, Tallow and Wool.

Hides remain firm, with an advancing tendency; in fact, some sales have been effected at an advance. The demand is greater than the supply.

Pelts are in good demand, although there is no increase in value. The supply is small.

Furs are not desirable at any advance over quotations, and assortment is closely made. Exporters are anxious to learn the outcome of the January sales in London and hold out of the market at any fancy price. The home trade is well supplied with fresh skins and awaits the result of its holiday trade, which has been fairly good.

Wool sales have been much in evidence the past week; in fact, they have been near the old-time mark when wools were desired for clothmaking. Prices are firm and offerings are not large at the price. The bulk of sales on seaboard is for foreign and territory. There are a number of buyers in the State looking for low-priced wools. Some sales are reported from the southern part of the State, but there is no confirmation of the statement.

WM. T. HESS.

Dry Goods

Marvelous Development of the Dry Goods Business.

"Peace hath her victories, no less renowned than war," and it may be said with equal truth that the man of peace, the man upon whom falls the demands of a people for the supplies which enter into its daily life, must have much in common with the great general if he would succeed in these days of keen competition and alertness. In no business is this more powerfully demonstrated than in that of retail dry goods, where the tremendous growth and development of recent years have created demands to meet which the purveyor must have unusual and far-reaching qualifications. Like the general on the battlefield, he has constantly under his supervision an army of people, and although his army is bent on conquest less gory and terrible than that of the military leader, he must surcharge it with his own enterprise and energy unless he would see his rivals reap the fruits of trade. The time of little stores, when the proprietor himself was able to meet all of his customers and in person attend to their wants, has long been past, but it is no less necessary to-day than it was twenty-five years ago that the customer shall have confidence in the salesman, and that the latter should feel a personal responsibility in catering to his wants. To inject this quality into even the humblest of his employees is a paramount necessity for the successful dry goods merchant of to-day. His own magnetism, his own energy and the perseverance which has enabled him to enter into a business of such vast proportions must be reflected in his salespeople, if he would succeed, in the same manner and in like degree to that which must come from the general on the field if he would have his army win battles.

The resemblance does not cease here. With conditions in the retail trade as they exist to-day, it is highly necessary that the merchant should be a strategist also. He must plan his fall and winter campaign, his spring and summer business, many months ahead of time. He must study the wants of the people and be prepared to meet them; he must in a measure gauge the quantities of goods that will be required for his business, or he may find himself overstocked, with ruin staring him in the face, for styles change and goods become almost valueless.

Then, again, too little stock is as bad as too much. The customer who goes away once unsatisfied may never come back again, and the merchant must be prepared to satisfy all comers.

Then, too, he must be ready to adapt his stock to every change in the trade, and all kinds of competition. He must have the brain and the quickness of thought to meet opposition merchants in the open field of trade. For every point they score and every trick they turn he must score likewise. For every bargain they offer he must in his turn offer as good or better, and it must be done at once, in touch with the season and the day's demand. It is because American merchants make a science of their business that this country possesses some of the most remarkable retail establishments in the world. The great retail houses which are thronged daily by thousands of shoppers are ordinarily referred to as marvels and phenomena. As a matter of fact, they are neither. They are simply the tangible, logical

outcomes of hard, patient, persevering effort and thought. They are the results of persistent effort and wide-reaching knowledge.

The time when a paper of pins and a bolt of cloth made up a dry goods stock has gone with the age of miracles. It is generally conceded that this is an age of specialism, but to the dry goods trade this does not apply. The dry goods stock of to-day is heterogeneous; the dry goods merchant in order to succeed must add to his knowledge of finance and of business a knowledge of many things, themselves of sufficient importance to form individual stocks for merchants who do not deal in general lines. To illustrate what is meant, it may be cited, for example, that the important retail dry goods stores of this country to-day do not by any means confine themselves to articles of dress. Under the same roofs where are to be found all varieties of wearing apparel, one may buy pictures and pottery, art furniture and bric-a-brac, not meretricious but artistic goods, the knowledge of which alone demands specialism of a high order.

It is true that such departments are ordinarily under the supervision of individuals who make that particular line a study, but the proprietors themselves must be in a measure familiar with all departments to estimate their advantages to the general volume of their business. When one enters an up-to-date dry goods store he can not but be impressed with the magnitude of the business, and the rows of counters and helms team with an endless variety of every conceivable class of goods. The list would comprise the richest products of every clime, and anything that can not be found must be of such an antique description as to be worthless. The looms of Lyons, Crefeld, Vienna and many other cities send their newest silks to be offered in competition with those of American industry.

The tendency which is apparent on the part of the American buyer to take the best goods that can be made has incited manufacturers to renewed efforts to meet the growing demands. The demand for fancy silks is met by large merchants with stocks of indescribable beauty and variety, and in all grades of goods, including such lines as taffeta, raye and ombre, satin raye on barre grounds, damas ombre, plain barres and pekin moire. In taffetas, for evening and street effects, there is in the shops a bewildering assortment in such colors as military blue, National blue, bluet, violet, derruche, lavender, lilac, Nile, silver gray and cardinal. In plain silks, also, one may find all of the classical weaves, such as satin duchese, peau de soie, Luxor and rhadames.

The casual observer who wanders into any of these stores can not but be impressed with the magnitude of the business done. The throng surge up and down the aisles like lines of busy ants hurrying to and from their nests. Buyers and sellers alike are full of enthusiasm. It is almost impossible to estimate the number of persons who enter such an establishment. A crude attempt was made some time ago. A girl was stationed at each door with a pin cushion and many papers of pins. As each person entered the girl stuck a pin in the cushion. In that one store the estimate was placed at fifty thousand for a single day. While the number of persons who enter a store by no means gives an idea of the business done, the fact that in one store alone some fifty

thousand persons entered is suggestive of the attractiveness of the establishment.

The general indications are that the coming season will mark an epoch in the history of the dry goods business. Large as has been the business in the past, the signs of returning prosperity point to a future of even greater activity. Merchants who make a study of trade conditions say that there is unmistakable evidence of greater liberality on the part of their customers, and a gratifying fact is noted in the demand for goods of the better class. The desire for cheap goods, irrespective of quality, no longer seems paramount. The depression which existed for several years was largely responsible for the demand for cheap articles, no matter how poorly made. People had little money to spend, and they were forced to consider price before quality. In this respect the merchants say they note a decided improvement. Their customers no longer accept whatever is offered, irrespective of its merit. Its comparative value, its utility and durability are points that are carefully considered, but, notwithstanding, money is being spent more freely and with better grace.

Persons who formerly bought only such articles as were absolutely necessary now indulge in occasional luxuries. The departments where fine goods are sold are busier, and there is a corresponding improvement noticeable in all other departments.

Political parties have one thing in common; they are all anxious to save the country—from some other party.

Some men would rather be right than be President; but there are others who are not so bloomin' particular.

FOR SALE

The Village of Shelby, Mich., offers for sale its Fire Engine, as good as new and in perfect working order. Cost twenty-eight hundred dollars and will be sold cheap. Reason for selling: The village has a perfect system of water works and has no use for it. For particulars address

JOHN R. WYLIE,
VILLAGE PRES'T.

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.

On Their First Trip

Our salesmen will show a choice assortment of

PERCALES

We have the pretty cluster stripes in our line. Be sure and see them.

Voigt, Herpolsheimer & Co., Wholesale Dry Goods,
Grand Rapids, Mich.

Our new line of Wash Fabrics will be ready for inspection about January 5th.

Oxford, Madras, Gingham, Prints in Simpsons, Hamiltons, Pacific, Allens, Cocheco and other leading brands.

500 pieces of new Percales, 32 and 36 inch goods, all new patterns.

Dress Goods from 8, 10, 12½, 15c up to 37½c in new colors and styles.

Be sure and look us over before placing orders.

P. Steketee & Sons, Wholesale Dry Goods,
Grand Rapids, Mich.

Around the State

Movements of Merchants.

Clark Lake—Martin L. Cary succeeds Reed & Cary in general trade.

Dimondale—H. C. Lee has sold his grocery stock to Will Bateman.

Ionla—Michael Steele has opened a drug store on West Main street.

Crystal Falls—J. E. Bower has sold his drug stock to Frank W. Cole.

Coopersville—N. A. Walter has opened an agricultural implement warehouse here.

Albion—Wanda Gartner succeeds Julius J. Gartner in the bakery business.

Union City—H. Kalmbach has removed his dry goods stock to South Lyons.

Vassar—Nichols & Bourne now conduct the bakery business of C. H. Nichols.

Manton—George Bartlett has started a meat market in the old Bostick store building.

Sunfield—Benj. Horner has opened a clothing, dry goods and grocery store at this place.

Ann Arbor—John Shadford will engage in the grocery business on Broadway about Jan. 1.

Nashville—Glenn H. Young & Co. continue the hardware business of Mitchell & Young.

Mt. Morris—John Layman, of Grand Blanc, has purchased the drug stock of Crampton & Litchfield.

Chesaning—O. F. Walker & Son succeed Oliver F. Walker in the furniture and undertaking business.

Flushing—Perry & Cameron, dealers in drugs and groceries, have purchased the grocery stock of G. C. Passmore.

Ann Arbor—Victor Kaufmann and Robert Staebler contemplate engaging in the furniture business at this place.

Clare—O. S. Derby, undertaker and dealer in furniture and carpets, has sold his undertaking business to A. Thurston & Co.

Davis—The style of the general merchandise firm of Davis, Switzer & McInnis has been changed to Davis & Switzer.

Holland—Tieman Slagh has purchased the stock and fixtures of the Holland tea store, formerly conducted by John Van Zanten.

Gaylord—McFadden & Steinbauer is the name of the new firm which succeeds McFadden & Johnson in the grocery, crockery and feed business.

Clio—The Clio Hardware Co. has been organized with a paid-in capital stock of \$5,000. J. R. Sissons, L. W. Willett and F. S. Kent are the incorporators.

Detroit—The R. M. Leggett Bottle & Glass Co. has given a chattel mortgage to Annie R. Leggett for \$4,000 on the stock, machines, tools, etc., at McDougall avenue.

St. Johns—Lyman D. and Henry Parr will engage in the grocery business Jan. 1 in the building now occupied by the grocery stock of L. J. Calkins, who will retire from trade.

Calumet—The general stock belonging to the estate of Joseph Wertin has been purchased by Joseph Warsinich and Mrs. Wertin for \$43,000. The new firm will be known as Wertin & Co.

Jackson—Dennis Murphy, grocer at 516 N. Milwaukee street, slipped and fell at his store Monday evening, fracturing a hip, and is reported in a very critical condition. He is aged about 70 years.

Clayton—Ed. Nichols will remove his stock of groceries and dry goods to Coldwater about Feb. 1, having formed a copartnership with Frank Collins to continue the business at that place.

Charlotte—The hardware firm of Munger & Jennings has been dissolved by mutual consent. J. W. Munger becomes sole proprietor and C. M. Jennings retires from active business on account of failing health.

Jackson—A. F. and M. C. Parmeter have purchased the grocery stock of D. G. Whittemore, at 525 East Main street, formerly conducted under the style of Parmeter & Webster. The name of the new firm will be Parmeter Bros.

Marshall—F. A. Stuart has merged his patent medicine business into a stock company under the style of the F. A. Stuart Co. The corporation has an authorized capital of \$20,000, all paid in, the incorporators being F. A. Stuart, A. Osborne, T. C. Barnes and J. J. Stuart.

Onaway—Spencer & Gross will close out their general stock at South Rogers and remove to this place. A site has been purchased for the erection of a 30 x 80 feet, two-story building, which they expect to have completed by Feb. 1. They will carry on a general merchandise business and buy all kinds of timber.

Manufacturing Matters.

Sault Ste. Marie—P. A. Ducey, lumber dealer and sawmill operator, has sold out to Frank Perry.

Athens—The Athens Cooperage & Lumber Co. has decided to remove its plant to Park Falls, Wis., about May 1.

St. Joseph—John A. Wilson, Jr., proprietor of the Ajax Bicycle Manufacturing Co., has sold out to Fred H. Grimes.

Wayne—The Prouty & Glass Carriage Co. will start up on Jan. 2 with a full force of men. There are plenty of orders ahead.

Mason—About twenty-five prominent farmers in this vicinity will lease the plant of the Mason Creamery Co. and conduct a co-operative creamery.

Delton—W. H. Chase, lumber dealer at this place, has purchased the roller mill from the trustees of Albion College and will soon assume control of the business.

Detroit—The assets and liabilities of the Electric Gas Stove Co. have been transferred to the Ideal Manufacturing Co., the former having ceased to do business.

Saginaw—The new plant of the Crescent Cheese & Butter Manufacturing Co., in Buena Vista township, has been completed and will commence operations the first of the year.

Marshall—The Pyramid Drug Co. has been incorporated with a capital stock of \$10,000, all paid in. The incorporators are F. A. Stuart, W. T. Church, M. W. Church and J. J. Stuart.

Detroit—The A. P. Wagner Tool Works Co. has been incorporated with a capital stock of \$150,000, one-half paid in. The incorporators are A. P. Wagner, C. C. Yemans and C. R. Mueller.

Saginaw—C. S. Bliss has shut down his mill until the weather shall become sufficiently cold to permit logs cut in the woods to be hauled to the railroad, when the mill will start again and run all winter. He has only 2,000,000 feet of the season's cut on hand and says it has been the best year he has ever had. The mill will be fully stocked for next season.

Calumet—The Old Colony Copper Co. has been incorporated with a capital stock of \$2,500,000. With the exception of J. Chynoweth, of this city, all the incorporators are Massachusetts capitalists.

Bloomington—The Bloomington Milling Co. has been incorporated by W. W. Whitney, Milan Wiggins, E. J. Merrifield and D. Smith, with an authorized capital stock of \$8,000, of which \$3,500 is paid in.

Manton—D. K. Bellis, manufacturer of harnesses, has sold out to C. J. Wahlstrom, who has been in the employ of the former for the past five years. Mr. Bellis will retain, for a time, his bicycle trade interests.

Sturgeon Bay—John Klise has sold his quarter interest in the lumber, tire and general merchandise business of A. B. Klise & Bro. to his brother, who will continue the business under the style of A. B. Klise.

Grand Marais—The sawmills here turned out last season 52,000,000 feet of lumber, 50,000,000 shingles and 13,000,000 lath. The season was pronounced the banner one since the mill industry of Grand Marais was started.

Corunna—I. D. H. Ralph has an option on the water power connected with the flouring mills at this place for a period of six months. He will run a feed wire to the present Traction Co.'s wire and use the power as an auxiliary to the line.

Manton—The Williams Bros. Co.'s last block factory and A. McAfee's stove mill are running full blast. A. Green & Son's saw and planing mill is in operation, and Truman Bros. and C. O. Croft intend starting their sawmills soon for the winter cut.

Manistee—Local lumbermen assert that there is bound to be a big scarcity in hardwood lumber next season and the larger buyers are endeavoring to forestall the future by contracting for all the cuts that they can get hold of. Mill men are holding on to their stocks with the expectation of getting 50 cents to \$1 advance.

Owosso—J. M. Story, proprietor of the Story Spoke Works, has taken the contract to manufacture the patent grain, hay and stock rack of Mr. McKim, of Cass City. He will sell the article in the counties of Clinton, Ionia, Kent and Kalamazoo. W. Watterman, of Nashville, has secured the right to sell the device in the counties of Allegan and Barry.

Detroit—The case against Benjamin L. Lambert and Oscar Lowman, accused of violating the pure food law, was dismissed by Justice Whelan Tuesday on request of Prosecutor Frazer and Mr. Grosvenor, State Food Commissioner. It was represented to the court that the firm had gone out of the business of making vanilla, which was the specific commodity they were charged with adulterating.

Hermansville—The hardwood sawmill of the Wisconsin Land & Lumber Co. will begin operations about January 1. This company will put in about 18,000,000 feet of logs this winter, principally hardwoods, which will be about 20 per cent more than last season. The hardwood flooring factory is kept in operation the year around, but the two sawmills are closed down at present, waiting for the input of stock.

Detroit—The Daniel Scotten & Co. branch of the Continental Tobacco Co. will resume manufacturing Jan. 3, and, as a large number of orders have accumulated during the shut-down caused

by the change in ownership, the factory will be run on full time, employing more hands than usual. All the traveling men "took the road" last week and Tuesday morning the office staff and printing department resumed work.

Saginaw—The Jackson Timber Co. has filed articles of association for the purpose of dealing in and manufacturing all articles made of wood, buying and selling timber lands, manufacturing lumber, etc. The operations of the company are to be carried on in Michigan and other states. The capital stock is \$24,000, divided into 2,400 shares of \$10 each and all paid in. The incorporators are James T. Wylie, Henry A. Batchelor, of this city, and Walter H. Jackson, of Buffalo.

Manistee—Trade from the lumber yards is good, with prices reported better than they were earlier in the season. Apprehension is felt that with present conditions stocks will be so broken that orders will be difficult to fill before spring. Prices on hemlock are especially good, and for white pine, particularly in the lower grades, are firming up considerably. From some yards shortly before the close of navigation sales of half million lots to go out at once by water were not uncommon.

The Boys Behind the Counter.

Escanaba—E. S. Gagnon has taken a position with Sourwine & Hartnett, and will visit the neighboring towns in the interest of the firm's jewelry department. Mr. Gagnon is an expert jeweler.

South Saginaw—Adam Klemm has a new prescription clerk in the person of Burr E. Towne, of Grand Rapids.

Port Huron—Roy Van Liew is again behind the counter in the drug store of Joseph Lohrstorfer.

Three Rivers—O. C. Reppard, of Kerrington, North Dakota, formerly with the firm of Starr & Fyler fifteen years ago, also with G. C. Brissette for a time, has taken a position in the dry goods store of Chas. Starr.

Jackson—E. W. Bowman, who has been connected with the Central Bank since it started, will withdraw from that institution on Jan. 1. He will then open a brokerage office in the Bush & Pearson building.

Eaton Rapids—Henry Goodrich, clerk in Stirling & Crawford's grocery, was married recently to Miss Grace Sibley, of Springport.

Charlotte—Howard Clerk has taken the position of book-keeper for Lamb & Spencer.

Big Rapids—John G. Roecker expects to begin the new year as book-keeper for the agricultural firm of Chas. L. Roeser, of Saginaw. John has been for two or three years and still is with R. W. Rastall.

Owosso—A. E. Curry has retired from a clerkship in F. E. Mosely's grocery store.

Kalamazoo—Miss Rose Shields has resumed her position in the store of the Bruen Dry Goods Co.

Albion—F. E. Bromeling has won the first prize—\$25 in cash—in a show trimming contest. The second prize was awarded to a clerk in Ogdensburg, N. Y., and the third went to Detroit.

Howard Record: The Citizens Telephone Co. will place from ten to fifteen more phones in the exchange at this place on or before January 1. This will make a total of nearly seventy phones in a town of 1,500. This is a pretty good record.

For Gillies N. Y. tea, all kinds, grades and prices, phone Visner, 800.

Grand Rapids Gossip

The Grain Market.

Wheat during the past week has been steadily advancing and closes stronger, owing to several causes. The primary receipts have not been as large as was anticipated, while exports have been as large as ever and the visible showed a decrease of 1,776,000 bushels, which is partially accounted for in an error made last week, when the increase was reported as nearly 4,000,000 bushels, which leaves the visible 28,783,000 bushels, against 36,616,000 bushels for the corresponding week in 1897. The demand keeps up for all that is offered. However, with good roads receipts will be more liberal from farmers. At the advance we think the present level will be held.

Corn, as was predicted, made a further advance. The cause has been given in previous articles.

Oats also made another advance and are firm.

Rye also added another 1c to its value. Taken altogether this has been what may be termed a bull week. The bears seemed to have lost their grip and became very docile. With the advance in wheat, flour has strengthened and prices are very firm. The same is true of mill feed of all kinds.

Receipts here were nominal, being 58 cars of wheat, 21 cars of corn and only 6 cars of oats.

The mills are paying 64c for wheat.
C. G. A. VOIGT.

The Grocery Market.

Sugars—The raw market is dull at a decline of 1-16c and a few sales have been made at 4 3/4c for 96 deg. test centrifugals. Refined is also lower, all refiners having reduced their list to 5c basis for granulated. Arbuckle seems to be the center of attraction and both jobbers and retailers are wondering what he will do next. He has repeated his New England tactics in Chicago and is now offering sugars to the retail trade direct.

Tea—The movement continues to show small gains due to natural conditions. Otherwise the situation is without feature of note.

Coffee—While the December trade in package goods has shown some gains over last year, increased sale has not been enough to warrant any fear of a shortness in supply for many months to come. This is the basis for the belief that the present advance is merely a speculative one and will have no lasting effect. Other grades remain stationary at former prices.

Dried Fruits—Raisins and prunes are about the only articles in this line that are selling and there is a fair consumptive demand for both. Currants are a shade lower and have touched the lowest price of the year. Dates are 1/8c lower. As the holiday rush is over, the market is well supplied.

Canned Goods—Tomatoes are not quotably higher, but holders are very firm in their ideas and any kind of a demand would, undoubtedly, advance the market. Corn is quiet, but is held very firm. Sardines are a trifle lower. Gallon apples are very firm and packers are holding their stock at full prices.

Nuts—Peanuts have advanced another quarter and the market is very firm. New Grenoble walnuts are a little lower. No other changes in this line.

Syrups and Molasses—The demand for corn syrup in cans is simply phenomenal

and jobbers have difficulty in keeping a stock of all sizes, as shipments from the manufacturers are delayed from a week to ten days. There is a better demand for molasses since the Southern market has strengthened and there will probably be no lower prices for the better grades.

Beans—The bean crop of Southern California this year will hardly be more than 100 carloads. The great decrease has been caused partly by the drought and partly by the lesser acreage now planted to beans. Much of the land formerly used for beans is now devoted to sugar beets. Last year the crop amounted to about 2,000 carloads, estimating 30,000 pounds to the car, and at the opening of this season there were about 1,500 carloads still on hand, and prices were so low that sales were slower than they had ever been.

Oils—The Standard Oil Co. has advanced all grades of illuminating oil, except Eocene, 1/2c.

Provisions—Mess pork is a trifle easier in this market. Latest quotations show a decline of 25c, probably due to the fact that many farmers are doing their own butchering and the country call has fallen off. Lard holds its own at quotations of last week, with only a fair movement to the trade.

Salt Fish—The demand exceeds the supply in several lines, especially Norway herring and mackerel, and a much larger volume of business would be transacted if the supply was larger. The results of the season are approximately the same as last year.

The Produce Market.

Apples—The market is still dull and sluggish, with no indication of an improvement in the near future.

Beans—Handlers pay 50@75c for unpickled, holding city picked mediums at \$1.10.

Beets—25c per bu.

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

Carrots—20c per bu.

Celery—15@18c per doz. bunches for White Plume.

Cranberries—Cape Cods, \$7.50 per bbl.; Wisconsin Bell and Cherry, \$7; Jerseys, \$6.

Cucumbers—75c@\$1 for hothouse stock.

Eggs—Strictly fresh are very scarce at 22c, while cold storage are in plentiful supply at 19c and pickled are in ample supply at 16c.

Honey—10c for amber and 12@12 1/2c for white clover stock.

Lettuce—14@15c per pound.

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 28c for White and Red Globe stock and 22@25c for Yellow Danvers and Red Weatherfields.

Oranges—There is a free movement at present, holiday trade calling for large supplies. The activity is warranted by the fancy quality of the fruit offered and the reasonable prices prevailing on both California and Mexican stock. Receipts of California stock are liberal. Quotations are being fairly maintained, although there is some shading on large lots.

Parsley—25@30c per doz.

Parsnips—50c per bu.

Pop Corn—1 3/4@2c per lb. The crop was not large and the supply is undoubtedly limited.

Potatoes—The market is in about the same condition as a week ago, the temporary scarcity of cars causing a considerable strengthening in the price, which is likely to continue for some weeks yet. Shipments are going forward rapidly, considering the cold weather.

Squash—75c@\$1 per 100 lbs.

Sweet Potatoes—Illinois Jerseys are in good demand at \$2.

BANK NOTES.

Trend of the Business Toward Narrower Margins.

Still further reduction in the interest rate on deposits is being agitated. Within the year the Kent and Grand Rapids Savings have come down to 3 per cent., the Peoples 3 1/2, the State to 3 and 3 1/2 and the National banks to 2 1/2 per cent. on certificates, but the deposits, especially savings and certificates, have been piling up so rapidly and the rates on loans and discounts have ruled so low, that what to do with the money is still a serious problem. In Detroit the agitation is for a 2 per cent. interest on deposits, and it is even advocated that no interest at all be paid. In this city, while most of the bankers think present rates are too high to yield a profit to stockholders, the idea has not assumed definite form, although it may do so before long unless conditions change. Instead of reducing the rate, the difficulty might, in a measure, be met by extending the time upon which interest would be paid. Instead of allowing interest on a deposit of three months, it might be made six months or even a year. This would work a considerable saving in the interest account in the course of a year.

The reduction-in-interest movement has struck many of the Eastern and New England savings banks where 4 per cent. has been the current rate for ages. The reduction is to 3 1/2 per cent. in most instances, although some have dropped to 3. There have, also, been numerous reductions in the middle and prairie states. The impression prevails that these reductions have come to stay and that the old rates will never be restored.

The non-interest idea has sympathizers in this city, but competition is so sharp that it will hardly be adopted. If it were adopted the bank would, in a manner, return to first principles, as being a place for the deposit of money for safe-keeping. With a 3 per cent. interest rate, or even a 2 1/2 per cent. rate, the bank, instead of being merely a depository, becomes an investment. The new Government bonds are now quoted at 107 and at this figure the net return to the investors is .028 per cent. The security for the investment in certificates on savings accounts may not be so good as Government bonds, but in this part of the country, with any of the Grand Rapids banks, the security will pass pretty good muster.

Excess interest on deposits makes serious inroads upon the profits available for distribution among stockholders. The local banks will, probably, all pay dividends this season, but the dividends will not be as fat and healthy looking as stockholders would like them, and the net return, after paying taxes, will not leave as wide a margin as most of them would desire.

The annual report of the Bank Commissioner for 1897, which was recently issued, shows that the average net earnings of the State banks for 1897 were 6 1/4 per cent. Out of this the taxes have to be paid, leaving an average of about 4 1/2 or 5 per cent. available for surplus account and dividends. This is not a rich return on the money invested, and as this average covers the entire State, it indicates the conditions are not local but general.

This annual report, among other in-

teresting things, shows that women are beginning to take a hand in banking. The Truman-Moss State Bank of Sani-lac Center, organized a little more than a year ago, with \$50,000 capital, has Julia H. Mills for President and Elizabeth M. M. Anketell for Vice-President, and they, with three men, constitute the directorate. Mrs. B. J. White is Second Vice-President of the Commercial State Bank of Shepherd; Alla M. Niles is Cashier of the State Bank of Carsonville, capital \$30,000, and she, with Hattie C. Aitken and Mary C. Richardson, constitute a majority on the board of five directors. The West Michigan Savings Bank of Bangor, the City Bank of Dowagiac, the Jackson City Bank of Jackson, the State Savings of Lapeer and the State Bank of Perry each has a woman on the directorate, and the Farmers State Bank of Deckerville, capital \$15,000, has three women as members of the board of five directors, with Amanda Arnot as Vice-President. Among the National banks the Union City National of Union City seems to be the only one that has recognized the rights of the gentle sex for representation on the board.

In this city, although women hold a considerable amount of bank stock, they have not, so far as can be ascertained, ever made a demand for directorate honors and it is certain they do not have place on any of the local boards. There are women in the city, however, who because of their business capacity would be a credit to any bank and of much greater practical usefulness than are some of the men who are elected year after year. Women are beginning to find places in the local banks for employment, and this may open the way to a greater participation by women in local banking affairs. The Michigan Trust has a woman stenographer and the Old National has adopted the same idea. The other banks have thus far resisted the temptation of having women around, but it is predicted they will, in time, come to it and that some day women will hold more responsible positions even than as stenographers.

The Peoples Savings Bank directorate has not yet decided whether or not to hold another election for the choice of directors, the regular election having been declared void. There is an opening for fine arguments whether the present Board can hold over for another year, or whether Mr. Anderson and Mr. Garfield are entitled to place by right of their cumulated vote majority. The regular meeting of the Board will be held January 2, when the course to be pursued will probably be decided on. It is understood that Judge Champlin holds that the cumulative voting law does not apply to the banking law, because any amendment to the banking law must be adopted by the vote of the people, which was not done in the case of the cumulative voting law. It is known that this opinion is also shared by Banking Commissioner Maltz, who has expressed his disapproval of the course pursued by Messrs. Anderson and Garfield in very strong terms, asserting that it finds no warrant in either law or the equities of the banking business. Fletcher & Wanty, who are looking after the interests of Messrs. Anderson and Garfield, smile complacently when asked to state on what they base their case, slyly insinuating that they have something up their sleeves which will place Judge Champlin, Judge Hatch and the entire Board of Directors of the Peoples Savings Bank on the defensive. No action has ever excited more comment in local banking circles than this.

IRONCLAD ORDINANCE.

Full Text of Clare's Stringent Measure.

At the request of merchants in several parts of the State, the Tradesman herewith presents the full text of the ordinance recently enacted by the Common Council of Clare, having for its object the regulation of peddlers and transient, fly-by-night merchants:

An Ordinance relating to hawking and peddling, shows, exhibitions, theatrical performance, traveling physicians, dentists, veterinary doctors, chiropodists and chiropodists and opticians, backs, drays and delivery wagons, oil wagons, traveling and transient photographers, billiard and pool tables, ten pin alleys, auction sales, cloak sales, shoe or other sales at hotels or other places, taking orders for clothing or other goods, lectures, etc.

The City of Clare Ordains:

Section 1. No person or persons shall within the City of Clare engage in the business of hawking or peddling any goods or wares, merchandise or other articles without having first obtained a license therefor. Fees for same shall be for hawkers or peddlers with team, single or double, Five Dollars for first day and Three Dollars for each additional day or part thereof, and for peddlers on foot Three Dollars for first day and two dollars for each additional day or fraction thereof. Provided—Nothing in this section shall apply to farm produce, nor to any person who has been a resident of said city for at least one year next prior to such peddling.

Sec. 2. No person or persons or company shall within the limits of said city give, exhibit or perform for gain or profit, direct or indirect, any show, curiosity, natural or artificial, or lecture, except before a college, church or organized literary society, or other performance without first having obtained a license therefor. Fees for same shall be: For theatrical performances, exhibitions or lectures from two to twenty-five dollars, at the discretion of the Mayor. Provided—That performances, etc., by local talent for benevolent purposes are exempt. For menagerie, circus or caravan from twenty-five to fifty dollars, at the discretion of the Mayor, per day or evening or fractional part thereof.

Sec. 3. Any person or persons keeping a billiard or pool table or ten pin alley in said city for gain or hire shall first obtain a license therefor. Fees for same shall be five dollars per year for each table or alley, and the keeper thereof shall not permit minors to play thereon nor frequent their place of business.

Sec. 4. Traveling physicians, veterinary doctors, dentists, chiropodists and chiropodists and opticians who may visit said city for the purpose of practicing their profession and receiving recompense therefor, direct or indirect, shall first obtain a license therefor. The fee for same shall be ten dollars for first day of each visit and five dollars for each additional day or fraction thereof. The word optician shall be construed or defined as a person who fits or prescribes glasses or spectacles or any kind of lens to the eye by means of a trial case or any other scientific method. Provided—That nothing in this section shall apply to any physician abroad called to consult with a resident physician.

Sec. 5. No person or persons shall within said city sell at auction, or public vendue any goods, wares or merchandise, prize packages of jewelry, candy or soap prizes, commodities, patent medicines, horses, cattle or other property whatever without first having obtained a license therefor. And the fees for same shall be ten dollars for each and every day or fractional part thereof. Any evasion of this ordinance by the giving free of medicines, patent or otherwise, or other goods, and receiving therefor gain in an indirect manner, shall be construed as a violation of the same. Provided—This ordinance shall not apply to any merchant who wishes to dispose of or reduce his stock and who has been a resident of

said city for at least the six months just prior to making the sale, nor to any other citizen, under same conditions, who wishes to dispose of property on hand, nor to sales made pursuant to some order of court or public law.

Sec. 6. Any non-resident person or persons who shall at any time run a hack or other vehicle for carrying passengers for hire in said city shall first obtain a license therefor. Fee for same shall be five dollars for each and every day or fractional part thereof.

Sec. 7. No person or persons shall within said city conduct a private or public sale at any hotel or any other place; such as a "cloak sale," a "shoe sale," etc., without first having obtained a license therefor. Fees for same shall be ten dollars for each and every day or fractional part thereof. Provided—Nothing in this section shall apply to local merchants in their regular places of business, unless it can be shown that they are making the sale for outside parties on commission, partnership, or any other manner with a view to evade this ordinance.

Sec. 8. No person or persons shall in said city run an oil wagon for the sale or delivery of kerosene, carbon or any other oil without having first obtained a license therefor. Fees for said license shall be: for one horse wagon, five dollars per year or fractional part thereof, and for a two horse wagon ten dollars per annum or fractional part thereof.

Sec. 9. No transient or traveling photographer shall in said city for gain or money take or make any pictures, of any kind, by any means whatever in tent, movable or stationary gallery, nor in the open air, nor on the streets without first obtaining a license therefor. Fees for same shall be five dollars for each and every day or part thereof.

Sec. 10. No person or persons shall in said city run a dray or delivery wagon for gain or hire without first obtaining a license therefor. Fees for same shall be: To transients or non-residents for single or double team five dollars for each and every day or fractional part thereof. For citizens for two horse rig, five dollars per year or fractional part thereof, and for a one horse rig three dollars per year or fractional part thereof.

Sec. 11. No transient, traveling or non-resident person shall in said city take measurements or orders for custom or readymade shirts, suits or clothing of any kind, nor for machines or machinery of any kind, nor solicit subscription to newspapers or periodicals, nor books of any kind, or take orders for printing, or pictures to enlarge, or for works of art, or goods of any description whatever without first obtaining a license therefor. Fees for same shall be five dollars for each and every day or fractional part thereof. Provided—Nothing in this ordinance shall apply to the legitimate traveling man or drummer in his rightful capacity between the house he represents and the merchants of said city, nor the representative of any daily newspaper.

Sec. 12. No person or persons shall in said city operate a merry-go-round or any similar machine for gain or money without first obtaining a license therefor. Fees for said license shall be twenty dollars for first day and ten dollars for each additional day or fraction thereof.

Sec. 13. All fees for licenses covered by this ordinance shall be payable in advance. All licenses shall be issued by the clerk and only on the order of the Mayor, and in his absence the President of the council, should be absent then on the order of three of the aldermen of said city. All moneys so received by the clerk shall be paid into the city treasury, and the clerk shall keep a record thereof, and on or before the expiration of his term of office shall render into the city council an account thereof, or oftener if the council so desire.

Sec. 14. Any person violating any section of this ordinance shall on conviction thereof be punished by a fine not exceeding one hundred dollars and costs of prosecution nor less than five dollars and cost, or imprisonment in the

city jail or common jail of the county for a period not to exceed ninety days or both such fine and imprisonment at the discretion of the court, and upon failure to pay such fine and costs, may be imprisoned for any term not exceeding ninety days, unless such fine and costs are sooner paid. This ordinance repeals all former ordinances or portions thereof in any way conflicting therewith, and the same shall take effect in fifteen days after being approved and published in a newspaper of said city.

Adopted Oct. 5, 1898.

FRANK MOONEY, City Clerk.

R. M. MUSSELL, Mayor.

Attentions Without Intentions.

As a general thing women have scant compassion for their sisters who try to find balm for a broken heart in a breach of promise suit. A case of the kind has recently been settled in the courts of an adjacent state, however, that must appeal to the sympathies of the entire sex, inasmuch as after visiting a woman for twenty-two years, the man suddenly ceased his calls and announced that he had never had any serious intentions. The jury brought in a verdict in favor of the plaintiff, on the ground that such apparent devotion was calculated to raise false hopes in any breast and deceive any one, and on the general principle that a man did not have any right to monopolize that much of a woman's time and thoughts unless he meant business.

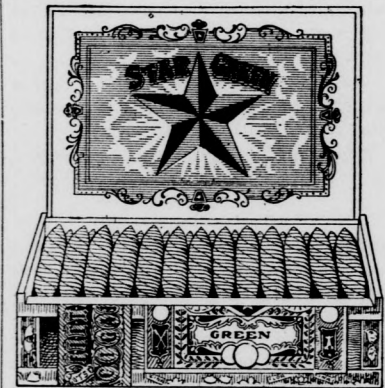
Fortunately, such an instance is an extreme one, but there are many cases where we might borrow the foreign idea of putting a time limit on the unmeaning attention of men in society with advantage. In the democracy of our native land, society is run on the "open door" policy and there is absolutely nothing to prevent any man, so long as he conducts himself respectably, from making a club-house—a place where he is warmed by a good fire in winter and cooled with iced drinks in summer—of the parlors of his women acquaintances.

So far as the older women are concerned, the matter is not serious. They

are expected to have enough knowledge of the world to be able to rid themselves of burdensome acquaintances when they wish, but it is a situation with which the unsophisticated little debutante is entirely unable to cope, and many a one's future prospects have been ruined by attentions without intentions. Every one in society knows the class of men who devote themselves to each succeeding crop of buds. As soon as a girl comes out they surround her, they monopolize her programmes at balls and fill up her mother's box at the opera, and are always in evidence at her house. But that ends it. They have no intention whatever of marrying themselves, yet by assuming a suitable air of proprietorship, that is none the less perceptible because intangible, they keep other men away. Often we hear people wondering why some pretty girl, who has seemed to be much admired, has never married. Nobody knows, but the real reason, in nine times out of ten, is because she has allowed herself to be surrounded and monopolized by these polite deadbeats of good society.

CORA STOWELL.

ALWAYS A WINNER!



\$35.00 per M.

H. VAN TONGEREN, Holland, Mich.

DON'T GET WET

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

H. M. REYNOLDS & SON,
PRACTICAL ROOFERS, GRAND RAPIDS, MICH.
ESTABLISHED 1868.

SMOKE
Banquet Hall Little Cigars

These goods are packed very tastefully in decorated tin boxes which can be carried in the vest pocket. 10 cigars in a box retail at 10 cents.

They are a winner and we are sole agents.

MUSSELMAN GROGER CO., Grand Rapids, Mich.

OFF THE ROAD.

When the Drummer Acts the Part of an Autocrat.

The salesman, when he gets into the office, is an iridescent nuisance and a demoralizing influence, and that he enjoys the commotion that his advent creates there is little room for doubt. It is then that he has his innings, and the man who has written him peppery things unjustly—and to the salesman every peppery thing is unjust—is made to eat crow. From the time he enters and slams the office door behind him until he emerges flushed with victory he is the ruler of circumstances and the arbiter of destiny in his own particular orbit.

When he comes in, there is usually a little stiffness in his bearing, particularly if he has been away for some time, for it is temptingly easy for a man at home to make severe strictures and to exercise his authority over a salesman unduly, and the salesman has generally been chewing over a few unpleasant things until the taste in his mouth is exceedingly bitter, and he has arguments to present in rebuttal. The office manager knows that the men about him remember the harsh things he has said about the salesman, and assumes an air of dignity in keeping with the tone of his letters of reproof, so that the formal courtesy of their first greeting is something to see. But he knows from past experience that he will have to "crawl," and as he and the salesman pass into the private office for the long clearing-up talk and the door closes behind them he feels secretly glad that the boys are beyond earshot. The salesman fights his battles over again, and as the tale progresses the manager's attitude changes. At Philadelphia and Pittsburgh he endeavors feebly to maintain his position that it is inexcusable to fail selling every firm in the market, and is severely judicial; at Cleveland he sighs resignedly and shakes his head; at Toledo and Detroit he says: "Ah! I see;" at Chicago says: "Of course you couldn't," and proffers a cigar; at Milwaukee and the Twin Cities he wonders "what the blamed fools could have been thinking of;" when Kansas City and St. Louis are reached, he is at the lowest ebb of contrition, and the journey home is a triumphant progress, each city marked by the fresh surrender and capitulation of the office man, and ends up with the blare of trumpets and flags flying. He has tact enough, though, to acknowledge that he has been wrong in one or two unimportant points and exhibits a proper humility for his error. Thus good humor is preserved, and the men in the outer office, who have listened with bated breath for the sounds of deadly conflict, are startled by the roar of laughter that greets the salesman's latest story with which the sitting closes.

This is the time when, if ever, the buyers are spoken of familiarly as "Tom" or "Harry," "Old Pap" or "Uncle George," and their doings, sayings and appearance commented upon with a freedom which would greatly astonish these worthies could they hear the talk; and cases are not unknown where the manager and salesman cement their newly regained harmony by unitedly denouncing the innocent, virtuous, hard-working buyer as the cause of all the woes of the trade, and by unloading upon his unconscious head the sins of the times they gain tranquility and peace.

I saw one instance of this kind that was particularly amusing to me. The manager was a red-headed theorist with a power of concentrated virulence of speech that was truly great. He had written the salesman at length, expounding his views of his conduct in passing a certain order, with a singing force that sent the salesman (one of the best known men on the road to-day) clear off his level. He replied in as nearly the same vein as his vocabulary would permit, proffered his resignation and followed his letter in. As he entered, the manager waved him to the private office without a word and followed him in, leaving the door open for the benefit of those outside.

"Now, sir," he began, explosively, when the two had found seats.

"Now, sir," interrupted the salesman, "just let me say a word, please," and he proceeded to proffer an apology, thorough and all embracing, for his offensive epistle; then, unfolding a letter from the firm whose business had been the cause of the trouble, he read their statement that owing to unusually heavy purchases in the preceding two seasons they had an ample stock on hand, and would need nothing except a few small lots to sort up, which they would order later.

The manager arose and softly closed the door while the men outside went into ecstasies of silent mirth.

Was there ever an experienced traveling man who was not fertile in excuse or who could not, upon a moment's notice, furnish a perfectly straightforward and reliable reason for anything that he might choose to do? If there ever was, he has long since died or been promoted. It is their evident truthfulness and flawless plausibility that marks the work of the artist and confounds anyone who is so hardy as to oppose the man of miles. It would seem as though the very stars fought for him. Is he always right?

It is when the heavy work with the manager is over that the traveling man comes forth in full glory. He selects the most central part of the office, and there he spreads forth his samples and scatters his belongings in an ever-widening radius. Old letters and printed matter he files upon the floor. The man who is the busiest is the one he must consult immediately upon some important point—belonging to some other department—breaking off hurriedly to dictate to the stenographer a letter that must go at once, which he straightway forgets, and leaves still unsigned when he goes away a day or so later. The autocratic book-keeper unbends to him, and is decidedly chummy, as soon as the manager leaves the office, and the salesman uses his friendliness to "work" a concession or two for customers who have been rather borne upon. The juniors edge around, scorning to seem to court notice from him, but melting into delighted grins when he addresses them. He badgers the credit man and contradicts him as the manager himself would hesitate to do, disregards or openly flouts all the rules of the office, and under the influence of his example the office discipline falls into a state of demoralization that it takes a week or two to reform. He receives homage from the office force that is eloquent with sincerity—for is he not the man who brings the trade, whose progress from town to town is watched with anxious care, whose big, fat letters with the orders from the trade bring joy, and who is mentioned a dozen times a day in con-

nection with his orders and customers' needs? He could have no better evidence of his importance to the house than the treatment he receives when he gets in, and when he goes out he is followed with cordial good wishes and a cordial feeling that lasts until he has failed to sell a firm or two from whom his employers hoped to get a good business.

Got the Job Back.

The traveler of a big Eastern house had been drinking heavily and finally the employer told him his services were no longer required.

The traveler did not seem to be at all put out, but requested a letter of recommendation. The employer did not like to give it to him, but the traveler was persistent and the letter was finally given in order to get rid of him. The traveler thanked his employer and went away. An hour later he returned.

"Well, what's the matter now?" asked the head of the firm.

"Do you think this letter will get me another position?" he asked.

"Why, of course it will," replied the old man; "I don't see how anybody can turn you down after reading it."

"Well, then, you read it," said the traveler, handing it to him.

He went to work again.

Who Would Be Hurt.

She—Father, would it hurt you much if I married without your consent?

He—It might hurt the young man more.

The man who couldn't fill the office better than the man appointed has yet to be born in this great and glorious Republic.

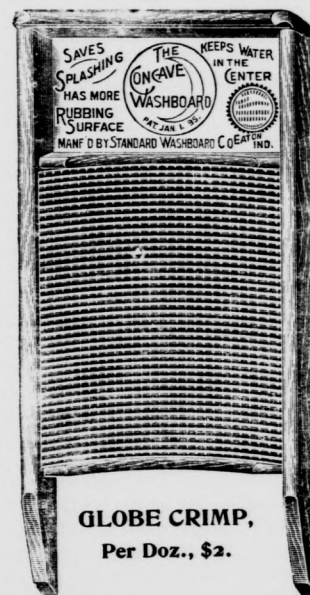
A woman never knows what an unprincipled scoundrel she has married until her husband runs for office.

Nothing Proven.

"Look at me," exclaimed the leading lawyer, warmly. "I never took a drop of medicine in my life, and I'm as strong as any two of your patients put together."

"Well, that's nothing," retorted the physician. "I never went to law in my life, and I'm as rich as any two dozen of your clients put together."

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SAVES THE WASHER.

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you want some unique style • in printing—something different from others. Let us place you with thousands of other • satisfied patrons. The price of good printing must be • higher if you count quality • but be careful where you go • for good printing—get quality.

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E. A. STOWE, EDITOR.

WEDNESDAY, - - - DECEMBER 28, 1898.

THE SAULT AND SUEZ.

The Suez canal carries much of the commerce of a hemisphere, much, indeed, of the exchangeable products of the earth. The Sault Ste. Marie canals carry as much of the business of the Northwest as does not go by rail. The Suez canal is open the year around; the Sault canals about eight months. The latter closed for the year 1898 December 14, having been open 241 days, as against 365 for the Suez. The volume of commerce via the Sault was 21,234,664 tons; that of the Suez for the year about 9,000,000 tons. The internal waterway commerce of the United States in eight months exceeded that between Asia and the Western World by way of Suez by 12,000,000 tons.

Excepting three or four items, each insignificant save flour, the year's business of the Sault shows an increase all along the line. Silver ore fell off from five tons to nothing. Flour shipments decreased 13 per cent., the total for the season being 7,778,043 barrels. Wheat and grain increased 11 per cent., to a total of 88,418,080 bushels. In carrying the business by the Sault route 17,161 vessels were employed, an increase of 3 per cent., to be improved on next year, according to the ship building program under contract at this time. The value of the commerce moved through the Sault the past season is placed at \$220,000,000. This business paid to ship owners about \$15,000,000. The value of the vessels engaged is placed at \$46,000,000.

The Canadian government constructed at great expense a canal around St. Mary's Falls in its own territory, hoping to secure for Canadian vessels a larger share of the commerce of the lakes as well as to have a route of its own from the lower lakes into Superior in case of war. The latter object is secured. Of the commerce of 1898, 97 per cent. was carried in United States bottoms.

The National Government gives little attention to the carrying trade of the Great Lakes. The Treasury Department has at times urged the establishment of a permanent bureau to have charge of lake statistics, but nothing has come of it. The figures of the immense business of the present year direct attention to the subject anew, but the short session of Congress is not a favorable time for action. Maybe next year, surely at no very distant period, the collection of statistics of the business of our inland seas will not be left entirely to private

enterprise. Urging the wisdom of establishing such a bureau, the Buffalo Express says: "There are lessons for the practical man, too, on the Great Lakes. We think we have solved some shipping problems, that we do some things better here than they are done on the seaboard. We believe we have better sailors and navigators than the ocean can boast. We know that we can give the ocean men lessons in taking on and discharging cargo. It is time they (the Great Lakes) received more substantial recognition from the Government of this country."

DON'T FOOL WITH UNCLE SAM.

Some weeks ago the revenue officials in the district which comprises the lower part of Manhattan Island learned that some person was selling revenue stamps to brokers in Wall Street at a discount. A close watch revealed the fact that certain persons were using more stamps than could be accounted for in their purchases from the collector's office. Then it was discovered that a boy employed by a firm which used from \$300 to \$400 worth of stamps daily was in the habit of removing canceled stamps from papers sent to the firm, affixing them to papers it issued, and retaining uncanceled stamps that were given him to affix. The boy sold the uncanceled stamps for 75 per cent. of their face value to a clerk in another house, who in turn disposed of them at a smaller discount to "bucket shop" men. The boy was arrested and confessed. He said he had been working the scheme since early in October. Some weeks he sold stamps of the face value of over \$50. The firm on whose papers the boy put canceled stamps has made good the deficiency, about \$3,000. The lad can be prosecuted for using canceled stamps, and the clerk who purchased the good stamps of him can be held for conspiracy to defraud. The moral of this story is: Don't fool with your Uncle Samuel. For a while you may get the best of him, but sooner or later he will be ahead in any game you may venture to play on him.

Every woman employe of the Chicago and Northwestern Railway system who has been in its service less than two years will be given a discharge as a New Year's present. A general order has been issued, which in substance serves notice on 200 women employes of the road throughout the West that on and after Jan. 1 their places will be filled with men. The reason for this sweeping revision of the employment policy of the road is due to the fact that retention of women in the operating department of the company was inconsistent with the administration's rule to advance to places of trust those who occupy clerical positions when ability and worth are shown. The women, it seems, are not inefficient, but by reason of their sex are ineligible for the higher posts of responsibility. It has always been the policy of the road to promote its employes to the foremost positions in its service, and to this is ascribed the influence which inspired the general order.

Events in the Philippines are rapidly approaching a critical stage and we ought soon to ascertain whether Aguinaldo is a man, or merely a scarecrow with a gold collar on it.

A man who has rules for handshaking says he never shakes hands with a man ottener that the man shakes hands with him.

GENERAL TRADE SITUATION.

There has been no diminution in the volume of trade since the last issue of the Tradesman, notwithstanding the fact that the holiday season, with its stock-taking preparatory to beginning the operations of the new year, is usually marked by a decrease in activity. This is usually manifest in dulness and waiting in the stock markets, especially, but the present season shows steadily increasing activity and augmenting prices. A feature of the trading is that operations seem to be taken out of the hands of the professionals, to a great degree, on account of the increasing heavy demand for investment securities caused by the pressure of unemployed funds. The course of the market has been upward since the first of the month, with an almost uniform movement, the average change being over three dollars per share. The severe storms of the month have, naturally, affected earnings of many roads, but, as yet, this fact does not seem to influence the prices of shares. The average of stocks is about \$5 above that of the highest in February, just before the Maine disaster, which was recorded as the highest in five years.

The facts which have been noted that the Eastern nations were seeking loans in our markets are developing to greater importance than the first rumor seemed to warrant. This condition is the natural sequence of the long-continued balance of trade which has made the Europeans heavy debtors to this country.

It is still in the iron industry that the most substantial evidence of waxing industries is found. The month of November, which broke all records in volume of product, has been succeeded by a still heavier business for December; and it is noteworthy that this has been accompanied by a steady appreciation in prices for material, showing that the enormous production, exceeding all records, is fully met by the demand. Sales of Bessemer and Gray Forge have been exceptionally heavy at all principal centers, Pittsburg, Chicago and Philadelphia. Billets are scarce and firm at \$16, and wire rods are also scarce. But the new orders for finished products include one for 4,000 tons plate for South Africa, with other heavy orders at Philadelphia, increased sales at Chicago reaching 3,000 tons of rails, 80,000 tons by the Maryland Steel Company for the Siberian road, 35,000 tons for Australia taken by Pittsburg works against English bidding, 1,000 tons in smaller contracts at the East, heavy structural contracts at Chicago in the aggregate, although only one exceeded 1,100 tons; many more at Pittsburg, including two for 5,000 tons; sales of 8,000 tons bars at Chicago, largely for carmaking, and heavy orders at Philadelphia, while in cotton ties a sharp competition is in progress at the South. Wire nails have been advanced five cents, and in many other finished products an advance seems near, although as yet deferred.

In the textile situation there is reported a more decided improvement than at any time in years. The cotton mills are now doing so well that prices of most goods have been advanced since the beginning of December, and sales are heavy—of print cloths over 450,000 pieces for the week, it is said. Buying of wool by a great many mills shows a general change in the demand for woolen goods, and while the sales, 27,366,100 pounds, are a little over the average consumption by Eastern works in pros-

perous years, prices are growing firmer after the concessions lately made. The same state of things appears in boots and shoes, some quotations lately reduced having been advanced again with better demand. The shipments from Boston reported weekly by the Shoe and Leather Reporter have amounted to 236,846 cases in the last three weeks, against 287,503 in the same weeks last year, but no more than 224,508 in 1896 or any previous year, and 209,917 in 1892.

The movement of wheat and corn has continued unexpectedly heavy and the price has advanced a cent or more for the former.

Clearing house payments continue heavier than ever reported, all localities seeming to share proportionally in the increase.

Samples of cotton dress goods and shoes worn by the middle classes of people in Puerto Rico have been placed on exhibition at the Philadelphia Commercial Museum, where they can be examined by American manufacturers and exporters who desire to enter the trade in this one of our new possessions. The best people of Puerto Rico generally wear shoes similar to the styles and qualities worn by the better classes of the United States. They are imported from the United States, England or France, or are made at home in large shoemaking establishments, which do excellent work. The shoes worn by the poorer classes, however, have all been imported from Spain. They have a shabby-genteel appearance, but their manufacture is of the very poorest and flimsiest character that can be imagined. The materials as well as the workmanship are cheap and although the prices are low they are not at all in proportion to the low grade of the goods. Cheap American shoes have heretofore been out of the market by prohibitive Spanish duties. It is not believed that it will be necessary for American manufacturers of shoes to exactly copy this flimsy Spanish product in order to sell their goods in Puerto Rico. Well-made, durable American shoes, superior in style and finish to the samples at the museum, can probably be sold in Puerto Rico for a very slight advance on the prices at which the Spanish goods have been sold. The lowest priced American shoes sold in stores in the United States will outlast probably half a dozen pairs of the Spanish-made goods.

New York picture dealers are incredulous of the story that the police of Brussels have discovered a manufactory there for the making of specimen masterpieces of all the foremost modern artists, and have already seized a number of false Millets, Purves de Chavannes and Baudrys. It is said the factory has been shipping most of its product to this country.

If Lieutenant Hobson had remained in this country a few days longer the Hobson kissing bees would have had to go under a growing nausea among the general public. Even a hero can kiss too many women—publicly.

The whole story of Cuba is told in the fact that the patriot Garcia left his family in want, while Weyler and Blanco took back with them to Spain millions of money!

Very few public men would be willing to be taken at their publicly expressed estimation of themselves.

THE TRIPLE ALLIANCE.

The mutability of all things human is vividly illustrated by the gradual decay of the Triple Alliance, or Dreibund, as it is more frequently called. There was a time, not so very distant, when the Dreibund was considered the most powerful factor in European politics; whereas now there are many evidences that its existence is merely nominal, the various parties to it waiting only for its expiration by limitation, so as to avoid the unpleasant jar which its formal abrogation would cause.

The first evidence of the decay of the Triple Alliance was the absolute indifference shown by Germany to Italy's disaster in Abyssinia. The failure of Germany to accord either moral or material support to Italy in her time of trouble made it very plain that either Germany maintained the Triple Alliance merely for her own protection, or that, appreciating Italy's inherent weakness, she was willing to afford King Humbert an excuse for withdrawing from an unprofitable venture.

A more recent evidence of the decay of the Triple Alliance was the ratification of a commercial treaty between France and Italy. The latter country, having appreciated the worthlessness of the German affiliation, determined to seek a more natural as well as a more profitable ally in France. Notwithstanding this reasonable and expected defection, it was still believed that the alliance between Germany and Austria was too solidly grounded to admit of material alteration. There are, however, many signs at the present time that the treaty will not be renewed when the time comes for its termination by limitation; in fact, some of the German papers already advocate formal abrogation of an arrangement no longer profitable for Germany, and even embarrassing.

It may be admitted that the same powerful reason for a combination of the powers of Central Europe no longer exists. Russia and France no longer menace Germany to the same extent as formerly. It has been officially proven that, even in the best days of the Triple Alliance, Bismarck never gave up hope of reaching an understanding with Russia, and an understanding actually existed, of which Austria was not cognizant, notwithstanding the existence of the formal treaty. It is now clear that the Triple Alliance, of which Bismarck was the prime instigator, was entirely selfish on Germany's part, as that power was to reap all the benefits, without having any intention of incurring any obligations which it was proposed to carry out.

Since times change and men change with them, there is nothing inharmonious in nations also changing. The Germany of to-day is not the struggling Germany of twenty years ago; hence an alliance which was all-important when first entered into is now not only unnecessary, but an actual incumbrance, and it is safe to assume that it will soon terminate.

GREAT BRITAIN AROUSED.

One of the most significant of international developments, of which there have been so many during the present year, is the evidence that the British lion has recently become thoroughly aroused and is giving unmistakable evidences that those who hoped he had lost his fighting ability have been seriously mistaken. The powers of continental Europe who generally held that the

British were too absorbed in money getting to be ever seriously feared as a warlike people are beginning to understand that it was an inherent love of peace, and not supineness, that actuated British public sentiment. They now realize that their trifling with the pride and fair fame of the Anglo-Saxon as a fighting man has awakened a spirit of warlike defiance and energy which they now would fain allow to remain dormant.

Those who were ready to criticize Lord Salisbury's apparent policy of compromise failed to consider the difficult position in which his government was placed. Threatened with serious trouble in South Africa, saddled with a formidable rebellion in North India, and occupied with an important campaign in the Egyptian Soudan, further complications were to be avoided if it could be done honorably. It was not, therefore, supineness, but caution, which dictated the seemingly yielding policy in the Far East. When the Indian rebellion had been subdued, and the campaign in the Soudan brought to a triumphant termination, France's ill-timed attempt to impede British plans in Africa furnished the occasion which unveiled to the world the fact that England, when touched in her honor or vital interests, was ready and willing to fight; and that fact was made known to France in such unmistakable terms that Europe was amazed. Since then, evidences have been accumulating that the British lion, freed from the embarrassments that clogged his energies until recently, was calmly and consistently stripping for a fight.

The effect produced by this evidence of British preparedness for war has been startling. France has shown that she was not nearly so ready to interfere in Africa as she supposed, and the Fashoda affair has ended in a complete backdown. Germany, heretofore unfriendly to England, has shown a disposition to shake off old alliances and draw closer to the great colonial empire she has recently been trying to emulate on a small scale. Most wonderful of all, Russia has suddenly checked her onward career in the Far East and her aggressions on Chinese territory, until recently of almost daily occurrence, have of late suddenly stopped.

This metamorphosis is the direct result of the realization that Great Britain was really prepared to fight if it should become necessary to do so. The vastness of the British naval strength has suddenly become fully understood, and in the same ratio the unpreparedness of the fleets of opposing powers has been made manifest. There is not the slightest doubt that the many signs of growing sympathy between this country and England have had much to do with the respect which the continental powers of Europe have recently displayed in their relations with the British nation. The phantom of a possible Anglo-Saxon alliance has had an immensely sobering effect, because all realize the tremendous influence which such a combination would wield.

Virginia has passed a law requiring retail merchants to provide seats for their girl clerks to use when they are not at work selling goods. Girls in the employ of men who do not advertise goods find much leisure time, and comfortable chairs will be very welcome.

A word to the wise is sufficient; two words to the foolish is wasted talk.

THE CLAYTON-BULWER TREATY.

One of the most fruitful sources of irritation to this country in recent years and of actual danger of a rupture between the United States and Great Britain has been the Clayton-Bulwer treaty, an agreement entered into in 1850, of which this country has long since repented. Although it is many years since our Government notified Great Britain that it considered the treaty abrogated, the British, on their part, have always contended that the treaty was in force, and they have never hesitated to fall back upon its provisions when occasion offered.

The treaty provides that neither the United States nor Great Britain shall attempt to secure exclusive control of a canal across Nicaragua, or to make use of any alliance or influence to secure control of such a canal. Both parties to the treaty obligated themselves not to interfere with any of the Central American republics, or with the Mosquito coast. Such a treaty, it can be readily understood, has not been a profitable arrangement for this country, as it has stood in the way of the realization of our plans with respect to the Nicaragua Canal, and has also placed a barrier to the predominating influence which we should naturally exert in Central America.

The report that Great Britain is at last disposed to accede to the abrogation of the Clayton-Bulwer treaty will be received with much satisfaction. It will be accepted as an additional evidence of the growing cordiality of the relations between the two great branches of the English-speaking people. It is true that it is proposed to supplant the old treaty by a new one, guaranteeing the absolute neutrality of the canal, so far as control is concerned, and it places no obstacles in the way of joint ownership of the waterway by Great Britain and the United States.

It is expected that the new treaty will make it possible to build the canal with American capital and, although its neutrality will have to be respected, there will be no obstacle in the way of our exerting a predominating influence in the trade features of the venture. Owing to the tenacity with which Great Britain has held onto the treaty, her consent to its abrogation at the present time must be looked upon as a strong evidence of friendly feeling. Public opinion in England demands the cultivation of the most friendly relation with us, and the government has no alternative but to comply with the public wish.

Lord Rosebery, who is an admirable host, had on one occasion at dinner a farmer, who was then called upon to taste ice cream for the first time. Thinking something had gone wrong in the kitchen, he whispered his fears to Lord Rosebery. The latter listened gravely and then called a servant, with whom he held a few moments' low conversation. Then, turning to the farmer, he said: "It's all right, Mr. Blank. They tell me it's a new kind of pudding, and that it was frozen on purpose."

James Tyson, the richest man in Australia, started in life on a salary of \$150 per annum. A short time ago he took up \$1,250,000 of treasury bills to assist the Government.

A ton of coal in a poor widow's shed is worth two in a coal yard, if a charitable man wants to invest.

The terrors of dynamite have lately taken hold of Antwerp. Men engaged in dredging the Scheldt found beneath its muddy waters a chest which suggested dynamite. Suspecting anarchists, they hauled the parcel out with great precaution, and sent it to the arsenal explosive department for inspection. Its contents was bottles filled with a dull oily liquid, and the experts at once pronounced it nitro-glycerine. Then the chest was conveyed into the open country and guarded by police for three days and three nights, they receiving extra pay for "perilous service rendered to this country." Next, engineers were charged to explode the explosive, and the military appeared on the scene of operations. An officer cautiously opened one bottle, smelt it and shook his head; then a second, then a third. Odor of odors! it was rancid castor oil. How the bottles got there, nobody knows, but it would seem that oil on the troubled waters of the Scheldt raises a storm instead of abates one.

A remarkable discovery of sodium carbonate is announced as having lately been made in Sonora, Mex., two miles inland from Adair Bay, an indentation from the Gulf of California, 100 miles south of the Colorado River. The deposit covers an area of about seventy acres in extent, in the center of which are several flowing springs, the water being strongly impregnated with the salts. This water has spread over the surrounding area and evaporation has formed a crust of the crystallized salts, one to three feet in thickness, beneath which is a foot or eighteen inches of water; as this crust, which is the product, is excavated and taken away, the water from below quickly fills its place, and very shortly by evaporation it is completely renewed, making the deposit practically inexhaustible, it being estimated that there is fully 100,000 tons of the material available in this locality.

The currency of Japan was estimated last June at about \$186,000,000. Of this \$40,000,000 was in coin, \$96,000,000 the Bank of Japan notes, and the rest government paper money and national bank notes. All notes issued by the bank are now convertible into gold.

Too many naval officers are writing for the monthly magazines. They are getting their official reports full of romances, and their romances are a mixture of things that were and things that were only thought of and never happened.

The Revenue Department has specified the manner in which stamps shall be canceled. By following these canceling regulations the agents can sell more stamps.

The Indianapolis man who has gotten up a corner on apples should remember Adam and Eve, who fell after making the entire world feel the power of their apple deal.

It is estimated by Wisconsin lumbermen that this winter's cut will exceed former years by anywhere from 100,000,000 to 150,000,000 feet.

A sealskin sacque is nothing but a money bag when a man puts all the cash he has into one to please a foolish woman.

A man may be reasonably satisfied with himself when he has a mind so small that a new idea can not get into it.

Fruits and Produce.

Shortage in the Cheese Supply at Home and Abroad.

From the Montreal Trade Bulletin.

Late advices by mail indicate that English buyers are beginning to recognize that the big shortage in the make of cheese in the United States and Canada, which the Trade Bulletin has during the past three months laid such emphasis upon, is an actual fact. W. R. McKnight, of Liverpool, writing under date of Dec. 6, says:

"It would seem the 1898-99 season is turning out, through unforeseen causes, parallel with 1896-97, both seasons showing a considerable shortage of finest English cheese, and a large portion of the make requiring a speedy sale, being unfit to keep."

Andrew Clements & Sons, Limited, Manchester, England, write as follows under date of Dec. 7:

"Buyers are now alive to the fact that prices will advance, and are as a rule buying more freely. The general trade have been caught with light stocks, and will be buyers right through the season."

Since these letters were written, a good many orders have been filled in Montreal at the advanced prices, as buyers have now no hope of forcing better terms by waiting. Still, quite a number are holding back, expecting that, although values will be no lower, they will go no higher, and therefore they will take their chances of ordering as they require to replenish stocks from time to time. Such a hand-to-mouth policy of buying may be safe, and it may be dangerous. Many buyers will no doubt postpone their purchases until after January 1, in order to see how stocks stand in the different centers on either side of the Atlantic. That they will be found very light on this side, as compared with those of a year ago, there can be very little doubt. The exports from New York continue exceedingly light, being only 4,778 boxes last week, against 10,378 boxes for the corresponding period last year, and most of these are Canadian cheese shipped through from the Ingersoll section. The quantity of American cheese going forward is therefore almost nil. A New York dealer writes under date of December 17:

"It is a long time since stocks in this country, both East and West, were as small at this season of the year as at present."

This seems to be borne out by the fact that Chicago and New York firms have recently been trying to purchase American cheese held in bond in Montreal, and we understand one lot was sold, and shipped back to the States at a better figure f. o. b. than could be had over the cable. Advices from New York report the sale of about 700 boxes large Septembers fancy white at 10½¢, and 250 do. at 10¼¢. In this market, as reported by us a week ago, 10¢ was made for finest Western, which is equal to 10½¢ at least over the cable. The situation is statistically strong in Canada and the United States, and with an unquestionably short make in England, is it possible for New Zealand and Australia to make up the deficiency? Scarcely! We would answer impossible, if a normal consumptive demand be experienced. English advices speak of a coming boom. This is to be deprecated, for if speculation should step in and hoist values too high, consumption would fall off and leave speculators as well as legitimate traders with high priced stocks, which they would find a great difficulty in disposing of, except at a loss. Prices at present are reasonable and show holders a very fair profit, and their chief aim now should be to fill the export demand as it comes along, rather than turn it away by endeavoring to exact too big an advance. As long as the English butter market continues to hold out such big prices, Antipodean makers will be induced to turn out less cheese and more butter. But be that as it may, now that the English market has advanced to a

point which gives owners on this side a good profit, every effort should be made to coax the demand rather than repel it by asking too much, as has often been done before, to the regret of holders.

Valencia Oranges Being Sold Below Cost.

From the New York Commercial.

"Somebody is getting hurt in Valencia oranges," said a dealer yesterday, in discussing the outlook for the orange trade in the coming few weeks. "Arrivals are selling far below the cost of importation, and some one is paying the difference." Another dealer said he wrote a cable for a quantity of Valencias some time ago, but tore it up after some hesitation. It saved him just \$1,000. "The truth of the matter is," said a gentleman, in referring to imported goods, "American consumers are well enough satisfied with domestic products in this line. Most of the consumption of foreign oranges is among the foreign population, and is what may be termed cheap trade. They will buy liberally if prices are low, but if they go above a certain figure buying stops, and importers must depend upon Americans, and they buy but few."

"The bulk of the holiday demand has been for Floridas. So strong has been this request that most of the crop has been taken. There are, however, considerable quantities of late bloomers, which, if they escape a freeze, will be ready to come forward in February. There has been little shading of prices on Floridas. Fancy brights have sold at \$5 continuously since the season opened, and were still quoted at that figure yesterday."

"Californias are coming forward liberally, and some accumulation was noted yesterday. It is reported, however, that large shipments have practically ceased until the fruit is better ripened. Prices on fancy grades remain about as previously reported."

"Jamaicas will cease to come shortly. Moderate arrivals are expected next week, but after that invoices will be small. Prices are down where there is no profit for anybody. It costs at least \$3 75 to lay down a barrel of Jamaicas here, and when they go for \$3, as many have this week, there is a big loss for the importer to make good."

Difference Principally in Name.

From the San Francisco Bulletin.

The suggestion in the President's late message that the present duties on Zante currants be reduced was possibly made in the belief that Zante currants do not compete with any product of American orchards. This assumption is the more probable since Secretary Hay could with difficulty be made to realize that Zante currants and Fresno raisins serve the same purpose in domestic economy. The difference between dried grapes and Greek currants is principally in name. Senator Perkins proceeded to enlighten the Secretary on this matter of local interest, and obtained an assurance that no treaty of reciprocity giving the Greek fruit free admission into the United States would be made without giving the California grape-grower a hearing.

Knew What Boys Needed

An old lady entered the big department store. She walked to one of the counters. "I want to get something for a boy of 10," she said. "Slipper counter two aisles to the right," snapped the salesgirl, and the old lady walked over.

Degrees of Fineness.

Dry Goods Clerk—Those goods at 29 cents are as fine as anything in the market.

Customer—And these at 35 cents?

Dry Goods Clerk—Those are still finer.

Love laughs at locksmiths, but it reserves its sweetest smiles for the goldsmith.

The lover who is fired with passion for the daughter is often put out by the father.

HARVEY P. MILLER.

EVERETT P. TEASDALE.

MILLER & TEASDALE CO.

WHOLESALE BROKERAGE AND COMMISSION.

FRUITS, NUTS, PRODUCE

APPLES AND POTATOES WANTED

WRITE US.

835 NORTH THIRD ST.,
830 NORTH FOURTH ST.,

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, Fresh Eggs, Wood. If you have any of the above to offer, write

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

California and Florida Oranges

Cranberries, Jersey and Virginia Sweet Potatoes, Apples, Celery, Spanish Onions, Lemons and Bananas.

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

Potatoes, Beans, Clover 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.

California Orange Dealers Alarmed.
From the New York Commercial.

Speculation among dealers in oranges as to the probable outcome of liberal production in Cuba, combined with the immense yield which is due from Florida under favorable weather conditions, assumes considerable proportions at times. The output of California may be safely estimated at an average of 15,000 cars. Florida produced something like 300,000 boxes this year, or, reckoning 336 boxes to the car, nearly 1,000 cars. Jamaica will yield up toward 150,000 barrels, and there are thousands of boxes of foreign goods coming.

When Cuba begins to send out oranges, Florida will probably have recovered from the freeze, and may be producing 1,000,000 boxes a year. New orchards are coming into bearing in California ever year, and Jamaica's product is not decreasing. It would seem that prices must decrease so much that growers will scarcely be able to make any profit.

Already California growers are considering the question, and are to unite in a request to railroad companies to reduce freight rates. Freight now costs 90 cents a box to common points east of the Mississippi River. The rate from Florida is about 70 cents, which gives growers there an advantage. Freight from Cuba are figured by barrels, and the price ranges from 60@80c, perhaps an average of 70c. It is thought, however, that these prices will be reduced as competition becomes a factor in the carrying trade. Under present conditions the Ward Line practically controls the carrying trade between here and Cuba, and keeps its rates up by iron-clad agreements with the companies which might otherwise become competitors.

Gotham Dealers Not in Favor of Process Butter.
From the New York Produce Review.

Ever since the introduction of "process" butter I have followed it closely, watching with interest the steady improvement in the quality of the product, as well as the rapid expansion of trade for it in this country. I have seen how deceptive it was because of the fresh creamery flavor obtained by the best manufacturers, and yet I have recognized qualities about the article that were undesirable and calculated to hinder its sale in many markets. Still it has found a large demand, chiefly in the South, Southwest, and interior cities of the Central and Eastern States. For a year or two past New York market has not taken to it kindly and its sale here has become restricted.

I am not prejudiced against process butter, even although aware that there enters into the product of some factories a class of raw material that ought not to be worked up into an article of food for human beings. But I can see the changing sentiment of the merchants and jobbers here, and I quite incline to the belief that there will shortly come a cry for some distinguishing mark so that buyers, whether they be wholesalers, retailers or consumers, will know just what they are getting. Over in Pennsylvania they have a law which compels the branding of all such goods as "renovated" butter, and I have had an inkling that some such measure was being talked here, with a possibility that the New York State Legislature would be asked to take up the matter this winter. "Renovated" butter sounds hard, and it would have a killing effect on the trade in this State. But that is just what it is, and I see no reason why it should not be branded that way. It is a legitimate article, all the component parts excepting the salt and coloring matter being the product of the dairy, but in the interests of all concerned, the goods must be sold for what they are.

I strolled down the street to have a talk with some of the receivers of these "process" goods, and the first man I interviewed was very outspoken in his remarks. "I tell you the trade in 'process' butter is dying fast," he said. "I have handled some of the goods, and while a few buyers claim to be

able to make a little money out of them, others are disgusted with them, and so am I. Some of the out-of-town markets may like that kind of stock, but New York doesn't. I am willing to go on record that the business in process butter has reached its limit and will now fall off fast."

Some of the other dealers did not take so pessimistic a view of the outlook for these goods, and yet I found that the article had fewer friends than it had a year ago. One of the largest operators said: "I admit that the trade in 'process' is dull, but I attribute this chiefly to the fact that we have had so many medium-grade creameries on the market this fall and winter. Every receiver has had a lot of fresh creamery to sell at 17@19c, and what show has process when such a condition exists. Most buyers will take genuine creamery when they can buy it at about the same price as process. There is another reason why process doesn't sell: The State officers are putting up a stiff fight against oleo, and a good many samples of process have been taken believing them to be oleo. This has frightened off the retailers, as they don't want to get into trouble. If we had a higher butter market and less of this medium grade stock, process would sell better."

The trade here are disposed to look upon this "manipulated," "renovated," "boiled," "process," or any other name by which it is called, as a legitimate article of commerce, but the hostile feeling against it arises from the fact that while the jobber may buy it for just what it is, by the time it reaches the consumer it passes for creamery butter. This is why there is a growing agitation of the necessity of branding it with a distinguishing mark.

Her First Order for Groceries.

She was newly married and did not know a little bit about either house-keeping or shopping, and she was giving her very first order. It was a crusher, but the grocer was a clever man and was used to all kinds of orders and could interpret them easily.

"I want ten pounds of paralyzed sugar," she began with a business-like air.

"Yes'm. Anything else?"
"Two cans of condemned milk."
"Yes'm."
He set down "pulverized sugar" and "condensed milk."
"Anything more, ma'am?"
"A bag of fresh salt. Be sure it's fresh."

"Yes'm. What next?"
"A pound of desecrated codfish."
He wrote glibly "desiccated cod."
"Nothing more, ma'am? We have some nice horseradish just in."
"No," she said, "it would be of no use to us; we don't keep a horse."
Then the grocer sat down and fanned himself with a patent washboard, although the temperature was nearly zero.

Responsibility of the Bank President.

"As a general thing," says the American Banker, "the power of the President of the bank is of limited scope. He is the servant of the directors and can do few things of his own initiative, so far as the operations of the bank are concerned. While this is so in a great many banks the President makes loans without consulting the board. The directors expect him to be a man of prudence and judgment, and they do not interfere with him. But a case has just come up in Brooklyn in which the President of a bank is now compelled to pay back a loan which he had made of his own motion, and which turned out to be poor. The case will be appealed, but if it is upheld bank Presidents will have good reason to see to it that their acts receive the sanction of their boards."

One of the dampers of ambition is the fact that the mantle of greatness has to be worn as a stroud too often.

The lily is the symbol of purity—not so much because it is pure, as because it can not be adulterated.

If man is only a little lower than the angels, the angels haven't much to be proud of.

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.

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.

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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. FRANK.

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

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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.

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.

WANTED

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

N. WOHLFELDER & CO.,

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

ORANGES

Buy only the best. They are the Mexicans. Full assortment of sizes always on hand.

MAYNARD & REED,

54 South Ionia Street, Grand Rapids, Mich.

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, Dec. 24.—It is probable that retailers have had the largest Christmas trade they have ever experienced, and the year 1898 will go out in a blaze of glory.

General markets are generally firm and hardly a single article in the grocery trade shows signs of weakness.

Coffee maintains the gain it has made and, while the country trade is not larger than usual, jobbers generally report a very good business. One feature has been quite a large export to Cuba, some 15,000 or more bags having been sent this week. Some large invoice sales were reported and No. 7 is held at 7c, which is the prevailing quotation. For West India growths there is a rather quiet market, but prices are firm and importers seem to be indifferent as to whether they part with holdings on present basis or not. Good Cutcuta is worth 8¼@9c. East India coffees move in the accustomed channel and are generally quiet, with quotations unchanged.

Sugar has met rather light enquiry for refined, as buyers seem to be very cautious about buying ahead of present wants. The air is full of rumors and the general appearance indicates an unsettled market. Independent refiners sold granulated at 5c, but the Trust still held at 1-16c more.

The tea market at the end of the year keeps in very good shape. The volume of business is not very large, but there seems to be a feeling all around that the new year will see a better condition of things than has prevailed for a long time. Offerings are not so large, but they can be taken care of to advantage.

The general tone of the rice market is firm and the outlook is very encouraging for a lively trade after the turn of the year. This is true of both domestic and foreign sorts. Good to prime domestic is worth 5¾@5½c; Patna, 5½@5¾c; Japan, 5½c.

The chief interest this week in spices centers in pepper. And even in this article there is room for improvement. Other sorts are seemingly sleeping, but more activity may be shown after the turn of the year.

Molasses is strong. The demand has been sufficient to keep the market closely cleaned up and quotations are firmly held. Holders show no particular anxiety to sell ahead. Syrups are in fair demand and are held at previous rates.

Lemons and oranges, having passed the floodtide of holiday demand, are in less active request and the market has settled into about its normal condition. Sicily lemons are worth \$2.25@3.25 per box, as to size. Jamaica oranges, per box, \$3.25@3.75; repacked barrels, \$5.50@6. California navels, \$3@4.25; Florida russets, \$3@3.75; brights, \$3.25@4.25. Bananas are quiet at 90c@\$1.10 per bunch for firsts. Pineapples are in light supply, but there are enough Florida red; per case, \$4.50@5.50.

Canned goods are quiet for the moment and there is room for improvement, which is confidently expected after New Years. Prices are practically unchanged.

Dried Fruits—raisins, dates, figs, currants and that line—are all taking somewhat of a back seat. The rush for Christmas has filled everybody up and for a while we must be content with small business.

Apples are selling freely for the better grades. Fancy Greenings are worth \$4@5; Baldwins, \$4@4.50.

Little is doing at the moment in butter. Receipts are light and the demand is quiet. Fancy Western creamery is held at 21c; firsts, 19@20c; seconds, 17@18c; thirds, 15@16c; June extras, 19c; finest Western imitation creamery, 16½@17c; firsts, 14½@15½c; Western factory fresh extras, 14½@15c; fancy rolls, 14@14½c.

Cheese is quiet, both for home and export trade. Large size State full cream is worth 10¼@10½c; small size, 10¼@10¾c.

The egg market for really desirable

stock is very firm and it is hard to find enough to go around. Western, fresh gathered, firsts, 26c; fair to good, 24@25c.

Rivalry Among Clerks.

A spirit of rivalry is desirable among a large force of clerks to keep them thoroughly interested in their work. Indeed, it may be said to be absolutely essential, for nothing can be more beneficial to the average large retailer than a healthy rivalry among his clerks. A rivalry in selling and rivalry in list of friends and patrons should be encouraged and helped along, for it stimulates them to work. Every man works to greater advantage when he has something definite, of a personal nature, to strive for. In promoting rivalry of this character, however, the clerk who is doing the best should be complimented and the attention of the other clerks pleasantly called to the fact. This can be done without a display of partiality. Morse & Rogers have a good plan for promoting rivalry among their travelers, which consists in publishing a monthly sales list that names the amount that each traveler has sold during the month and the amount he has sold in the same month the year previous. Any retailer could fashion out a list after this manner and use it to good effect by exciting rivalry among his clerks. He could place the "leader" at the top, and thus work wonders in his selling force, for if it were honestly kept and percentages used as a basis of rating the "leader" rather than actual amounts in sales, it could have no other result.

Keeping Clerks Busy.

Oftentimes the retailer is perplexed as to what to do to keep his clerks busy when there is no business going. Not that he is in this condition at present, for the merry bells are jingling now. There are seasons, however, when this question is apropos and when he vainly scratches his head for a solution. In the first place, Mr. Retailer, it is bad policy to retain a clerk for whom there is really no work. It is not only an injustice to him, but also to every other clerk in the establishment. It is for the good of the clerks that they be kept busy and if there is not enough to keep them all busy reduce the force. There is no habit grows so rapidly or takes deeper root than shiftlessness or idleness; so that the question of what to do to keep the clerks busy is to be answered by the simple injunction to tear down stock, rearrange stock on any pretext, rearrange the store, relabel the cartons, put new price tickets on goods. There are a thousand and one things that can be thought of to keep clerks busy, and the retailer who thinks of this detail is serving his best interests by creating the right kind of habits in his clerks.

Faith Brings Success.

To be a success in any calling one must be sincere, must have faith in it. This means interest, for without abundant faith there can be no interest, and without interest there can be no real advancement. The salesman, therefore, who hopes to gain and hold a position well up towards the top will have to be of the opinion that his is one of the best of callings in which to win fame and fortune, for without this backing success in any line is not to be found. Go ahead, then, thinking that yours is one of the brightest and best of businesses a person need desire to be in, and you will attain, not only success, but also prominence and respect.

Mother to the Woman.

The old shoemaker took the doll and looked it over.

A leg and an arm were gone, it had lost part of its sawdust, and one eye had disappeared.

"Yes," he said, "I can make a red morocco shoe to fit this foot, but what's the use? It isn't worth it. Why don't you bring me one of your new dolls?"

"This is my crippled child," said the little girl. "I love it better than I do the others."



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

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MILLAR'S
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5
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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
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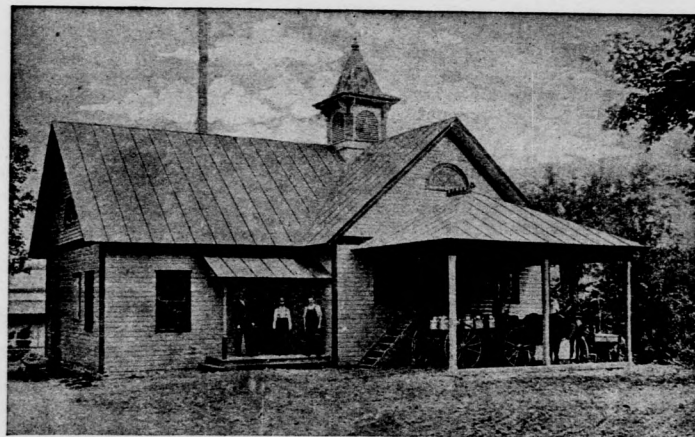
Try MILLAR'S PEARLED PEPPER, Granulated.

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

Creameries

a good creamery in your community write to us for particulars.

Paying creameries promote prosperity. We build the kind that pay. If you would like to see



A MODEL CREAMERY.

Our Creamery buildings are erected after the most approved Elgin model. We equip them with new machinery of the very latest and best type.

Creamery Package M'fg Co., 1-3 W. Washington St.,
CHICAGO, ILL.

FREAK INVENTIONS.

Insane Persons Responsible for Some Curious Patents.

A man need not be sane to get a patent in this country, if he submits to the patent office an invention that is patentable, and it is authoritatively stated that numerous patents have been issued to men confined in insane asylums. One of the principal examiners has kept a list of some of the freak inventions upon which patents have been issued by the United States patent office during recent years. The specifications make curious reading.

A patent was granted to a Chicago man not long ago for an electric hog-killing apparatus. The contrivance is so devised that the unsuspecting hog sticks his head through an aperture in an electrically wired compartment, closes a circuit by butting his head against a metal sheet, and, with his head firmly held within the aperture, by a drop apparatus practically commits involuntary suicide. This invention is said to be now in use in numerous Western pork packing establishments.

Another man from the West recently applied for a patent on an electrical horse. The horse is fashioned of aluminium, the body completely covered with the hide of a deceased horse, and in every respect the animal is made to look "as natural as life," even to the point of being fitted with movable eyeballs. The horse is intended to run with the natural movements of a genuine, sure-enough, live horse, and, according to the patentee, is capable of making a speed of nearly a mile a minute, just cantering.

During the last Sioux uprising, when it was feared that the dancing Ogalallas would make a very extensive sortie from their Pine Ridge headquarters, a farmer in Northern Nebraska got out a patent on a combined plow and cannon. It was devised for use against the Indians.

A patent that is devised for the bewilderment of the abused hen is a patent hen's nest. The thing was gotten up to prevent weasels, dogs and such from raiding hen's nests and sucking the eggs. There is a small hole, concealed by a natural-looking straw flap in the center and bottom of the nest, and through this secret orifice the egg, as soon as the hen lays it, is dropped to a padded cell below. The patentee does not, of course, dwell upon the consternation, not to say the indignation, of the ordinary hen when she turns around after her effort and finds the egg missing from the nest.

A machine called "the mechanical housemaid" was patented a few years ago. The apparatus churns butter, washes and iron clothes, rocks the baby, and, in fact, performs almost all the rest of the household tasks except plain and fancy automatic sewing. The patentee, in his specifications, describes the operation of the machine at great length. "You place your baby in the cradle," he says, in effect, "your cream in the churn, your clothes to be washed in the receptacle provided therefor, etc., and the rest is the merest turning of a magical crank."

An invention for scaring rats was patented not long ago, and, simple as the contrivance is, it is said to serve its purpose well and to have already become a money maker for the patentee. The patent is nothing more than a papier mache cat, provided with luminous eyes. The papier mache cat is plunked down before a rat hole, and it

is said the peering rats invariably flee in terror at the sight of the imitation cat's blazing orbs.

All sorts and conditions of patents have been granted to farmers for rendering the job of milking cows easy. Orville Grant, a brother of Gen. Grant, got out one of these patents. The fact that it wasn't particularly practicable was made manifest by General Grant's description of how it worked.

"Orville tried the thing on an untrained cow with no respect for patents," said Gen. Grant. "He didn't look so pretty when he got through, but he knew a whole lot more."

The Commercial Traveler Known Since Biblical Days.

From the Commercial Travelers' Bulletin.

Had you looked in the dictionaries only a few years ago, you would not have found a definition of the word drummer, as applying to commercial travelers. As we understand him, the drummer is a late and modern creation. And yet, like many other things, the idea is simply history repeated; for, as in various instances, ideas and things we think are new and modern are really old and forgotten things of the past rediscovered, or which have been given a new name and actually disguise their original meaning and significance. The drummer really existed since commerce began, since the principles of agency existed.

He has done much to make all the world neighbors, and perhaps the earliest historical reference to him is found in the story of the good Samaritan, for the good Samaritan was simply a drummer. He was only a commercial traveler between Jerusalem and Jericho, and was used in the story as a type of his class, illustrating the divine goodness in all classes of men. For it will be remembered of the types referred to in the beautiful little story, one was a priest, representing the Jewish church; another was the Levite, representing the condemned by the church, and the Samaritan, who then belonged to what the church called unorthodox. We are left to guess the faith of the victim, who fell among the thieves and was stripped and robbed. This, however, was no question for the drummer, for he was in distress and need, and while the priest and the Levite saw him, and went on the other side as if they didn't see him, this commercial traveler not only gave him wine and oil, but helped him on his own beast, took him to the inn and fed him, and then said to the landlord, you administer to his wants and "I will repay thee."

This story is just as true to-day as it was in the long ago. It represents types of men that live now, as well as then. It is but another form of expressing the universal brotherhood of man, and the universal Fatherhood of God; at the same time showing that the good and orthodox often go on the wrong side, and don't see, while the "sinner" and the "wicked" often go on the right side, and live and act a religion they do not even profess. The drummer then existed, or his type could not have been guessed. He was a neighbor to the distressed and unfortunate, no matter where his home, or what his church or nationality—an agency of God, and missionary of religion, as well as of trade and commerce.

The modern drummer, while called by another name, is of the same class. He hasn't just come, but has been here all the time. He brought his knitting long ago, and came to stay! The styles may change, but it is the same old drummer. He may not carry the same kind of grips, nor in them find room for wines and oils—or, even for pints of corn and rye—but he is still with us. Or if not still, he is with us, still! He may not now have any "beast," as did the Samaritan, but he "gets there just the same!" His beasts, nowadays, are everything from a bicycle or ox cart to a Pullman sleeper; his field from one end of the earth to the other, instead of from Jerusalem to Jericho!

Yes, the drummer is a great character in the world's make-up. There have become all kinds and classes. They have grown as thick as English sparrows—and about as hard to trap! Their breed has actually been improved of late, since it was discovered the earlier ones ran too much to tongue and mouth. There was then too much catfish and alligator in their compound, which was sadly demonstrated by the insurance mortuary lists and posted signs: "Talked to death!" In fact many merchants resorted to strategy and provided themselves with poll parrots which were taught to entertain, or to exclaim, as soon as a man came in the store with a grip: "Talk too d—n much!" Since then, this class of drummers has been turned over to the book agents and insurance solicitors, with instructions to "Bury your own dead!" And, strange to say, some of the insurance companies have since gone out of business!

A Courteous Manner.

Thousands of professional men, without any special ability, have succeeded in making fortunes by means of a courteous manner. Many a physician owes his reputation and success to the recommendation of his friends and patients, who remember his kindness, gentleness, consideration and, above all, his politeness. This has been the experience of hundreds of successful lawyers, clergymen, merchants, tradesmen, and men of every class and of every walk in life. Manner makes the man.

Let's the Grocer Worry.

"Does your husband worry about the grocery bills?" asked the thin-faced lady.

"Why, no!" said the lady with the silk skirt and patent shoes, "we let the grocer do all that."

The rain does not fall alike on the just and the unjust; the latter always has the umbrella.

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."

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."

Shoes and Leather

Seasonable Hints for Proprietor, Clerk and Window Dresser.

The holiday season ought to set the pace for the entire year in any well-regulated system of store management. I do not mean by this that every day should be a repetition of the usual elaborate holiday window dressing or similar display, but that whatever thought, originality and vigor are expended upon the establishment during this season ought to be in constant evidence throughout all seasons. The one special effort proves that a certain amount of ability in this line exists, and it is only good business sense to put all of one's ability into every day's business methods. If that has not been the custom, this is particularly the season for beginning.

Why?

Let me tell you. First of all it is the time when the average progressive merchant expects to attract particular attention. Now, granting that he succeeds or that his window dresser or advertisement writer succeeds for him, is there any better way to cement new friendships or strengthen old than by a continuous course of "special effort?" Not special bargains so much as special energy, special good judgment, special effort to please.

Take a lesson, for instance, from your window dresser. His most successful efforts are pretty sure to be appeals to the artistic or the practical side of human nature—rarely something odd or sensational. The latter class of attractions, however, while no doubt agreeable to a few, are repelling to many, and from their very pronounced nature are usually of more harm than good. The other two, while not quite so attractive to the lovers of sensationalism, are objectionable to no one and interesting to all; hence far the safest form. The same principle holds good with general methods. Prize packages, guessing contests and kindred schemes belong to the sensational class and should be avoided unless your trade is largely with that class of people. As a rule, the better class of society, while they may to a certain extent patronize these catch-penny makeshifts just as they do the fakirs at county fairs, realize that somebody must pay the fiddler, and that they are probably that somebody themselves. Their "amusement fund" may be squandered more or less on such devices, but most of them prefer some other place to do their solid shopping. In fact, I believe as a rule these little side-show annexes have a tendency to repel the solid, sensible buyer and to attract to the store using them the bargain hunter, who, instead of appreciating honest merit, is always hunting for the cheapest goods, and is usually the victim eventually of the biggest liar. That class of customers is a positive damage to any store and a menace to the self-respect of any merchant who serves them.

The trade worth bidding for—I am now assuming a location where there is more or less room for choice in class of trade attracted—is that class of sensible men and women who appreciate solid merit and are willing to pay a fair price for honest value, but who are not willing to help pay for brass watches and similar claptraps won by somebody as a prize for a correct guess. They want the extra cost in the shoes they purchase, where it ought to be. In order to attract this class of customers the

display windows should always be in an attractive attire for the cultivated taste. Observe I said always; because there should not be a day in the year when the front window should not be attractively arranged, as it is establishment, proprietor and salesman all rolled into one and personified. This window dressing need not be elaborate, but it should always present one of the two impressions, neatness or utility. For instance, before and during a season of festivities a tastily arranged display of the daintiest footgear in stock would make a neat appearance and create a favorable impression. Then on some rainy, disagreeable morning a full line of wet weather footgear set out as temptingly as possible, with a few prices, if convenient, would be a forcible appeal to the practical side of the trade. Holiday window dressing is a good thing in its place, but its place should be to emphasize a continuous favorable impression, rather than as a single exclamation point.

Sometimes an object lesson drawn from the industry may be of use, either illustrating the latest methods of shoe manufacture or as a reproduction of the primitive and forgotten styles. Be careful in the latter case, however, about where the exhibition is made. To erect in the front window one of the old rude cobbler's benches savors so much of the cheap repair shop that the casual observer may associate the display with the establishment displaying it. Perhaps a better way for such an attraction would be to have the bench and cobbler back from the front window, mention his existence in the daily advertisement, inviting the public into the store to see the old shoemaker at work, and possibly display a sign at the front of the store reminding all of his existence. In this way the uniformly neat appearance of the store's front would not be violated, people who cared anything about the old cobbler would still be attracted, and they would also be induced to enter the store. This last might not in many instances be any particular benefit to the establishment and yet in some it might.

Once in the store, the impression of neatness and good order should be scrupulously maintained, else it should not have been assumed in the first place. Goods should be conveniently classified on the shelves for instant access. Counters must be clear of scattered shoes. Clerks, gentlemanly and obliging. Everything should carry out so far as possible the favorable impression gathered from the street. In connection with the subject of clerks let me relate an actual occurrence gleaned from a conversation between two intelligent looking girls overheard on a certain street car recently.

"I will never go back to N—'s to trade again, if they give things away," declared one. "To-day I bought a pair of shoes there and all the time the clerk was wrapping them up he kept talking about what a wise selection I had made and how admirably they were suited to my style of foot. There were several acquaintances in the store at the time and while he no doubt thought he was complimenting me, I felt as if everybody in the store was looking at my feet, and I assure you the situation was not a pleasant one. If you want to make the average person uncomfortable just stare at their feet or set some one else staring. I could have slapped him." "That was probably the same clerk to whom I recently returned a pair of

shoes. He looked at them a minute and then hollered across the store to one of the other clerks, 'Frank, those shoes you sold Miss D—the other day are a little tight. Try her with a pair of fives, same grade, \$3 you remember.' Of course, I ought to have been real grateful to him for telling everybody just what size I wear and what I pay for them, but I wasn't at the time."

The low-voiced clerk who knows when to keep his mouth shut and who doesn't talk like an auctioneer when it is necessary for him to talk is sure to be appreciated by cultured people.

But if a great deal depends upon the appearance of the establishment and of the clerks, at least as much depends upon the proprietor himself. The axiom is old to all of us that "Nothing succeeds like success." Indeed there are times when nothing succeeds but suc-

Geo. H. Reeder & Co.,

19 South Ionia Street,
Grand Rapids, Mich.

Agents for LYCOMING and KEYSTONE RUBBERS. Our stock is complete so we can fill your orders at once. Also a line of U. S. RUBBER CO. COMBINATIONS. Send us your orders and get the best goods made. Our line of Spring Shoes are now on the road with our travelers. Be sure and see them before placing your orders as we have some "hot stuff" in them.



Lamb's Wool Soles Over Gaiters Leggings

Women's extra fine, per doz.....	\$2.00	Retail at 25c
Misses' extra fine, per doz.....	1.70	Retail at 20c
Child's extra fine, per doz.....	1.50	Retail at 20c
Men's extra fine, per doz.....	2.75	Retail at 35c
Women's No. 1, per doz.....	1.75	Retail at 20c
Misses' No. 1, per doz.....	1.50	Retail at 18c
Child's No. 1, per doz.....	1.35	Retail at 18c
Men's No. 1, per doz.....	2.50	Retail at 30c

Above are long, fine Fleece.

Women's old style binding, short wool, per doz.....	\$1.25
Misses' old style binding, short wool, per doz.....	1.10
Child's old style binding, short wool, per doz.....	1.00
Men's old style binding, short wool, per doz.....	2.00

Women's 10 button, Felt, per doz.....	\$2.50
Women's 10 button, Trilby, per doz.....	3.00
Women's 10 button, Empress, per doz.....	4.50
Women's 10 button, Victoria, per doz.....	6.00
Women's 7 button, Josephine, per doz.....	4.00
Men's 10 button, Storm King, per doz.....	6.00
Men's 10 button, Blizzard, per doz.....	8.00
Women's all wool Leggings, above knee.....	
Per doz.....	\$0.50
Women's mixed wool Leggings, above knee	
Per doz.....	9.00
Sox for Rubber Boots, per doz.....	\$1.25

HIRTH, KRAUSE & CO.,

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.

cess and in such cases the appearance of success may be the forerunner of succeeding. It is certain on the other hand that the man who goes about with a long face bewailing political, financial and commercial conditions is on the nearest road to failure. In the first place politics has no place in business and this is equally true whether our favorite party or "the enemy" is in power. In the next place, the financial question is not an attractive topic for customers to be bored with and besides, all the bewailing in the world would not alone improve the situation. But in the last place a directly opposite course certainly will have a tendency to improve the commercial horizon. What this world really wants is good sound business men with the backbone to say—and mean—"I am going to do a little better business this year than formerly. I am not a slave of 'the times.' I don't care a continental for all the luck in the world. I am going to work and I am going to win." Such men seldom fail to get along in the world.

Few comparatively appreciate the commercial value of a cheerful nature, not one of the assumed smiles forced up to cover chagrin, but the cheerful buoyant nature that laughs at failure and tramples defeat under foot. That is not alone a keeping up of appearances; it is keeping in hand the disposition so that the brain is still cool and in its best working condition when some crisis has to be met.—Wilder Grabame in Boot and Shoe Recorder.

Care Saves Time.

Carefulness is a commodity comprising many things. A careful clerk has a place for everything and everything in its place and does not have to hunt all over the store to find the article asked for by his customer. He will also make neat parcels, but at the same time take care of the paper and twine, not using them extravagantly. He notes the likes and dislikes of his customers, and if he will combine amiability with carefulness he will be ever ready to please, and will not mind any reasonable amount of trouble. He must use great discretion when introducing the various goods he has for sale, and not press people to buy when he sees they do not want to; for by so doing he will do more harm to his master than not offering them at all, for many people dislike being persuaded to buy against their will, and the result is they avoid a shop where that practice is carried on.

The Horse Was Safe.

"I want a gentle horse for my wife to drive," said the prospective purchaser. "Can you recommend this one?" "Yes, indeed!" replied the owner; "there is not a safer horse for a lady to be found anywhere, and there is but one thing he's afraid of." "And what is that?" asked the other. "He is awfully afraid some one will say 'Whoa' to him and he won't hear it," replied the conscientious owner.

The Usual Result.

"Look here!" exclaimed the shyster lawyer, indignantly, when his client asked for some of the money collected, "didn't I tell you that my fee would be 10 per cent?" "Yes, but—" "Well, you weren't fool enough to think that I meant 10 per cent. of the amount collected, were you? I meant 10 per cent. of the whole claim, and that is all I have succeeded in collecting so far."

When a man isn't willing to practice what he preaches, it's time for him to give up preaching.

It is not what we know about the next world that frightens us, but what we don't know.

Patience As a Factor in a Commercial Career.

Written for the TRADESMAN.

If I were asked what I consider the three crowning glories of a retail merchant I believe I would reply, "First, patience; second, patience; third, patience, because without this all other qualifications lose luster and worth.

He must have patience with his help, his patrons, and with the traveling men; nor is it advisable to ever lose one's hold on this commodity at any time or in any manner whatever where there is any public service between the parties. With one's help there is nothing so conducive to harm or injury to business as to fly into a passion over any occurrence in any connection whatever, no matter how trivial or how serious it may appear at first sight. Absolutely nothing warrants a public calling down of an employee. If this seems necessary, wait; then, at a proper time and place, have a private (serious if you like, but never harsh) conference with the offending one. The chances are that much more good will be accomplished by quiet admonishment or advice when you have had time to soberly look the matter over than if you attempt anything impromptu. Of all failures at impromptu speaking none is more humiliating than when a merchant employs this method of criticising or correcting help, for although you may not think of it at the time, it is a fact that the public sides with the weaker party, in this case always the one spoken to. This matter of privately talking with an offending assistant wins the good will, while a public upbraiding begets hatred and consequent indifference to the business, for which reason it is to your financial interest to control your impulses to speak sharply to help, having patience with their shortcomings until you have given them time to correct errors they may have contracted. Then, the first thing to do is to advise, in a patient, kindly spirit, the offending one, showing the way you require anything done; but do this in such manner and language that the clerk can take no exceptions to what is said. Aim to gain his confidence. Retailing is a game in which confidence plays an important part.

In the second place, it is oftentimes necessary to have patience with customers where it seems that patience has ceased to be a virtue. The points at which these occasions arise are ever present with all business men. Not a day, seldom an hour passes over the merchant's head but that opportunity occurs for the display of patience with the whims and foibles of his customers, while on the degree of that patience depends the measure of success in merchandising. Probably more merchants fail from a lack of patience than from lack of funds or financial backing.

Nor is it policy to bear with merely the older class of one's patrons and, as is the manner of many, display impatience with the child. Of all errors a merchant makes it seems to me the worst one is to lose patience with the small ones who chance in our place of business; this not only for business' sake but humanity's. At one time I had the pleasure of reading an as yet unpublished poem by a well known writer, in which the candidate for admission to a state of future glory made this excuse for not having taken part in religious ceremonies while on earth, that the children annoyed him, using therein this couplet, that always recurs

to my mind when I see impatience displayed towards a child in a store or other public place:

"Ee'n laughter of the children serves
A dose of discord to my nerves."

When I see such a merchant or business man I size him up as totally unfitted for a place in the business world that comes so closely in contact with the little ones, and their home life as retail merchandising. He whose nerves are disturbed to a serious extent by the noisy presence of laughing childhood has no place where the public come in contact with those from whom our future trade must come—the wage-earners of the future, the children of to-day. The merchant is daily, almost hourly called on to exercise patience with the little ones, and many times is sorely tried in the effort; but nothing in one's business career pays better, or gives more lasting returns, than patience exhibited towards the children with whom one's business life brings him in contact.

We must have patience with our customers or lose their confidence, which is but another way of saying lose their trade. Our customers are our guests, in a business sense, as all persons should be considered when in our places of business, and treated with the courtesy due a guest.

Lastly, patience towards the traveling men. This is patience well expended, for on the fraternity do many of us have to depend for educational facilities to be obtained from no other source. If we have treated them with due patience in past deals, they teach us when new things should be pushed and old ones dropped; but when there is a sore spot in the vulnerable heart of him who travels caused by some impatient act of ours, he is very apt to be a false teacher;

and who can blame him for having revenge by withholding knowledge that might be given? He has a way of his own, to be sure, but given that way freely, it will always run parallel with his patron's path; and there is no way for you to point out to him the exact manner in which the benefits of his visits must come your way. Take it in his way and you can safely depend on good results.

For these justifying reasons is the ground taken that patience is a factor in success, if not the very corner stone on which rests the weight of the entire superstructure. L. A. ELY.

Adhering to the Cash Business.

From the Ann Arbor Times.

When a tradesman adheres to the cash system so strictly that he will not trust his bondsman, who went his bonds to the extent of \$15,000, for a small amount of meat, and when the bondsman approves of his action, it begins to be in evidence that the world is moving forward toward strict integrity in business. Such a case has happened in this city during the past week.

Advice and Example.

Mr. Buyer—Mr. Green, there seems to be something serious the matter with the horse I bought of you yesterday. He coughs and wheezes distressingly, and I think perhaps he is wind-broken. What would you advise me to do?

Jay Green (promptly)—Sell him as quickly as you can; I did.

Not in the Self-Making Business.

He—A self-made man is common enough, but we never hear of self-made women.

She—Considering the kind of article the men turn out who are in the self-making business, we can hardly blame the women for not taking up the occupation.



THE OWEN ACETYLENE GAS GENERATOR

Ithaca, Mich., Aug. 19, 1898.

Dear Sirs: I am pleased with your gas machine so far, and will say that my customers tell me that I have the nicest light in town; that my store is lighted up the best. It costs me about ten cents per day to run it, which is about what it would cost to use oil. There is no smoke or dust comes from it.

Respectfully yours,
E. F. BREWER.

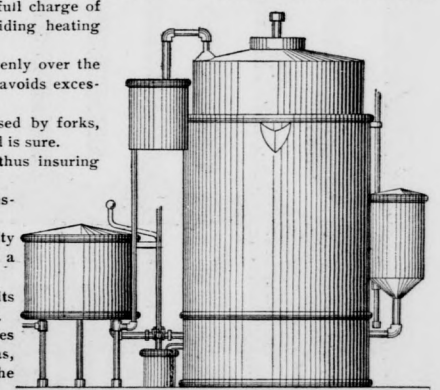
Geo. F. Owen & Co. Grand Rapids
Michigan.

The Best of Reasons why you should be prejudiced in favor of

1. The generating chamber is large, and a full charge of carbide is only two inches deep, thus avoiding heating while generating.
2. The spiral spray distributes the water evenly over the carbide, giving it quick action, quick action avoids excessive water feed and over production.
3. There are no valves to be opened or closed by forks, ratchets or levers. It is extremely simple and is sure.
4. Our Gasometer has no labor to perform, thus insuring at all times the same even pressure.
5. All pipes are self-draining to the condensing chamber.
6. Our Gasometers for same rated capacity are the largest on the market, and will hold a large supply. It saves.
7. The Bruce Generator, when left to do its own work, will not blow off or waste the gas.
8. Not least, but greatest. Our Purifier takes out all moisture and impurities from the gas, making it impossible for pipes to clog up or the burners to choke up and smoke.

MICHIGAN AND OHIO ACETYLENE GAS CO., Ltd, Sole Ag'ts. JACKSON, MICH.

THE BRUCE GENERATOR



Woman's World

What They Said the Night Before Christmas.

The General Woman—I wonder why Christmas always comes just at the time when you have more to do, and have less money to spend, than at any other time of the year? I wish they could get a stay of proceedings, or whatever that thing is they do in the courts, and put it off for a couple of months, until I get a chance to finish up a lot of tidies and pin cushions and things I have on hand. Well, thank goodness I've got my shopping done. I've worn myself to a frazzle and overdrawn my allowance for the next three months, and I dare say that with the exception of the children's toys, every single thing I've got will be a misfit that will make the people I give them to mad every time they look at them for a year to come. That's the kind of peace on earth and good will to men my Christmas presents invariably inspire. (Draws out a crumpled shopping list and looks at it.) There's Tom's box of cigars, to begin with. I got his best man friend to buy them for me and they are the brand he gets when he especially treats himself, but I'm not deceiving myself into thinking that is going to head off any of his jokes about the kind of cigar a woman buys. He will put them up on the top shelf in the bookcase and when any of his friends drop in, he will say: "Say, old man, have a cigar. Treat, I assure you. My wife picked them out herself," and they will both go off into fits of laughter. There's nothing else in life that will spread out as thin and cause as much mirth with as slight provocation as a man's joke on his wife. Then, there's Tom's mother. Last Christmas I sent her a Wedgewood jar that I was dying to keep myself, and she wrote back that she feared dear Dorothea was inclined to be extravagant and that she thought a simple token of remembrance (she sent me a present that looked like it had come out of a grab bag) was all that was necessary between people who loved each other. This year, I sent her an embroidered table center that I have sat up nights with, and she will be dead sure to say that, of course, anything will do for her, and she is glad dear Dorothea didn't put herself to any trouble and expense for a present for her, as, of course, there may be others with more claims on her affection than she ever pretended to have. And here's Jane. In about two weeks I'll get a letter from her saying: "Thanks, so much, for the lovely fan. It was per-

fectly exquisite, but would I mind if she exchanged it for one of those new embroidered mull ties? Of course, she wouldn't ask such a thing of anybody else, but I'm so good natured," etc. I do mind, like the mischief. Nobody wants to be told to their face they have blundered, but there's nothing for it but to smile sweetly and tell a fib, and the goose never knows she has spoilt all of my pleasure in the thing. It looks like common gratitude ought to constrain people to pretend they like a present, whether they do or not, but it doesn't. And so it goes, even down to the servants. You can count on giving them something they don't want. It always takes me a month and all my old clothes to atone to the cook and housemaid for my Christmas indiscretion in presents. But there's one consoling feature. The children! Ah, they make up for all the worries and troubles of the season. How their bright eyes gloat over a dollie or a painted toy! How pleased they are with trifles that a grown person laughs to scorn! What a dear, delicious babble they make of the house! God pity the woman who has no little stockings to hang up, and nobody to play Santa Claus to on Christmas eve.

Cholly (surveying a lank pocket-book)—Merry Christmas! I say merry (laughs hollowly) to a fellow who has to buy presents for his seventeen best girls. Why, oh, why did I love so unwisely and so many? Why couldn't I have remembered last July that Christmas was sure to come and that I'd have to get every blessed one of them some suitable reminder of the festive season? It's got to come. There isn't any way out of it. Lord! you couldn't make a girl mad this time of the year or get her to chuck you over to save your life. Why, the hints I have had from the dear, unsophisticated little creatures in the last two weeks would break any bank in the city. And the worst part of it is that the things cost more and more every year. Used to be you could square yourself with a girl with a box of cheap candy, and she'd take it and be grateful for it, or a bunch of violets, but now the candy has to be in a fancy box that sends an average fellow to a 5-cent lunch counter for a month, and they won't look at a bunch of violets unless it's as big as a football. Then, there are the things they send you. They are worse still. What makes 'em do it, anyway, I'd like to know? No man, unless he's a cad, likes to take a present from a woman, and they never give you anything you want. Why, Christmas morning my room looks like a church fair had broken loose in it, and it smells of

sachet powder until I can't go out on the street without feeling like I look like a pink silk mouchoir case. However, that's neither here nor there. What I have to wrestle with is the problem of how to inflate my currency enough to make it go around. But there's one mercy: Thank heaven, Christmas comes but once a year, and before it gets here again I've got to narrow down to one girl, or retire from society, or go to the poorhouse. I can see my finish.

The Business Man (leaning back in his chair in his office after the day's work is done and the clerks all gone)—To-morrow is Christmas! I had forgotten it until Jack reminded me of it this morning. I wonder what I ought to get for the little chap? I mustn't let things happen like they did last year. I had been frightfully busy with that big P. & Q. deal, and I never gave the matter a thought until Christmas eve. I remember Chapman was there, and all of a sudden the door opened and in came the little fellow with a queer, embarrassed kind of a look on his face. He stood awkwardly around for a minute or two, and then he came up and pulled my head down and whispered: "Papa, what is Santa Claus going to bring me?" "Why, bless my soul, Jack," said I, "I had entirely forgotten it; but wait a minute, and I'll give you a Christmas gift worth having," and I went over to my safe and took out a thousand dollar bond and gave it to him. "There," I said, "now by the time you are grown, the accrued interest on it will—" but his lips had begun to tremble, and before I could finish he had turned and run out of the room. "There's no satisfying children now," Chapman said, and I agreed; but that night, when I went up to his room, long after he was asleep, the tears were still lying wet upon his cheek, and he was clasping close to his breast a battered old tin soldier, and the thousand-dollar bond was lying crumpled on the floor. I remember thinking that if—if his mother had been alive—she wouldn't have forgotten about its being Christmas, and she would have known what a child wants. Poor little fellow, I can't make it all up to him; but he sha'n't want for Christmas toys this year.

Mrs. Push—Isn't this Venetian vase a love? Exquisite? Well, I should say so. It cost enough. It's for Mrs. Avenoo. Yes, and that engraving is for Mrs. Bullion, and that loving cup is for Judge Croesus. What a blessed privilege it is to give, especially when you can give to the rich and influential. There's nothing like Christmas for those who know how to appreciate the opportunities offered by Christmas giving for do-

ing good—to themselves. It's so easy to offer a handsome gift in exchange for some trifling courtesy that, you affirm, has laid you under obligation, and it is next to impossible for the woman who has accepted it to overlook you in her invitations. You may depend upon it that the entering wedge in society, although it isn't catalogued in that way, is often a Christmas gift.

The Old Man (at his club)—To-day Benedict, my clerk, asked for an advance on his month's salary. He said he wanted it to buy Christmas things for his children, and I told him he was a fool. I pointed out to him how silly it was for a man to go in debt—yes, actually in debt—for things he didn't need. "I suppose you'll buy tin horns that will spoil the sleep of the neighborhood for three blocks around?" I said, and he answered "Yes." "And toys and things stuck together with a bit of glue, that won't last through the day?" "Very likely," he answered, and then he turned on me and asked: "Mr. Blank, were you never a child?" Gad, but I had nothing like that when I was a child. My mother was so poor we had much ado to keep the roof over our heads, and I've been hungry and cold many a time; but, poor as we were, there was always something—strings of popcorn, home made candy, cakes cut out into towers and castles and animals. Poor enough and absurd enough, but we were happy as kings, because it was Christmas and Santa Claus hadn't forgotten us. Heavens! how Benedict took me back to those days! The world says he is stupid, and that I am clever and shrewd; but I don't know. Sometimes we pay a heavy price for success—and it's desolate to be a lonely old man on Christmas night.

DOROTHY DIX.

Too Old a Vintage.

She was in a bicycle costume, but her words would have betrayed the fact that she was an enthusiastic wheelwoman, anyway.

After she had given the order for the necessary groceries she went to the wine department and ordered a dozen bottles of the best sherry sent up with the rest of the order.

"My husband always likes to have it in the house," she said. "Be sure that it is the very best."

"Of course," replied the salesman. "We have some very fine old 1856 sherry. How would that do?"

"Eighteen fifty-six!" she exclaimed scornfully. "Well, I should rather think not. We want the 1898 model or none at all. How much behind the times do you think we are?"

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.

Commercial Travelers

Michigan Knights of the Grip.

President, JOHN A. HOFFMAN, Kalamazoo; Secretary, J. C. SAUNDERS, Lansing; Treasurer, CHAS. McNOLTY, Jackson.

Michigan Commercial Travelers' Association.
President, C. C. SNEDEKER, Detroit; Secretary and Treasurer, C. W. ALLEN, Detroit.

United Commercial Travelers of Michigan.
Grand Counselor, 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.

Annual Address of President Hoffman to M. K. of G.

By invitation of Post F, of Saginaw, we assemble to-day in this beautiful city to transact the business of the tenth annual convention of the Michigan Knights of the Grip.

The honor you conferred upon me at Kalamazoo one year ago, by electing me your President, is fully appreciated, and I can assure you that my aim has been to carry out your wishes, so far as possible, in accordance with our constitution and to advance the interests and welfare of our organization, so far as lay in my power.

As chairman of the Board of Directors, I can report faithful and conscientious service rendered by every member. We have held six meetings and have had but one absence and that was caused by sickness. A vacancy was created by the resignation of F. M. Tyler, caused by his removal to Boston, Mass. Upon recommendation of Post E, this vacancy was filled by L. M. Mills, of Grand Rapids. Your President was pleased to make this appointment, which was cheerfully confirmed by the Board. It has proven to be a wise selection, as Brother Mills brought to us a store of knowledge, having been President one term and Secretary two.

The war cloud has overshadowed our land during the past year and commercial affairs have suffered in consequence; but now that the white dove of peace has again spread her wings over our loved country, we look for and confidently expect unparalleled prosperity. As our boundary lines have been extended and new fields are opened to all classes, greater opportunities are afforded to traveling men, as well as to others. Let us see to it that these opportunities are seized upon and rightly improved.

Many of our members left the road to join the noble army that went to battle for right and justice, and Michigan may well be proud of her soldier boys, with the noted Shafter among them.

During the year twelve of our number have crossed the Silent River. While this seems a large number, yet it is 33 1/3 per cent. less than last year. Our increase in membership has been most gratifying, 151 new members having joined our Association during the year.

You were all made acquainted with the sad circumstances connected with the death of Brother H. J. Maynard, of Detroit, through a letter sent you by order of the Board and asking for a small contribution for the family. I am happy to report that the request was cheerfully responded to.

I wish to congratulate the Association on the removal of the train gates. We all felt them to be an unbearable nuisance, and too much credit can not be given to your Railroad Committee, Post E, of Grand Rapids, the Michigan Tradesman, the Storekeeper and the Trade for their untiring efforts in behalf of the traveling public, in accomplishing this.

There is also a feeling of general satisfaction in regard to the Northern interchangeable mileage book, not only for its convenience, but it has brought about a better feeling between railway

officials and the traveler. It is now evident to these officials that commercial travelers are disposed to deal fairly and honorably with them. This is demonstrated by the records, which show that only about one book in a thousand has been used by other than the original purchasers. On the other hand, we are convinced that the railroad officers are disposed to do anything fair, consistent with their business methods.

In regard to amendments to the constitution, you are to remember that they do not originate with your Board, but from the different posts of the State. The Board has deemed it wise to submit these amendments for your careful consideration and I would recommend that the greatest care be given this matter, as I believe the framers of our constitution built wisely and well. The success of our order clearly proves that we have accomplished more than any other organization in the United States—and I might say more than all others combined—and before any amendment is made, be sure that it is for the better.

I wish to thank Brother Saunders, as Secretary, Brother McNolty, as Treasurer, and each and every member of the Board and the standing committees for their loyal support and the uniform kindness shown me at all times during the past year. Our associations have been most pleasant and I can assure you it is a period of my life upon which I shall always look back with pleasure. I also thank every member of the Michigan Knights of the Grip for the honor conferred upon me in electing me President without one dissenting vote and for the uniform kindness and courtesy which you have shown me at all times.

I cheerfully return to the ranks, where I shall always do my best to further the interests of this Association.

My brothers, in the business before you, I would recommend care and moderation. In the election of officers, remember that much depends upon your wise selection. Be sure that all are men of integrity and ability. You have a fine list to select from; men who will be an honor to our organization. If any one is disappointed in the election of officers, bravely bear your disappointment and let there be among us only feelings of kindness, forbearance, generosity and a spirit of brotherly love.

The fact is recalled that five years ago Andrew Carnegie, who is now violently opposed to expansion, wrote a magazine article, entitled, "A Look Ahead," advocating the union of England, Scotland, Wales, Ireland and Canada with the United States. In urging such a union he said: "The American people are favorable to the extension of national boundaries. No evil, but great good has come from every succeeding addition to their union. Therefore a proposition to reunite Britain and the republic would not seem anything novel to them. They are used to territorial expansion. We observe in the history of the world that patriotism is ever expansive. Centuries ago the people of Perugia and Assisi, fifteen miles apart, were deadly enemies. The patriotism of the Perugian and Assisian could not embrace an area so great as fifteen miles. To-day patriotism stretches over hundreds of miles—and does not lose, but gains, in intensity as it covers a wider area. There is more to be patriotic about."

Hardware Dealers and Bicycles.

In the sale of bicycles an important point which favors the hardware dealer is that he is responsible, and his resources insure the payment of his bills. As a rule the hardware dealer will sell as many wheels as the exclusive agent; moreover, he will pay for the machines he buys.

The man who has money, and thinks most of that, is bound to be miserable.

An artist is not a success until he can draw a check on a bank.

Gripsack Brigade.

Montague Observer: J. S. Pino has accepted a position with the Howard Oil & Grease Co., of Cleveland, Ohio, as traveling salesman.

Kalamazoo Telegraph: J. L. Elliott, who for the past six weeks has been clerk at the Kalamazoo House, expects to go on the road for the Deering Harvester Co., with which corporation he was connected before coming to Kalamazoo.

Menominee Herald: John Howe, formerly salesman for the Marinette Iron Works Co., and well known in this city, will be married in the very near future to Miss Rosa Fritzke, of Milwaukee. John is now a traveling salesman for a Milwaukee wholesale house. The wedding will take place at the residence of the bride's parents.

St. Johns Republican: A. C. Adams will leave the employ of John Hicks January 1, as he has secured a position with a large New York wholesale dry goods house. His territory will be Ohio and Western Pennsylvania. He expects to report for duty January 4 and will pack his trunks and get at work during the following week. He anticipates moving his family either to Detroit or Columbus, Ohio, next spring.

Boot and Shoe Recorder: A salesman who returned from the South and Middle West recently remarked: "It seems as if the country is fairly overrun with shoe travelers. During my entire absence of some ten weeks I do not believe I traveled alone more than two or three days. I was always in the company of from three to fifteen shoe salesmen. A traveler in another line of business told me it seemed to him there were more shoe men on the road than in any other branch of trade. He said that in all the places he visits he runs across scores of them and always sees new faces. There is no question but that the shoe trade is well represented by the army of traveling men who now visit every city, town and hamlet in the United States with samples each season."

A traveling representative of the Philadelphia Commercial Museum, who has recently returned from Brazil, reports that the electrical goods trade of Brazil is growing by leaps and bounds, and now almost every town and city within 300 miles of the coast are either lighted by electricity or have the project under consideration. Many of the mining companies and cotton cloth mills through the interior have plants now in operation, supplying them with both light and power. Arc and incandescent lamps, fittings, carbons, wire of all kinds, electric bells, batteries, electricians' tools and gloves, zincs, sal-ammoniac, etc., are in demand in the towns along the line of the Central Railroad between Rio and Sao Paulo, and Rio and Bello Horizonte; these towns at present rely on the Rio merchants for their supplies. A competent salesman familiar with the Portuguese language, he says, could do wonders in the way of securing orders and appointing responsible agents.

The window glass combination is reaching for the outside factories, and if it succeeds in its purpose a further advance in window glass, already up over 50 per cent. since the combine was created, is looked for. There are 1,800 hot pots in the combination and about 400 among the independent factories. Information has reached the jobbing trade that the output of several of the

outside factories had been sold to the combination and that negotiations with others were in a way to result in their passing into the control of the combination. An odd feature of the industry has developed by the building of new factories. It is said that over 400 pots are idle for lack of skilled glass blowers, and in many instances handsome bonuses have been paid the men to enter the employ of the new factories.

Rumor has it that Armour, Swift, Morris and other big packers are attempting to get in a "corner" on pork. For the last four weeks there have been very heavy purchases of hogs by the big packers and scarcely any shipments. In the West, at Kansas City, East St. Louis and Omaha, the Chicago firms have also bought heavily. Last Thursday, with receipts of 33,000 hogs, only sixty-three were shipped out of Chicago, the remainder being bought by the packers and killed there. A year ago, with about the same receipts, there were shipments of about 12,000.

The girl who poses for an artist always leads a model life.

TRAVEL

VIA

F. & P. M. R. R.

AND STEAMSHIP LINES
TO ALL POINTS IN MICHIGAN

H. F. MOELLER, A. G. P. A.

REMODELED HOTEL BUTLER

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

HOTEL WHITCOMB ST. JOSEPH, MICH.

A. VINCENT, Prop.

\$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.

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

TRADESMAN ITEMIZED LEDGERS

SIZE—8 1/2 x 14.
THREE COLUMNS.

2 Quires, 160 pages.....\$2 00
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Tradesman Company
Grand Rapids, Mich.

Drugs--Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

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.
 St. Ignace—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.
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Just Regard for Pharmacy As a Science and an Art.

Every thinking pharmacist of professional qualities and aspirations knows that the public grossly underestimates his calling. Too often the pharmacist is considered but a mere merchant with a smattering of medical (!) lore which he has picked up in dispensing physicians' prescriptions. This has perhaps been caused by the fact that until the era of State boards of pharmacy, pharmacists were in most instances indeed little more than merchants. The public therefore judged the calling by its devotees, as is quite natural. Moreover, many druggists of immoral tendencies and no conception of professional honor have struck pharmacy a severe blow by turning their stores into dram shops, and have thus led the people of their localities to judge pharmacy by their conception of it!

But it is idle to ask why the pharmacist is underestimated—the thing to do is to correct it! For until it is corrected he suffers financially, he suffers professionally, and he suffers socially. Once give the people a true conception of the need in pharmacy for educated and skilled dispensers, and for professional service, and the truly competent pharmacist's lot will be vastly improved. This is too patent to need argument.

How, then, can this education of the public be accomplished by each pharmacist in his own locality? Well, it is a good plan once in a while (at the beginning of the year, say) to call the attention of your neighborhood to the fine points of your profession, to the necessary carefulness of manipulations, to the high standard of your assistants, to the unquestioned purity of your drugs and chemicals, to your pride in the fact that you manufacture your own preparations and that your knowledge of their strength, purity and excellence is therefore thorough. Declare also that you are in a position to continue to serve the people in the same skilled and professional manner as before, with equally pure and standard preparations, that you again solicit their esteemed custom and patronage; and above all impress them with the fact that their confidence is worth more than their money, and that confidence can only be gained by the method which you have adopted—by straight dealings and by competent service. Now in getting out this circular don't have it made up on the "circus bill" order, but use a neat 3x4 inch double sheet of good quality of paper; and have the matter set simply and in plain type. Don't be miserly in this kind of advertising; better not go into it at all if you don't mean to do it right, and then see to it that the circulars go where they are intended, not down the

nearest alley-way or convenient cellar-hole.

Remember always that confidence once gotten and held means a great boon to your professional reputation and financial melioration; while on the other hand, if once gotten and lost through substitution, overcharge, etc., incompetency or dishonesty, it means a serious blow to your success.

Keep drugs of high standard, and tell your patrons from what firm you purchase them; true, they may not, and in 95 per cent. of the cases do not, know the first thing about the firm or its reputation, yet the very mentioning of the name conveys the favorable impression that the drug must be all right else you would not care to mention its source. Keep clean balances and apparatus, tidy store fixtures and clean bottles; then, once in a while, invite the patrons to look around your place, explain the fine points and show them how intricate true pharmacy really is.

Show them that it is no small matter to prepare properly syrup of ferrous iodide, syrup hydriodic acid, spirit nitrous ether, etc., but that it requires skill and training in no mean amount. More thoroughly impress this point by showing them your syrup of ferrous iodide in process of manufacture, point out that a too high and prolonged or too small a degree of heat means a spoiled preparation, and that if the reaction has not progressed far enough the product will not be the official preparation at all. Your interested listener will not fail to grasp the point that these things demand a thorough understanding of chemistry in general, and the peculiarities of each preparation in particular. Explain that you must know your business when you are called upon to compound a prescription of potassium permanganate and glycerin for a germicide; or that, to triturate potassium chlorate, sulphur and sugar (all common enough articles) to aid in a Fourth of July celebration means that there is trouble ahead; and that the same degree of trouble is often possible in compounding many a prescription.

Don't be afraid to consume a little time exploiting these subjects, for it is time well spent. You have observed how we are all more or less creatures of imitation, and how we follow a representative man. "The flock will always follow the bell sheep." If you can get a few of the representative men of the community to recognize the necessity of training, knowledge and professional honesty in the practice of pharmacy, then have you gained an incomparable point of vantage.

Keep yourself well informed on current subjects so that you can talk with your patron on any subject near his heart; during the conversation you will be able to get in many points about your business if you are sharp in steering the tendency of the remarks. There are many times when the tactful pharmacist can do this very easily and cleverly, and it has a lasting effect for good if not overdone. Your patron may be a middle-aged man; bear him back in memory to the drug shop where he formerly bought his window-glass, paints of all kinds, etc., and he will be shrewd enough, aided by a few suggestive parentheticals, which you can judiciously inject to carry on the contrast in his own mind, to see how crude the "business" was then and how scientific now. Or it may be your patron is a man of affairs, given to reading and talking. Tackfully steer the conversation so that you may

bring up the subject of pharmacy law. Make capital of the fact that the agitation for pharmacy laws is proof that lawmakers and the people are aroused to the necessity of skilled and educated dispensers and the proper legal regulation of pharmacy. If possible show him some article on the subject in a drug journal, let him take it along and read it; and if you have been skillful in arguing your cause, he is a convert from that moment. Trust him then, as a man accustomed to voicing his opinions, and as one to whom people listen, to do your cause great good.

Make it a point not to talk too much, know when you have gotten your man to thinking; when you have made a hit, then stop talking.

A middle-aged man of social qualities gets to talking with you and soon drifts to the point where he tells you his ambitions concerning his son, whom he is now preparing for some course in life. Here is an opportunity to mention the advancements made in pharmaceutical colleges during those same twenty-five years. Tell him that there were not over three or four colleges in the country then, and that it was thought foolishness to spend time and money in them; whereas now there are a hundred for every one then. Show him that it is absolutely necessary to attend these colleges to be able to cope with the advancements made in pharmacy; tell him of the remarkable discoveries made through chemical and pharmaceutical research; point out the immense expanse of possibilities of recent years opened up in these lines. Explain why it is necessary for the pharmacist to be skilled, and to what a disadvantage the unskilled is, and in what danger his patrons are placed.

Dwell on the great extent to which drugs and chemicals are adulterated in this day, and the absolute necessity of a pharmacist being competent to distinguish by chemical and physical means the good from the bad or the dangerous. Speak of the knowledge and experience that are necessary in the compounding of prescriptions that changes may not occur which will, on the one hand, render the medicine inert, or on the other dangerous to life. When they begin to appreciate these things the people will patronize the pharmacists who are competent, and shun those who are not; and they will, moreover, be willing to pay decent prices for service involving that competency.

Don't be afraid to advertise your degree, whether it be Ph. G., Ph. C., Phar. D., or what not; it carries out your statements of the necessity of training. Make analysis of the public water and hang the results in the window. Distil some water in the window, and in other ways make that the medium of your message to the public. Keep eternally at this, and a full reward will be meted out to you.—H. Lionel Meredith in Bulletin of Pharmacy.

Good Location for a Drug Store.

Forestville, Dec. 20—There is a fine opening here for a good drug store, as we have a splendidly cleared up country and thickly settled. There has always been a drug store here, but the party keeping it has moved to Onaway to join his son in business. This is a very good point for business, especially during the summer season when boats are making regular trips from Detroit to our village.

N. C. POTTS.

A man's christianity has to stand a pretty severe strain when he steps on a banana skin.

Moistening of Powders Preparatory to Percolation.

I am strongly of the opinion that the pharmacopoeial method of moistening powders is unnecessarily tedious. We are told to put the powder in a basin, to gradually pour upon it the requisite amount of alcohol or dilute alcohol, to stir with a spatula until the powder is uniformly moistened, and afterwards to pass it through a sieve to avoid the possibility of its becoming lumpy. For this process I substitute the following one in my own practice, and with excellent results:

Pour the mixed and powdered drugs into an ordinary round tin can with a tight cover, such as is found in every drug store; indeed, an ordinary five-ounce quinine can will answer, but a taller can of the round shape is more satisfactory. Then, holding the can in one hand, the alcohol is gradually poured in while the powder is shaken up from the bottom. Now, tightly covering the can with the lid, it is taken in both hands and vigorously shaken. In a few moments the powder is so thoroughly and uniformly moistened that nothing better could be desired. Sometimes it is well to throw into the can an old-fashioned glass bottle stopper; this, passing back and forth through the powder, very effectually prevents the formation of lumps.

This method so thoroughly moistens the powder that it is seldom necessary to use the sieve. Another advantage is, that when the powder is to be macerated a certain number of hours, it can very conveniently be left in the can and simply set upon a shelf, where there is the proper temperature. The lid prevents evaporation to any appreciable extent, the can is easily shaken occasionally, and the powder can readily be transferred to the percolator.

It should be said that the can should be of such size that it will not be filled more than two-thirds full, so that space is left for a free movement of the powder.
 C. J. WOLFE.

The Drug Market.

Opium—The market is weak and the price is lower, although there is no good reason for it. Reports from primary markets are strong and lay down cost would be above this market. It is thought that after the first of the year prices will advance again.

Morphine—Is unchanged.

Quinine—Is in good demand and the market is firm.

Cocaine—The market continues firm, with an advancing prospect.

Glycerine—Is unchanged, although the demand is good.

Hops—Choice 1898 are scarce and higher.

Seeds—Anise is firm and advancing. Poppy is doubled in price.

Mutual Obligations of Jobber and Retailer.

There is a mutual dependence in business of the greatest importance, namely that of jobber upon retailer and retailer upon jobber. The retail merchant depends upon the jobber for his supply of goods to sell, and very naturally demands that the goods shall be forthcoming promptly when they are needed, according to the orders placed for them. On the other hand, the jobber depends upon the retailer for such remittances of money in payment for the goods as shall replenish his coffers and enable him to continue in business.

Many a candidate thinks himself a Clay, only to discover after the election that his name is Mud.

Advanced—
Declined—

[illegible]

**HAZELTINE & PERKINS
DRUG CO.,
GRAND RAPIDS, MICH.**

GROCERY PRICE CURRENT.

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

AXLE GREASE. Aurora, doz. gross 6 00 Castor Oil, doz. gross 6 00 Diamond, doz. gross 6 00 Frasier's, doz. gross 6 00 IXL Golden, tin boxes 75 00 Nica, tin boxes 75 00 Paragon, doz. gross 6 00	CANDLES. 8s. doz. gross 7 00 10s. doz. gross 8 00 12s. doz. gross 8 00 Wickling, doz. gross 8 00 CATSUP. Columbia, pints 2 00 Columbia, 1/2 pints 1 25	CONDENSED MILK. 4 doz in case. Gail Borden Eagle 6 75 Crown 6 25 Daisy 5 75 Champion 4 50 Magnolia 4 25 Challenge 3 35 Dime 3 35	Hominy. Barrels 2 50 Flake, 50 lb. drums 1 00 Beans. Dried Lima 4 1/2 Medium Hand Picked 1 10 Macaroni and Vermicelli. Domestic, 10 lb. box 60 Imported, 25 lb. box 2 50 Pearl Barley. Common 2 25 Chester 2 50 Empire 3 00	INDIGO. Madras, 5 lb boxes 55 S. F., 2, 3 and 5 lb boxes 50 GUNPOWDER. Rifle—Dupont's. Kegs 4 00 Half Kegs 2 25 Quarter Kegs 1 25 1 lb. cans 30 1/2 lb. cans 18 Choke Bore—Dupont's. Kegs 4 25 Half Kegs 2 40 Quarter Kegs 1 35 1 lb. cans 34	SNUFF. Scotch, in bladders 37 Macaboy, in jars 35 French Rappee, in jars 43 SEEDS. Anise 9 Canary, Smyrna 3 1/2 Caraway 8 Cardamon, Malabar 60 Celery 11 Hemp, Russian 4 Mixed Bird 4 1/2 Mustard, white 5 Poppy 10 Rape 4 1/2 Cattle Bone 20
BAKING POWDER. Absolute. 1/2 lb cans doz 45 1 lb cans doz 1 50 Acme. 1/2 lb cans 3 doz 45 1 lb cans 3 doz 75 1 lb cans 1 doz 1 00 Bulk 10 Arctic. 6 oz. Eng. Tumblers 85 El Parity. 1/2 lb cans per doz 75 1 lb cans per doz 1 20 1 lb cans per doz 2 00 Home. 1/2 lb cans 4 doz case 35 1 lb cans 4 doz case 55 1 lb cans 2 doz case 90	CHEESE. Acme @ 11 1/2 Amboy @ 12 Emblem @ 11 1/2 Gold Medal @ 11 Ideal @ 11 1/2 Jersey @ 11 1/2 Lenawee @ 11 1/2 Riverside @ 11 1/2 Edam @ 12 Leliden @ 12 Limburger @ 13 Pineapple @ 15 Sap Sago @ 17 Chicory. Bulk 5 Red 7	COUPON BOOKS. Tradesman Grade. 50 books, any denom 1 50 100 books, any denom 2 50 500 books, any denom 11 50 1,000 books, any denom 20 00 Economic Grade. 50 books, any denom 1 50 100 books, any denom 2 50 500 books, any denom 11 50 1,000 books, any denom 20 00 Superior Grade. 50 books, any denom 1 50 100 books, any denom 2 50 500 books, any denom 11 50 1,000 books, any denom 20 00 Coupon Pass Books. Can be made to represent any denomination from \$10 down. 20 books 1 00 50 books 2 00 100 books 3 00 250 books 6 25 500 books 12 50 1000 books 17 50	Peas. Green, Wisconsin, bu. 1 00 Green, Scotch, bu. 1 10 Split, bu. 2 50 Rolls Oats. Rolled Avena, bbl. 4 75 Monarch, bbl. 3 75 Monarch, 1/2 bbl. 2 00 Monarch, 90 lb sacks 1 80 Quaker, cases 3 20 Huron, cases 1 75 Sago. German 4 East India 3 1/2 Tapioa. Flake 3 1/2 Pearl 3 Anchor, 40 lb pkgs 5 Wheat. Cracked bulk 3 1/2 24 lb packages 2 50	Eagle Duck—Dupont's. Kegs 8 00 Half Kegs 4 25 Quarter Kegs 2 25 1 lb. cans 45 JELLY. 15 lb palls 35 30 lb palls 65 LYE. Condensed, 2 doz 1 20 Condensed, 4 doz 2 25 LICORICE. Pure 30 Calabria 25 Sicily 14 Root 10 MINCE MEAT. Ideal, 3 doz. in case 2 25	SALT. Diamond Crystal. Table, cases, 24 3-lb boxes 1 50 Table, barrels, 100 3-lb bags 2 75 Table, barrels, 40 7-lb bags 2 40 Butter, barrels, 280 lb. bnlk 2 25 Butter, barrels, 20 14-lb bags 3 50 Butter, sacks, 28 lbs 25 Butter, sacks, 56 lbs 55 Common Grades. 100 3-lb sacks 1 95 60 5-lb sacks 1 80 28 10-lb sacks 1 65 Worcester. 50 4 lb. cartons 3 25 115 2 1/2 lb. sacks 4 00 60 5 lb. sacks 3 75 22 14 lb. sacks 3 50 30 10 lb. sacks 3 50 28 lb. linen sacks 32 56 lb. linen sacks 60 Bulk in barrels 2 5
Jersey Cream. 1 lb. cans, per doz 2 00 9 oz. cans, per doz 1 25 6 oz. cans, per doz 85 Our Leader. 1/2 lb cans 45 1 lb cans 75 1 lb cans 1 50 Pearless. 1 lb. cans 85 Queen Flake. 3 oz., 6 doz. case 2 70 6 oz., 4 doz. case 3 20 9 oz., 4 doz. case 4 80 1 lb., 2 doz. case 4 00 5 lb., 1 doz. case 9 00	CHOCOLATE. Walter Baker & Co.'s. German Sweet 23 Premium 35 Breakfast Cocoa 46 CLOTHES LINES. Cotton, 40 ft. per doz 1 00 Cotton, 50 ft. per doz 1 20 Cotton, 60 ft. per doz 1 40 Cotton, 70 ft. per doz 1 60 Cotton, 80 ft. per doz 1 80 June, 60 ft. per doz 80 June, 72 ft. per doz 95	COUPON BOOKS. Can be made to represent any denomination from \$10 down. 20 books 1 00 50 books 2 00 100 books 3 00 250 books 6 25 500 books 12 50 1000 books 17 50 Universal Grade. 50 books, any denom 1 50 100 books, any denom 2 50 500 books, any denom 11 50 1,000 books, any denom 20 00 Credit Checks. 500, any one denom'n 3 00 1000, any one denom'n 5 00 2000, any one denom'n 8 00 DRIED FRUITS—DOMESTIC. Apples. Sundried 2 1/2 Evaporated 50 lb boxes 2 9 California Fruits. Apricots 2 Blackberries 2 Nectarines 2 Peaches 9 @ 10 Pears 2 Pitted Cherries 2 Prunelles 2 Raspberries 2 California Prunes. 100-120 25 lb boxes 2 4 90-100 25 lb boxes 2 5 80-90 25 lb boxes 2 5 1/2 70-80 25 lb boxes 2 6 1/2 60-70 25 lb boxes 2 6 1/2 50-60 25 lb boxes 2 6 1/2 40-50 25 lb boxes 2 6 1/2 30-40 25 lb boxes 2 6 1/2 1/2 cent less in 50 lb cases Raisins. London Layers 2 Crown 1 50 London Layers 3 Crown 1 0 Cluster 4 Crown 2 00 Loose Muscatels 2 Crown 5 Loose Muscatels 3 Crown 6 Loose Muscatels 4 Crown 7 L. M., Seeded, choice 8 L. M., Seeded, fancy 9 1/2	Meat. Holland white hoops, bbl. 6 00 Holland white hoop 1/2 bbl 4 50 Holland, 1/4 bbl 2 60 Holland white hoop, keg 65 Holland white hoop mch 75 Norwegian 3 50 Round 100 lbs 1 75 Round 40 lbs 1 14 Flackerel. Mess 100 lbs 15 00 Mess 40 lbs 6 30 Mess 10 lbs 1 05 Mess 8 lbs 1 35 No. 1 100 lbs 13 25 No. 1 40 lbs 5 60 No. 1 10 lbs 1 48 No. 1 8 lbs 1 20 No. 2 100 lbs 9 25 No. 2 40 lbs 4 01 No. 2 10 lbs 1 18 No. 2 8 lbs 89 Trout. No. 1 100 lbs 5 25 No. 1 40 lbs 2 40 No. 1 10 lbs 68 No. 1 8 lbs 57 Whitefish. No. 1 No. 2 Fam 2 75 100 lbs 3 75 40 lbs 3 00 10 lbs 83 8 lbs 69	Match. Diamond Match Co.'s brands. No. 9 sulphur 1 65 Anchor Parlor 1 70 No. 2 Home 1 10 Export Parlor 4 00 ROLASSES. New Orleans. Black 11 Fair 14 Good 20 Fancy 24 Open Kettle 25 @ 25 Half-barrels 2c extra. MUSTARD. Horse Radish, 1 doz 1 75 Horse Radish, 2 doz 3 50 Bayle's Celery, 1 doz 1 75 PIPES. Clay, No. 216 1 70 Clay, T. D. full count 6 Cob, No. 3 85	Warsaw. 56-lb dairy in drill bags 30 28-lb dairy in drill bags 15 Ashton. 56-lb dairy in linen sacks 60 Higgins. 56-lb dairy in linen sacks 60 Solar Rock. 56-lb sacks 21 Common. Granulated Fine 70 Medium Fine 70 SOAP. JAS. S. KIRK & CO.'S BRANDS. Single box 2 10 5 box lots, delivered 2 45 10 box lots, delivered 2 40
CONDENSED PEARL BLUING Small, 3 doz 40 Large, 2 doz 75 BROOKS. No. 1 Carpet 2 13 No. 2 Carpet 9 No. 3 Carpet 1 6 No. 4 Carpet 1 3 Parlor Gem 2 2 Common Whisk 40 Fancy Whisk 8 Warehouse 2 50 CANNED GOODS. Tomatoes 80 @ 90 Corn 80 @ 100 Hominy 80 Beans, Limas 70 @ 1 30 Beans, Wax 75 Beans, String 70 Beans, Baked 75 @ 1 00 Beans, Red Kidney 50 @ 1 20 Succotash 50 @ 1 20 Peas 50 @ 85 Peas, French 2 25 Pumpkin 75 Mushroom 15 @ 22 Peaches, Pie 90 Peaches, Fancy 1 40 Apples, 3 lb 95 Apples, gallons 2 25 Cherries 90 Pears 70 Pineapple, grated 2 40 Pineapple, sliced 2 25 Pineapple, Farren 1 70 Strawberries 1 10 Blackberries 80 Raspberries 85 Oysters, 1-lb 85 Oysters, 2-lb 95 Salmon, Warren's 1 4 @ 1 60 Salmon, Alaska 1 25 Salmon, Klondike 90 Lobsters, 1-lb Star 3 00 Lobsters, 2-lb Star 3 40 Mac erel, 1-lb Mustard 10 Mackerel, 1-lb Soused 1 75 Mackerel, 1-lb Tomato 1 75 Shrimps 2 00 Sardines, 3/4 domestic 3 1/2 @ 7 1/2 Sardines, mstrd, dom 5 1/2 @ 7 1/2 Sardines, French 8 @ 22	COFFEE. Green 9 Rio 9 Fair 10 Good 10 Prime 11 Golden 12 Peaberry 13 Santos. Fair 12 Good 13 Prime 14 Peaberry 15 Mexican and Guatemala. Fair 15 Good 16 Fancy 17 Marsalibo. Prime 19 Milled 20 Java. Interior 19 Private Growth 20 Mandehling 21 Mocha. Imitation 20 Arabian 22 Roasted. Clark-Jewell-Wellis Co.'s Brands Fifth Avenue 29 Jewell's Arabian Mocha 29 Wells' Mocha and Java 24 Wells' Perfection Java 24 Sancelbo 21 Breakfast Blend 18 Valley City Maracalibo 18 1/2 Ideal Blend 14 Leader Blend 13	Farinaceous Goods. 24 1 lb. packages 1 50 Bulk, per 100 lbs 3 50 Grits. Walsh-DeRoo Co.'s Brand. 24 2 lb. packages 1 80 100 lb. kegs 2 70 300 lb. barrels 5 10	FLAVORING EXTRACTS. Jennings'. D. C. Vanilla 2 00 2 oz. 1 20 3 oz. 1 50 4 oz. 2 00 6 oz. 3 00 No. 8 4 00 No. 10 6 00 No. 2 T. 1 25 No. 3 T. 2 00 No. 4 T. 2 40 D. C. Lemon 2 00 2 oz. 1 20 3 oz. 1 50 4 oz. 2 00 6 oz. 3 00 No. 8 4 00 No. 10 6 00 No. 2 T. 1 25 No. 3 T. 2 00 No. 4 T. 2 40	POTASH. 48 cans in case 4 00 Babbitt's 4 00 Penna Salt Co.'s 3 00 PICKLES. Medium. Barrels, 1,200 count 3 75 Half bbls, 600 count 2 38 Small. Barrels, 2,400 count 4 75 Half bbls, 1,200 count 2 88 RICE. Domestic. Carolina head 6 1/2 Carolina No. 1 5 Carolina No. 2 4 Broken 3 1/2 Imported. Japan, No. 1 5 1/2 @ 6 Japan, No. 2 4 1/2 @ 5 Java, fancy head 5 1/2 @ 5 1/2 Java, No. 1 5 @ 5 Java, No. 2 4 @ 4	SCHULTE SOAP CO.'S BRANDS Clydesdale, 100 cakes, 75 lbs 2 75 No-Tax, 100 cakes, 62 1-2 lbs 2 00 Family, 75 cakes, 75 lbs 2 50 German Mottled, 60 cakes, 60 lbs 1 75 Cocoa Castile, 18 lbs., cut 1-4 & 1-2 1 80 Chipped Soap for Landries. Allen B. Wrisley's Brands. Old Country, 80 1-lb. bars 2 75 Good Cheer, 60 1-lb. bars 3 75 Uno, 100 3/4-lb. bars 2 50 Doll, 100 10-oz. bars 2 05

SPICES.

Whole Sifted.	
Allspice	12
Cassia, China in mats	14
Cassia, Batavia in bund	25
Cassia, Saigon in rolls	32
Cloves, Amboyna	12
Cloves, Zanzibar	14
Mace, Batavia	55
Nutmegs, fancy	60
Nutmegs, No. 1	60
Nutmegs, No. 2	45
Pepper, Singapore, black	3
Pepper, Singapore, white	2
Pepper, shot	15

Pure Ground in Bulk.

Allspice	7
Cassia, Batavia	30
Cassia, Saigon	40
Cloves, Zanzibar	14
Ginger, African	15
Ginger, Cochinchina	18
Ginger, Jamaica	23
Mace, Batavia	55
Nutmegs	12@18
Pepper, Sing., black	15
Pepper, Sing., white	22
Pepper, Cayenne	20
Sage	15

SYRUPS.

Corn.	
Barrels	17
1 doz. 1 gal. cans	19
1 doz. 1/2 gal. cans	29
2 doz. 1/4 gal. cans	170
2 doz. 1/8 gal. cans	175
Pure Cane.	
Fair	16
Good	20
Choice	25

STARCH.



Kingsford's Corn.

40 1-lb packages	6
20 1-lb packages	6 1/2
Kingsford's Silver Gloss.	
40 1-lb packages	6 1/2
6-lb boxes	7

Diamond.

64 10c packages	5 00
128 5c packages	5 00
32 10c and 64 5c packages	5 00

Common Corn.

20 1-lb packages	5
40 1-lb packages	4 1/2
Common Gloss.	
1-lb packages	4 1/2
3-lb packages	4 1/2
6-lb packages	3
40 and 50 lb boxes	3
Barrels	3

STOVE POLISH.



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

SUGAR.

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

Domino	5 25
Cut Loaf	5 10
Crushed	5 50
Powdered	5 13
XXXX Powdered	5 25
Cubes	5 13
Granulated in bbls	5 00
Fine Granulated	5 10
Extra Fine Granulated	5 13
Extra Coarse Granulated	5 13
Mould A	5 25
Diamond Coffee A	5 00
Confec. Standard A	4 88
No. 1	4 63
No. 2	4 63
No. 3	4 63
No. 4	4 56
No. 5	4 50
No. 6	4 44
No. 7	4 38
No. 8	4 31
No. 9	4 25
No. 10	4 19
No. 11	4 19
No. 12	4 19
No. 13	4 19
No. 14	4 19
No. 15	4 14
No. 16	4 19

TOBACCOS.

Cigars.	
Clark-Jewell-Well's Co.'s brand.	
New Brick	33 00
H. & P. Drug Co.'s brand.	
Quintette	35 00

G. J. Johnson Cigar Co.'s brand.



S. C. W.

Ruhe Bros. Co.'s Brands.

Double Eagle's, 6 sizes	55@70 00
Gen. Maceo, 5 sizes	55@70 00
Mr. Thomas	35 00
Cuban Hand Made	35 00
Crown Five	35 00
Sir William	35 00
Club Five	35 00
Gene Grant and Lee	35 00
Little Peggy	35 00
Signal Five	35 00
Knights of Pythias	35 00
Key West Perfects, 2 sz	55@60 00

TABLE SAUCES.

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

VINEGAR.

Malt White Wine, 40 grain	7
Malt White Wine, 50 grain	10
Pure Cider, Red Star	12
Pure Cider, Robinson	11

WICKING.

No. 0, per gross	20
No. 1, per gross	25
No. 2, per gross	35
No. 3, per gross	55

Crackers.

The National Biscuit Co. quotes as follows:

Butter.	
Seymour XXX	5 1/2
Seymour XXX, 3 lb. carton	6
Family XXX	5 1/2
Salted XXX	6
New York XXX	6
Wolverine	6
Boston	7 1/2
Soda.	
Soda XXX	6
Soda XXX, 3 lb. carton	6 1/2
Soda, City	8
Long Island Wafers	11
L. I. Wafers, 1 lb. carton	12
Zephyrette	10
Oyster.	
Saltine Wafer	5 1/2
Saltine Wafer, 1 lb. carton	6 1/2
Farina Oyster	5 1/2
Extra Farina Oyster	6

SWEET GOODS—Boxes.

Animals	10 1/2
Bent's Water	15
Cocoanut Taffy	10
Coffee Cake, Java	10
Coffee Cake, Iced	10
Cracknels	15 1/2
Cubans	11 1/2
Frosted Cream	8
Ginger Gems	8
Ginger Snaps, XXX	7 1/2
Graham Crackers	8
Graham Wafers	10
Grand Ma Cakes	9
Imperial	8
Jumbles, Honey	11 1/2
Marshmallow Creams	15
Marshmallow Walnuts	16
Mich. Frosted Honey	12 1/2
Molasses Cakes	8
Newton	12
Nic Nacs	8
Orange Gems	8
Penny Assorted Cakes	8 1/2
Pretzels, hand made	8
Seers' Lunch	7
Sugar Cake	8
Sugar Squares	9
Vanilla Wafers	14
Sultanas	12 1/2

Oils.

Barrels.	
Eocene	11 1/2
XXX W.W. Mich. Hdt	10
W.W. Michigan	9 1/2
Diamond White	8 1/2
D. S. Gas	9 1/2
Deo. Naptha	7 1/2
Cylinder	9 1/2
Engine	11
Black	11

Candies.

Stick Candy.	
Standard	bbls. pairs 6 1/2 @ 7
Standard H. H.	6 1/2 @ 7
Standard Twar.	6 @ 8
Cut Loaf	6 @ 8
Jumbo, 32 lb	@ 6 1/2
Extra H. H.	@ 8 1/2
Boston Cream	@ 0

Mixed Candy.

Grocers	@ 6
Competition	@ 6 1/2
Standard	@ 7
Conserve	@ 7 1/2
Royal	@ 7 1/2
Ribbon	@ 9
Broken	@ 8 1/2
Cut Loaf	@ 8
English Rock	@ 8
Kindergarten	@ 8 1/2
French Cream	@ 9
Dandy Pan	@ 10
Valley Cream	@ 13

Fancy-In Bulk.

Lozenges, plain	@ 8 1/2
Lozenges, printed	@ 8 1/2
Choc. Drops	@ 0 1/2
Choc. Monumentals	@ 0 1/2
Gum Drops	@ 5
Moss Drops	@ 8
Sour Drops	@ 9
Imperial	@ 9

Fancy-In 5 lb. Boxes.

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

Caramels.

No. 1 wrapped, 2 lb. boxes	@ 35
No. 1 wrapped, 3 lb. boxes	@ 50
No. 2 wrapped, 2 lb. boxes	@ 50

Fruits.

Oranges.	
Mexicans Florida	
style box	@ 3 50
Fancy Navels	@ 3 50
Choice	@ 3 25
Lemons.	
Strictly choice 300s.	@ 3 50
Strictly choice 300s.	@ 3 50
Fancy 300s	@ 3 75
Ex. Fancy 300s	@ 4 00
Ex. Fancy 300s	@ 4 00
Bananas.	
Medium bunches	1 00 @ 1 25
Large bunches	1 50 @ 1 75

Foreign Dried Fruits.

California Fancy	@ 16
Choice, 10 lb boxes	@ 15
Extra choice, 10 lb boxes new	@ 18
Fancy, 12 lb boxes	@ 22
Imperial Mikados, 18 lb boxes	@ 2
Pulled, 6 lb boxes	@ 2
Naturals, in bags	@ 7

Dates.

Fards in 10 lb boxes	@ 10
Fards in 60 lb cases	@ 6
Persians, P & V	@ 5 1/2
Sais, 60 lb cases	@ 5

Nuts.

Almonds, Tarragona	@ 16
Almonds, Ivaca	@ 14
Almonds, California, soft shelled	@ 15
Brazils new	@ 8 1/2
Pilberts	@ 11
Walnuts, Calif No. 1	@ 13
Walnuts, Calif No. 2	@ 11
Walnuts, soft shelled	@ 12
Table Nuts, fancy	@ 11
Table Nuts, choice	@ 10
Pecans, Med.	@ 7 1/2
Pecans, Ex. Large	@ 9
Pecans, Jumbos	@ 12
Hickory Nuts per bu.	@ 10
Ohio, new	@ 1 60
Cocanuts, full sacks	@ 4 0
Chestnuts per bu	@ 4 00

Peanuts.

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

Grains and Feedstuffs.

Wheat.

Winter Wheat Flour.	
Local Brands.	
Patents	4 0
Second Patent	3 50
Straight	3 25
Clear	3 00
Graham	3 50
Buckwheat	4 25
Rye	3 25

Subject to usual cash discount.

Flour in bbls, 25c per bbl. additional.

Ball-Barnhart-Putman's Brand

Daisy	3 40
Daisy	3 40
Jaisy	3 40

Worden Grocer Co.'s Brand

Quaker	3 40
Quaker	3 40
Quaker	3 40

Spring Wheat Flour.

Clark-Jewell-Well's Co.'s Brand.	
Pillsbury's Best	4 40
Pillsbury's Best	4 3
Pillsbury's Best	4 20
Pillsbury's Best	4 10
Pillsbury's Best	4 10

Ball-Barnhart-Putman's Brand.



Duluth Imperial	4 2
Duluth Imperial	4 0
Duluth Imperial	4 0

Lemon & Wheeler Co.'s Brand.

Gold Medal	4 25
Gold Medal	4 15
Gold Medal	4 15
Parisian	4 2
Parisian	4 5
Parisian	4 05

Olney & Judson's Brand.

Ceresota	4 40
Ceresota	4 3
Ceresota	4 20

Worden Grocer Co.'s Brand.

Laurel	4 5
Laurel	4 5
Laurel	3 85

Meat.

Bolton	1 90
Granulated	2 10

Feed and Millstuffs.

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

Old corn, car lots

New corn, car lots	37 1/2
Less than car lots	40

Oats.

Car lots	31
Carlots, clipped	35 1/2
Less than car lots	37

No. 1 Timothy carlots

No. 1 Timothy carlots	8 50
No. 1 Timothy ton lots	9 50

Fish and Oysters.

Fresh Fish.	
Per lb.	

Whitefish	@ 17
Trout	@ 9
Black Bass	@ 10
Halibut	@ 18
Ciscoes or Herring	@ 5
Bluefish	@ 17 1/2
Live Lobster	@ 20
Boiled Lobster	@ 22
Cod	@ 10
Haddock	@ 8
No. 1 Pickerel	@ 9
Pike	@ 8 1/2
Perch	@ 5
Smoked White	@ 8
Red Snapper	@ 10
Col River Salmon	@ 12
Mackerel	@ 18

Oysters in Cans.

F. H. Connors	@ 35
F. J. D. Selects	@ 27
Selects	@ 2
F. J. D. Standards	@ 20
Anchor	@ 18
Standards	@ 16
Standards	@ 14

Bulk.

Counts	gal.
X Selects	1 60
Sel. cts.	1 20
Anchor Standards	1 10
Standards	1 00
Clams	1 25

Shell Goods.

Oysters, per 100	1 25 @ 1 50
Clams, per 100	@ 1 00

Provisions.

Swift & Company quote as follows:

Barreled Pork.	
Mess	9 50
Back	10 50 @
Clear back	10 25 @ 10 5

Hardware

Evil Effects of Being Overstocked.

The tendency to overbuy seems to be one of the greatest difficulties that the hardware merchant of the period has to overcome. Many a merchant goes to the market and, as it would seem, buys with the idea that he is purchasing something that can not be duplicated. When buying, he does not seem to look into the future, realizing that the bills he is making are to mature. How much better, on the other hand, would it be for him to buy a bill, say to-day, and in sixty days duplicate it, thus spreading the payments, than to buy the whole amount at one time. How much discount could be saved upon this plan. Many times he could discount his bills by splitting them up, whereas, by making them large at the beginning of the season, he is driven to the necessity of letting them run to maturity, or even worse, he finds it necessary to take them up by notes.

The retail merchant should realize that by cautious buying he almost entirely eliminates the chance of being overstocked. The moment a merchant gets into the condition of being overstocked, he wants an extension. For the most part he attributes the cause of his embarrassment to the weather, or to the condition of the crops, whereas the true reason is that he has been carelessly overbuying.

The condition of business to-day is such that it is only a matter of a very few days after an order is given until the goods are in the store of the merchant. This justifies frequent purchases in comparatively small amounts. How many times are letters received by the wholesaler from a retail dealer, saying: "I can not possibly send you a check at present. Much to my regret I find my stock very little broken. I am afraid I am overstocked." Then it becomes evident that had the merchant bought lighter, he would have been in better shape to meet his bills.

Almost any house would prefer an account that is active—that is, where purchases are made frequently, with the bills maturing at different dates—to an account in which the purchases are made only two or three times a year, in large amounts, at the maturity of which it is necessary to close the account by notes. Every merchant has felt at one time or another the ill effects of being overstocked. The chief trouble is that they do not profit by experience.

My advice to all is this: At the opening of the season buy a good assortment and then duplicate the goods as you find you need them. By adhering to this plan you will find that at the end of the season you will be in position to purchase an entirely new line of goods, without finding it necessary to sell off at a loss what you would otherwise carry over at a considerable cost and at the same time find yourself overstocked.

J. HURST PURNELL.

Window Display in the Hardware Store From Stoves and Hardware Reporter.

City hardware stores have put their best feet foremost, so to speak, in making striking and attractive window displays of their most desirable goods. Novel ideas are frequently executed in a most original manner. One of the cleverest which was observed and which drew large crowds unceasingly was a miniature pond with brownies skating upon it. The latter kept moving around incessantly, and, as it has been said quite frequently, moving objects in

windows attract more attention. The mechanism of the brownie's pond was quite simple and could be easily made, with little cost. The little representation which was seen by the writer was made in this fashion: A circular piece of smooth glass was set in the center of the window. Sand was heaped around the edge of the glass, which was intended to represent water, and the sand served as banks. A moving magnet was put under the glass which carried the brownies around by means of magnetism attracting the steel skates. There were three figures on the pond, one going backward, and two forward, and altogether they made a quaint and strange looking trio, as they slid on and on without ceasing. In another window of the same store, cutlery, pocket knives, manicure and toilet sets, and different useful small articles in this class were artistically and skillfully arranged amid the soft folds of some drapery, and at each side mirrors were set in an oblique way so as to reflect the goods and give the impression that there were innumerable quantities of them. Long vistas stretched out indefinitely mirrored by the glass and the effect was most pleasing. Another hardware store made a sensible display of many desirable and useful articles which would serve as Christmas gifts. Crumb trays, carving sets, tea and coffee pots, etc., in most pleasing and picturesque array, formed a window display which doubtless sold a great many goods. It was the kind of a one which appeals strongly to the feminine mind and pocket book, for all those goods combine the rare attributes of utility and ornament. Holiday time is the period when window displays are the most effectual advertisers, for by them people often judge of the contents of the store.

The Old Local Preacher.

Of many sunny pictures which I keep on Memory's wall,
The village Local Preacher is the brightest one of all;
The idol of my childhood and the pattern of my youth,
The kindest, bravest, best of men—all gentleness and truth.

I can not look upon that face and form enrobed in black,
The furrowed cheeks and frosted locks, but want to call them back;
The echo of his earnest plea from altar-rail in prayer
I never hear from out the past but see him kneeling there.

He always was at meeting ere the bell had ceased to ring;
Was always in the spirit, and could preach or pray or sing.
I hear e'en now an ancient tune from Amen Corner rise—
It really must be his old voice from mansions in the skies.

He shared his pastor's preaching, but never shared his pay,
And did his Christian duty in a Christian preacher's way;
But never thought he once of gain on this side Jordan's flood,
Content to lay his treasures up within the Bank of God.

He lived in close communion with the Father and the Son—
The Father, Son and Spirit and preacher all were one;
And when he blew the "Gospel trumpet"—"the gladly solemn sound"—
Men fell as dead, like autumn leaves, upon the silent ground.

His sermons were not "science talks" on Evolution's plan;
He cast the Gospel net for souls and drew them safe to land:
Repentance, Faith and Pardon free, through trust in Jesus' name,
And heart made clean in Calvary's flood, his simple creed became.

Glad could he but one outcast lift—one lost in crime's black night—
Up from a life of sin and shame, up to a life of light;
Happy with his latest breath to gasp the Savior's name,
Preach Him to all and cry in death: Behold, Behold the Lamb!

REV. D. H. KENNY.

Merely Furniture.

The Fat Man—I believe my wife looks on me as a piece of furniture.
The Thin Man—Very likely; but how did you find it out?
"She told me the other day that my chin was so handsome that I ought to grow a beard to protect it from the weather."

Oatman's Handy Hoops

For Tubs,
Pails or
Barrels

Put up in neat display box,
and rivets included.

Patent applied for.



No. to order by.	Inches wide.	Inches long.	Box of 50.	Box of 25.
0	$\frac{5}{8}$	39	\$1.75	
1	$\frac{7}{8}$	73	3.30	
2	1	80	4.00	
3	$1\frac{1}{4}$	80		\$3.00
4	$1\frac{1}{2}$	80		4.00

These hoops are flared, with one end punched all ready to get the size and rivet together by placing the tub bottom side up, and putting the hoop around with the punched end lapped on the outside, so that you can mark for the two holes to be punched.
These hoops do away with the annoyance of pulling a bundle of hoop iron apart to get a few cents' worth of hooping. For sale by

FOSTER, STEVENS & CO., GRAND RAPIDS.

CLARK-RUTKA-JEWELL Co.

38 AND 40 S. IONIA ST.
OPPOSITE UNION DEPOT

GRAND RAPIDS, MICHIGAN.

FULL LINE OF

KRAUT AND SLAW CUTTERS
MEAT CHOPPERS
BARN DOOR HANGERS
BAR IRON
SHELF AND HEAVY HARDWARE
COMMON WIRE AND
CEMENT-COATED NAILS.

Strictly wholesale. Orders filled promptly at bottom ruling prices. Mail orders solicited.

WILLIAM REID

Importer and Jobber of

POLISHED PLATE
WINDOW
ORNAMENTAL

GLASS

PAINT

OIL, WHITE LEAD,
VARNISHES
BRUSHES

GRAND RAPIDS, MICH.

We have the largest and most complete stock of Glass and Paint Goods in Western Michigan. Estimates furnished. All orders filled promptly. Distributing agents for Michigan of Harrison Bros. & Co.'s Oil Colors, Dry Colors, Mixed Paints, Etc.

REPRESENTATIVE RETAILERS.

George Lentz, a Pioneer Merchant of Newaygo County.

One of the most interesting towns in its reminiscences of the earliest days in Western Michigan lumbering is the little hamlet of Croton, in Newaygo county. Located on the Muskegon River between Newaygo and Big Rapids, this was early an important point in the lumber industry, becoming the headquarters, or assuming prominence, in the operations of many of the best-known lumber magnates, as Blodgett, Stimson, Mitchell, Higbee and Squires, and a host of those whose less fortunate careers have consigned their names to obscurity.

The village of Croton is picturesquely located at the confluence of three streams—the Muskegon, the Little Muskegon and Tamarack Rivers—and is nine miles above Newaygo, the county seat. On account of its distance from railroads the finishing of the lumber business affected the town in even greater degree than was usual in its more fortunately-situated neighbors. Then, to add to its demoralization, the final winding up of the industry was accompanied by a disastrous flood in which the streams destroyed the mills, lumber and flouring, the dams and bridges, strewing the lowlands with wreckage, thus giving the town a most desolate appearance. The development of farming interests, however, is now rapidly advancing and the town is again becoming quite a trading center the principal lack now being a new flouring mill to take the place of the one destroyed by the flood.

Among the men longest identified with the varying fortunes of this interesting locality is the well-known general dealer, George Lentz, who came into the woods as a boy of 20, in 1856. Mr. Lentz is a German by nationality, having been born on the Rhine in Prussia, in 1836. In his early boyhood he came with his parents and the family to Richfield, Washington county, Wisconsin, with one of the early colonies which has made that locality almost exclusively German to this day.

The first opportunity for work which presented to the young fortune-seeker was in the lumber woods for a man then prominent in the industry, but whose rascality early buried his name in oblivion, John Porterfield. The young man's relations with Mr. Porterfield were terminated by the latter suddenly leaving the country as a defaulter, and Mr. Lentz was among those who were cheated out of their wages. He then sought employment with a French lumberman, Pitre Lelot. His term of service with Mr. Lelot ended in similar manner, as the Frenchman deserted his creditors and his family. With better prospects he undertook his third engagement, with one Wm. Davis, who indeed, did not abscond, but through some dispute made it necessary for the boy to collect his wages at the end of a lawsuit, with the usual tribute to the unscrupulous legal aids of that day and locality. Payment was finally made in funds on the bank of Daniel Ball in Grand Rapids; before they were utilized the bank had failed and Mr. Lentz came out at the end with only \$1. He then obtained employment with the firm of Mitchell & Higbee, with whom his fortunes began to improve, as this firm paid its men regularly and promptly. This employment continued about four years until the senior partner died

and the business passed into other hands.

At this time, as the young lumberman showed some aptness in business, he was given a position in the store of G. & A. Truesdell, who occupied the room where Mr. Lentz is trading today. The next four years were profitable to him in gaining business experience, but with the care of a family, which he had now assumed, the wages of a clerk gave him little chance to lay up money. At the end of four years the firm sold out to J. F. Gauweiler and Mr. Lentz transferred his services to the new concern, with whom he remained in the same capacity for eight years. It was during the time of the Truesdells and the early years of their successor that the trade in this store reached its greatest volume, amounting to over \$100,000 per year during a portion of the time.

But the panic of 1873 found Mr. Gauweiler unable to cope with its flood and Mr. Lentz was forced to take some teams out of the wreck as the proceeds of his years of toil. He then turned his attention to teaming, which industry he followed for the next six years. He then sold his teams for \$400 and with this sum started in the grocery business, a week later taking in Charles Merritt and enlarging to a general store. This was located in the building next to the old store where he had been employed so long. Six months later he sold out to Mr. Merritt and, with his capital increased to \$500, opened another grocery store. Six months later Mr. Lentz had a stock of \$1,200 paid for and \$200 in cash. Mr. Merritt had invested \$2,400 in the business which Mr. Lentz had withdrawn from, and he now offered to give a half interest in the whole to the former if he would unite the two enterprises. This he did, thus receiving one-half of \$3,600. About a year later Mr. Merritt died, leaving a stock of goods on hand of \$6,850. Mr. Lentz bought the interest of his partner at his death, and had paid for it and was out of debt in two years. He then bought the old store where his first mercantile experience began, and has been trading there since, a period of fourteen years.

Mr. Lentz was married to Martha Tucker, a young lady of Croton. The family consists of a son and two daughters; and, although the son is a bachelor, Mr. Lentz is proud of having twelve grandchildren.

After Mr. Lentz occupied his present stand his trade was large for eight or nine years, until the vicissitudes of the lumber industry lessened it somewhat. But it is now steadily growing with the increase in farming, and Mr. Lentz looks forward to many quiet, pleasant years in the place which has become endeared to him by so long a period of toil and change.

Increased Risk.

"Yes, I've made up my mind to have my life insured."

"Any particular reason for it?"

"Going to be married next week."

"Let's see, you're one of these popular fellows, aren't you?"

"Why, I fancy I'm pretty well known."

"Well, we can't insure you until the wedding is over."

"Why not?"

"Because there's no telling what your fool friends will do to you before you get out of town."

A woman would never be successful in running for office; she would have to stop too often to see if her hat was on straight.

Hardware Price Current.

AUGURS AND BITS	
Snell's.....	70
Jennings, genuine.....	25&10
Jennings, imitation.....	60&10
AXES	
First Quality, S. B. Bronze.....	5 00
First Quality, D. B. Bronze.....	9 50
First Quality, S. B. S. Steel.....	5 50
First Quality, D. B. Steel.....	10 50
BARROWS	
Railroad.....	\$12 00 14 00
Garden.....	net 30 00
BOLTS	
Stove.....	60&10
Carriage new list.....	70 to 75
Plow.....	50
BUCKETS	
Well, plain.....	\$ 3 25
BUTTS, CAST	
Cast Loose Pin, figured.....	70&10
Wrought Narrow.....	70&10
BLOCKS	
Ordinary Tackle.....	70
CROW BARS	
Cast Steel.....	per lb 4
CAPS	
Ely's 1-10.....	per m 65
Hick's C. F.....	per m 55
G. D.....	per m 35
Musket.....	per m 60
CARTRIDGES	
Rim Fire.....	50& 5
Central Fire.....	25& 5
CHISELS	
Socket Firmer.....	80
Socket Framing.....	80
Socket Corner.....	80
Socket Slicks.....	80
DRILLS	
Morse's Bit Stocks.....	60
Taper and Straight Shank.....	50& 5
Morse's Taper Shank.....	50& 5
ELBOWS	
Com. 4 piece, 6 in.....	doz net 50
Corrugated.....	1 25
Adjustable.....	dis 40&10
EXPANSIVE BITS	
Clark's small, \$18; large, \$26.....	30&10
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List	
New American.....	70&10
Nicholson's.....	70
Heller's Horse Rasps.....	60&10
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16.....	17
Discount, 75 to 75-10.....	17
GAUGES	
Stanley Rule and Level Co.'s.....	60&10
KNOBS—New List	
Door, mineral, jap. trimmings.....	70
Door, porcelain, jap. trimmings.....	80
MATTOCKS	
Adze Eye.....	\$16 00, dis 60&10
Hunt Eye.....	\$15 00, dis 60&10
Hunt's.....	\$18 50, dis 20&10
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
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
3 advance.....	45
2 advance.....	70
Fine 3 advance.....	50
Casing 10 advance.....	15
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	25
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel ½ advance.....	85
PLANES	
Ohio Tool Co.'s, fancy.....	\$2 50
Sciotia Bench.....	60
Sandusky Tool Co.'s, fancy.....	\$2 50
Bench, first quality.....	\$2 50
Stanley Rule and Level Co.'s wood.....	60
PANS	
Fry, Acme.....	60&10&10
Common, polished.....	70& 5
RIVETS	
Iron and Tinned.....	60
Copper Rivets and Burs.....	60
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27.....	10 20
"B" Wood's patent planished, Nos. 25 to 27.....	9 20
Broken packages ¼¢ per pound extra.	
HAMMERS	
Maydole & Co.'s, new list.....	dis 35
Kip's.....	dis 25
Yorke & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30¢ lbs 70
Blacksmith's.....	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, ¼ inch and larger.....	9½
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 26.....	3 10 2 65
No. 27.....	3 20 2 75
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.	
SAND PAPER	
List acct. 19, '88.....	dis 50
SASH WEIGHTS	
Solid Eyes.....	per ton 20 00
TRAPS	
Steel, Game.....	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.....	62½
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, nickleed.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	80
Coe's Patent, malleable.....	80
MISCELLANEOUS	
Bird Cages.....	50
Pumps, Cistern.....	80
Screws, New List.....	85
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	50
METALS—Zinc	
600 pound casks.....	7½
Per pound.....	7½
SOLDER	
¼@¼.....	12½
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
TIN—Melyn Grade	
10x14 IC, Charcoal.....	\$ 5 75
14x20 IC, Charcoal.....	5 75
20x14 IC, 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 IC, Charcoal.....	5 50
14x20 IC, Charcoal.....	5 50
Each additional X on this grade, \$1.50.	
ROOFING PLATES	
14x20 IC, Charcoal, Dean.....	4 50
14x20 IC, Charcoal, Dean.....	5 50
20x28 IC, Charcoal, Dean.....	9 00
14x20 IC, Charcoal, Allaway Grade.....	4 00
14x20 IC, Charcoal, Allaway Grade.....	5 00
20x28 IC, Charcoal, Allaway Grade.....	8 00
20x28 IC, Charcoal, Allaway Grade.....	10 00
BOILER SIZE TIN PLATE	
14x56 IC, for No. 8 Boilers, per pound.....	9
14x56 IC, for No. 9 Boilers, per pound.....	9

UP TO DATE CUTS FOR ALL PURPOSES TRADESMAN COMPANY GRAND RAPIDS

VALUE OF EDITORIAL OPINION.

Truman A. De Wesse, a practical journalist, at present of the editorial staff of the Chicago Times-Herald, is the author of the article in the Forum for December on "Journalism: Its Rewards and Its Opportunities." This article insists not so much upon the importance of journalism as upon the value of personal distinction and influence in the discharge of its duties. "Irresponsible newspaper writing," says Mr. De Wesse, "means decadence of power and the gradual decline of a profession that should be paramount in its range of influence over all human endeavor." This claim of universal inspiration and direction for the newspaper will probably strike the majority of the patrons of the press as somewhat excessive. It is evidently made by a writer who is most of all impressed with the importance of the matter known as editorial.

It is the proper business of newspapers to publish the news and to comment upon it. Probably the greater number of newspaper readers never think of reading all the editorials in their daily paper, or of looking to it for light and guidance in all the interests of their lives. Most men will say that they read newspapers to learn what is going on, to get at the actual facts of the situation in politics, in business and in every other sphere of human activity with which they are concerned, and not to ascertain the opinions of anonymous writers whose judgment may be no better than their own. On the other hand, while very few care to read every editorial even in their favorite papers, there are not many who will deliberately skip an article on a subject in which they are deeply interested. And for this there are several reasons. In the first place, a man will usually listen to a carefully stated opinion, supported by fact and argument, in regard to any question which concerns his own welfare, or which on any account either elicits his sympathy or excites his opposition. He is especially willing to hear those whose interest in the matter is identical with his own, or who are generally of his way of thinking. Then there is the just reflection that the editorial writer is probably in possession of the main facts, and has thought the whole thing over with at least an average degree of intelligence. Finally, great weight is attached to the fact that the newspaper is to some extent an organ of public opinion. There may be a division of public opinion, but the newspaper will be in any case the most thoroughly representative exponent of its own side. But the importance of editorials is, perhaps, principally due to the fact that they are usually read by the most intelligent class.

A Bismarck dies. Everybody knows something about him, but hardly any one is able to state the decisive achievements of his life exactly in their due order, or, so to speak, in correct perspective. Your newspaper not only repairs the defects of your memory in supplying you with a perfectly reliable sketch of his career, but it adds an analysis of his character and an estimate of the consequence of his work as a whole. This matter is furnished by professional journalists who have known for years that they might be called upon at any hour to do it, and who, therefore, meet the sudden event with elaborate preparation. The sagacious journalist sees coming events in the shadows which they cast before them, and is not

often caught napping. New departures in politics are the result of tendencies that have long been obvious enough to trained observers and careful students of the public mind. The journalist keeps his eye on the drift of events, and, when the time comes, he is ready with the law and the facts, the statistics and the argument. Take, for instance, the question of territorial expansion with which American statesmanship has now to deal. The prudent journalist began storing away ammunition as soon as there was the slightest reason to suspect that the settlement of the Spanish war might involve considerations ulterior to the immediate casus belli. His preparation in this instance involved a review both of international and of constitutional law, and a study of the internal condition of the great powers of Europe to ascertain the causes of their common colonizing tendency. It is this habit of preparation, more than anything else perhaps, which gives to the editorial utterance its special value. Other men look ahead along the line of indication in their own business; but the editor is directly interested in every business, and, to quote a famous line from an old Roman poet, he counts nothing that is human foreign to himself. Editorial writing, then, is not merely "the criticism of the moment at the moment," but it is rather the criticism of the anticipated moment.

Intelligent men understand the value of this editorial preparation, and this is one reason why editorials are read by the best class of newspaper readers. But Mr. De Wesse thinks the editorial is most influential when it is re-enforced by the power of the writer's own personality. "Every editorial and every article in a newspaper," he says, "should be signed by the writer. The people who read newspapers should be able to identify every editorial utterance with a robust and potential personality which stands for the best attainment in some particular department of knowledge. This means individualization and specialization, both indispensable elements in any line of successful professional endeavor." For obvious reasons, however, the application of this rule is, for the most part, impossible in general journalism.

Business Change at Hamilton.

Hamilton, Dec. 27.—The reported change in the firm of Klomparsen & Brower will take place Jan. 1. when the firm name will be changed to Brower Bros. & Co. Mr. Klomparsen will retire from actively taking part in the management of the business and is succeeded by Benj. Brower, lately of Holland. There will be practically no change in the rating of the firm, the new firm taking all the assets and assuming all liabilities. While the assets of the new firm will be the same, the private property of the partner, outside of that engaged in business, will be considerably increased by the addition of another member.

KLOMPARENS & BROWER.

Potter & Son will open a new drug store at Rockford about Jan. 1. The Hazeltine & Perkins Drug Co. furnished the stock.

Wm. Barrett, baker at Lansing, has added a line of groceries. The Ball-Barnhart-Putman Co. furnished the stock.

Loucks & Blom succeed Bauman & Co. in the retail cigar business at 19 East Bridge street.

Lawyers are men who work with a will. Doctors often provide the way.

Business Men Interested in Increasing the Army.

From the New York Commercial.

The business man ought not to forget that his real business extends a great deal farther than the walls of the building in which his immediate business is done. It extends even farther than to the warehouse of his most remote customer. The fact is that it covers the entire world and has an interest in the temper of every government on earth toward the government under which he lives and of which, in this Republic at least, he is a necessary part. While on the one hand a business man can not afford to be a jingo, rather needing to be pacific, hospitable, liberal and humane in order to take the best hold of men and markets, yet, on the other hand, he can by no means afford to be a complaisant innocent, with an overgrown-boy sort of good nature which never even suspects that a stout cudgel and the disposition and ability to wield it on proper occasion may be very necessary to his existence.

It is from this point of view that we are inclined to look upon the movement to increase our standing army to such a size as will be efficient to protect our coasts from invasion by any ill-tempered nation or combination of nations that might be tempted, by our immense and ever-increasing wealth, to wring from us an indemnity large enough, perhaps, to pay all the expenses of such an army as we require for a half century. Every business man is as much interested in this matter as he would be in keeping a good roof on his warehouse or in preventing its foundation from giving way. Nothing is so disastrous to business as a war which throws a nation in terror and holds every enterprise in suspense until peace is restored. To prevent such a catastrophe we should have not merely an army of this or that arbitrary number of men, but of such a number, backed with such training and efficiency, that it would be entirely capable of meeting and destroying any force from abroad which could effect a landing en masse upon any part of our coast. If we have this, we shall never have occasion to use it; if we do not have it, we shall have occasion to repent the not having it only too soon.

Military defense is a science that will not be out of date for a long time to come. The millennium still halts a long way behind the very far horizon. The Czar of Russia pleads for a general disarmament, and immediately thereafter makes contracts for 6,000 rapid-fire guns; and it does seem as if human nature is such that you can only bring about disarmament by being heavily enough armed yourself to make the other fellow disarm.

There are two bad things about cigarette smoking: first the cigarette and, second, the fellow who smokes it.

Some men are born great, and some have to be elected.

Life is full of trials—and the lawyers are glad of it.

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.

PHOTOGRAPH GALLERY TO RENT AFTER Jan. 1. best location and oldest stand in the city. Write Alpena County Savings Bank, Alpena, Mich. 797

TO EXCHANGE—\$250 HARRISON INDEPENDENT Telephone stock for a first-class meat market and fixtures, etc., or general merchandise of equal amount. Address Lock Box 33, McBride's, Mich. 796

FOR SALE CHEAP—12 LIGHT ACETYLENE gas machine and fixtures. Address Howard Price & Co., Kalamazoo, Mich. 798

FOR SALE—NEW, CLEAN STOCK OF HARDWARE and implements, invoicing from \$2,500 to \$3,000. Also ware-rooms, store and dwelling; good location. Inspection of property solicited. No trade. Address Hardware, care Michigan Tradesman. 800

I PAY CASH QUICKLY AND PROMPTLY for stocks of merchandise of any kind and size, at a discount. Communications held strictly confidential. Address A. E. Poulsen, LaGrange, Ind. 783

WANTED—A STOCK OF GENERAL MERCHANDISE or hardware in small town. Will pay cash. Address No. 799, care Michigan Tradesman. 799

SIX BEAUTIFUL LOTS IN HARVEY, TWO miles from Chicago for sale or trade for farming land or city property in Central or South in Michigan. The above lots are first-class, centrally located, taxes low and paid to date, title guaranteed. A fine investment in one of Chicago's most prosperous suburbs. For particulars write to Box No. 444, Harbor Springs, Mich. 789

FOR SALE—RESIDENCE LOT, HOUSES and lots and 40 acres of improved farming land near Kalamazoo, which I will sell cheap for cash on long time or exchange for stocks of merchandise anywhere in Michigan or Indiana. Inspection of properties solicited. F. E. Bushman, 714 So. Park St., Kalamazoo, Mich. 788

FOR POTATOES IN CAR LOT, ADDRESS Wade Bros., Cadillac or Traverse City, Mich. 793

120 ACRE FARM, VALUED AT \$400, FREE and clear from encumbrance, to trade for merchandise; also \$10,000 worth of Grand Rapids property, free and clear, to exchange for merchandise. Address Wade Bros., Cadillac or Traverse City, Mich. 792

TO EXCHANGE FOR GENERAL MERCHANDISE—40 acre fruit farm, choice trees just commenced to bear, fine location in the famous Michigan fruit belt, 1/4 miles from town; also a grain farm and stock farm. Give full particulars of stock in first letter. Address Lock Box 5, Breedsville, Van Buren Co., Mich. 787

FOR SALE—A FINE WINTER HOME AT McMeekin, Florida, 26 miles west of Palatka; five acres of land, 150 orange trees to bear next spring, also pears, plums, figs, grapes and berries; ten minutes' walk from depot and post-office; two-story, seven-room house, with verandas; good well of water and good neighbors; land slopes down to Mirror Lake; two other lakes in sight; small barn, buggy house and sheds; price, \$1,500. A. H. McClellan, Biscayne, Florida. 785

FOR SALE—CHEAP, IF TAKEN AT ONCE, wholesale butter and egg business. Call or write 98 South Division St., Grand Rapids. 791

FOR SALE—GROCERY BUSINESS, GOOD location and good trade. Reason for selling, other business on hand. Address No. 795, care Michigan Tradesman. 795

FOR SALE—CLEAN SHOES STOCK IN GROWING manufacturing town of 5,000, county seat, surrounded by good farming trade. Will sell at a bargain as owner has other business which demands his attention. Address No. 784, care Michigan Tradesman. 784

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

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 tines, magnificent cherry top, Tufts' pattern, \$1.10, \$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 sale-man cases, bev 1 d. plate, grand; \$1,000, \$10 per month 6 per cent. Address 766, care Michigan Tradesman. 766

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

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

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

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

COUNTRY PRODUCE

WE PAY SPOT CASH ON TRACK FOR BUTTER and eggs. It will pay you to get our prices and particulars. Stroup & Carmer, 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 Caulkett & 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.

WANTED—SITUATION IN DRUG STORE by young man 22 years of age; three years of practical experience. Address E. V. Madison, East Jordan, Mich. 801

SITUATION WANTED—BY REGISTERED pharmacist, 27 years of age, registered 10 years. Married. Have had both city and country experience. Am good prescriber and manager. Can give good references. Am working now, but desire change. Address No. 794, care Michigan Tradesman. 794

WANTED—A YOUNG MAN OF GOOD address to represent unique insurance 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 7:2am
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. * 7:15 am
† 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. C'y, Petoskey & Mack... † 7:45am † 5:15pm
Trav. City & Petoskey..... † 2:10pm † 10:45pm
Cadillac accommodation..... † 5:25pm † 10:55am
Petoskey & Mackinaw City..... † 11:00pm † 6:33pm
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..... 7:00am 6:30am
For Vicksburg and Chicago... *11:3pm 9:1 am
7:10 am train has parlor car to Cincinnati
and parlor car to Chicago; 2:10pm train has
parlor car to Ft. Wayne; 7:00pm 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
Train 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 10:33am.
GOING EAST.
Lv. Muskegon..... 18:10am † 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.

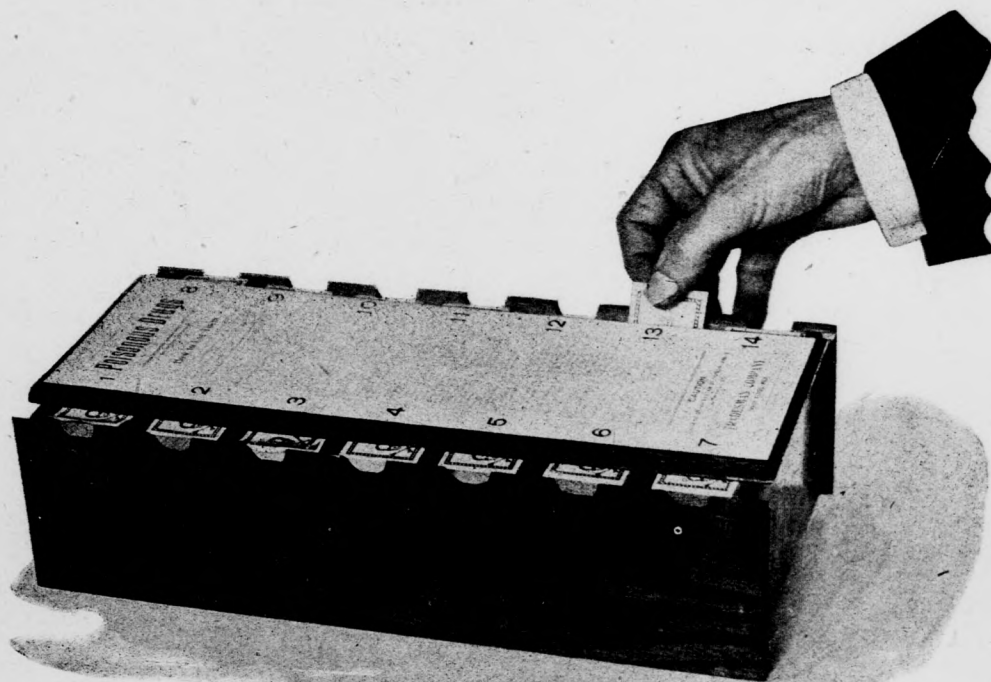
DULUTH, South Shore and Atlantic Railway.

WEST BOUND.
Lv. Grand Rapids (G. R. & I.) 11:10pm † 7:45am
Ar. 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. Nestora..... 5:20pm 12:45am
Ar. Duluth..... 8:30am
EAST BOUND.
Lv. Duluth..... 16:30pm
Ar. Nestora..... † 11:15am 2:45am
Ar. Marquette..... 1:30pm 4:30am
Ar. Sault Ste. Marie..... 3:30pm
Ar. Mackinaw City..... 8:40pm 11:00am
G. W. HINMAN, 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

TRADESMAN COMPANY'S CLASSIFIED LIST OF POISONOUS DRUGS



THE LAW.

H. S. Sec. 9320. Every apothecary, druggist or other person who shall sell and deliver at retail any arsenic, corrosive sublimate, prussic acid or any other substance or liquid usually denominated poisonous without having the word "poison" and the true name thereof, and the name of some simple antidote, if any is known, written or printed upon a label attached to the vial, box or parcel containing the same, shall be punished by a fine not exceeding \$100.

To enable druggists and country merchants to meet the requirements of the above statute without going to the expense of putting in a large assortment of labels, we have compiled and classified a list of drugs which are poisonous, or become so in overdoses.

They are arranged in **fourteen groups**, with an **antidote** for each group; that is, an antidote for any of these poisons will be found in some one of these fourteen antidotes.

This arrangement will save you money, as it does away with the need of the large variety of antidote labels usually necessary, as with a quantity of each of the fourteen forms you are equipped for the entire list.

There are 113 poisonous drugs which must all be labeled as such, with the proper antidote attached. Any label house will charge you but 14 cents for 250 labels, the smallest amount sold. Cheap enough, at a glance, but did you ever figure it out—113 kinds at 14 cents—\$15.82?

With our system you get the same results, with less detail and for less than one-third the money. By keeping the labels in a handsome oak case, they never get mixed up and they do not curl. Price, complete, \$4. Order direct or through any wholesale house.

TRADESMAN COMPANY, GRAND RAPIDS.

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.

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.

That boy of mine at Saizo,
Has some powerful funny ways,
With ideas highfalutin',
Like most folks now-a-days.

He keeps harpin' now on System,
On Money-Weight and such,
Says scales that I used in startin'
Was a costin' him too much.

He's gone and got the finest
That them Dayton folks turn out;
Says they're savin' him the nickels
Without the slightest doubt.

Well, there's some mighty changes,
And it ain't fer me ter say
That John should run his business
In my old fashioned way.

If there's something in a System
That will save him overweight,
And he's sure it saves him money,
I say don't hesitate.

If kickin' out old methods,
And a puttin' in the new
Is goin' ter help my bov along,
I say Amen; don't you?

