

Epp's Cocoa

*Is again permitted to be
sold in this State by the
State Food Commissioner
and merchants need have
no hesitation in keeping
this brand in stock.*

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.

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.

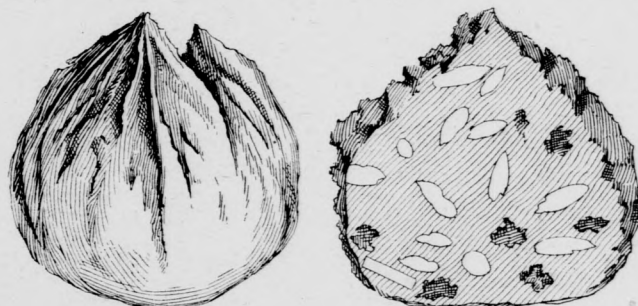
THE ONLY WAY...

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

MICHIGAN TRADESMAN

We are willing to abide by their decision.

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New Confection in Pudding Shape. Delicious. Always Ready for Use. Improves with Age. Made in 1/2, 1, 2, 3 pound sizes and also in cakes. 15 cents per pound.

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

TRADESMAN COMPANY, Grand Rapids, Mich.

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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.

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We make
everything.

Write for prices.

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Grand Rapids, Mich.

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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,

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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



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Our spice trade continues to increase faster and faster. Who handles them? All sorts and conditions of merchants. They use them because they are good—not because they are cheap. The dealer who doesn't sell our spices is losing a large, growing and profitable trade. The chances are he isn't selling the right kind of spices and isn't giving his customers satisfaction. He isn't building up the spice trade he ought to have and might have—isn't making the money he ought to make. Our traveling representatives want to tell you all about it—why our spices are the best in the world and how and why there's money in them for you.

Northrop, Robertson & Carrier, Lansing, Michigan.

BROWN & SEHLER

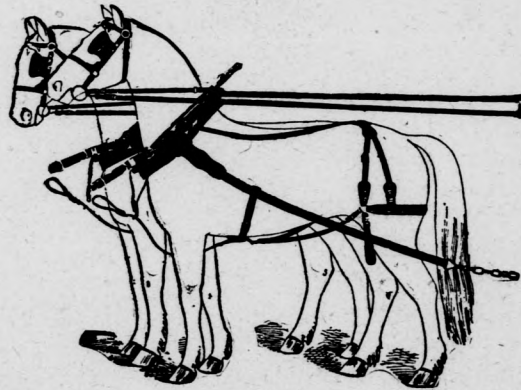
WEST BRIDGE ST.,
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**HANDMADE
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FOR THE
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HARDWARE,
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MICHIGAN TRADESMAN

Volume XVI.

GRAND RAPIDS, WEDNESDAY, JANUARY 18, 1899.

Number 800

The Preferred Bankers Life Assurance Company of Detroit, Mich.

Annual Statement, Dec. 31, 1898.

Commenced Business Sept. 1, 1893.

Insurance in Force.....	\$3,299,000 00
Ledger Assets.....	45,734 79
Ledger Liabilities.....	21 68
Losses Adjusted and Unpaid.....	None
Total Death Losses Paid to Date.....	51,061 00
Total Guarantee Deposits Paid to Beneficiaries.....	1,030 00
Death Losses Paid During the Year.....	11,000 00
Death Rate for the Year.....	3 64

FRANK E. ROBSON, President.

TRUMAN B. GOODSPEED, Secretary.

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. 14 and 17, also Jan. 26-31. Winter Overcoats and Ulsters still on hand.



We are organized under the laws of Michigan to protect our subscribers against loss by worthless debtors and to collect all other claims.

L. J. Stevenson, Manager and Notary.
R. J. Cleland and E. C. Spalding, Attorneys.



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

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Prompt, Conservative, Safe.
J. W. CHAMPLIN, Pres. W. FRED McBAIN, Sec.

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Established 1841.

R. G. DUN & CO.

Widdicombe Bld'g, Grand Rapids, Mich.

Books arranged with trade classification of names. Collections made everywhere. Write for particulars.

L. P. WITZLEBEN Manager.

Tradesman Coupons

Save Trouble.
Save Money.
Save Time.

It is said that more steel is used in the manufacture of pens than in all the sword and gun factories in the world.

It is so praiseworthy to be looking for work that a great many young men are looking for work that they never intend to do.

All United States senators ought to be good for something. It is said Senator Allen, of Nebraska, is the best billiard player in his State.

Persons who think more of personal notoriety than public good do harm when they thrust themselves to the front in a cause that needs substantial backing.

Co-operative towns, stores or boarding-houses should never be started without the permission of the labor agitators, who must live on the wages of others without contributing any capital or service to their support.

A Washington girl asked General Wheeler why he wore no medals, and he replied that he had none. "I am no bicyclist," added he, "and I never made a century run in my life." He might have added that he never led a brass band.

The use of fence wires on the Australian plains as telephone conductors is becoming general, and the farmers thus commonly communicate over distances of seven and a half to twelve and a half miles. Unfortunately the wires conduct lightning as well as the feeble telephone currents, and animals that take refuge against the fences are often killed by a stroke that reached the earth at some distant point and was conducted to them by the fence.

A correspondent of the New York Times, who styles himself "Somewhat of an Authority on Grip," stated the other day that since he has been careful to keep his feet dry he has not suffered from influenza, and that, having previously had it four years in succession, he is certain that the ailment was always contracted through the feet. Another correspondent now bobs up to observe that he has had influenza five years in succession, and that he has two wooden legs!

Experiments to reproduce dead men's features from their skulls are being made in Germany. The method pursued is that proposed by the late Prof. His, of Leipzig, to reconstruct the face of John Sebastian Bach. At the University of Graz the skulls of criminals who have been executed are used. Casts of these will be taken in plaster and given to different persons to treat according to the rules laid down. The results will then be compared with one another and with photographs of the original owners of the skulls, taken either before or after death. Should they prove at all successful in obtaining a resemblance there is likely to be a painful rummaging among the bones of the great men of the past.

At the annual meeting of the Chicago Retail Druggists' Association it was decided to fight the new trade rules of the wholesale dealers, which cut discounts for payments within 10 days of the first of the month from 1½ to 1 per cent., and which enact that purchases must henceforth be in quarter-of-a-dozen lots, instead of one-sixth and one-twelfth dozens.

It is said that German officials absolutely ignore the stamps and brands of American officers through whose hands American meat products pass before their shipment, claiming that certificates of inspection from this country are unreliable. The real cause of Germany's antagonism to American meat appears to be found in the pressure brought to bear by the agricultural interests of that country upon the government, in order to preserve the home market.

The fruit-jar industry is in a state of disruption and plants are closed down. The introduction of machinery by Ball Bros., of Muncie, Ind., a year ago, by which they are able to produce fruit jars at a labor cost of 16 cents a gross, has made it impossible for hand manufacturers to compete with them. Labor already has submitted to a 30 per cent. cut and another 30 per cent. is to be demanded. Even then the manufacturers will be unable to compete with the machines. The time of \$6 and \$8 a gross for jars has gone and it is predicted that within a year they will be selling for less than \$3, which will mean that the entire industry of the United States, and practically of the continent, will be in the hands of three firms which now control the machines. The hand manufacturers, save one, have closed their plants and are changing machinery for other glass manufactures. Two-cent jars will mean that the tin-can trade will be disrupted more or less and that all fruits will be packed in glass.

War revenue stamps are engaging the attention of the philatelists to a greater or less extent. Full collections of the issues are already rare, and it is said that they are likely to become more so as time advances. The outlay necessary in order to secure a complete list of the stamps deters many enthusiasts from venturing into the field. A man is apt to think twice before purchasing a \$50 documentary war revenue stamp, just for the sake of adding it to his collection, and, unless this valuable bit of paper is acquired, the collection is not complete. Some of the stamps are already scarce. Soon after Congress passed the bill an issue of half-cent documentary stamps of orange color was printed. It was a mistake to use the orange ink—a mistake that was soon discovered and rectified. The correct color should have been a grayish steel. Naturally the philatelists seized upon the orange issue with avidity. Many of the collectors, it is said, have made strenuous efforts to gather as many as possible before the general public "caught on" to the real value of the article and raised the price accordingly.

The deal for the absorption of the greater part of the plants of the American Spirits Co. by the Standard Distilling and Distributing Co., of which premonition has lately been given through the big rise in Standard Distilling preferred stock, has received official confirmation. Without any increase in its present capital stock, or the issues of any additional securities whatever, the Standard will come into actual control and management of the properties of the American Spirits Co., which it will probably pay for by its own stocks held in the treasury.

Attention is directed to the list of fifty-two acetylene gas generators which have been approved by the Bureau of Fire Protection Engineering, published elsewhere in this week's paper; also to the list of ten Michigan generators which have not yet secured the approval of the Bureau. It will be well for those who are contemplating the purchase of a generator to preserve the list of approved machines and decline to have anything to do with a generator which has not passed the scrutiny of the Bureau, as the installation of a generator which has not been approved invalidates the insurance of the user in the event of a fire.

Fraud in the Use of Spurious Brands.

State Commissioner of Agriculture Weiting, in his annual report to the New York Legislature, says that the cheesemakers of New York are now making a nearly uniform first-grade cheese. The full cream cheese manufactured is nearly all branded with the New York State full cream brand, which is a guarantee to the consuming public relative to the New York cheese upon which it appears, but a great fraud is being perpetrated upon the people by the false use of the New York State brand, or the duplicates of it, by dealers in other states. He says it is known that the New York State brand has been duplicated and placed upon cheese which was sold as New York State full cream cheese which was not made in the State at all, most of which was of an inferior quality, and he has, through his agents, found cheese in Southern States bearing the New York State full cream cheese brand, the particular number of which had not been issued from his office for five years. He insists that there should be national legislation to stop this great fraud, which not only is operating upon the New York State cheese producers, but is a greater fraud on the consuming public.

He says that a bill authorizing the Governor of each state to file a state trademark at Washington, that trademark to be used upon any goods manufactured within the state for which it was filed, if properly enforced, would remedy the fraud.

Large Peanut Crop.

The peanut crop of the United States this year will hardly fall short of 4,000,000 bushels. Most of this crop is grown in North Carolina, Virginia, Tennessee and Georgia. Prior to the war the peanut crop barely aggregated 500,000 bushels.

Partition Not Made by Hands.

Bacon—My partner and myself want a wooden partition across the store. Builder—Well, I think if you put your heads together you can accomplish it.

Dry Goods

Consideration For Other People's Feelings.

Written for the TRADESMAN.

The holiday rush was on and the clerks in Jarvis & Co.'s big dry goods store were kept busy from eight o'clock in the morning until ten at night. The burden of the work was lightened a little by the help which the extra clerks, hired for the Christmas week, could give; but it often happened that they were more of a hindrance than a help, for, not knowing the stocks, they were continually asking where things were and what was the price of this, that and the other. The dress goods department does not come in for much of a rush at this season, so that as many of the clerks as could be spared were sent to other departments to help them out. It so happened that the day before Christmas the manager requested me to go to the men's furnishings department and walk the aisle. It was while thus engaged that the following incident came under my notice:

At the necktie counter there were several salesmen and among them one whom I knew to be an extra hand. There was a certain unexplainable something about this fellow that caused in me a feeling of antipathy towards him. I was curious to see if any of the people upon whom he waited were affected in the same way. As the day wore on I saw that he missed more sales than he made. His manner to customers, while not exactly rude, was indifferent and his speech flippant. If one of his customers left the counter without buying, he usually had some unpleasant remark to pass about it to some of his fellows, and that in hearing of other customers.

A man of this sort can do much damage to trade, and while it was in reality no business of mine, it provoked me to think that a fair-dealing firm, such as Jarvis & Co. are, should have trade driven out of their store.

About ten o'clock a young man, evidently not city bred but well dressed and with an expression of face that stamped him a man and a gentleman, asked me to show him where he could get a necktie. I took him down the aisle to the necktie counter and turned him over to the disagreeable salesman, who was the only one not engaged at the time. There was a large show case filled with a choice assortment of neckwear on the counter and I heard the young countryman say, "Now don't take down a lot of boxes, for I can select what I want out of the show case here and save you lots of bother;" and he began to look over the ties in the case.

The salesman then opened the case and took out a brilliant pink four-in-hand and, with a wink to one of the other clerks, remarked: "Here's an up-to-date shade in a necktie; and, by the way, it will just match your pulse-warmers."

This remark drew my attention to the young fellow's wrists and I saw that he had on a pair of soft woolen pulse warmers of a bright pink shade and of a fashion long since gone out of date, there being a large fluffy border around the part nearest the hand, such as is used around the top of yarn slippers.

The young man took the pink necktie and, laying it over one of the pulse-warmers, looked at it critically and then said: "I didn't know they matched the different parts of men's wear in that way."

"Oh, yes," replied the salesman; "you know the proper thing now is to have your hat, overcoat and overgaiters just the same shade, and then your necktie must be the same as your pulse-warmers. It wouldn't look well to have too many colors, you know;" and the salesman again winked at one of his fellow clerks.

The young countryman looked up just in time to see this and, laying the pink tie down on the show case, asked, in a quiet voice but that trembled slightly, "Young fellow, did you ever do anything because of love? You don't know as you ever have? Well, I just want to tell you this little bit of human history; not because I want you to think any better of me, for that doesn't matter, but because the knowing it may help you to be just a little more considerate of other people's feelings: These old-fashioned wristers that I'm wearing were knit by my mother on her dying bed. They were the last labor of love that she was ever able to do for me, for she died a few hours after they were finished. We buried her day before yesterday out at Fairmont."

An awkward silence settled over the busy department as the young countryman took his leave.

During the balance of the day that salesman didn't lose a single customer; but when the store opened for business the day after Christmas he was among the salespeople who didn't come back.

MAC ALLAN.

Suffered the Torments of the Damned

I deliberately chose my calling and studied for it, so that I have nothing against the profession to which my life must henceforth be devoted. But, sir, I believe the drug clerks, particularly in the large cities, are the hardest worked, poorest paid and least appreciated people in the community. For in our keeping, even more than in that of the doctors who prescribe, is the public health. We must keep our brains clear and be ready to fill a prescription when called from our beds at 2 o'clock in the morning as accurately as at high noon.

Some time ago I was myself under the weather. The hard work was telling on me and I was threatened with insomnia and fever. One midnight, while I was in this condition, I was rung up and, with tottering steps and a reeling brain, I made my way down to the store. Outside the door I found a boy awaiting me, from a house near by, with a prescription calling for a number of half-grain morphine powders. The doctor who wrote the prescription was a friend of mine and a very careful man. The powders were for an old gentleman who had been ailing for some time, and I knew they were intended to induce sleep. I filled the prescription, properly, as I thought, and when the boy left I returned to bed. As I could not rest, I was up early and downstairs. Like a dream I recalled the morphine prescription. I read it over; yes, the powders were to be one-half grain each, taken as directed.

I looked at the scales; they had not been touched since I handled them, but I was frozen with horror when I saw that there was a tengerain weight on one side. I had given the man enough morphine to kill a dozen men, for there were four powders. I can not describe the torture that followed. I felt that I had committed an unpremeditated murder. I shrank at the sound of every footstep and shuddered when anyone entered the store.

About 9 o'clock my friend, Dr. Todd, came in with a very sad face, and in answer to my enquiry as to the health of Mr. O'Dell, the man for whom the medicine had been prescribed, he said:

"The man is dead."

"My God!" I gasped.

"Oh," said the doctor, "I fully expected it. The morphine was simply intended to ease him off."

"But did he take it?"

"No; by the time the boy got back with the medicine the old man was dead."

Language is all too weak to picture my joy on learning this. I kept my secret to myself and secured the powders as soon as possible. From that day to this I never made up a prescription when my hand was not steady and my brain clear.—T. E. McGrath in American Druggist.

TRADESMAN ITEMIZED LEDGERS

SIZE—8 1/2 x 14.
THREE COLUMNS.

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

INVOICE RECORD OR BILL BOOK

So double pages, registers 2,880
Invoices \$2 00

Tradesman Company
Grand Rapids, Mich.

Our New Line of Wash Fabrics Ready

Oxford, Madras, Gingham, Prints in Simp-sons, 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.

Pretty Neckwear



Our assortment this spring is by far the greatest we have ever shown. Choice patterns in the above shapes to retail at a quarter. Salesmen are now showing the line.

Voigt, Herpolsheimer & Co.

Wholesale Dry Goods and Furnishings,
GRAND RAPIDS, MICH.

WANTED—A merchant in every town where we are not already represented, to sell our popular brand of clothing.

THE WHITE CITY BRAND



CUSTOM TAILOR MADE

THE WHITE HORSE BRAND



READY TO WEAR

We furnish samples, order blanks, etc., free, and deliver same. You can fit and please all sizes and classes of men and boys with the best fitting and best made clothing at very reasonable prices. Liberal commission. Write for Prospectus (C)

WHITE CITY TAILORS, 222 to 226 Adams Street, Chicago, Ill.

PRO AND CON.

Handling Crockery and Glassware in a Country Store.

Written for the TRADESMAN.

Crockery and glassware, being articles of universal household use, would seem by right to have a place in the stock of the general dealer. The genuine country store situated at the crossroads, with perhaps no competition nearer than the village several miles away, has unmistakable need of its little stock of staple crockery and glass, and if this is well selected it can hardly fail to find steady, if not rapid, sale. But the dealer in a town or village where there are already several fairly complete stocks with which he must come into competition will do well to look the situation over carefully before investing in these lines. If the ground is already well covered it may be best to keep one's money for other goods. For the crockery business is easily overdone. All that is purchased by an ordinary family during a year, including tableware, chamber sets, lamps and odd or fancy pieces, costs but a small portion of what the same family expends in a like period for groceries, shoes and dry goods. No line is more sensitive to financial conditions, local as well as general; in "hard times" crockery is very slow-moving stock, while a little wave of prosperity will quickly double or treble sales.

It is not worth while to try to do anything with these goods unless one is able to have as varied and attractive a stock as that carried by competitors. If a lady wants only a set of white granite plates she prefers to get them at some place where handsome styles of decorated ware are kept. How often do we see a feeble attempt made that can not possibly result in profit. Perhaps there are four or five dirty dishes in a window, a few more on a shelf in the back of the store, while the main stock, small and poorly assorted, is kept in the basement. If a dish is called for no one can tell just where to find it, nor exactly what the price is—perhaps not even whether it is in stock or not.

Plenty of good display space is indispensable to success with crockery and glassware. Good shelving, strong enough not to sag under its weight, or tables for displaying the goods, or both, are absolutely necessary; and these should be located in a slightly part of the store. Then the stock must be kept clean by frequent dusting and occasional washing. This is no small task amid the dust and dirt of a general store. But if it pays to keep the goods at all it pays to keep them clean. Plain white cups and saucers and the cheapest glass tumblers are attractive if bright and shining, while French china and cut glass are uninviting to even the casual observer if covered with dust, flyspecks or cobwebs.

Another requisite of success is good taste in selecting goods, or, more exactly speaking, good judgment as to what will suit the taste of the people who are to buy. Of two patterns of decorated semi-porcelain exactly the same in price and quality of ware one will be a winner and sell readily at a profit, while it will be difficult to get rid of the other at first cost, hence the importance of making correct selections. Then some time and careful study must be devoted to the buying, the pricing up and all the little details of the business. It is often necessary to go over the stock and make an inventory of what is on hand, so that what is low or

entirely out may be filled up without overstocking on other articles. This trouble is not always taken. When the stock begins to run low on certain things and the assortment is a little broken a crate or two of dishes and several barrels of glassware are ordered. Of course, this will give the shelves a filled-up appearance, but such buying is bound to accumulate dead stock that will absorb the greater portion of the profits.

Another error which the careless buyer is liable to make is the purchase of unsalable assortments. Not that all assortments are unsalable or unprofitable; if the price is right, whether any given assortment is a boon to the small dealer or a delusion and a snare depends entirely on what is in it. Jobbing houses are wont to throw out some very alluring baits in the form of five-cent, ten-cent and twenty-five-cent assortments. For instance, ten dozen of different items of glassware, some of them large pieces and staple sellers, are offered at seventy-five cents per dozen. It is held out that these will all sell readily at ten cents apiece, netting the retailer a handsome profit; besides, selling such large pieces at so low a price will "bring people to your store." It is hard to resist this last argument—buying for seventy-five cents and selling for one dollar and twenty cents looks profitable enough. But there is a package charge of say ninety cents—it takes quite a large cask to hold ten dozen good-sized glass pieces. Then there are freight charges, which, if the goods have to be sent a long distance by rail, are no small item. Some allowance, too, must be made for breakage. The actual cost of the goods when laid down in the dealer's store is considerably above seventy-five cents per dozen. Then, if the larger articles sell off first, which is naturally and generally the case, leaving three or four dozen small and unattractive items that have to be put on the five-cent counter to move them at all, it is readily seen that the profits of the assortment partake of the illusory nature of many other earthy things.

While dwelling somewhat on the unpleasant and unprofitable features, and insisting strongly that the conditions of success must be complied with if success is to be achieved, we do not wish to have it inferred that there is no pleasant and profitable side to the matter of handling crockery and glassware in connection with other goods. On the contrary, we are inclined to think that under fairly favorable circumstances it may be made a pleasing and lucrative branch of general store-keeping.

One thing that is favorable is that the goods are, as one may say, self-advertising. An attractive display of pretty dishes can not fail to set the ladies talking; they tell their friends and acquaintances and these will drop in to see them.

Another favorable point is the enduring satisfaction which the purchaser experiences. While a dress or a shoe may soon lose the splendor of its newness, a piece of china or glass is a thing of beauty that is truly a joy forever—until it gets broken or, what is far more annoying to the lover of these things, "nicked." And, strange to say, when this inevitable catastrophe occurs she does not lay the blame on the seller. Indeed, if the goods sold are what they should be it is rare to have any complaints about the goods. This is restful in comparison with bearing how flour has not raised, butter has not been fit to eat, dress goods have shrunk or faded

and shoes have prematurely "given out."

A stock of dishes is singularly free from deterioration of all kinds after it is once in the store. Excepting a very little breakage in moving the goods about the building, they keep perfectly. Moth and rust do not corrupt, neither are thieves likely to carry the stock away. They are unaffected by the heat of summer or the cold of winter. They neither fade nor shrink nor go out of style. Of course, there are fashions in dishes, but the changes are not abrupt enough to cause loss.

In another article we shall attempt to show how a small amount of capital may be most judiciously invested in these lines and how to make them pay.

QUILLO.

Don'ts For Drummers.

Don't come into a store trying to sell goods with a cigar in your mouth. It isn't businesslike.

Don't come into the store chewing gum or tobacco. It doesn't look nice.

Don't be fresh with the salesladies, even although you happen to have sold them goods before; you lose their respect.

Don't shake hands. There is no need for this, and a man doesn't care to shake hands every time a commercial man wants to sell him goods.

Don't under any circumstances ask a buyer out for a drink or a dinner. It isn't right, and the man who employs buyers would not encourage this under any condition.

Don't pull out your order book and say you sold Marshall Field so much, and John Wanamaker so many. The average buyer doesn't care a rap what you sold the other fellow.

Don't show your temper when the buyer tells you he can not use your goods this time. It is bad taste and

may cause you to lose a second attempt to show your samples.

Don't tell a buyer he ought to buy a dozen of this and a dozen of that when he gives you an order for a half dozen. He knows what he needs better than you do.

Don't accept a small order sneeringly; remember "From small acorns large trees grow."

Don't make a buyer feel as if you knew it all and he didn't. It makes him feel sore against you and you will be the loser.

Don't bring another drummer in the store to introduce him to the buyer. This is a presumption that the buyer doesn't relish.

Don't ever tell a buyer you just came all the way from New York to see him and sell him goods. This doesn't go nowadays.

Don't promise to give one firm the control of an article, unless you mean it. If you don't keep your promise, your name is "Dennis" forever more.

Don't make any promises unless you intend keeping them. Better not promise too much.

Don't speak disparagingly of a competitor's goods. This never accomplishes any good.

Don't give a buyer a duplicate unless your firm's name and address are on that duplicate. This is important.

Don't say mean things about a buyer, although you have cause to. Guard your mouth. You may sell him some day, if you keep your tongue, but you never will if you cast mean remarks.

Don't bribe a buyer. It is despicable, low, contemptible. Should you occasionally make a sale this way, you will surely regret it in the long run.

Wanted the Same Make.

"I want to get a typewriter for my husband."

"Any particular make, ma'am?"

"Well, I heard a business friend tell my husband that his typewriter was a 'Little Peach.' Have you that make?"

Perhaps

you want some unique style •
in printing—something differ-
ent 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.

Tradesman Company,
Grand Rapids.

Around the State

Movements of Merchants.

Dexter—Thos. S. James is closing out his hardware stock.

Ovid—John Jones, of St. Clair, has opened a bazaar store here.

Clifford—Weston & Jacobs succeed Moss & Weston in general trade.

Grape—W. J. Seitz has purchased the general stock of S. F. Younglove.

Flint—A. J. Palmer succeeds Palmer & Shannon in the dry goods business.

Jackson—Layman Bros. & Batt succeed Layman Bros. in the dry goods, clothing and furnishing goods business.

Lansing—John R. Everett has sold his grocery stock to Frank T. Albright.

Howell—Oscar A. Culver has sold his cigar and confectionery stock to Maud Wise.

Belleveue—H. M. Weed has purchased the hardware stock of T. B. Morten & Co.

Oxford—Chas. M. Glaspie, grocer and stationer, has sold out to Oliver & Howser.

Flint—Chas. Crawford succeeds Crawford & Bieck in the merchant tailoring business.

Dimondale—H. C. Lee has sold his grocery and crockery store to W. J. Bateman.

Owosso—L. M. Watson has sold his drug stock to Howard A. Blackmar, of Charlotte.

Muskegon—N. McGraft, proprietor of the Opera House drug store, has retired from trade.

Buchanan—Frank Corey continues the meat and grocery business of Corey & Winchester.

Morenci—E. B. Rorick & Co. have purchased the hardware stock of H. E. Green & Co.

Calkinsville—Wm. J. Johnston has sold his general stock and will engage in other business.

Sherman—E. W. Wheeler has purchased the general merchandise stock of J. H. Wheeler.

Lansing—A. M. Robson will open a grocery store at 111 Washington avenue within a fortnight.

Menominee—A. LeBlanc succeeds Belanger & LeBlanc in the dry goods and bazaar business.

Mt. Clemens—Morgan & Quackenbush succeed Corey A. Quackenbush in the bakery business.

Bay City—John Carroll & Co. succeed Carroll & Rose in the produce and commission business.

St. Ignace—Fred Loudon & Son have put in a line of groceries in connection with their bazaar stock.

Detroit—L. Kimmel & Co. have sold their dry goods, clothing and millinery stock to Jacob Freedman.

Thompson—John Patterson & Co. succeed John Patterson in the cedar business and general trade.

Saline—E. A. Hauser & Co. have sold their dry goods, grocery and crockery stock to Humphrey & Co.

Detroit—The wholesale jewelry firm of the Eugene Deimel Co. has changed its style to Noack & Gorenflo.

Montrose—James Shanahan succeeds Shanahan, Haight Bros. & Co. as proprietor of the Montrose Bank.

Ovid—A. S. Berry, of St. Clair, has removed to this place and engaged in the merchant tailoring business.

Cass City—J. W. Heller & Son, successors to Jas. Tennant, have sold their grocery stock to H. L. Hunt and C. W. Heller, who will continue the business under the style of H. L. Hunt & Co.

Dimondale—H. F. Miller succeeds Whitmore Bros. in the harness, carriage and agricultural implement business.

Whitehall—J. T. Moore will shortly remove his stock of boots and shoes to Wooley, Wash., where he will engage in business.

Owosso—C. C. Duff, formerly of the grocery firm of Duff & Detwiler, has re-purchased the grocery stock of E. L. Devereaux.

Muskegon—George J. Proehmer, Jr., of Chicago, has purchased the bakery business of Mrs. H. Elends at 17 S. Terrace street.

Lansing—Geo. E. Field has retired from the grocery firm of Harlow & Co., which did business under the style of the Banner Grocery Co.

Detroit—Alexander Barnett has removed his boot and shoe stock to Battle Creek, where they have formerly conducted a branch store.

Lansing—M. H. Sherman, who conducted a drug and grocery store at the corner of Washington avenue and Franklin street, has removed to Perry.

Bath—Hall & Joy, undertakers at this place, have purchased the furniture stock and undertaking business of E. E. Huyck, of Grand Ledge, and will shortly remove to that place.

Benton Harbor—Jos. H. Edgcombe has resigned his position as salesman with Skelly & Co., and will shortly embark in the grocery and wall paper business on East Main street.

Lansing—F. B. Holder, of the bazaar firm of Holder & Co., has purchased the bazaar stock of Shaw & Co., at Williamston. Edward Flitton has been placed in charge of the business.

Tekonsha—C. E. Fousel, for several years engaged in the dry goods and grocery store of J. W. Randall, has purchased a hardware stock at Centerville and will engage in business at that place.

Cassopolis—D. L. French has retired from active business by a dissolution of partnership with H. E. Moon, after thirty-seven years spent in the hardware trade. Mr. Moon will continue the business.

Jackson—Leonard Durant has resigned his position in the dry goods store of L. H. Field and, in company with Andrew Meade, has opened a men's furnishing goods store under the style of Meade & Durant.

Coldwater—M. J. Smith, formerly engaged in the agricultural implement business and, later, a partner in the grocery firm of Adams, Perry & Smith, will remove to Cleveland and engage in the grocery business about Feb. 1.

Three Rivers—John Diffenderfer, for a number of years managing clerk in the clothing store of Frohlien & Knapp, has formed a copartnership with his father-in-law, Wm. Thomas, and engaged in the hardware business at Jones.

Hillsdale—C. A. Shepard sued the American Express Co. for \$10 because they refused to send a package for him unless he first paid for the one-cent revenue stamp. Before the case came to trial the company settled by paying the \$10 and the costs Mr. Shepard had incurred.

Adrian—Clark, Mason & Co. have sold their wholesale grocery business to Ira Bartley, of Toledo. Ira Mason and Will Curtis, of the Adrian firm, will be interested in the Toledo concern, and the Adrian branch will be discontinued. Mason & Co. intended moving to Toledo to open in business, expecting to continue here, but Bartley made an advantageous offer and changed the plans.

Lapeer—A movement is on foot here to organize a business men's association. A general agreement has been entered into by the business men to this effect. The particular object of the organization is to inaugurate a boom for Lapeer by offering inducements for manufacturers to locate here.

Saginaw—For some time negotiations have been pending for the consolidation of the Bank of Saginaw and the First National Bank of the west side. The First National, according to the report, is to sell its interests to the Bank of Saginaw and surrender its charter. It is intimated that Ammi W. Wright, of Alma, one of the directors of the First National, will hold a similar position and also the presidency of the consolidated bank.

Manufacturing Matters.

Romeo—Edward J. Proctor succeeds Proctor Bros. in the manufacture of rakes and broom handles.

Weidman—J. S. Weidman has started his big band mill and will cut hardwood during the winter months.

Battle Creek—Rathbun & Kraft succeed Mason, Rathbun & Co. in the planing mill and lumber business.

Kent—A. L. Power has leased his cheese factory to Albert N. Saur, who has retained the same cheesemaker who has been employed by Mr. Power in the past.

West Branch—The Gale Lumber Co.'s sawmill and planing mill will resume operations this week, repairs having been made and everything being in readiness for a long run.

Muskegon—The candy manufacturing concern of Snyder & Straub will hereafter be conducted under the name of Snyder & Thayer, E. W. Thayer having purchased the interest of John G. Straub, who expects to engage in the same business in Pueblo, Col., with a brother in Ft. Wayne, Ind.

Jackson—The Jackson Paper Manufacturing Co.'s plant has been sold on execution sale to Perkins, Goodwin & Co., Burgess Sulphite Fiber Co. and Solomon, Broas & Co., for \$1,500, subject to mortgages aggregating \$43,532.12, held by the People's National Bank, Jackson City Bank and Eugene Pringle as trustee.

Detroit—Articles of incorporation of the Morgan & Whately Co., who will carry on the manufacture, purchase and sale of ladies' and children's wearing apparel, have been filed with the County Clerk. The capital is \$50,000, with \$8,080 paid in. The stockholders are: Charles L. Morgan and E. Clements Whately, 154 shares each; George E. Lane, 500 shares.

Sumner Wells, Secretary and Treasurer of the Clark-Jewell-Wells Co., is spending the month on the Atlantic Coast, beginning at New Orleans and ending at New York. He is accompanied by his wife.

E. Corey & Son have closed out their grocery stock at South Grand Rapids. Chas. Corey, the junior partner, has engaged to assist Joseph P. Visner exploit the city trade of Edwin J. Gillies & Co.

James Redman will shortly engage in the grocery business at Breckenridge. The Clark-Jewell-Wells Co. has the order for the stock.

D. T. Paulson & Co. have purchased the drug stock of O. A. Fancboner at 427 East Bridge street.

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

The Boys Behind the Counter.

Ithaca—Chas. Sweetman has taken the position in Sam Kirchheimer's store made vacant by the resignation of Mr. Kress.

Hillsdale—Fred G. Gray has taken a position with the Fletcher Hardware Co., at Detroit, and expects to report for duty there next Monday morning.

Rochester—A. H. Good has gone to Milford to clerk for Tuckey & Co.

Alma—Eugene Delong, who has been clerking in Lakeview for a short time, has returned to Alma and is now behind the counter at F. E. Pollasky's.

Traverse City—Lou F. Bassett, of Cheboygan, an experienced clothing man, has taken a position in the clothing department of Steinberg's dry goods store.

Manton—Chas. H. Hall, a former salesman at the Bailey store, has begun his duties as salesman at the store of Frank Smith, to succeed Ralph Liddle, who returns to Manistee. Mr. Hall is succeeded at the Bailey store by a Mr. Gibson of Fowlerville.

Sherman—Wm. Lount, until recently pharmacist at Rose's drug store, resigned his position to take a more lucrative position in Detroit and G. A. Johnson, of Traverse City, is employed by Mr. Rose to fill the vacancy.

Jackson—Mr. McFern, of Philadelphia, has taken a position with L. H. Field as manager of his cloak and dress goods department. Mr. McFern has been for years connected with Strawbridge & Clothier, of Philadelphia.

Kalamazoo—A. Kinsman has removed to Detroit to take a position with Strong, Lee & Co.

Sixteen Out of Fifty-One.

Ann Arbor, Jan. 16—The Michigan Board of Pharmacy held a meeting at Detroit Jan. 10 and 11. There were fifty-one applicants present for examination, thirty-nine for registered pharmacist certificate and twelve for assistant papers. Fourteen applicants received registered pharmacist papers and two assistant papers. Following is a list of those receiving certificates:

Registered Pharmacists—J. N. Adams, Sault Ste. Marie; Morris Ascher, Detroit; R. B. Campbell, Pompeii; C. C. Charles, St. Louis; J. A. Coran, Ann Arbor; E. A. Kavanagh, Jackson; W. J. Leacock, Vassar; A. J. McComb, Morenci; F. W. Sauer, Ann Arbor; R. M. McKenna, Detroit; Arthur Whale, Marquette; W. F. White, Detroit; John Willis, Detroit; J. A. Zinger, Detroit.

Assistant Pharmacists—E. O. Bertram, Detroit; C. E. Pope, Detroit.

The next meeting of the Board will be held at Grand Rapids Mar. 7 and 8. A. C. SCHUMACHER, Sec'y.

The World's Potato Crop.

The potato crop of the world aggregates 4,000,000,000 bushels the wheat crop 2,500,000,000 bushels and the corn crop 2,600,000,000 bushels. The potato crop of the United States is reported to be 250,000,000 bushels. We laugh about the Irish eating potatoes. They are good feeders on this vegetable. The inhabitants of the Emerald Isle consume individually 1,467 pounds each per year, or four pounds daily. But Germany comes pretty close to the Irish record. She eats annually per inhabitant 1,300 pounds; Holland eats 846 pounds; Norway and Sweden, 740; the United States, 200 pounds. Italy stands at the foot of the list in consumption of the potato. Her people eat annually only 48 pounds each.

A. W. Peck (Hazelton & Perkins Drug Co.) was compelled to pull off the road last week by reason of illness.

Why men drink is what staggers a woman; but it is what they drink that staggers the men.

Grand Rapids Gossip

Tributes of Respect to the Memory of Mr. Worden.

The untimely death of Adelbert E. Worden, President of the Worden Grocer Co., cast a gloom over the grocery trade of this market last week. The funeral, which was held at the family residence Friday afternoon, was in harmony with the quiet and unassuming character of the deceased. The interment was in Valley City cemetery.

At a meeting of the wholesale grocers of Grand Rapids, held on Thursday, the following resolutions were adopted:

Whereas—The community has been called to mourn the sudden and fatal accident which has befallen our fellow citizen, Adelbert E. Worden; therefore

Resolved—That we record our esteem and regard for our departed friend, who was ever courteous, kind-hearted and considerate to all who were connected with him in social or business life;

Resolved—That we tender our sincere sympathy to his family in their painful bereavement;

Resolved—That a copy of these resolutions be sent to the family and the daily papers;

Resolved—That, as a further mark of our respect, we will attend the funeral services in a body, and close our places of business during the hours thereof.

At a meeting of the directors of the Worden Grocer Co., held on Monday, the following resolutions were adopted:

Whereas—By the unexpected visitation of Providence, we are called upon to mourn the death of our beloved and honored President, Adelbert E. Worden; and

Whereas—The cordial and confidential relations between him as President of the Worden Grocer Co. and the members of this board make it fitting that we record our appreciation of his value; therefore, be it

Resolved—That in his death we realize that one of God's noblemen has passed from our midst into the Great Beyond, leaving behind him a memory of business honesty and integrity, an untarnished character, an enviable record in the furtherance of the whole sale trade in our city, and a moral and social example worthy of the emulation of all; that his removal from our midst and from the position of honor and responsibility in which he had been placed by us, and which he has so ably filled, leaves a vacancy appreciated and felt by all the members of this board, the members of this firm, the trade at large and the city of Grand Rapids, which he has faithfully served in a public capacity and as an exemplary citizen.

Resolved—That we extend our deep sympathy to the afflicted family of our departed friend and co-worker in the loss they have sustained.

The Tradesman is in receipt of the following feeling tribute from Parke Mathewson, of Detroit:

The world of traffic goes on to-day, but in a minor key with all who feel the sad void that has reached it in the sudden going on of that choice spirit known to us as A. E. Worden. And with this heavy feeling of sadness that mingles with the mysterious question Why? comes the consoling thought of the rare qualities of character, the well-disciplined mind that so impressed all who came within its sphere. Who can estimate the moral value of such an example? What a changed world this will be when the majority of the active men of business affairs reach the quiet poise, the manner that charms, and give the hearty greetings that add so much to business life and so sweeten the atmosphere that surrounds the business days of each week. I believe that in no other sphere of the present day is the Christian spirit more effective for that for which it stands than in thus leavening the business mind with thoughts of kindly manners and good will. The exactions of business are very absorbing,

never more so than now, and business men seem overburdened with their many-sided cares. All honor to those who, like A. E. Worden, are superior to their burdens and meet them with a smile. In this sudden event how well fitting are the words of the poet Bryant in the familiar lines:

"So live, that when thy summons comes to join
The innumerable caravan that moves
To the pale realms of shade, where each shall take
His chamber in the silent halls of death,
Thou go not, like the quarry slave at night,
Scourged to his dungeon, but, sustained and soothed
By an unfaltering trust, approach thy grave
Like one who wraps the drapery of his couch
About him and lies down to pleasant dreams."

The Produce Market.

Apples—The market is a little stronger than a week ago, but not sufficiently so to change quotations. Present indications are that there will be a shrinkage in cold storage stocks, which will be likely to add to the strength of the situation. Apples are coming out of winter storage in fairly good shape.

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

Beets—25¢ per bu.
Butter—Factory creamery is weaker and lower, local dealers having reduced quotations to 19¢@20¢. The market is well supplied with dairy grades, which are taken in by local handlers at 10¢@12¢.

Cabbage—While there is still enough for local supply, there is no surplus for shipment. The price is higher, holders meeting no difficulty in getting \$4@5 per 100 heads for good stock.

Carrots—20¢ per bu.

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

Cranberries—Cape Cods, \$7.50 per bbl.; Wisconsin Bell and Cherry, \$6.50; Jerseys, \$6.

Cucumbers—Hothouse stock commands 75¢ per doz.

Eggs—The market is lower than a week ago and the tendency will be downward from now on. Receipts are excellent in quality and appearance, being taken in at 19¢@20¢.

Honey—Amber is held at 9¢, while white is slow sale at 11¢.

Lettuce—14¢@15¢ per pound.

Nuts—Hickory, \$1.50@2.50 according to size. Walnuts and butternuts, 60¢.

Onions—Home grown continue to advance, being now quotable at 40¢@42¢. Spanish are nearly cleaned out, dealers experiencing no difficulty in getting \$1@1.25 for the few crates yet on hand.

Oranges—There is a liberal movement at present, the outside trade increasing in volume and the local demand being all that could be expected. Values do not rule as firmly as a week ago and there is a tendency to shade present quotations on certain lines to large handlers.

Parsley—25¢@30¢ per doz.

Parsnips—50¢ per bu.

Pop Corn—1¼¢@2¢ per lb.

Potatoes—Local handlers are paying 22¢@23¢ at outside buying points, but the prevailing price would probably slump off 2¢@3¢ if shippers could get cars enough to meet their requirements.

Squash—75¢@81¢ per 100 lbs.

Sweet Potatoes—Illinois Jerseys are in moderate demand at \$2.75.

The Result of Going to Extremes.

From the Minneapolis Commercial Bulletin.

A strong effort is being made to repeal the Illinois garnishment law. The Bulletin and Trade suggested a short time ago that this would be likely to happen, because the Illinois law has gone to an extreme. It still believes that in Minnesota it will be wiser to take a middle ground, say an exemption of \$12 or \$15, than to ask for a change to \$8 or \$10. A law is never settled as law because a legislature may enact a law, hence for best results it is better never to ask extremes. The exemption in Minnesota is now extreme. A new law is needed, but let it be conservative; then it will last longer.

Doan & Taylor, meat dealers at 643 South Division street, have added a line of groceries. The Musselman Grocer Co. furnished the stock.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Retail Grocers' Association, held at the office of the Michigan Tradesman Tuesday evening, Jan. 17, President Dyk presided.

A communication was received from Detroit, stating that the Grand Rapids Association had been assessed \$100 to assist in defraying the expense of exploiting the proposed amendments to the exemption and garnishment laws, which was discussed at considerable length and laid on the table.

The matter of establishing a uniform closing schedule was then taken from the table for discussion. The original resolution, introduced by J. Geo. Lehman, provided for all day closing on July 4, Grocers' Picnic day and Christmas and half-day closing on all other legal holidays.

Henry J. Vinkemulder moved, as an amendment, that Thanksgiving day be included in the list of all-day closing days.

Julius J. Wagner demurred to the amendment, believing that the attempt to close too many days would weaken the scheme to that effect that it would become inoperative all along the line. He thought grocers could afford to close all day three days in the year.

Mr. Vinkemulder stated that, in his opinion, Thanksgiving was fully as important as any of the holidays named.

A. Brink stated that few grocers on Grandville avenue closed July 4, on account of the fireworks the average grocer expects to dispose of on that day.

Mr. Wagner said that he would rather restrict all-day closing to Christmas and Grocers' Picnic day, and have it unanimous, than include too much in the schedule and not have it lived up to. He stated that he could not recall a time when he had closed all day Thanksgiving.

On being put to vote, Mr. Vinkemulder's amendment was lost, whereupon Homer Klap moved that July 4 be stricken from the list of the all-day closing schedule.

Fred W. Fuller opposed the amendment, on the ground that July 4 is a day when the average grocer wishes to get out of town into the country or to some of the resorts, to avoid the noise and confusion incident to the celebration of the anniversary.

Mr. Klap's amendment was lost, whereupon the original resolution was adopted by a practically unanimous vote.

Frank J. Dettenthaler, of the special Committee on Charter Amendments, reported that he had called on the City Attorney, also the Mayor's Secretary, and that the latter had agreed to notify the Committee of any meetings held by the joint committee of the Common Council and Board of Trade.

There being no further business, the meeting adjourned.

The Grain Market.

The market has been remarkably quiet during the past week. Receipts were moderate, owing to the roads not being in good condition. Exports were about 1,000,000 bushels less than the previous week, being 5,647,000 bushels. The visible made a gain of 570,000 bushels, where a decrease was expected, which leaves the visible about 9,500,000 bushels less than last year and 60,000,000 bushels less than in 1895. The surprise is in the visible showing an increase while exports were large and receipts at initial points only moderate.

The fact is, trading is very languid. The stock and bond markets are absorbing the attention of the traders all over the country, leaving all farm products alone. This will change in due time, as all kind of bonds and stocks are at their pinnacle.

Corn has also been very quiet and prices are the same as last week, with a weaker tone.

The contrary is the case in the oat market. They have advanced 10¢ per bu.

Rye also closed 20¢ higher, but that is speculative and we can expect to see it recede to the figure of one week ago.

In flour there is nothing to say, as most dealers are not stocking up yet. However, we are looking for a good demand in the near future.

Bran and middlings are in as good demand as ever from home consumers.

Receipts during the week were 48 cars of wheat, 15 cars of corn and 5 cars of oats.

Millers are paying 64¢ for wheat.

C. G. A. VOIGT.

Enlarging Its Scope and Usefulness.

Stimulated by its success in the local field, in which it has come to be almost indispensable to the retail dealer, banker, physician, real estate dealer, etc., the Commercial Credit Co. has decided to enlarge its sphere of usefulness by creating an out-of-town department, by means of which subscribers in any part of the State can secure all the benefits of membership in the organization on the same terms as local subscribers. This arrangement has been under consideration for several months, resulting in the adoption of a system of special blanks and forms which will enable outside members to communicate and cooperate with the central office to the same extent as local members who have access to the office by telephone. Full particulars in regard to the new arrangement can be had on application to the office of the Company in the Widdicom building, either personally or by mail.

Hides, Pelts, Furs and Wool.

Hides have advanced too fast for the good of the trade and the market has consequently weakened to some extent. The demand is good for all that is offered, but tanners could see too much loss at prices they tried to force by dealers.

Pelts are slow in coming into market, as holders of the few anticipate better prices.

Furs are on a waiting market for something to turn up, which, so far as furs are concerned, will be the London sales, report of which is expected about the 22nd.

Wool is in a strong position, with fair sales at firm prices. There are no weak spots left and every purchaser must pay full prices to-day. There is a considerable enquiry and a strong market abroad, which indicates an advance here. There are little or no sales in the State.

WM. T. HESS.

The Grip Booms the Prescription Trade.

Retail druggists throughout the city are having an unprecedented and very welcome increase in their prescription business as the result of the prevalence of the grip and the typhoid fever mainly resulting from it.

The changes in the Worden Grocer Co. necessitated by the death of the late A. E. Worden are briefly set forth in the official announcement of the house on page 7. Messrs. Freeman, Butts and Blake are grocersmen of long experience and excellent judgment and need no introduction to the retail trade of Michigan.

E. T. Bolster & Son, who recently suffered the loss of their grocery stock at Saranac by fire, have re-engaged in business at the same place. The Musselman Grocer Co. furnished the stock.

Woman's World

Denouement Attending the Purchase of a Perambulator.

Dramatis Personae: Mr. and Mrs. Algernon Horton, young and doting parents.

The Baby.

Scene—A luxuriously furnished nursery. Cradle, elaborately done up in fluffy white muslin and lace and pink ribbons. Cabinet, full of christening gifts, running from silver pap bowl and coral rattle to a wooly horse. Mrs. Horton holds Baby on her lap and contemplates him rapturously, while Mr. Horton beams upon them both.

Mrs. Horton (addressing Baby)—Bess 'im itty hearty! Isn't he Mover's own precious darlin' itty tootsie wootsie? (To Mr. Horton) Just look at him! Isn't he a darling?

Mr. Horton (with conviction)—Oh, he's all right.

Mrs. Horton (indignantly)—All right? I should say he was all right! Why, mamma and the nurse and the doctor all said he was the finest baby they ever saw, and if they are not capable of judging babies I should just like to know who is, that's all. All right, indeed! Why, anybody, to hear you talk, would think he was just a common, ordinary baby, like the kind that are born every day!

Mr. Horton (confidentially, abandoning his assumption of indifference)—Well, do you know, that's just what I like about him so much. He's so different—so—er—individual. Got character already. It's certainly remarkable. He's really the first baby I ever saw in my life that interested me in the slightest degree.

Mrs. Horton—Yes, isn't he perfectly fascinating?

Mr. Horton (contemplatively)—Yes, it really is remarkable how early he has developed a marked individuality. By Jove, it must mean something. It's the most extraordinary thing I ever saw. I should really like to speak to Professor Von Schmidt, or some of those other big scientific fellows, about it. Why, at his age all the other babies I ever saw were just mere shapeless bundles of clothes, with little round red faces with no more expression to them than there is to a cream cheese. Positively, you couldn't tell one of them from another, if you wanted to, to save your life, while with him—

Mrs. Horton (with horror)—Oh, Algy, only fancy anybody mistaking our Baby for any other baby!

Mr. Horton—That's just exactly what I say—they couldn't. It would be impossible. Only look at him. Of course, he—hasn't—got much eyebrows yet, and—and his eyelashes are a trifle indistinct, and his nose isn't as decided as it will be after a while, but his face is so full of expression and individuality. There would be no more excuse for anyone mistaking him for some other child, because they are both babies, than there would be in mistaking one man for another because both wore trousers. That's just what I said to that idiot Brown yesterday. I said, of course, I am willing to admit that other babies all look as much alike as peas in a pod, but mine is entirely different. He's got—er—a look of intelligence that is really phenomenal in one of his age.

Mrs. Horton—The very idea of thinking our Baby is like others! It just shows how you can be deceived in people. I actually thought that Mr. Brown

an intelligent man when I met him at the Smythe dinner.

Mr. Horton (indulgently)—Oh, well, you can't blame him too much—he hasn't seen ours yet.

Mrs. Horton (relenting)—Oh, of course; I didn't think of that. And that reminds me, Algy, of something I've been thinking about: Don't you think we ought to get the Baby a carriage? Of course, nurse takes him out, but he ought to go out more. It seems almost wickedly selfish to just keep him here to enjoy ourselves. We ought to let other people see him and hear him talk. Why, he said "goo" yesterday just as plainly as anything. Just think what a comfort it would be to anybody to see him—people who are in trouble, or hungry, or—er—er—may be actually freezing, for all we know.

Mr. Horton—That's so.

Mrs. Horton (addressing Baby)—Is Mover goin' to send her own ducky darlin' itty lammie out to comfort de peoples? (To Mr. Horton) I'll go down and buy him a carriage to-morrow. (Meditatively) Oh, Algy, just think how perfectly sweet he will look in a white enameled carriage with a big lace umbrella and—

Mr. Horton (breaking in on the rhapsody)—There you go! That's just like a woman. Going to buy a thing because it's got a little white paint and some lace flummery, without giving the things of real importance a thought. What sort of springs are you going to get? Are you going to have pneumatic tires on the wheels or not? That's what I want to know.

Mrs. Horton (crestfallen and doubtful)—I don't know—I never thought of there being any difference.

Mr. Horton (triumphantly)—Just what I supposed. You'll go and buy something that looks pretty, and (darkly) the first time they roll it over an obstruction on the street it will fall to pieces and injure that child for life! Kill him outright, or make him a cripple, or—

Mrs. Horton (in tears)—Oh, Algy! how wise you are. And how providential I happened to mention it to you. I (solemnly) shall always feel that you have saved Baby's life.

Mr. Horton (relenting)—Well, we'll go down to-morrow and buy a nice, strong, substantial carriage for him; and we'll take him along so as to be sure to get it the right size.

(The next day, at the shop.)

The Merchant (exhibiting perambulators) Here's one, sir, that I think will suit you. Good gracious! is this the youngster? My, but he's the finest chap I've seen in years! How old did you say? Three months! Why, I'd have taken him for six. Splendid head, sir. Got plenty of sense in that. Looks like you, sir, although his face resembles his ma. Here, John, bring those finer baby huggies down this way. Won't do to put a child like this in anything but the best in the house. Yes, yes, really the most remarkable-looking Baby I ever saw. So bright. Opens his eyes just as natural as can be. And just listen at him cry now. I've seen babies that would cry just for nothing. Looked like they waited to get on sleeping cars and in public places where they could afflict the most people, and then they'd begin a concert that would beat the band; but this Baby—you can just look at him and tell he doesn't ever cry unless he's hungry, or sleepy, or something. Are these carriages safe? Yes, sir. The very best on the market. We have them made es-

pecially for us, and guarantee every one. You'll take this? Thank you, sir. Shall we send it? Oh, you'll just put the Baby in it and give him his first ride? That's right. Thank you, sir. Good morning, sir. (Throwing kiss to Baby) Goodbye, little darling!

Mrs. Horton (as they reach the street) Oh, Algy, what a nice man! And how intelligent! He seemed to appreciate Baby just at once.

Mr. Horton (complacently) Oh, Perkins is no fool.

Mrs. Horton (triumphantly) Look, Algy, what did I tell you? Didn't I tell you that it would just do anybody good to look at Baby! See! everybody that we meet smiles at him. Oh, I'm so thankful I wasn't selfish about him.

Mr. Horton—Oh, yes, I dare say; but what do you suppose that grinning idiot finds so amusing?

Mrs. Horton—I don't know, I'm sure. (Walks rapidly ahead for a few steps and turns, facing the perambulator. Becomes suddenly ghastly pale and makes a frantic grab at a card tacked boldly on the front. Moans.) Oh, Algy, they forgot to take the advertising sign off!

Mr. Horton (snatches the card out of her hand and reads, "Our Own Make!") (Stands dazed and helpless for a moment.)

Both Mr. Horton and Mrs. Horton (talking at the same time, recrimination in their voices)—This is what comes of going shopping with you! (Turn and flee down a back street.)

DOROTHY DIX.

Origin of the Clam.

Johnny: Paw, I know how clams was started.

His Father: Well?

Johnny: After all the other animals was made there was a lot of gristle left, and there wasn't anything else they could do with it, and they made it into a clam.

Tea drinkers can point to the life of the late Sir W. Jenner as evidence of the virtues of their particular beverage, even when taken to excess, for throughout his busy career the distinguished physician's sole stimulant was tea. He drank it with his lunch, he took it in his carriage while on his round of afternoon consultations, he drank it again at dinner, and tea was taken as a "night-cap." With many persons tea causes indigestion, but not so with the deceased doctor, for with his affection for tea was combined a love of the table. According to Dr. Cooper Bentham, who was his assistant for fifteen years, he was "a great feeder." During those years, from 1875 until his retirement in 1880, Sir W. Jenner made a large income, averaging from £12,000 to £15,000 per annum, not counting exceptional fees. Dr. Bentham, in a communication to the London Telegraph, says the late Sir A. Clark boasted he once made £24,000 a year, but it was hard to understand how he did it. Sir William received two very large fees in the course of his practice, each of £5,000 and from Americans. He took as much as 1,000 guineas a day in country journeys. Sir W. Jenner, who was physician-in-ordinary to the Queen, attended the Prince Consort in his last illness, and brought the Prince of Wales safely through the attack of typhoid fever in 1871.

There never was a surer way to get behind the bars than to stand too much in front of them.

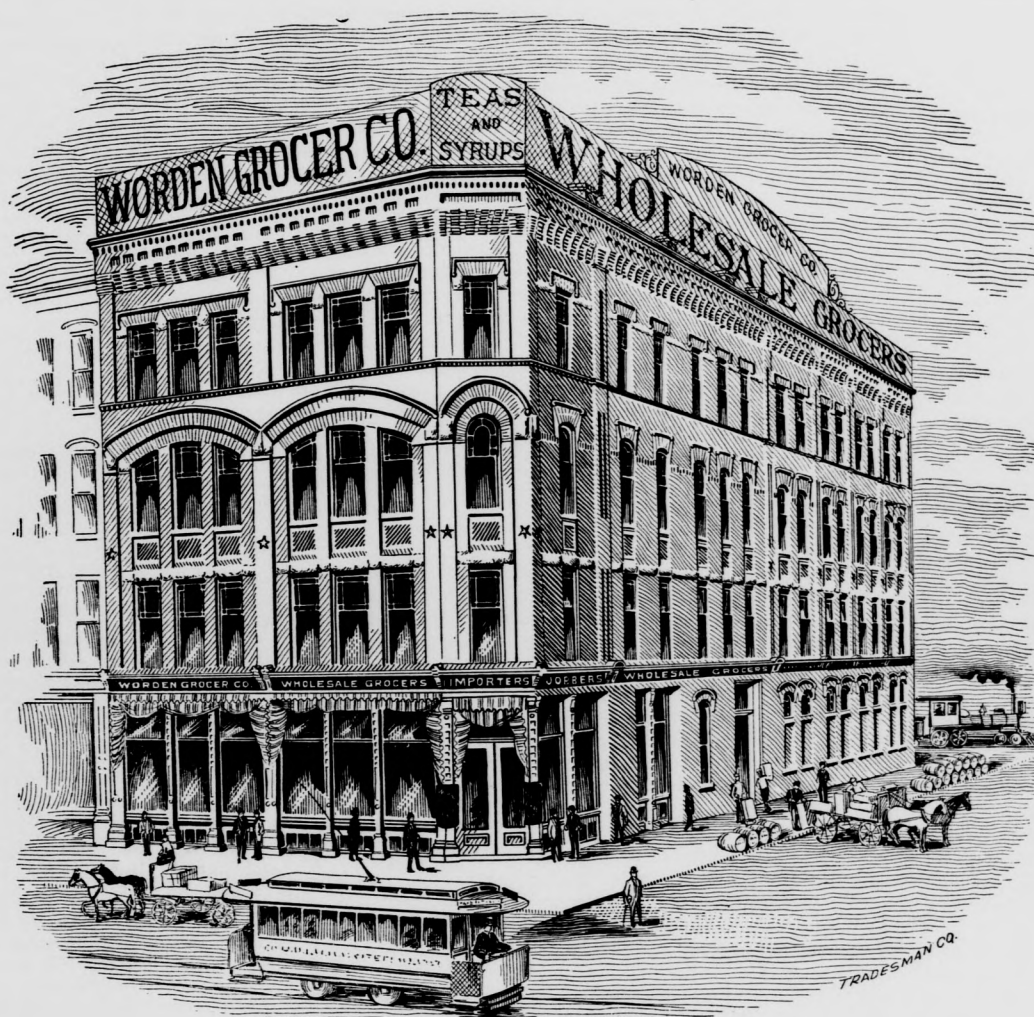
Fitting Ourselves to Any Condition of Life.

There is a strange and comforting philosophy in the fact that we can learn to fit ourselves to almost any condition of life that fate imposes upon us. Most of us have been genuinely surprised to find with what ease and naturalness we could drop into large and luxurious ways of doing things the first moment we got a chance, and, happily, the reverse of this is also true. When adverse fortune comes there is a little fretting, a little beating of impotent hands against the bars, and then habit, like a gentle ghost, leads us quietly and imperceptibly by new ways, where flowers grow that we learn to love almost as well as the old. The country boy, fresh from the farm, where nature spread a velvet carpet for his tread, where the winds swept over perfumed fields of clover, and the stillness of the night was only broken by the call of some drowsy bird to its mate, thinks at first that he can never become accustomed to the city. Its hard streets bruise his feet, its noisome odors sicken him, its ceaseless roar wearies and confuses, but in a little while he ceases to notice them, and the whirr of the trolley car and the shriek of the engine become lullabies, by which he sleeps as sweetly as he slept to the patter of summer rain on the old farm-house roof. We grow used to the disagreeable and adjust ourselves to it, and, curiously enough, perhaps the things that we miss most out of our lives when they are gone are not the vanished joys but the sorrows we had learned to bear. We miss them when they are gone, just as the back that has once shaped itself to a burden can never again be straight and upright as it was before. Sometimes we see a strong and vigorous man or woman chained like a slave to an invalid's chair; sometimes we see a mother bending in boundless love over a deformed and hideous child so repulsive that others turn away from it in loathing, and when we hear that death has mercifully set them free, we think there is something almost unreasonable in their grief. We can not know how empty seem the hands with no more ministry to perform, how purposeless the life that has nothing more to bear and forgive, how deep the tenderness grows that feels that it must make up to one stricken soul for every good that fate has withheld. A little story like this was told me the other day about a poor woman who for many weary years had had to bear with a drunken and worthless husband. She had a tiny store in which she made a scant living, supporting him in idleness, toiling early and late while he caroused with his companions or slept off a drunken debauch. For herself there was never an indulgence nor a pleasure. Nothing but hard work and hard living, while her brutal and shameless husband wrenched from her every penny for his own indulgence. At last, however, he died, and a lady who had known all the pitiful details of the little storekeeper's life stopped in to say as kindly a word to her as she could, under the circumstances "You must miss your husband?" she said. "Yes, ma'am," replied the other. "It does seem so queer to go into the store and find something in the till." No reproaches, no complaints of all she had endured. All the toil and privation forgotten. She had borne her burden so long that there was only a strangeness and a loneliness in not having to bear it any more.

CORA STOWELL.

WORDEN GROCER CO.

GRAND RAPIDS, MICH.



The death of our honored President has necessitated some changes in the officers of our corporation, as follows:

W. L. Freeman, who has filled the position of Treasurer since the organization of the company, has been elected President, in place of the deceased.

Chas. F. Rood and **Wm. F. Butts**, who have occupied the positions of Vice-President and Secretary, respectively, retain the same positions.

W. F. Blake, who has been a director of the company since its organization, succeeds Mr. Freeman as Treasurer and will devote his entire attention to office duties as soon as satisfactory arrangements can be made to cover the trade he has visited since the company began business.

Eugene C. Worden succeeds his father as a director of the corporation.

We embrace this opportunity to thank the trade for the generous patronage accorded us in the past and the kindly sympathy expressed by our customers and competitors in the hour of our bereavement. We appreciate these manifestations of friendly interest and assure our customers that we shall endeavor to merit a continuance of their confidence and patronage.

WORDEN GROCER CO.



Devoted to the Best Interests of Business Men

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

TRADESMAN COMPANY

ONE DOLLAR A YEAR, Payable in Advance.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - - JANUARY 18. 1899.

DANGERS OF STATEHOOD.

The New York Tribune is emphatically opposed to ever granting the privilege of statehood to Hawaii, or to any outlying possession we now control or may hereafter control. The Tribune believes that, in deciding upon a form of government for Hawaii, this prohibition against statehood ever being granted at some future date should be emphasized. This same New York journal believes that it is the general sentiment of the American people that the right of statehood should be limited to our present continental boundaries, and that neither Puerto Rico, Cuba, the Philippines or any outlying territory should ever be admitted to the Union as a state.

Although the position of the Tribune may appear somewhat inconsistent with its enthusiastic advocacy of administration measures, it is undoubtedly the proper position. It is true that it is somewhat contrary to the spirit of our constitution and our traditions to maintain outlying possessions which must never hope to become states; but the situation can be controlled in harmony with our free institutions.

The territories which have been created in the past have always been considered as future states, the territorial form of government being merely considered a stepping-stone to statehood. When, therefore, this or that public man talks of the annexation of Cuba, Puerto Rico, or some other outlying island, the average American understands that these places are ultimately to be erected into sovereign states, enjoying all the privileges and attributes of the thirteen original commonwealths. Most of the territory which we have acquired in the past, either by conquest or annexation, has been admitted into the Union in the shape of a number of states; hence it is but natural that annexation should be considered practically synonymous with admission to statehood.

There can be no doubt at all that it would be a great misfortune to admit any of the former Spanish possessions to statehood, for the very good reason that they are not fitted for such a privilege. Their populations are of a different language and have different customs and traditions. In their hands our system of state government would be misunderstood and would lead to constant turmoil. If they are to be retained at all, they must be considered merely as colonies, or, at best, autonomous de-

pendencies. To give such communities the right to representation in Congress and in the Senate would be extremely dangerous. Let them have local self-government and laws suited to their needs, but give them no voice in our domestic affairs, nor the right to introduce their products into our markets in free competition with our own.

INCREASE OF CITY POPULATION.

Professor E. J. James, in the January number of the Annals of the American Academy of Political and Social Science, presents quite an interesting article on the growth of the large cities, being, more strictly speaking, a comparison of relative growth of the urban with the non-urban population.

It has long been an observant fact that the increase in population in the cities has been much in excess of that of the rural districts, and that this concentration in the large trade centers is not peculiar to any particular country.

In 1790, the year of the first census of the United States, the percentage of the total population in cities of 8,000 inhabitants or more was 3.35; in 1890 the percentage was 29.20; and, at the usual rate of increase, the percentage is probably now about 33 or 34. Professor James thinks that 8,000 inhabitants is too high a limit for urban populations and favors 1,000, the percentage in towns of that size or larger being in 1890 41.69. This probably is much too low, as places with even 2,000 or 3,000 inhabitants have few of the characteristics of a city. Considering all places with not less than 1,000 urban, however, the urban population increased between 1880 and 1890 47.07 per cent. and the rural population only 12.66 per cent. The most rapid growth in this country has been in the cities in the sparsely settled districts of the West, as Omaha, Denver and Kansas City.

In England the same tendencies are evident. Between 1881 and 1891 the urban population, on the basis of towns of 1,000 or more, increased 15.3 per cent. and the rural 3.4 per cent. In 1890 61.5 per cent. of the total population of England lived in towns of 10,000 or more inhabitants and 22 per cent. in cities of 250,000 or more. Although France, as a whole, has been decreasing in numbers of late, Paris has managed to increase by 100,000 in the last five years. Rural France has decreased in the same time 450,000. The showing of Germany, Austria and Russia has been more like that of England.

One result of the greater increase in the cities compared with the rural districts, suggests the Baltimore News, was brought out in the recent investigations of the labor question by Professor Wyckoff of Princeton. The rapid increase in the cities has, of course, made labor competition keener and work more difficult to obtain, while the number of men out of work has increased. Professor Wyckoff found that the farmers are almost always in need of hands whom they can not get. It would be well if means could be devised for sending a large part of our immigrants into the farm districts, or at least keeping them from crowding the tenement districts of the great cities, in which a large majority of them settle.

All honest packers—and there are hundreds of them, putting up good and wholesome meats—would like to see the head of the army embalmed for raising a scandal likely to affect foreign as well as domestic trade.

GENERAL TRADE SITUATION.

It is becoming a matter of surprise that the steady advance in most leading lines of trade, in both activity and prices, should continue so long without any material reactions. For example, the steady movement of stocks, which have appreciated over 16 per cent. since November, continues with almost unchanging ratio, the record for the average for last week being \$1.47 per share. This week especially, the wise ones are predicting a set-back and many of the foreign traders, notably London, are becoming so uneasy that their sales are very heavy; and yet all bear influences are promptly met by the absorbing capacity of the home market. That this capacity for absorption is owing to the great amount of capital seeking permanent investment is indicated by the fact that second and third class shares are constantly becoming more prominent, while many of the best investment properties are disappearing from the Street.

A year ago the volume of business had expanded so much that some were afraid that things were going too fast, January showing a gain of 35 per cent. over 1897 in the exchanges. But the first half of this January shows a gain of 27.9 per cent. over last year and 73.5 per cent. over the same weeks in 1897. These are not records which any speculator can manufacture or manipulate, but are the records which actual business makes for itself. Nor is there room to dispute the official record of produce exports, which were in December, 1897, by far the greatest ever known in any month, over \$125,000,000 in value; but in the month just ended the exports of the principal staples have been in value \$4,642,900 greater than in 1897, in spite of some decrease in oil, cattle and hogs. The low price for cotton has not prevented an increase in the value exported of \$3,405,984, nor does the low price of wheat prevent the increase of \$1,996,972 for the month. January exports from New York show an increase thus far of 47.5 per cent. over last year, and cotton exports from all ports this month show an increase of 151,000 bales, or more than 40 per cent. It is this great excess of exports, creating foreign indebtedness to this country at the rate of about \$1,000,000 every half-day, that causes, and in some degree justifies, the confidence shown.

The West is still shipping grain beyond even the unprecedented rate of last year. In two weeks of January the exports of wheat, flour included, have been 12,507,339 bushels, against 8,772,093 for the same weeks last year, and meanwhile the exports of corn have been 7,199,913 bushels, against 6,910,578 last year. To date, all records of wheat exports have been surpassed in this crop year, with corn only about 2,500,000 bushels behind last year. Wheat has been growing a little stronger in price, but not because Western receipts run short, for this month they have been 3,100,000 bushels, or 55 per cent. larger than last year.

The greatest assurance of strength in the iron situation is still found in the fact that, with constantly increasing production, stocks on hand are showing a steady depreciation. The operation of demand and of organizations to control competition has resulted in a general, although moderate, increase in prices. The conservatism in this regard indicates that the manufacturers mean to keep on a basis which will continue to give them access to the world's markets, realizing that a more radical course

would result in killing the goose on which they depend for their golden eggs.

Thus the advances, including tinplate and the minor metals, are kept in harmony with improving conditions in foreign quotations.

The general outlook in textiles continues to show more strength and manufacturers are feeling much encouragement, although it is yet early to judge of the season's distribution. Boots and shoes are still showing conservatism on account of the undue cost of leather, and although there are heavy shipments they are exceeded by those of last year and of 1895.

OMNIVOROUS HUMAN ANIMAL.

A few weeks ago a paragraph found its way into the Tradesman to the effect that the working classes of Puerto Rico, on account of the almost prohibitive tariffs imposed on imported food, were compelled to live chiefly on roots and fruits and that they suffered for the lack of sufficient food. This state of things was supposed to prove that vegetable food is unfit for the support of the human race.

Any such conclusion is foolish in the extreme. The nutrition of the human body requires that certain proportions of carbon, hydrogen, oxygen, nitrogen, potash, phosphorus and some other elementary substances shall be supplied in due proportions. These can be got out of vegetables just as well and just as efficaciously as out of animal food, and there is no sort of doubt that an exclusive vegetable diet, embracing a proper variety of articles, would be vastly more beneficial and less injurious than an exclusive meat diet. In fact, about the only people upon the planet who live on animal matters exclusively are the inhabitants of countries in the Polar regions, where vegetables do not grow. They are probably among the most degraded of all human creatures.

Man is so organized that he can eat almost anything that grows from the soil, that walks upon the earth, that flies in the air, or that lives in the waters. He is omnivorous, for the reason that he is the only animal that is found in every zone and climate of our globe. He is created to meet the conditions existing wherever his lot is cast. When people can exercise any preference in the food they eat, they choose that which is the most palatable, but is not necessarily the most wholesome. Most of the diseases to which flesh is heir are the fruit of imprudence and excess in eating and drinking, no matter what may be the specific articles so misused.

The sort of intolerance that denounces either vegetarians or meat-eaters is an unreasonable and foolish fanaticism. There is no doubt that an exclusive vegetable diet is beneficial to many individuals, while all the great beasts of burden, such as the elephant, the horse, the ox, the camel and the llama, are exclusively vegetarians, and from such food they gain the strength which enables them to perform their laborious tasks. But, while there are few exclusive meat-eaters, the staple dish of the English is roast beef, while the Americans are the chief breeders and eaters of swine's flesh, and they are among the foremost nations.

In the matter of food man is a law to himself. He eats what he can get most conveniently, and he is made to conform to the conditions which regulate his food supply.

BREAD AND MEAT.

The American people, with their vast production of meats and breadstuffs, do not understand the condition of the inhabitants of those countries where the domestic supply of these necessities is not sufficient to feed the population, and as a consequence more or less of the subsistence of the people must be derived from foreign countries.

The immense expanse of the United States, extending through 20 degrees of latitude and 30 degrees of longitude, embracing conditions of soil and climate that can produce in abundance every bread plant, from rice in the South, through the entire list of corn, wheat, rye and barley, without counting oats, which are reserved for feeding beasts of burden, and whose millions of horned cattle, hogs, sheep and other animals furnish meats in the greatest profusion, presents conditions not realized anywhere in Europe. It is not easy for Americans to understand the situation in countries where much of the food supply has to be drawn from abroad.

It is so in Germany that the country does not produce meat and bread enough for its people. United States Consul Albert, at Brunswick, Germany, reports to the State Department at Washington that there is widespread complaint of the high prices of food. The German farmers clamored for a protective tariff against foreign grain and meats, and to please them the tariff was enacted. The people are suffering in consequence. He quotes some extracts from the Brunswick Landeszeitung newspaper on the subject. It says:

Not only in the north of Germany, but also in the south, the prohibition of the import of cattle has driven the prices to an extraordinary height, and caused great discontent among consumers. This is shown even in papers which are favorable to the agricultural interest and have supported it. In the Munich Allgemeine Zeitung, an expert proves that the prohibition is not necessary, and that diseases would not be brought in. In Bavaria, the number of cattle for slaughter has diminished so greatly that the demand can not be supplied.

Further it says:

According to the representation of a physician who was commissioned by the city officials of Beuthen to investigate the interdiction of swine and its effect upon the means of support of the workmen, the use of meat among them has diminished one-third, and whenever a piece of meat comes on the family table it is so small that it only suffices for the satisfaction of one man. The present conditions will work an injury to the capacity for labor and the power of endurance of the growing generation. Several years ago the price of a kilogram (two pounds three ounces) of swine flesh in Upper Silesia was from 13 to 15 cents; in August, 1895, it already reached 26 cents; and after small fluctuations, has risen, in September of last year, to 37½ cents.

Consul Albert presents figures to show that the population in Germany is increasing more rapidly than the means of subsistence. In regard to the supply of meat, there can be no question about this. Germany can not supply the demand. In the matter of breadstuffs, under improved methods of fertilization and cultivation, it is hoped by the sanguine that the supply may meet the demand; but in the figures given, human consumption of breadstuffs alone is considered, and no allowance is made for the consumption by cattle and poultry and the grain used in the manufacture of spirits.

The Consul thinks that Germany is rapidly reaching the same position held by England before the abolition of the

corn laws. Under the influence of a protective tariff, industrial enterprise has increased immensely. Germany now rivals the United States and England in manufactures; but, unlike the United States, it has not the provisions and breadstuffs for its home consumption with a surplus for other nations.

The result will be that the free import of grain and provisions into Germany will in the end be resorted to. The people must have cheap food. That is a necessity that all statesmanship must recognize, and the lack of it will bring on revolution. It is terrible to think what would be the situation in time of war, when all imports would be cut off, of people forced to depend on foreign countries for a food supply. That condition is the weakest point in the entire defensive position of Great Britain, and it is this that makes friendly relations with the United States so necessary.

Quite a number of the employees and stockholders of the John Finzer & Bro. Tobacco Co., of Louisville, Ky., were enriched by the absorption of that corporation by the Continental Tobacco Co. For several years the managing employees have been given a little stock at Christmas time, and at other times they were allowed to buy stock in the Finzer Co. at low prices. This went on for several years. When the deal was closed, Hughey Gorman, a foreman in the factory, received \$50,000 in cash for his stock, and an equal amount of preferred and common stock in the Continental. Mr. Sheets, an overseer, received \$80,000. David Keller, the Secretary, received \$300,000 and a position in New York worth \$15,000 a year. R. Finzer was given \$60,000 for his share, while Mrs. Finzer received about \$600,000 for the holdings of her deceased husband. The President of the company, Charles C. Vogt, received as his share \$300,000. It is recalled that one year the Finzer Co. declared a cash dividend of 100 per cent.

The New York Herald boasts that New Yorkers spent \$25,000,000 in charity during 1898. Laying aside the question of why such a tremendous outlay was necessary in the midst of such boasted prosperity, we come to the question, "When will some great city boast that it did not find it necessary to spend a dollar for charity, its people being employed at living wages?" While we are congratulating ourselves that charity is provided in abundance, let us not forget that it is our duty to strive for that condition when charity will not be needed.

The engraving on the new silver certificate is a radical departure from that on the old one. The American eagle is all that appears on it and the bill presents a neat and artistic appearance. The Secretary of the Treasury authorized the order issuing the new certificates, because the old design, which was very complicated, required too much ink and made the figures in script unintelligible. The seal on the new certificate is regarded as more difficult to counterfeit than the old one.

A book published in Japan a thousand years ago notes that at that time good silk was already produced in twenty-five provinces of that country.

Wise men talk but little. They know that to the wise a word is sufficient, and that on the foolish all words are wasted.

THE PROBLEM OF THE AGE.

Half a century ago the medical books were accustomed to declare that but for the fact that many women were invalids, and nearly all of the wealthier classes of them were sure to become so, the physicians would scarcely be able to make a livelihood. It is so no longer. The women are not now habitual invalids. On the contrary, they are more vigorous and healthful than ever before, and are, if possible, more beautiful.

Beauty is an evolution, and it is evolved both physically and mentally. It is improved by the better health of women and it developed out of the mental conditions by which women realize that beauty is a great charm and attraction in the estimation of the other sex, and the desire to be beautiful, operating in conjunction with physical causes, acting through successive generations, has increased, and will continue to increase, the beauty of women until they will be like "daughters of the gods, divinely tall and most divinely fair."

But how about the men? If their evolution of health and beauty were progressing parallel with that of the women, it might be possible to look forward to such a perfect development in both that the race so produced would surpass all in the past and glorify future generations with its splendid bodily beauty and masterful intellectual and spiritual power.

But, physically, it would seem that modern man has culminated and is tottering to his decline. This is the only age of the world when men had at one and the same time alcohol, tobacco, opium, cocaine and the manifold other nerve-destroying drugs. Whisky and brandy have been commonly known but a few centuries. Tobacco dates from the discovery of America. Opium was brought from the Far East, and the coca leaf from Peru. They have come into common use within a brief period.

The excessive use of these powerful drugs is undermining the male constitution. It is to-day the man that is the victim of nervous diseases. The frequent and apparently unaccountable failure of men in all classes of life is commonly attributed to overwork; but it is really in most cases the result of debauchery and other excesses, aggravated by attempts to brace up with nerve-destroyers.

The Romans were the most wonderful debauchees the world ever saw. No other such excesses in eating, drinking and sensuality were ever known. But they did not know alcohol. They drank wine, but they did not attempt to repair the effects of their excesses with drugs. They rested the body until it recovered its power by its own natural forces. To-day all sorts of poisonous pick-me-ups are used to hasten the recovery, and these aggravate the damaging conditions.

This state of things is confined to no class or quality of modern manhood. The hoodlum is among the most common users of the hypodermic injection of opium. Negro ruffians are devoted to cocaine. Men can not deprave the powers of the body without depraving the soul. It is in the fact that women are so much more free from such bodily depravity that they are spiritually so much purer. In the terrible Kreutzer Sonata, which is the expression of a sort of religious fervor fanatical to almost the last degree of madness, it is stated:

Woman, the average woman of society, is generally a dissipated creature, without moral foundation, an egotist, a

chatterbox; our girls, that is, the average girl of 20, a fascinating being, capable of the noblest, of the most sublime deeds. How do you account for this? The natural conclusion is that man has ruined her and drawn her down to his moral level. It is an undeniable fact that when boys and girls come into this world with equal gifts, the moral worth of the girl is far superior. Firstly, the girl is not subjected to those malignant enticements which we are exposed to. She does not smoke, gamble, drink, curse nor fight. Secondly, this is the principal cause why she is purer morally. Therefore she always remains superior to man. She is his superior when a girl, and when a woman, in our sphere, where the husband does not need to labor for their support, she will retain her superiority over him and become his master.

This is true as to its statement of the fact that women are better than men and the cause of it. But man can drag her down, and he is doing it. Almost everything in human nature is possible. There comes to us from remote antiquity the story of the Amazons, a nation of women who, finding their men reduced to a low state of physical vigor and moral depravity, slaughtered and exterminated them, taking upon themselves all the cares of the state, as well as of the home, and thereafter their only association with the other sex was with the powerful men of the fierce and warlike nations of foreigners.

The women of to-day, who are growing in strength and beauty, may reach a point when they will loathe and resent the decline and decay of their men, and may rise up against them, as did the Amazons. The possibilities of such an occurrence in a country like this are extremely remote. The conditions of life that could bring about such a situation exist only in cities, and they do not affect the great body of the population. Fresh men are constantly coming in from the country to take their places in the great work of the cities. But in the Old World there are cities where demoralization is carrying on its terrible work, and it was doubtless from some such object lesson that the mad dreamer of the Kreutzer Sonata drew his deathful inspiration.

Human nature is like the waters of the ocean, whose vast powers of self-purification seem equal to every demand. A thousand rivers pour incessantly their muddy floods into its vast basin, submarine convulsions belch into it sulphurous fires; but it remains profound, terrible and all-overcoming. The impurities cast into it disappear and are lost in its abysses, and its waters are always sparkling and transparent. The vast interior power by which human nature is purified is all-sufficient for the demands that are made upon it, and it has always been most potential when that demand was most urgent. The Romans, lacking alcohol, tobacco and all the depressing and powerful neurasthenic drugs of to-day, survived their debaucheries for five centuries before the virile and ferocious barbarians swept them into destruction. How long, with the means of moral and physical self-destruction so terribly multiplied and armed against modern society, can it withstand such assaults? This is the problem of the modern age.

Woman in politics is a recognized force now. Three women, all wives, are telling against the seating of one of Utah's representatives in Congress.

People full of idle curiosity do not seem to care to know how work would agree with them.

Fruits and Produce.

Difficulties Which Beset the Olive Industry.

From the San Francisco Chronicle.

The Los Angeles Times publishes a long article on the condition of the olive industry in the Southern counties, in which the writer takes the most gloomy view of the probable outcome of the investments in olive culture. We are not in a position to judge so well as the writer in the Times of the condition in the particular localities named, but it is an undoubted fact that there are large areas in the State where the olive will bear as freely and regularly as it appears to bear anywhere. There has been an olive boom, and many growers who have invested money upon conclusions which have been jumped at must now face losses which always follow investments made without due investigation and deliberate judgment.

At the bottom of the olive business there are two difficulties: In the first place, olive oil can not profitably compete in the general market with the less expensive vegetable oils. These oils will be used for purposes of adulteration, or, if well-enforced pure food laws prevent that, they will boldly compete under other names for the trade. If cottonseed oil does not sell freely for table use, it will be called "Union Salad Oil," or something else. Under such names cottonseed oil to-day has nearly all the restaurant and much of the family trade for table oils.

Here and there an energetic producer of ample means may create a demand for his special brand of oil at a high price. This does not help the unknown producers, who must sell their oil at the price of refined cottonseed oil. The pickled olives can not be counterfeited, but the demand is very trifling in the United States. For ripe pickled olives a demand has to be created. It could be created if the prices were made low enough, but a ripe pickled olive that will keep is a rather costly product. From these things arises the second difficulty of creating a market for an expensive product.

These difficulties are inherent in the business, and should have been duly considered before planting by those who have invested so recklessly. But besides these planters have added others. They have planted largely of foreign varieties of recognized excellence in their native localities without waiting to determine by experiment how they would do here. To this day there are but two varieties of olives whose success is established in California: One of these is the Mission, which is the only olive any one has yet made money on, and the other is the Redding Pickoline, which is probably a wild olive, and, at any rate, is not worth raising.

If no olives had ever been planted in the State, except experimentally, but the Mission, our olive growers would be better off. Another cause of disaster is the crowding in of too trees to the acre in the majority of orchards, when from 40 to 50 is all that the land should carry. Warnings against both these practices have been abundant from the beginning of the industry in the State, and could have escaped no one who used ordinary diligence in investigating before investing.

In spite of all this, we think growers foolish who have dug out their olive trees because they bore nothing this year. It is very likely that next year's crop will be all the better. A crop in every alternate year is all that is expected by experienced olive growers. The industry is now in a condition to justify a careful official investigation, extending over two or three years, and conducted with scientific precision. The Agricultural College will undertake it if the State will provide funds.

The best man for the work is Prof. A. P. Hayne, now with his regiment at Manila. As there is to be no fighting, he could probably resign and come home. We do not think he could serve his country better than by spending a year or two in a thorough study of the

olive groves now of bearing age in this State. There have been large investments which ought not to be needlessly abandoned.

American Enterprise Threatened in Jamaica.

Kingston, Jamaica, Jan. 8.—Americans interested in industrial enterprises in Jamaica would do well to keep an eye on what is going on here at present, as it is not improbable that the future of their interests may be seriously menaced by the sudden influx on a large scale of English capital and enterprise.

What Jamaica owes to the development of her fruit trade by American enterprise is well known. At a most critical economical crisis it proved her salvation, and Jamaicans have not been slow to recognize the fact. But the conditions are now changing, and the very American enterprise to which the island owed so much is threatened by the reaction of that English lack of enterprise that opened the door to the Americans. This reaction is to some extent primarily due to the United States Government's action in threatening the Jamaica fruit trade with extinction through the operation of the Dingley law. Perhaps no other single cause contributed so much to the awakening of British interest in Jamaica's concerns. This it certainly was that stirred the British Colonial Secretary of State, Mr. Chamberlain, and caused him to interest a great English fruit trading-house in the matter. That firm has now investigated the field, found it a promising one and is preparing a comprehensive scheme, including a fleet of fast well-fitted steamers, to monopolize the Jamaica fruit trade and divert it from the American to the English market. No doubt Cuba and Puerto Rico can supply the American market. But what about the American capital already invested?

Several other big enterprises also are on foot which, while they promise to re-establish the industrial prosperity of Jamaica and the other British West Indies generally, threaten to destroy that steady influx of American industrial and commercial enterprise to which the more far-seeing colonies look as the thin edge of the wedge that is one day to accomplish the inevitable and desired absorption into the United States. First among these schemes is one for the erection of central sugar factories in Barbados and the smaller Antilles, whereby it is supposed that West Indian cane sugar will be enabled profitably to fight European beet sugar in the English market. A similar plan for Jamaica also has been adopted by a big Glasgow firm, which has organized a syndicate with a capital of \$1,500,000 for the purpose.

Last but not least of these movements—not to mention smaller ones that in themselves may have large ultimate results—is the West Indian Co-operative Union, recently launched in London, which is more thoroughly calculated than anything else to close the door to individual American enterprise in these islands. It contemplates making every West Indian landholder, whether owner or tenant and trader, however individually impecunious, an interested party, with some stake in the concern. The scheme seems practicable enough in detail, especially when one remembers that the underlying motive is to monopolize the trade and industry of the islands to the exclusion of American interests and to exterminate the growing American sentiment which the recent annexation movement, however sneered at and minimized, brought home to the apprehension of Great Britain as possibly nothing else could have done.

The important point is that all this involves to a great extent the American export trade to the British West Indies, and particularly Jamaica, which has made so phenomenally promising an increase during the last dozen years or so.

A politician will shake your hand one minute and pull your leg the next.

An amateur that can sing and won't sing ought to have a medal.

MOSELEY BROS.

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**POTATOES--BEANS--SEEDS
ONIONS--APPLES--ETC.**

26-28-30-32 OTTAWA ST., GRAND RAPIDS

SEEDS

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

ALFRED J. BROWN SEED CO.

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Extra Fancy Navel Oranges

Car lots or less. Prices lowest.

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APPLES AND POTATOES WANTED

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

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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.

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Including Baldwin's, Spies, Russets, Ben Davis, Talman Sweets, Etc. Cider, Honey, Hubbard Squash, Pop Corn.

VINKEMULDER CO., Grand Rapids, Michigan.

California and Florida Oranges

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

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

Money in Truck Farming.

Pricetown, Pa., Jan. 14—Peter R. Schlegel is a recent graduate of Bucknell University at Lewisburg, in this State. He saw that the professions were crowded, so he concluded not to waste any time on the law, medicine or theology. He made up his mind to be a small farmer.

He took a four-acre tract between here and Fleetwood, and began a systematic, scientific cultivation of the soil. He now makes as much money as many farmers do on 100 acres. He is an expert truck gardener, having worked for four years on a high-class truck farm in Florida. In addition to this he had experience on several large farms near the college. Not only has he exhibited more than ordinary tact in marketing his products, but whatever he raises is of the finest quality, and consequently commands a price far above the average. One of the specialties of the Schlegel truck garden is melons. He raised on half an acre 2,600 melons, which he sold in bulk at 6 and 8 cents apiece. Melon raising must be done scientifically, if one wishes to receive perfect fruit. The trouble with most of the melons on the market is that they lack sweetness. Mr. Schlegel's are sweet, tender and juicy. He attributes his success to a system of fertilization. He adds certain elements to the soil to produce saccharine matter in the melons, and gets what he wants.

Mr. Schlegel also makes an especial effort to raise vegetables early or late in the season. He knows just what vegetables and what varieties are best adapted to the different seasons and the weather conditions. Last year he planted peas in the open ground as early as March 18 and produced an early crop. Then he planted some that were picked and marketed late in October at good prices. His experience has taught him that peas can stand wet and cold weather as well, but readily suffer under hot and dry conditions. A white frost seldom hurts peas. Mr. Schlegel's gardens are elevated to such an extent and slope in such a manner that the ground becomes fit for cultivation several weeks earlier in spring than the average soil. He raises all sorts of vegetables and selects the varieties in accordance with the tastes of his customers. He is a strong advocate of small farms and says if college men would buckle down to work on five acres of ground and bring their brain work to action they wouldn't need to be hard up in the professions. He is in good health and enjoys being his own boss without excessively hard labor. He keeps a horse, two cows, hens and pigeons, and all yield something for his purse or his table.

Extent To Which Chestnuts Are Used As Food.

From a recently published Government report on the use of nuts for food the following is taken concerning chestnuts in France:

The absence of Indian corn as an article of diet among the poorer classes in France is to certain extent replaced by the popular chestnut. Throughout the center of this country, from the Bay of Biscay to Switzerland, there are large plantations, and almost forests, of chestnut trees. These nuts differ very much from the ordinary species indigenous to the United States; they are broad, large, and resemble the American horse chestnut or buckeye (*Esculus hippocastanum*), and are extensively eaten by human beings and animals. Great care is taken in harvesting this nut before the severe frosts touch it, as freezing hastens fermentation.

The poor people during the fall and winter often make two meals from chestnuts. The ordinary way of cooking them is to remove the outside shell, blanch them; then a wet cloth is placed in an earthen pot, which is almost filled with raw chestnuts; they are covered with a second wet cloth and put on the fire to steam. They are eaten with salt or milk.

Hot steamed chestnuts are carried around the city streets in baskets or pails. The majority of the working

people, who usually have no fire early in the morning, eat them for their breakfast, with or without milk. Physicians state that, as an article of food, chestnuts are wholesome, hearty, nutritious and fattening. These nuts are often used as a vegetable, and are exceedingly popular, being found on the table of the well-to-do and wealthy. They are served not only boiled, but roasted, steamed, pureed and as dressings for poultry and meats.

Chestnuts are made into bread by the mountain peasantry. After the nuts have been blanched they are dried and ground. From this flour a sweet, heavy, flat cake is made. It resembles the oaten cake so popular among Scotch peasants. They are extensively employed for fattening animals, especially hogs. The nuts are boiled without shelling. Only small, inferior fruit is thus used.

Review of the California Fruit Crop. From the California Fruit Grower.

The fruit industry of California for the year 1898 makes a wonderful showing if one remembers that the State has just experienced one of the severest droughts it has ever known. The drought of 1864 crippled trade, the next in 1877 did less harm but left many sufferers, while the dry season of 1898, as far at least as it affected fresh fruit shipments, has left but a minor scar.

The overland movement of fresh deciduous fruits from California in 1896 amounted to 4,052 carloads, in 1897 to 5,323 carloads, and in 1898 to 5,007 carloads, a loss as compared with the previous year of only about 6 per cent. The actual loss, however, is greater than these figures indicate, because only a part of the 1897 apple shipments were reported, whereas in 1898 all of the apple shipments are included in the total.

The last shipping season was an unusually extended one. Shipments of apples from the Pajaro Valley, Santa Cruz county, are only now closing, and strawberry shipments from the same section ceased only two weeks ago, after a run of over eight months. Less than three weeks ago from this writing, a carload of California grapes sold in the Boston market at auction, realizing the sum of \$1,384.

While the shipments of fresh deciduous fruits in 1898 were less than in 1897, the aggregate money return has been nearly, if not quite, equal to that of last year. The fresh fruit industry of the State has been given no very severe blow because of the phenomenally dry year, although isolated localities and a number of individuals have suffered.

The greater damage from drought has been almost entirely confined to a reduced wheat production, a lessening of the mineral output and some loss to cattle and dairy interests in certain sections, and even these have not been general.

The citrus fruit producing sections of the State have enjoyed the preliminary spurt inseparable from the shipments for the holidays. The work of moving to the East the California crop of oranges will begin again shortly, and the packing houses for months to come will be centers of activity. The output of oranges and lemons, unless frosts intervene, will be of fair size and the prospects for remunerative prices may generally be considered good.

Hard to Sell Eggs by Weight.

A writer in the Country Gentleman says, regarding the sale of eggs by weight: "Some years ago I had a brother-in-law who kept a grocery, and he tried to sell eggs by the pound. He soon found it a very difficult matter. I have seen him spend nearly a minute weighing out a pound of eggs. And in no case, or very seldom, could he get exactly a pound, for there would be a fraction one way or the other, and in disgust he gave it up. After he had filled the scale's hopper with what seemed to be a pound, he would take out one and put in one of a different size, and so change two or three different times. He found it very different from weighing tea or coffee, for he could sprinkle in either of them until the scales balanced, and then the job was done."

Review of the Chautauqua Grape Crop

According to the late figures, the Chautauqua grape crop was the equivalent of 3,000,000 9-pound baskets less in 1898 than in 1897. The Chautauqua & Erie Grape Co. handled 3,374 cars, about 1,000 less than the previous year. Outside shipments make the total 3,800 cars, each holding 2,800 baskets.

During the hot weather of September and October grapes sold for 5½¢ per 9 pound basket. As the season neared its end prices improved, but the average will not exceed 8¢ per basket. Five years ago the average was from 16¢ to 20¢, according to variety and condition.

The proportion sold in bulk last year was larger than ever before, but the prices realized were small.

Growers are said to be generally dissatisfied and are wondering what the end will be. They say they can not reduce expenses of production materially, and that there must be a change or they will be forced out of business. Some of them report losses for 1898, and none of them made money. With a large crop the result would be even more unsatisfactory than it was last year.

To Make Artificial Meat Extracts With Chemicals.

A Brussels chemist has discovered a synthetic process of imitating all existing meat extracts, producing by chemical means an article far superior to the natural and at a much less cost. Experiments have shown the chemical substitute to be remarkably nutritious, and analysis shows its chemical constituents to be identical in all essentials with the natural product. A company is forming, capitalized at \$200,000, to undertake the manufacture of chemically combined food products.

Prohibition will never become popular as long as the price of a glass of lemonade will buy two beers.

It is the biggest kind of an insult to offer a small sum of money as a bribe.

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.

Old Homestead Mincemeat Co.

Manufacturers of

Old Homestead Mincemeat

and Jobbers of

Pearl Brand Oysters

In Cans or Bulk.

Consignments of Poultry and Game Solicited.

43 E. Bridge St.

Grand Rapids.



MICHIGAN PACKAGE CO., Owosso, Mich.

The Neatest, Most Attractive and Best Way

to handle butter is to put it in our

PARAFFINED
PARCHMENT-LINED
PACKAGES

Write for prices.

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.

HANSELMAN CANDY CO.

KALAMAZOO, MICH.

MANUFACTURERS OF

FINE CHOCOLATE BON BONS

We wish to thank the trade for the liberal patronage of the past year and hope to merit a continuance. Our salesmen, Walter Baker, G. A. Sage, C. D. Waldo and C. W. Siple, will visit the trade regularly.

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.

Clerks' Corner.

Inconsiderate Employers and Flannel-Mouthed Lunkheads.

It is a mystery to me that some grocers can keep any clerks at all. A clerk is not a dog, although some grocers seem to think so. In fact, I have seen some clerks treated worse than a kind master would treat his dog. And the most lamentable feature about it is that the market for clerks is so overstocked that the average clerk realizes perfectly well that if he kicks it means being kicked—out, with a hundred more to take his place.

A good many grocers entirely misconstrue a clerk's position in the store. They seem to think he is there simply as a laborer. Well, he is there to labor, of course, but he is also there to learn the business. You don't suppose that a young man of ambition would enter a grocery store to do hard, dirty work at a few dollars a week if the only future ahead was the doing of that same hard, dirty work at the same few dollars, year in and year out, do you? Not much. He's there to learn the business. He has ideas of a store of his own, or a managership somewhere, and the grocer ought to realize that; he ought to help him along. It's a mistake to think that all that is necessary is to put him behind the counter. The clerk can't pick everything up. He must be told dozens and dozens of things, and he ought to be told them.

I know a grocer up in Newark, N. J., who seems to resent every attempt of his clerk to get hold of any of the ideas of the business. And he resents these attempts very roughly, too—not in a way a self-respecting man can stand very well.

This grocer holds to the old-fashioned notion of marking the cost price in cipher on every price label. Directly underneath he has the selling price, also in cipher, but he has a different cipher for each, and the clerk is only allowed to know the one which means the selling price. He is kept on the outside—looked on as an outsider.

Several weeks ago I had some conversation with this clerk. He's a bright, intelligent fellow, worthy of better treatment than he gets.

"I don't get any show here," he said. "I came here to learn the business. I ain't going to be a grocery clerk all my life. But I ain't allowed to learn it, except just what I can pick up. You know he has two marks on every label—one for the cost and the other for the price to sell at. He'd never tell me the cost mark, and one day I said to him:

"Mr. —, I'd like to get some idea of how you estimate profits; would you please explain the cost marks to me?"

"He snapped me off as short as pie-crust.

"No, I won't!" he says, "Tain't none of your business. I pay you wages to work around the store, not to stick your nose in my business!"

Isn't that a nice, decent way to treat a clerk?

"And he acts so small about things," said the clerk. "There are two or three people who seem to like to have me wait on them, because I treat them as well as I can, and they got so they'd wait until I got through what I was doing, so I could tend to them. He soon got onto that and he set himself to see just who did it. As soon as he found out, he would send me down the cellar to do some job as soon as any of these

people would come in. And then he would wait on 'em himself.

"And then you never get any credit for anything you do, either. A man might work his feet off and he'd never say 'thank you.'"

This grocer is in luck. If he treated some clerks this way, they'd gouge him behind his back. They'd slip up on him in every way they could, and it would be only human nature to do it. The clerk he has is entirely too decent a fellow for him. He's so honest and self-respecting that he goes on working just the same, regardless of the treatment he gets.

How foolish it is for a grocer to do this sort of thing. Why, as a labor-saving device a good clerk is a wonder. Put a little responsibility on him and you'll make a man of him, and a valuable man, too. He'll take a part of the work off your shoulders. He'll give you an easier time. Instead of looking after all the stock yourself, let some good clerk see that it's kept up—not in the way of actual buying, but in posting you. The minute you let a clerk see that you recognize him as one of the wheels of the wagon, he'll be a different fellow, and he can give you tip after tip that is worth its weight in gold. But he isn't apt to lick a hand that strikes him.

I'm talking now about good clerks. I've seen some flannel-mouthed lunkheads behind grocery counters that weren't worth the powder and shot it would take to blow their heads off. They never should have been there, and I suppose they were there only because they worked cheap. I don't believe in cheap men. The clerk who is willing to work for \$4 a week will probably do your business more than \$4 worth of damage.

There is such a thing, however, as the fresh clerk. He ought to be sat down on very hard, and if that doesn't do, he ought to be fired. He'll do harm.

Why, I now a grocery store where lots of ladies won't go because the clerk there is so fresh. He's one of these things, you now, who thinks they are just the thing with ladies. And because they are just the thing they have to "jolly the ladies along occasionally." That goes all right with some, but it doesn't with most. No lady likes to have to listen to a lot of gobble-gabble while she's being waited on. And she doesn't like a lot of fresh suggestions as to what she ought to buy, either.

I saw a clerk fired on the spot for this once. He was waiting on a lady who had just bought some butter. She was in the habit of buying so many pounds a week, and this fresh clerk thought she ought to be using more. So he said, in the way of conversation, very vivaciously:

"I don't see, Mrs. Brown, why you, with your very large family, use only two pounds of butter a week. Guess you eat dry bread sometimes, don't you?"

A very pert, impertinent remark, and it made the lady very warm under the collar. The reference to the large family made her especially hot, because she already had seven children, and the number seemed to increase every year with the regularity of clockwork. That gets to be a nuisance sometimes, you know, and people become sensitive upon it.

The proprietor of the store overheard this remark, and I was glad, for the sake of his trade with the lady, that he did. He had walked up pretty close to the clerk in the course of waiting on

another customer, and heard the remark very clearly.

"See here!" he said to Mr. Fresh, "I don't allow anybody to talk to my customers that way. You get out of here, and do it quick!"

The clerk stood dumbfounded.

"Why, Mr. —" he began.

"Get out, I say!" said the grocer.

And the clerk got, too, for there was blood in the grocer's eye.

As a matter of fact, I question whether that clerk really intended impertinence. He was just one of those fresh asses who think such things are sociability. Really, I shouldn't be surprised if he really honestly thought that he was doing his employer a good turn by cultivating such friendly, social relations with the customers.

But he lost his job, all the same.

And so he should.—Stroller in Grocery World.

One On the Bishop.

Not long ago an Episcopal bishop was a guest at a dinner party in Baltimore. "By the way," said one of the guests, a woman, "do you know that there are times when it is dangerous to enter an Episcopal church?"

"What is that, madam?" said the bishop, with great dignity, straightening himself up in his chair.

"I say, there are times when it is positively dangerous to enter the church," she replied.

"That can not be," said the bishop. "Pray explain, madam."

"Why," said she, "it is when there is a canon in the pulpit, when the bishop is charging the clergy, when the choir is murdering the anthem and the organist is trying to drown the choir."

A hearty laugh went the round of the table at the bishop's expense, and he acknowledged that at such a time he could well imagine it disagreeable, at least, if not dangerous, to be present.

No Department Stores in France.

While there are co-operative stores in Paris, the law does not tolerate department stores. No shop keeper is allowed to engage in more than one branch of trade, the result being that experienced retail dealers are protected from unfair competition. French law also discriminates against trusts or combinations having for their object a monopoly in manufacturing. Co-operative stores are less frequently found in France than in Germany, although the latter country also has laws in force which prohibit department stores.

Much More Difficult.

"Doctor, you treated me once for 'lung fever.' Why is your bill for treating me for 'pneumonia' so much larger?"

"Pneumonia," sir, is a good deal harder to spell. It ain't every doctor that can do it."

Qualified For the Position.

Secret Service Secretary—I want a man who is skilled in translating ciphers.

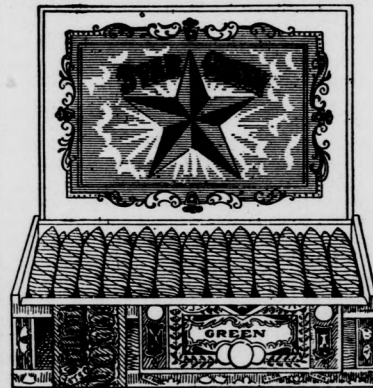
Applicant—Then I'm your man. For two years now I've put up prescriptions in a drug store.

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.

ALWAYS A WINNER!



\$35.00 per M.

H. VAN TONGEREN, Holland, Mich.

Established 1780.

Walter Baker & Co. LTD.

Dorchester, Mass.
The Oldest and
Largest Manufacturers of
**PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES**
on this Continent.

Trade-Mark. No Chemicals are used in their manufactures.

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

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

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

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

Walter Baker & Co. Ltd.
Dorchester, Mass.

POTATO SHIPPERS

Can save 20% on their paper for lining cars by using our

RED CAR PAPER

Write us for sample and price

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

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, Jan. 14.—The coffee situation shows little if any change from last week. The orders from the country have been for rather limited amounts and buyers do not seem to show any disposition to load up at prevailing rates. Holders are confident, however, and claim to have the better end of the market, and quotations are firmly adhered to. Supplies seem sufficiently large to meet all immediate wants. Rio No. 7 is held at 6½c. The amount in store and afloat aggregates 1,232,321 bags, against 1,134,810 bags at the same time last year. Mild coffees are not particularly active, but the general market is firm for most West India growths.

There has been a very satisfactory market in sugar and some orders have been received for good round lots. The trust refineries, on orders for 500 barrels and upward, have guaranteed prices for 30 to 60 days. Outsiders have not followed. The situation between the rival refiners will, perhaps, grow more interesting now, as the stockholders stand solidly by Mr. Havemeyer in his vigorous campaign. Granulated is listed at 5c.

The tone of the tea market is firm, but no special activity prevails and orders coming are for only moderate quantities—just enough to supply broken as sortments. Considerable invoice trading has been done. Quotations have remained practically unchanged.

The rice market is firm. Quotations are so high that business is limited and yet holders will not abate a jot. This season is always the dull period. Offerings are light of all grades, and especially is this true of the better sorts. This applies to foreign and domestic both. Prime to choice domestic, 5¼@6¼c; Japan, 5@5¼c.

Pepper is very firmly held, owing, no doubt, to reports of a tremendous short age. Lampong, as reported from London, will send but 22,000 piculs, while last year, and usually, it sends five times that amount. Singapore is quite able here at 10¼@10¾c. Aside from pepper, the market remains about unchanged and transactions are of an everyday character.

Low grades of molasses are quiet. The demand has been mostly for the better sorts, which are firmly held, and supplies are somewhat limited. Good to prime centrifugals, 16@26c; open kettle, 32@36c. Syrups have sold rather slowly and quotations are about as they have been for several weeks prime to fancy sugar ranging from 10@25c.

Nothing in the whole line of groceries attracts more attention than canned goods. Firmness characterizes almost every article on the list. Some large transactions in future tomatoes have been reported on the same basis as last year—67½c for Maryland f. o. b. county. Jersey packers are not accepting last year's rates and appearances seem to justify their decision. Not much has been done in future corn. From Chicago come reports of a sale of 180,000 cases of futures at 62½c and 15c per 100 allowed for freight.

Orders for dried fruits are mainly for supplies to fill gaps in broken assortments. While the volume of trade is not large, the market is firm all around and quotations are generally well maintained. California raisins are rather quiet at the moment, but jobbers report a generally good movement in prunes and at full rates. Evaporated apples are in better demand and, as the supply seems to be rather limited, prices are firm. Fancy, 9¼@10c; choice, 9@9½c.

Oranges and lemons have been in rather restricted movement, but prices are firm. Sicily lemons, \$2.25@3, as to size and quality. Repacked Jamaica oranges, per barrel, \$5@5.50; Sicily, per box, \$2.25@2.50; California navel, per box, \$2.50@3.50. Bananas have been in slow movement at 90¢@1 per bunch for firsts. There is little demand for pineapples and quotations are nominal.

Receipts of apples are light, but quotations appear to have reached the top and no further advance is to be noted. Greenings are still held at \$4.50@5.50 per bbl. for fancy stock; Baldwins, \$4@4.50, but the fruit must be very nice to fetch these rates.

The bean market is quiet for all sorts. Choice marrows, \$1.50@1.52½. Choice medium, \$1.32½.

Butter is rather quiet. Supplies of really desirable goods are not large, but there seems to be enough to "go round." Western extras, creamery, 21c; firsts, 19@20c; seconds, 17@18c; fancy June, 18@18½c; firsts, 16½@17½c; finest imitation creamery, 16½@17c; firsts, 14½@15½c; Western factory, June extras, 14c; fancy rolls, 14@14½c.

The cheese market shows greater strength than last week. The demand has been sufficient to keep stocks well cleaned up. Large, full cream, State, 10½c for September and October make; small, 11@11½c.

Eggs are lower. Receipts continue to increase and the market is pretty well supplied, although for really desirable stock there is a good call. Western, fresh gathered, loss off, 20½c; fair to good, 19@20c.

How He Collected a Debt.

A Danbury, Conn., merchant has been trying for several months to collect a bill of \$6 from a man who is known as being very slow pay. The merchant has sent bill after bill to his debtor, but with no effect. The merchant was becoming doubtful of ever being able to get a cent out of the man, when he hit on a scheme which proved successful. He went to the desk and made out a statement, which showed that the man owed the firm \$36. He mailed this and awaited developments. When the merchant went down the street to open his store in the morning, lo and behold! there was the delinquent debtor waiting for him. "Look here!" he said, "what do you mean by sending me such an outrageous bill as this?" He was waving the bill in the air as he said it, and had evidently been getting madder every minute since he received it. The merchant looked at it and suggested that they go inside while he looked over the books to see if it was correct. Of course he discovered that the bill amounted to only \$6, which the man paid immediately, and went out perfectly satisfied.

Fivefold Increase in Tax

Elgin, Ill., Jan. 17.—The proposed increase in the tax on colored oleomargarine from 2 cents to 10 cents a pound is intended to be practically prohibitive, and to compel dealers in the article to sell it in its uncolored state. But certain creamery men do not believe this law would reach the real difficulty. One of these men has said:

"It isn't the oleo stuff that damages the trade in butter so much as it is the process butter, made from odds and ends of butter in various factories. When creamery butter is selling in Elgin at 21 and 22 cents a pound, wholesale, and you see creamery butter advertised in Chicago at 18 cents a pound, you may know it isn't the oleomargarine that does it. It's this made-over process butter."

Louisiana as an Orange Section.

A branch of agriculture which is claiming much attention from the farmers and others in Louisiana, and which promises to reach a state of high development in the next few years, is orange culture. Several farmers already boast of small orchards, although in their primitive state. It is evident that the success achieved by these venturesome farmers is responsible for the renewed interest now shown in orange raising, and many are preparing to lay out young trees by the thousands.

He Reserved His Opinion.

Papa—Now, Johnny, I have whipped you only for your own good. I believe I have only done my duty. Tell me, truly, what do you think yourself? Johnny—If I should tell you what I think, you'd give me another whipping.

STARTING RIGHT.

Developing the Boy in the Right Way.

"If more fathers would take a course with their sons similar to the one my father took with me," observed one of Boston's leading business men, "the boys might think it hard at the time, but they'd thank him in after life."

"What sort of a course?" we asked. "Well, I was a young fellow of twenty-two, just out of college, and I felt myself of considerable importance. I knew my father was well off, and my head was full of foolish notions of having a good time and spending lots of money. Later on I expected father to start me in business, after I'd 'swelled' a while at clubs and with fine horse-flesh."

"Like a wise man, father saw through my folly, and resolved to prevent my self destruction, if it were possible."

"If the boy's got the right stuff in him, let him prove it," I heard father say to mother one day. "I worked hard for my money, and I don't intend to let Ned squander it and ruin himself besides."

"That very day father came along and banded me \$50, remarking, 'Ned, take that money, spend it as you choose, but understand this much, it's the last dollar of my money you can have until you prove yourself capable of earning money and taking care of it on your own account'."

"I took the money in a sort of dazed manner and stammered out, 'I—why—I—I—want to go into business.'"

"'Business!' exclaimed father, contemptuously; 'what do you know about managing the mercantile business? Get a clerkship and learn the alphabet be-

fore you talk to me of business.' And father left me then to ponder on his words. And that \$50 was the last money my father ever gave me, until at his death I received my part of the property by inheritance."

"I felt hard and bitter then, felt my father was a stingy old fogey, and mentally resolved to prove to him that I could live without his money. He had aroused my pride—just what he intended, I suppose."

"For three days I looked about for a place to make lots of money. But I found no such chances, and at length I accepted a clerkship in a large retail store at \$400 a year."

"Another bit of father's 'stinginess' at this time was demanding \$2 a week for my board through that first year."

"At the end of my first year I had laid aside \$200, and the next year, my salary being raised \$100, I had \$500 laid by."

"One hundred cents meant more to me in those days than \$100 had previously."

"At the end of four years' clerking I went to my father with \$1,500 of my own, and asked him if he was willing to help me enter business. Even then he would only let me hire the money, \$2,000 at 6 per cent."

"To-day I am called a successful business man. And I have my father to thank for it. Those lessons in self-denial, self-respect and independence which he gave me—although hard at the time—put the manhood into me."

"Years afterward, father told me it cost him the hardest struggle of his life to be so hard with his boy. But he felt it was the only course to make a man of me. Many a time we laughed heartily over that little \$2 board bill."

Artistic Designs



An Advertisement

should attract attention and impress its value upon the reader's mind. Effective and appropriate illustrations help to do this. *****

We prepare designs for all purposes and devote particular attention to the illustrating of advertisements, booklets, catalogues, etc. *****

Sketches and estimates furnished on application.

Tradesman Company
GRAND RAPIDS MICHIGAN

Shoes and Leather

Footwear On the Move.

The shoemaker has come to the front, and now takes his place in the same rank as that in which are lined up the most useful, skillful and necessary artisans of modern times.

He is not only a useful man, but he must be an ingenious decorator in order to meet the demands of modern progress upon his trade.

There are, however, shoemakers of various grades, differing in their attainments and separated by degrees of capacity for advancement, just as there are grades in institutions of learning for scholars of various degrees of intellectual capacity.

Assuming that the term "average" shoemaker means the one who is somewhere between the expert and the bungling driver of pegs who will never rise to the middle class even, it must be doubted whether this average artisan in our craft is fitted to cope with the new conditions and requirements of the trade.

As a sort of auxiliary he may be useful in his way, but at the front he would be a dismal failure.

And yet he believes in himself, and often admits of no superior in the craft, because he has pegged away for many years, but without advancing with the times.

This average shoemaker believes that he is competent to construct footwear for anyone who comes his way; he believes that he can make shoes to fully meet the requirements of a pair of active, muscular feet that expect to walk something like six hundred miles in the shoes he can furnish.

This would be only about three miles a day for a period of little more than six months.

This is not an unreasonable expectation on the part of the purchaser, for a pair of fairly good shoes will perform this length of service; and an active man who is much out of doors, and whose business requires short trips, will easily cover this much ground.

Now the average shoemaker will accept this important contract in the most confident manner, and will proceed in the conventional way to make a diagram of the ground plan of the foot; he will take measurements of the ball, instep and heel girths, dismiss his client with a wave of the hand, and then proceed to leather up his last according to these hasty measurements, and the thing is done—so far as the average shoemaker's science goes.

But the tread and gait of the feet that are waiting to get into those shoes have not even entered into the shoemaker's calculations.

If it were that nicely-fitted last that had to wear the shoe, all would be well, and the march might begin and end satisfactorily.

The gait not having been enquired into, probably the short, quick step of the wearer of the new shoes, from the lack of flexibility in the soles and the want of proper bearings, too soon changed into a slow, uncertain tread from sheer necessity; from the want of proper adaptation of the heels, the long, swinging stride is reduced to a short, jerky one, in order to avoid unpleasant jarring in that quarter.

In this state of affairs if the wearer can and will submit to the new conditions, it is to be a case of adapting the feet to the shoes, instead of the reverse,

until the shoes are finally conquered.

With this free-hand sort of shoemaking many unpleasant results must follow:

The bandy-legged man can get no more happiness out of life at the foot until the thick outer edges of the new shoes are worn down to his natural or unnatural position; the knock-kneed man, as a pedestrian, is miserable until attrition has reduced the inner edges of his soles to the angle of the old ones.

The high-heeled person gets no good gait again until his stilts are worn down so that he does not have to walk gingerly in his painful effort to keep the pressure of his body back from his insteps.

There are many other characteristics in form and gait of shoe-wearers which the average shoemaker can not provide for in his limited knowledge as to the needs of the foot in motion.

There is, for instance, the knee-sprung man, who, like his four-footed friend, requires ample thickness at the toes of his shoes in order to make bottoms wear out at all evenly.

Many other minor but important points will naturally occur to the thoughtful and skilled workman, so that he will not simply measure and make footwear for inanimate dummies, but for live, active feet on progressive animals with individual characteristics which must be taken into account.

The latter knows that the shape of the foot is not everything, but that the manner of putting it down and the act of locomotion are of paramount importance in constructing shoes for feet that need something more than coverings.

Comparing the ordinary pedestrian on the street with the soldier on the march, as to the service required of the shoes, and the importance of their adaptation to the requirements of the feet, the latter should have more careful consideration as to footwear.

In military tactics the length of the direct step is laid down as twenty-eight inches, in common time, measuring from heel to heel, and in swiftness at the rate of ninety in a minute.

The length of the double-quick steps is thirty-three inches, and the swiftness at the rate of one hundred and sixty-five steps a minute.

This speed may be increased, in emergencies, to one hundred and eighty steps a minute, or three steps per second, without breaking into a run.

This is also the average gait of the good pedestrian on the street, varied according to circumstances.

The length of step of the average woman is far more difficult to ascertain than that of her masculine competitor.

It varies, without any known reason for its variations, and is much shorter and quicker, as a rule, than that of a man.

A woman's reasons for her step or gait are no more producible than her motives for some other feminine eccentricities, notably that of moving:

"Don't ask me why I wish to move—I have my own good reasons; You might as well ask me to prove Why Nature has her seasons."

The woman's quick, uncertain, unequal step is, probably, one of the unrevealed mysteries of life.

There is no average to be formed for it, and no reason to be adduced for its curious diversity.

If the average shoemaker, whose efficiency for practical handicraft has been somewhat discredited in this article, can make footwear to meet the uncertain requirements of some of these peculiarly active feminine feet, he will

soon rise above mediocrity in his craft and can shoe the more sturdy male biped.

At any rate, the expert shoemaker is expected to make shoes that are fit for active service—a service in which the feet must bear all the labor, and must, therefore, be consulted.

This matter of progression is a wonderful thing when we come to think of it seriously.

It has been truly said that walking is accomplished partly by the force of gravity—by the falling forward of the body at regular intervals—without the active exercise of the muscles.

If anyone doubts that the falling forward of the body, stopped at regular intervals by the interposition of one of the feet on the ground, is the way we walk, let him experiment by stopping

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.

Shoes On the Top Shelves

are slow sellers unless you have a

Bicycle Step Ladder



to put them within reach.
Write

HIRTH, KRAUSE & CO.,
GRAND RAPIDS, MICH.

Rindge, Kalmbach, Logie & Co.,

12, 14 and 16 Pearl Street,

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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.

HEROLD-BERTSCH SHOE CO.

MANUFACTURERS AND JOBBERS
OF

RELIABLE FOOTWEAR

Our Spring line is a Winner; wait for our travelers and "win" with us.—When in the city see our spread.—Agents for Wales Goodyear Rubbers.

5 AND 7 PEARL ST., GRAND RAPIDS.

suddenly in a brisk, long-striding walk and rigidly retain the erect position of the body as it was at the last step.

He will find himself bending forward at an angle of several degrees in so awkward a pose that he will impulsively straighten himself up and assume the erect attitude of standing, which is quite different from that of walking.

But this alternate falling forward of the body and straightening up again to assist propulsion must not be confounded with the stooping position so commonly seen on the streets.

It is a natural inclination of the body forward above the hips in order to give momentum to the frame in the art of walking only.

Good shoes, perfectly adapted to the feet, in these varied and interesting movements, are, therefore, indispensable.

But the shoemaker, from time out of mind, has been figuratively kicked by his own shoes and cuffed by the wearer of his products for many troubles that he is not responsible for.

It has been thoughtlessly declared that the proof of ill-fitting footwear is conclusive from the fact that a wearer of new shoes finds relief from their pain frequently while sitting down.

While it is true that shoes having insufficient room for the feet at some point produce rather less inconvenience when the weight of the body is removed from the feet, it is equally true that tired feet, even in perfect-fitting shoes, or in no shoes at all, find relief in the same posture.

If we look more closely into this shoe-wearing problem it is quite likely we shall find that the average shoemaker has no more sins lying at his door than has the average shoe-wearer. The latter insists, too often, with the custom maker upon a tightly-drawn tape about the foot and a narrow sole, and in the dealer's store quite frequently the shoe that can be easily put on is not just the thing desired.

A sensible co-operation between these two "average" mortals would usually result in shoes adapted to the feet, both at rest and in lively motion, and thus harmony might be brought about between the two.

It is true, all the same, that the modern manufacturer, although he can not possibly forecast the various forms of individual feet that shall seek to occupy his shoes, does, nevertheless, do the best he can for promiscuous humanity by providing good model shapes in his wares, which are intended for the average normal feet.

Shoes are no longer fashioned over

the crude, amorphous block of wood which served as a formative core for the almost shapeless footwear of our less finical ancestors, and which products were regarded by our less skillful and less scientific shoe artisans as the ne plus ultra of the shoemaking craft because they were so far in advance of those that had gone before.

Of course, footwear has always been on the move, literally, plodding, trudging or scurrying to its final destination; but it has remained for our day and generation to witness footwear moving onward and upward to perfection in the art, dropping old methods by the way, until it now unites beauty and adaptability in a degree never before attained in its history.—E. A. Boyden in Boots and Shoes Weekly.

Keep Accounts Collected.

An old and successful merchant, in speaking of keeping accounts collected, says: "I have always made it an invariable rule to present my accounts regularly every month, and while I was doing a strictly retail business I made it a point to secure a promise of payment at a certain date, or at least a checking up of the account. This obviated much trouble in collecting the bill later on, and was worth all the time taken. If, however, a bill had been running for six months, without any plausible excuse for non-payment, I turned it over to a reliable attorney or agency for collection. I found that this process cost me less and brought quicker returns than my own collectors could make me when the bills had been long due, as the debtors seemed very often to have become accustomed to standing off a man to whose visits they were hardened. In this way I kept my books cleaned up, and during a series of years I figured that the net saving to me was fully 5 per cent. on my gross business. This, of itself, was a good profit, and I have never hesitated to recommend the same course to my young friends when starting in trade for themselves."

Nothing Small About Him.

"What appears to be the matter with your father?" enquired the doctor, as he hastily put his clothes on.

"He's got the plumbago," replied the boy. "I think that's what maw says it is."

"Pain in the small of the back, I presume," said the doctor.

"No, sir, he bain't got no small of the back. My paw weighs 284 pounds."

A man never wants to be an angel as long as he can make a living at anything else.

Retail Credits From Moral and Financial Standpoints.

The retail merchant is a transgressor of the moral law whenever he permits a customer to buy on credit an amount of merchandise in excess of the purchaser's ability to pay. The fathers of the church expounded and enforced this code. The immortal "Bard of Avon" truly says, "Opportunity makes the thief." Whenever a dealer induces or allows an honest person of weak will-power to purchase more goods than he can pay for, aside from providing himself and those dependent upon him with the absolute necessities of life, he is morally responsible for the dishonesty of the buyer. In charging for the goods instead of donating them, he becomes a party to a crime.

In the Lord's Prayer we say, "Lead us not into temptation, but deliver us from evil." What greater temptation can be offered a poor weak mortal than to be escorted through a magnificent establishment, invited to feast his eager eyes upon artistic wares and to purchase of the same without regard to his ability to pay? From what greater evil can humanity be delivered than from the crime of dishonesty, which entails condemnation, humiliation and the sacrifice of character, together with the loss of self-respect? Dr. Johnson, in urging the abolition of imprisonment for debt, declared that failure to pay was not always the crime of the debtor alone, because the creditor shares the act and very often more than shares the guilt of the improper trust. From a strictly moral point of view and for the reasons enumerated, I assert that the merchant who adheres as nearly as possible to a cash basis in conducting his business will be better off morally than his neighbor who credits indiscriminately.

Considering the question from a financial point of view, it is plainly evident to every business man that during no period of his career has ready cash been so potent an element of success in the mercantile world as it is to-day. The markets teem with the merchandise of every name and nature, which can be secured at the very lowest prices by the prospective purchaser who has the cash with which to pay for the goods. The old-fashioned retail method of buying a six-months' supply of merchandise twice a year has been superseded by that of making daily purchases on ten days' time, thus keeping stocks always fresh and making the proverbial sixpence serve to the fullest extent. Competition has so cheapened goods and improved trade service that the merchant who does not take advantage

of every opportunity to raise the standard of his business to that of his rivals will soon fall behind in the ceaseless race for wealth and commercial prestige, and finally become a wreck.

To meet their obligations promptly men in business must be prompt collectors. They must bear in mind that they are not in business for the accommodation of the public, nor for the mere pleasure of doing business, but for their own material advancement. They must understand that under no circumstances are they justified in loading up their ledgers with slow accounts which mean just so much unproductive capital. Such accounts become uncertain in value from the very hour the charge is made.

Some customers, as a rule, get trusted at one store and spend their money in another where a cash business is done. Prompt collectors in every line of trade stand highest in the world of commerce. They are the men of reputation and of personal worth, the men whose advice on matters of great importance is always sought and whose judgment is always accepted as the law of trade. They handle their business and their capital to the very best advantage, give their customers the finest goods and the best service, and invariably secure the most profitable patronage. They save thousands of dollars annually by managing their credit business on as nearly a cash basis as possible. They are thus enabled to buy their goods in the cheapest markets, save all discounts and obtain the highest financial standing in the commercial world.

JOHN J. CUMMINS.

The Turning Point of Success.

A clerk who doesn't get into business for himself before he is 40 years old is likely to consider himself something of a failure in life. Jay Gould used to share this idea in a measure. He used to say that a man was a success or a failure before he was forty, meaning by that, not that a man must have gained his fortune or fame before that birthday came or he would never get these things, but that he must have made it clear that he was on the highroad to fortune or to fame before the fortieth birthday passed or else he could be assumed to be upon the path that leads either to failure or to mediocrity. Clerks who are nearing forty may profitably bear this in mind, so that it may encourage them to form the conclusion that so far in their careers they have only given promise of a splendid maturity, that their powers are still undeveloped in comparison with the ultimate capacity which they may yet reach, and that, after all, their future is before them.

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.

HALF A HUNDRED.

Acetylene Generators Licensed by Underwriters.

Wm. H. Merrill, Jr., Secretary of the Bureau of Fire Protection Engineering, furnishes the Tradesman with the following list of fifty two acetylene gas generators which have been approved by the Bureau as being of satisfactory construction:

Acetogen, F. Cortez Wilson & Co., Chicago, Ill.
 Aladdin, American Gas Light Co., St. Louis, Mo.
 American, American Acetylene Gas Machine Co., Minneapolis, Minn.
 Automatic Valveless, Lucas Bros., Minneapolis, Minn.
 Beucus, Beucus Automatic Acetylene Gas Generator Co., Cedar Springs, Mich.
 Bruce, Karst & Breher, St. Paul, Minn.
 Buckeye, Price Manufacturing Co., Gnadenbutten, Ohio.
 Buffington, H. Geissel & Co., Chicago, Ill., and Buffington Acetylene Gas Co., Minneapolis, Minn.
 Capsbeaf, Sawyer & Havens, Bellevue, Mich.
 Castana, Castana Acetylene Gas Co., Castana, Iowa.
 Chicago Jewel, Monarch Manufacturing Co., Indianapolis, Ind.
 Crown, Crown Acetylene Gas Machine Co., Detroit, Mich.
 Daylight, Moody & Offutt, Louisville, Ky.
 Draper, Draper & Langston, Dana, Ind.
 Eagle, Walmsley, Fuller & Co., Chicago, Ill.
 Eclipse, Eclipse Manufacturing Co., Chicago, Ill.
 Emansee, Modica & Carroll Co., Chicago, Ill.
 Epworth, Epworth Gas Light Co., Epworth, Ia.
 Eureka, F. W. Arney & Co., Terre Haute, Ind.
 Fierce Daylight, J. C. Charbeneau, Mt. Clemens, Mich.
 Harger, Jenks & Son, Prairie City, Iowa.
 Harris, Harris-Hart Co., Chicago, Ill.
 Hennessy, American Incandescent Gas Co., Kansas City, Mo.
 Hull, J. M. Hull, Atchinson, Kas.
 Indiana, W. A. McCune, Sterling, Ill., and General Acetylene Supply Co., Kansas City, Mo.
 Iowa, Hartung & Ellwood, Cedar Rapids, Ia.
 Kopf, M. B. Wheeler Electric Co., Grand Rapids, Mich.
 Laun, Laun Bros., Orland Park, Ill.
 Leader, Sarran Manufacturing Co., Cincinnati, Ohio.
 Leckband, Leckband Acetylene Gas Co., Adair, Ia.
 Leede, Solar Acetylene Gas Co., Minneapolis, Minn.
 Little Giant, W. R. Stokes, Minneapolis, Minn.
 Marquette, Missouri Acetylene Co., St. Louis, Mo.
 Mulhern, Adair Gas Co., Adair, Ia.
 National, National Acetylene Gas Co., Cleveland, Ohio.
 National Sunlight, National Sunlight Gas Co., Minneapolis, Minn.
 Niagara Falls, Niagara Falls Acetylene Gas Machine Co., Niagara Falls, Ont.
 No Valve, T. H. J. Leckband, Adair, Iowa.
 Ordway, National Acetylene Gas Generator Co. and Crane & Ordway Co., St. Paul, Minn.
 Owen, Geo F. Owen & Co., Grand Rapids, Mich.
 Patterson, Patterson Generator Co., Batavia, N. Y., Monroe Foundry & Furnace Co., Monroe and Norwalk Foundry & Machine Co., Norwalk, Ohio.
 Reynolds, Powers & Reynolds, Nashville, Mich.
 Scantlin, Scantlin & Bailey Manufacturing Co., LaFayette, Ind.
 Shafer, Shafer Acetylene Gas Generator Co., Terre Haute, Ind.

Shakopee, Shakopee Acetylene Gas Generator Co., Shakopee, Minn.
 Solar, Solar Gas Machine Co., New York.

Star, Star Acetylene Gas Co., St. Paul, Minn.
 Strable, Strable Generator Co., Stanton, Neb.
 Sun, F. W. Preussel, Mt. Clemens, Mich.

Taylor, Taylor Acetylene Gas Machine Co., Minneapolis, Minn.
 Triumph, Craig-Reynolds Foundry Co., Dayton, Ohio.
 Turner, Turner & Hauser, Grand Rapids, Mich.

The following Michigan machines have been before the Bureau and have not yet been approved:

All Right, F. J. Cook, Fowlerville. Machine disapproved.

Climax, Detroit Acetylene Gas Generator Co., Detroit. Examination of plans shows machine to be defective.

Cline, Alexander Furnace Co., Lansing. Re-examination shows much improvement in construction; general workmanship, however, still below standard; further improvements necessary to warrant approval.

Crown Jewell, B. F. Bailey, Ypsilanti. Disapproved.
 Eaton, Eaton Company, Limited, Olivet. Not approved.

Eger, R. J. Eger, Bay City. Not yet satisfactory.

Hess, W. T. Hess, Grand Rapids. Not approved.

Kennedy, J. E. Kennedy, Caledonia. Machine not yet suitable for use.

Quinn, S. A. Quinn, Muskegon. Examination arranged for.

Shute, U. S. Acetylene Light & Carbide Co., Detroit. Application for approval withdrawn by manufacturer.

Killed by the Explosion of a Home-made Generator.

The Scientific American recently published a somewhat lengthy article on the subject of acetylene gas generators, cautioning users to beware of home-made affairs and, at the same time, giving directions how a perfectly safe and economical generator can be constructed by anyone having access to tools used by tinnners, plumbers or galvanized iron workers. It appears that the article happened to fall into the hands of a worthy citizen of Pemberville, Ohio, who proceeded to construct a generator from the plans recommended by the Scientific American. Before it was in successful operation, however, the machine blew up, killing the maker instantly. The manner in which the explosion occurred is thus described by the postmaster at Pemberville in a letter to a local manufacturer of generators:

I will give you what information I can as it was given to me. Mr. Kiel, the deceased, had completed a machine, of which the model and plans were taken from the Scientific American. Mr. Kiel, to test the light, had lighted two or three matches, but there was not enough gas generated to make a light on the jets, so he leaned over the generator on his right side and then opened the stop cock below and lighted it with his left hand, causing the explosion. The can inside of the outer can blew up with such force as to tear off his right arm, otherwise tear the flesh of his body, and break his left arm and jaw bone. If you wish to know what generator he used, you will have to consult the plans and the model of the Scientific American. This is all the information I can give you.

They Were Regular Patrons.

Little Boy—Please, I want the doctor to come and see mother.

Doctor's Servant—Doctor's out. Where do you come from?

Little Boy—What! Don't you know me? Why, we deal with you—we had a baby from here last week.

How the Sale of Generators Is Handicapped by Monopoly.

From the Financial and Commercial Times.

An instance of flagrant abuse of the patent laws by a large concern having headquarters in Chicago has recently come to our attention, and we commend it to the notice of the national commission appointed to revise the patent laws. Judge Grosscup of the federal bench, and Messrs. Forbes of New York and Greely of the patent office. President McKinley's industrial commission might also very properly take cognizance of the curious and anomalous situation.

The young and rapidly growing industry of acetylene gas lighting is absolutely dependent upon the production of the calcium carbide, which serves as the fuel for the gas generating machines. This carbide is manufactured under special conditions and by a patented process, but where there is demand we always expect to find supply. This natural law is in force everywhere, practically, in the United States outside of Wisconsin and Illinois (Cook county excepted). In these states a man can not buy calcium carbide, even for cash in advance, unless he agrees to use it in a particular make of generator, one of the kind commonly known as "sprinklers." This generator is only one of many, and not by any means the best of the many.

A precisely parallel case would be furnished if all the coffee in the country were controlled by one corporation, and this corporation should refuse to sell to anyone who did not own a certain brand of coffee pot. Or, to change the figure, what would a prospective purchaser say if on going to buy a pair of shoes he should be asked what kind of socks he wore?

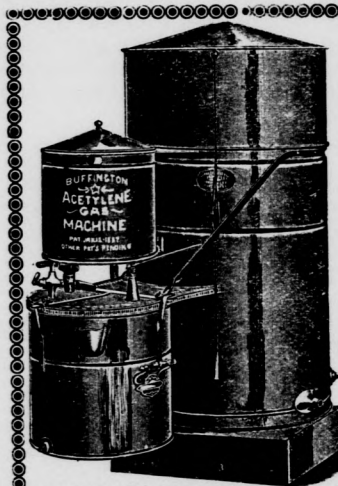
Absurd as these illustrations appear, they represent exactly the demands of the Illinois and Wisconsin Acetylene companies upon users of acetylene gas. Having secured the exclusive rights to the sale of calcium carbide in these States (with the exception mentioned), they presume to dictate the make of

apparatus their customers shall employ. If the consumer refuses to be coerced into buying the apparatus sold by them he must send over the border to Canada for his supply of carbide, and the high duty added to the Canadian price makes the cost almost prohibitive.

If the generator designated by these companies, who are virtually one concern operating under several names, were in any wise superior to other machines, and if the others were defective or dangerous, the restriction upon the sale of carbide could then be justified on the ground that the introduction of the competing machines would hurt the reputation of acetylene as a light and thereby injure the worth of the patent favored by the local carbide agents. Any such claim, however, is disproved by the evidence of the fire insurance examiners who have inspected the various makes of generators. Their verdict is that this particular "sprinkler" patent is hardly up to the standard set by rival generators. The very fact that those interested in this machine have resorted to such unbusinesslike methods to meet competition and force sales has strengthened this suspicion of inferiority.

America lacks what most European countries have, namely, a law to compel the owner of a patent to make use of it for the benefit of the public. If he manufactures under his patent he must sell his product to the general public at a fairly reasonable price, or else the law makes him issue a compulsory license to someone else to make the patented article. The American laws do not contemplate the possibility that a manufacturer would use one patent to destroy the value of another patent, incidentally injuring hundreds of business men at the same time, as is done in the peculiar proceeding of which we have given an outline. It behooves Congress to do away with this serious handicap upon a new industry.

One way to prevent hiccough is to abstain from going out between the acts.



Michigan & Ohio Acetylene Gas Co., Ltd.

Jackson, Mich.

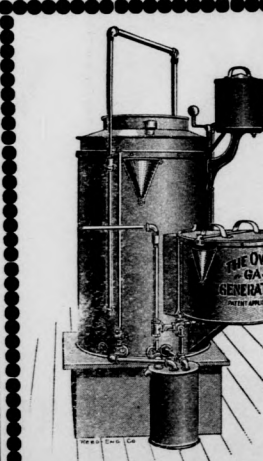
Jobbers of Calcium Carbide.

Breckenridge, Mich., Dec. 2, 1898.

Michigan and Ohio Acetylene Gas Co.

Gentlemen: Having used your Gas Machine now ten months, will say I am perfectly satisfied with results obtained. It is just as cheap as oil and I can run mine cheaper and then have a light that I can see by. You have a good thing and I wish you success.

Yours respectfully,
 CHAS. MERRILL.



THE Owen Acetylene Gas Generator

THE MOST SIMPLE AND COMPLETE DEVICE FOR GENERATING ACETYLENE GAS IN THE MARKET. ABSOLUTELY AUTOMATIC.

To get Pure Gas you must have a Perfect Cooler and a Perfect Purifying Apparatus. We have them both and the best made. The Owen does perfect work all the time. Over 200 in active operation in Michigan.

Write for Catalogue and particulars to

GEO. F. OWEN & CO.,
 COR. LOUIS AND CAMPAU STS.,
 GRAND RAPIDS, MICH.

Also Jobbers of Carbide, Gas Fixtures, Pipe and Fittings.

Commercial Travelers

Michigan Knights of the Grip.

President, CHAS. S. STEVENS, Ypsilanti; Secretary, J. C. SAUNDERS, Lansing; Treasurer, O. C. GOULD, Saginaw.

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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. THURSCOTT, Marquette; Secretary and Treasurer, A. F. WILSON, Marquette.

Gripsack Brigade.

The Pontiac Buggy Co. has engaged T. J. Godfrey, of Sand Beach, to represent it in Iowa.

Arthur E. Strever, of Owosso, has engaged to cover Texas for the Estey Manufacturing Co.

Hillsdale Leader: E. M. Wheeler has started on the road as agent of the Elysian Manufacturing Co., of Detroit, dealer in perfumery and toilet goods. He will travel in Indiana, with headquarters here.

Jose A. Gonzalez concluded that he could not afford to accept the Government appointment to Cuba, after investigating the subject at Washington, and resumed his visits to the trade after only one week's interruption.

Menominee Herald: Lieut. Jas. A. Leisen has taken a position with the Dingman Soap Co., of Buffalo, N. Y., as traveling salesman, and has already started out on the road. His territory will be the Upper Peninsula of Michigan and Northern Wisconsin.

Belding Banner: Ben P. Angell left last week for Nebraska, he having been assigned that territory in which to represent the Richardson Silk Co., with headquarters at Omaha. He has been traveling in Ohio and this change represents confidence in his ability.

Owosso Press: Edward Calvin, representing Bement & Sons, of Lansing, was in the city yesterday visiting his old friend, F. J. McDaniel, of the Postal Telegraph office. The men were boys together. Mr. Calvin resides in Chicago and has just begun traveling in Michigan for the Bement house.

Lapeer Clarion: The Detroit Casket Co.'s popular representative, W. S. Washer, who has recently suffered so much at Grace Hospital, we are pleased to note is out and about business again. He made his first trip since the operation on Monday, coming as far northward as Utica. He anticipates being hereafter stronger and healthier than ever.

Menominee Leader: Frank Horton, formerly traveling salesman for Penberthy, Cook & Co., has been visiting in Marinette the past week, prior to his leaving for the copper country, where he will be employed by Sprague, Warner & Co., wholesale grocers of Chicago, as one of their representatives in that district. Mr. Horton formerly resided in this city.

Niles Sun: William I. Daviess, traveling for a Jackson supply house, was found Saturday morning by the night force of the Mishawaka Pulp Co., lying upon the bank of the St. Joseph River. His clothing was covered with ice and snow and he was nearly lifeless from cold. His condition is nearly hopeless, but he has recovered suffi-

ciently to tell that he was attacked by thugs, relieved of his valuables and then tossed into the river.

Chas. Clarke, formerly Traveling Freight Agent for the D., G. H. & M. Railroad, with headquarters at Grand Rapids, but for several years past New York Agent for the Grand Trunk Railway, with headquarters at Buffalo, has been promoted to the position of Division Freight Agent of the Grand Trunk Railway System, with headquarters at Detroit. Mr. Clarke is a genial gentleman who has many friends in Michigan who will rejoice with him in his success.

Geo. T. Smith, who represented P. Lorillard & Son in this territory for several years, but for the past four years has carried the samples of the Wilson & McCallay Tobacco Co.—three years in Michigan and one year in Iowa—has engaged to travel for Jennings & Smith, taking the territory formerly covered by F. D. Claire, which comprises Eastern and Southern Michigan and Northern Ohio and Indiana. Mr. Smith is persistent and energetic and has a pleasing address and there is every reason for believing that he will achieve fresh laurels in his new connection.

Morenci Observer: Eugene Zeluff, of Adrian, traveling salesman for the Banner Cigar Co., of Detroit, ran against two sandbaggers late Thursday night week near the Michigan Central depot at Jackson and was struck on the back of the head and knocked down. Being an athlete himself, the blow barely stunned him and he recovered before the fellows could rob him. One, who gave his name as "Mose" Smith, was pursued by Zeluff and beaten until he begged for mercy, and was turned over to the police. The other escaped. Zeluff had \$175 in his pocket, but the vigor with which he defended himself made his money safe. Next morning he declined to prosecute, being satisfied with the thrashing he gave the thief, and not desiring notoriety.

Movements of Lake Superior Travelers.

Marquette, Jan. 17.—S. H. Corbett, Ex-Sheriff of Ontonagon county, succeeds M. A. Dunning in this territory for Morley Bros. Mr. Corbett will live in Marquette.

Wm. Pohlman (Edson, Moore & Co.) is on this territory at present.

C. M. Horton (Burnham, Stoepel & Co.) is working with F. G. Triescott. Mr. Horton looks after the men's furnishings and Fred after the business.

John Corrigan, one of the oldest—in years of service—travelers on Lake Superior, is ill at the Calumet House, Calumet.

Oscar Hopperstead, formerly with the Menominee Iron Works Co., will enter the employ of the Portage Lake Hardware Co., Houghton.

M. R. Manhard spent a few days last week at Newberry.

The annual souvenir booklet of the Lake Superior Commercial Travelers' Club has just been issued and is being distributed to members and friends of the Club. The book is gotten up much in the style it was last year, with the title and the year 1899 in gilt. Inside is a list of the officers and members of the Club, the by-laws of the organization, a list of the hotels of the Peninsula with their rates, railroads and steamer lines, a daily memorandum, merchandise, classification, distances between stations on the railroads of the Peninsula, excess baggage rates, express money order rates, tables of weights and measures, postage rates, and a couple of poems calculated to appeal particularly to the drummer. Besides this the book contains a fine line of advertising from hotels, liveries and concerns which the traveling men most patronize.

The Salesman and the Office Man.

Every ordinary salesman—or at least four out of every five of him—has it in for the fellow in the office who runs the accounts, adjusts claims for differences and has general sway where sales are concerned. I have no doubt that from his point of view he usually has good reason for the hard feelings he entertains for his coadjutor at home, for in many ways their methods of thought and work are diametrically opposed, although both are working in a common cause.

The salesman is a natural expansionist. "We want orders," writes the house, and he counts that day as lost whose low-descending sun sees no requisition for goods mailed in. With all his desire to work for the house's best interest and to do what he knows will please the men at home, he occasionally allows himself to be overpersuaded, and falls back upon the plea of expediency in explaining to his house why he deviated from instructions.

The office man, on the contrary, is a born "detailist," if I may coin a word, whose life is spent in working out the sum of 2x2 equals 4, and who sees no sense or reason in altering either the factors or the result. A loss through a bad account, or any reduction from the maximum profit the order should yield, he feels as a personal reproach, and so he anxiously guards against any tendency toward looseness of method or a generosity that may diminish the total footings. While the salesman is an optimist working in a hail-fellow-well-met spirit of brotherly love, the ideal credit man is a cold-blooded duffer with a diseased liver and a memory that refuses to take cognizance of any claims of love, kinship or friendship, expediency or large profit that might change the footings of the ledgers to the firm's detriment.

"Here is a large, fat, juicy order," cries the salesman. "Congratulate me, brother!"

"But the man's financial record is against him," objects the credit man, "and he is already three months behind in his payments."

"The banks in his town speak well of him," says Traveler.

"Did they tell you in what amount they are interested in his business through notes they hold?" queries Credit Man, sarcastically.

"Hubbard & Simpkins' man tells me his firm are glad to sell this man all he wants," insists Traveler.

"No doubt of it," says Credit Man; "but he is careful to collect the old indebtedness before he contracts the new."

"But, hang it, man!" cries Traveler, in despair, "look at the prices and the big profit. You can afford to run a little risk on an order like that."

"I never gamble," says Credit Man, coldly; "and, besides, if he intended to pay for the goods he would have been more particular about their cost." And he indites a polite note to the derelict customer to the effect that the present condition of business will not warrant a further extension of credit and that he would like a remittance to cover the past due account, upon receipt of which the "valued order" given Mr. Traveler will be filled. Often the cash is paid and the goods shipped, and the salesman, upon his next call, is favored with the customer's opinion of the picayune policy of his house, and his unfavorable estimate of the credit man's personal character and maternal parentage.

Occasionally there is a credit man

who does not figure thus. I once heard a number of business men discussing the standing of their customers, and one firm was mentioned who had been hanging for some time on the verge of bankruptcy. Only one of the men present had this firm on his books.

"I think they owe us some hundred and fifty dollars," said he. "They buy about all their goods from us, so that their purchases in the last year have amounted to over two thousand dollars, at good round prices. We shall still have made a good profit on the business if we should lose every dollar of their present indebtedness."

"They can buy nothing from us," said each of the others.

"Well, they can from me," said the first speaker. "I have two or three other accounts of this same kind, and I rather enjoy having them."

Another firm was mentioned which had recently gone under, and one of the other men, a German, admitted a loss of \$40, the remainder due on a \$600 bill of goods.

"You were lucky to come out whole," said the man who took risks. "You didn't lose anything, after all."

"We lost \$40," said the German.

"But I mean you were nothing out of pocket."

"We were \$40 out of pocket," said the German. "That was our money, and we didn't get it."

"Still, the amount you received left you a profit after paying for the goods and the expense of doing the business," said the other, but the German shook his head.

"We sold the goods for \$40 more than we received; so we lost \$40 of good money," said he; and so would figure nine tenths of the credit men of the country.

He Was Protected.

Judge—Weren't you afraid to strike the darkey on the head?
Prisoner—No, sir; I had on brass knuckles.

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

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.

TRAVEL VIA

F. & P. M. R. R.

AND STEAMSHIP LINES
TO ALL POINTS IN MICHIGAN

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

Drugs--Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

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L. E. REYNOLDS, St. Joseph	Dec. 31, 1901
HENRY HEIM, Saginaw	Dec. 31, 1902

President, GEO. GUNDRUM, Ionia.
Secretary, A. C. SCHUMACHER, Ann Arbor.
Treasurer, HENRY HEIM, Saginaw.

Examination Sessions.

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

STATE PHARMACEUTICAL ASSOCIATION.

President—J. J. SOUWINE, Escanaba.
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The Filing of Prescriptions.

A simple, reliable and convenient method of prescription filing is important to every druggist. In the first place it must be so simple that one single operation places the prescription on the file. It must be so convenient that no time is lost in referring to any particular prescription and so reliable that once filed its place is fixed and certain. The old-time method of stringing the prescriptions consecutively on a long wire and hanging them on nails in odd corners of the back room, a resting place for dust and cobwebs, becoming yellow with age, ragged and dirty, is neither neat, reliable nor convenient. The various patent filing arrangements each possess some advantages, but some are expensive, others more or less complicated, and nearly all require prescription papers of nearly a uniform size. Now our experience has been that it is a rare case that the different physicians of a town all use a prescription blank that is uniform in shape and size. The druggist may keep them supplied with blanks and notwithstanding they will often use any odd bit of paper that comes to hand, or, being supplied by another druggist, their blanks do not correspond. The result is that with some of the patent filing cases the prescriptions must be trimmed or doubled over before they will fit. This is unsatisfactory and sometimes exasperating.

Another plan followed by some druggists of pasting the prescriptions in books, while rather convenient for reference, is troublesome and prevents the withdrawal of an original prescription, which is sometimes necessary. We have also known druggists to copy all their prescriptions regularly in a book kept for the purpose, but this entails not only a great deal of labor, but the prescriptions are all copies instead of originals. There is not only danger of mistakes in copying, but they would not be accepted by any court as documentary evidence.

The simplest plan is the best, and we will give a description of a method requiring no apparatus, that we have found entirely satisfactory and that is attended with no expense and very little trouble:

In the first place, we keep a little upright file on the prescription counter, a simple straight wire in a broad heavy base, on which are stuck the prescriptions as they are filled. This wire holds about five hundred prescriptions. The point of the wire is flattened and broadened a little so as to allow an eye to be drilled near the end. As soon as the file is nearly filled a string is run through the eye and the five hundred prescriptions are drawn over on the string. Then a flat wooden button is tied at each end of the string and the

package of prescriptions is put into a neat paper box of suitable size, and the end is labeled with the first and last number of the prescriptions.

We use boxes that originally contained Whitman's confections, being neat and of just the right size to hold the prescriptions nicely. As the boxes are filled, they are set upon a shelf in regular order, or, if you please, in a convenient closet. They make a neat appearance on a shelf, protect the prescriptions perfectly and any particular number from one to fifty thousand can be found in a moment, and it seems to us nothing better is needed.—C. J. Wolfe in American Druggist.

The Drug Market.

Opium—The market is unsettled and a firm feeling prevails, as the larger holders are not willing to sell at present prices. There is no doubt of a higher market later on.

Morphine—Is steady at unchanged prices.

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

Bromides—Potash, sodium and ammonium have all been advanced 2c per pound.

Cocoa Butter—Is higher abroad and has been advanced 2c per pound in this market.

Borax and Boracic Acid—Are firm at the advance noted last week.

Menthol—The market is firm at the advance noted last week, with good demand.

Essential Oils—Lemon, orange and bergamot are very firm. Sassafras is firm and advancing. Wormwood is very firm at our quotations.

Seeds—Caraway is firmer, owing to higher prices abroad. Poppy is slightly lower.

Spices—Are all steady except black pepper, which is very much higher.

Linseed Oil—There is no change to note. The new company will be organized this week, with only two outside mills to compete with them.

Harold Frederic on Medicine.

The following passage from the late Harold Frederic's novel "The Damnation of Theron Ware," although put into the mouth of one of the characters, may perhaps be taken as expressing his own opinion on the subject. The Rev. Theron Ware, at his first interview with Dr. Ledsmar, is uncertain whether his interlocutor is a doctor of medicine or of one of the other faculties:

"Oh, yes, it is medicine," replied Ledsmar. "I am a doctor three or four times over so far as parchments can make one. In some other respects, though, I should think I am probably less of a doctor than anybody else now living. I haven't practiced—that is regularly—for many years, and I take no interest whatever in keeping abreast of what the profession regards as its progress. I know nothing beyond what was being taught in the 'Sixties,' and that, I am glad to say, I have mostly forgotten."

"Dear me," said Theron. "I had always supposed that science was the most engrossing of pursuits—that once a man took it up he never left it."

"But that would imply a connection between science and medicine," commented the doctor. "My dear sir, they are not even on speaking terms."

Joseph H. Choate says that once, as a Harvard student, he went into a Boston cheap eating-house and asked the waiter what they had. "Everything," was the answer. "Get me some," said Mr. Choate. "One order of hash," shouted the waiter.

Prescribing Pharmacists and Dispensing Doctors.

A. C. Matchett, M. D., in American Druggist.

American physicians protest almost unanimously against "counter prescribing" by druggists, although the druggist may be a graduate of the best of medical colleges of this country or of any foreign country. Now, I propose that if the physician, as the manager of a drug store, be he ever so well qualified by the most liberal medical education and extensive general practice of medicine, be debarred from counter prescribing, then the doctor in general practice of medicine, outside of a drug store, be prohibited from dispensing his medicines for his patients at the bedside, except in the most limited manner possible, and only in the most extreme cases of emergency, and then only sufficiently to supply the immediate necessity of the moment, until the medicine prescribed can be obtained from a reliable and thoroughly qualified druggist and chemist.

If the druggist, by simply following the profession of a druggist, is disqualified to prescribe for the sick seeking his aid at the druggist's counters, no matter how thoroughly educated as a physician he may be, how much more should the physician engaged in the general practice of medicine be prohibited from usurping the duties of the dispensing chemist, which duties, it is notorious, not one physician in a hundred is perfectly qualified by education in the medical college to discharge.

No matter how thorough may have been the medical student's training in the theory of medicine, surgery, obstetrics and kindred branches of anatomy, physiology, histology, biology, botany and materia medica, it is notorious that he leaves this medical alma mater ignorant of almost all things that should form part of the education of a practical pharmacist. True, it may be that he has a few of the elementary facts concerning crude drugs in the store of knowledge obtained in his regular course of studies, but he knows almost nothing at all of what is required to constitute the necessary education of an apprentice in a drug store. Yet such a graduate of medicine is turned out upon a suffering world, and at once becomes perfectly competent to compound the most subtle poisons, with a reckless disregard of possible consequences for the patient prescribed for, simply because he may, forsooth, have been a graduate in medicine, and scarcely knows the simplest principles of pharmacy. The physician who graduates in medicine as well as in a first-class college of pharmacy is surely as well qualified to practice counter prescribing in a drug store as a simple graduate of medicine, without a thorough education in pharmacy, is qualified to practice his own pharmacy in his medical practice.

Should not our pharmacy laws be enforced rigorously against the physician, who may be totally ignorant of the profession of pharmacy and yet is constantly endangering the lives of his patients by practicing or attempting to practice pharmacy when he may be totally ignorant of almost everything pertaining to that noble calling, however well qualified he may be as a physician? How much of truth and justice are there in all this?

This is a most important subject of thought for both the physician and pharmacist and should be thoroughly studied, a fair unprejudiced decision arrived at, and the proper steps taken not only to protect the physician against the great injustice of counter prescribing by the druggist, but to protect the druggist as well as the entire public from the grave danger of physicians attempting to practice the profession of pharmacy which, in nine out of ten cases, they are totally incompetent to do.

Mercuric Cyanide.

This salt is no longer official; it was formerly prepared by reaction between potassium ferrocyanide, sulphuric acid and mercuric oxide, or it may be prepared by dissolving mercuric oxide in hydrocyanic acid. Mercuric cyanide is used to some extent by dyers as a mordant. It is seldom found as an article of stock in drug stores and is used by chemists largely as a source of cyanogen. It is soluble in eight parts of cold water and the solution has a very disagreeable metallic taste. While nausea is one of the common symptoms of chronic cyanogen poisoning, this symptom usually appears as one of the effects of an over-extended exhibition of the salt in small doses. Regarding the antidotal treatment this is necessarily limited. The direct chemical antidote consists of the administration of a mixture of ferrous sulphate and ferric chloride with sodium carbonate, the object being to convert the soluble cyanide into an insoluble iron ferrocyanide. In most cases of poisoning by hydrocyanic acid or cyanogen compounds, there is no time for the administration of a chemical antidote, in consequence of the rapidity of the action of the poison, and the treatment is chiefly directed to the maintenance of respiration by artificial means and the administration of small doses of atropine and ether subcutaneously. The statement that the symptoms of poisoning observed in the crime now under discussion in the metropolitan newspapers were those of potassium cyanide has little more than hasty conjecture or newspaper speculation to bear it out. No scientific evidence has yet been adduced to bear out the suggestion that either potassium or mercuric cyanide was used as the causa mortis lethalis.

General Wood has granted the petition of several Spanish merchants for permission to close their stores on Sunday, they having been compelled to keep open seven days in the week under the Spanish law. He has also issued an order directing the closing of the saloons on the Sabbath, and there is not likely to be a "Sunday closing" question in Santiago so long as that city shall be under military rule.

It never occurs to a boy that he will some day know as little as his father.



Paas

Dyes

CALICO-PICTURE PAPER.

(NEW LABELS.)

24 or more eggs beautifully variegated with PICTURES OF RABBITS, FLOWERS, ETC., for 5c. They are novel and furnish something to talk about; harmless, cheap, and do the work.

36 five cent envelopes, \$1.00
(NEARLY DOUBLE YOUR MONEY.)

Ask your Jobber, or write THE PAAS DYE CO., Newark, N. J.

TABLETS.

(IN NEW DRESS.)

12 colors for 5c.

40 five cent packages, \$1.00
(DOUBLE YOUR MONEY.)

Clean, bright colors, easily used.

FREE FROM POISON.

COLOR EGGS AS ADVERTISED.

"ALL COLORS OF THE RAINBOW."

Free!

\$8.00 a gross.

67c a doz.

10c a package.



Advanced—

Morpha, S.P. & W.	2	30	2	55	Sinapis	②	18	Linseed, pure raw..	42	45
Morpha, S.N.Y.Q. & C.	2	20	2	45	Sinapis, Op.	②	30	Linseed, boiled ..	44	47
Moschat Canton.	②	40			Snuff, Macaboy, De	②	34	Linseedfoot, winter str	66	70
Moschat No. 1.	6	30	2	40	Sinapis, Seds.	②	34	Spirits Turpentine..	52	57
Nux Vomica. .po.30	②	15	2	18	Snuff, Scotch, DeVo's	②	34			
Os Sepia	15	2	18		Soda Boras	9	2			
Pepsin Saac, H. & P.	②	1	00		Soda Boras, po.	9	2			
D. Co.	②	1	00		Soda et Potass Tart.	20	28			
Picls Liq. N.N. ½ gal. doz.	②	2	00		Soda, Carb.	1½	2			
Picls Liq., quarts.	②	2	00		Soda, Bi-Carb.	3	5			
Picls Liq., pints.	②	2	00		Soda, Ash.	3½	4			
Pil Hydrag. .po. 80	②	50			Soda, Sulphas.	②	2			
Pil Nigra .po. 22	②	50			Spts. Cologne.	②	2			
Pil Per Alfa .po. 25	②	50			Spts. Ether Co.	50	65			
Pilx Burgun.	②	7			Spt. Myrica Dom.	②	9			
Plumbi Acet.	10	12			Spts. Vini Rect. bbi.	②	2			
Pulvis Ipecac et Opl	1	10	1	20	Spts. Vini Rect. ½ bbi	②	2			
Pyrethrum, boxes H. & P. D. Co., doz.	②	1	25		Spts. Vini Rect. 10gal	②	2			
Pyrethrum, pv.	25	30			Spts. Vini Rect. 5gal	②	2			
Quassia.	8	10			Less 5c gal. cash 10 days.					
Quinia, S. P. & W.	3	16			Strychnia, Crystal.	1	40		1	45
Quinia, S. German.	3	36			Sulphur, Subl.	2½	4			
Quinia, N.Y.	12	14			Sulphur, Roll.	23	23½			
Rubia Tinctum.	12	14			Tamarinds	8	10			
Saccharum Lactis pv	18	20			Terebinth Venice.	28	30			
Salacin.	3	00	3	10	Theobroma.	9	00		16	00
Sanguis Draconis.	40	50			Vanilla.	9	00		16	00
Sapo, W.	12	14			Zinci Sulph.	7	2			
Sapo, M.	10	12								
Sapo, G.	②	15								
Sedlitz Mixture.	20	22								

PAINT AND ARTIST'S BRUSHES

Our stock of Brushes for the season of 1899 is complete and we invite your orders. The line includes

Flat Wall bound in rubber,
brass and leather
Oval Paint Round Paint
Oval Chisel Varnish
Oval Chisel Sash
Round Sash
White Wash Heads
Kalsomine
Flat Varnish
Square and Chisel

All qualities at satisfactory prices.

Camel Hair Varnish
Mottlers **Flowing**
Color
Badger Flowing,
single or double
C. H. Pencils, etc.

**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 7 00 Diamond, doz. gross 5 00 Fraser's, doz. gross 7 00 IXL Golden, tin boxes 75 Mica, tin boxes 75 Paragon, doz. gross 6 00 BAKING POWDER. Absolute, doz. gross 45 1/2 lb cans doz. 85 1 lb cans doz. 1 50 Acme. 1/2 lb cans 3 doz. 45 1 lb cans 3 doz. 75 Bulk, doz. 1 00 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 JAXON 1/2 lb cans, 4 doz case 45 1 lb cans, 4 doz case 85 1 lb cans, 2 doz case 1 60 Jersey Cream. 1 lb. cans, per doz. 2 00 9 oz. cans, per doz. 1 25 6 oz. cans, per doz. 85 Our Leader. 1/2 lb cans. 45 1 lb cans. 75 1 lb cans. 1 50 Peerless. 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 EARTH BRICK. American 70 English 80 BLUING. CONDENSED PEARL BLUING Small, 3 doz. 40 Large, 2 doz. 75 BROOKS. No. 1 Carpet. 2 10 No. 2 Carpet. 1 95 No. 3 Carpet. 1 65 No. 4 Carpet. 1 30 Parlor Gem 2 25 Common Whisk. 80 Fancy Whisk. 80 Warehouse. 2 50 CANNED GOODS. Tomatoes 80 @ 90 Corn 80 @ 1 00 Hominy 80 Beans, Lima. 70 @ 1 30 Beans, Wax. 75 Beans, String. 70 Beans, Baked. 75 @ 1 00 Beans, Red Kidney. 50 Succotash. 85 @ 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. 1 45 Salmon, Warren's. 1 40 @ 1 60 Salmon, Alaska. 1 25 Salmon, Klondike. 90 Lobsters, 1-lb. Star. 3 20 Lobsters, 2-lb. Star. 3 90 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 40 Sardines, mstrd, dom. 5 40 Sardines, French. 8 @ 22	CANDLES. 8s 7 10s 8 Paraffine 8 Wicking 20 CATSUP. Columbia, pints 2 00 Columbia, 1/2 pints 1 25 CHEESE Acme @ 11 1/4 Amboy @ 12 1/4 Emblem @ 11 1/4 Gold Medal @ 11 Ideal @ 11 1/4 Jersey @ 11 1/4 Riverside @ 11 1/4 Brick @ 12 Edam @ 12 Lelden @ 17 Limburger @ 13 Swiss @ 15 Sap Sago @ 17 Chicory. Bulk 5 Red 7 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 Jute, 60 ft, per doz. 80 Jute, 72 ft, per doz. 96 COCOA SHELLS. 20 lb bags 2 1/4 Less quantity 3 Pound packages 4 CREAM TARTAR. 5 and 10 lb. wooden boxes. 30 Bulk in sacks. 29 COFFEE. Green. Rio. Fair 9 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 Maracalbo. Prime 19 Milled 20 Java. Interior 19 Private Growth 20 Mandehling 21 Mocha. Imitation 20 Arabian 22 Roasted. Clark-Jewell-Wells Co.'s Brands Fifth Avenue 29 Jewell's Arabian Mocha 29 Wells' Mocha and Java 24 Wells' Perfection Java 24 Senebo 24 Breakfast Blend 18 Valley City Maracalbo 18 1/2 Ideal Blend 14 Leader Blend 13 Package. Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package, also 1/2 c a pound. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases. Arbuckle 11 00 Jersey 10 50 McLaughlin's XXXX. McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago. Extract. Valley City 1/4 gross 75 Felix 1/4 gross 1 15 Hummel's foil 1/4 gross 85 Hummel's tin 1/4 gross 1 43 CLOTHES PINS. 5 gross boxes 40	CONDENSED MILK. 4 doz in case. Gall Borden Eagle 6 75 Crown 6 25 Daisy 6 75 Champion 4 50 Magnolia 4 25 Challenge 3 35 Dime 3 35 COUPON BOOKS. Trademan 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 10 00 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 Steel punch 75 DRIED FRUITS—DOMESTIC Apples. Sundried 50 lb boxes 2 9 Evaporated 50 lb boxes 2 9 California Fruits. Apricots 2 Blackberries 2 Nectarines 2 Peaches 9 @ 10 Pears 2 @ 10 Pitted Cherries 2 @ 10 Prunelles 2 Raspberries 2 @ 10 California Prunes. 100-125 lb boxes 4 90-100 lb boxes 5 80-90 lb boxes 5 1/2 70-80 lb boxes 6 1/4 60-70 lb boxes 6 3/4 50-60 lb boxes 6 1/2 40-50 lb boxes 6 1/2 30-40 lb boxes 6 1/2 cent less in 50 lb cases Raisins. London Layers 2 Crown 1 50 London Layers 3 Crown 2 00 Cluster 2 Crown 5 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 FOREIGN. Citron. Leghorn @ 12 Corsican @ 13 Currents. Patras bbls 6 Vostizas 50 lb cases 6 1/4 Cleaned, bulk 6 1/4 Cleaned, packages 7 Peel. Citron American 10 lb bx @ 13 Lemon American 10 lb bx @ 10 1/2 Orange American 10 lb bx @ 10 1/2 Raisins. Ondura 28 lb boxes 2 Sultana 2 Crown 2 Sultana 3 Crown 2 Sultana 4 Crown 2 Sultana 5 Crown 2 Sultana 6 Crown 2 Sultana package 2 FARINACEOUS GOODS. Parina. 24 1 lb. packages 1 50 Bulk, per 100 lbs 3 50 Grits. Walsh-DeRoo Co.'s Brand. 24 1 lb. packages 1 80 100 lb. kegs 2 70 200 lb. barrels 5 10	Hominy. Barrels 2 50 Flake, 50 lb. drums 1 00 Beans. Dried Lima 4 1/4 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 Pasta. Green, Wisconsin, bu 1 00 Green, Scotch, bu 1 10 Split, bu 2 50 Roiled Oats. Rolled Avena, bbl. 4 25 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 1/4 Tapoca. Flake 3 1/4 Pearl 3 1/4 Anchor, 40 1 lb. pkgs 5 Wheat. Cracked, bulk 3 1/4 24 2 lb packages 2 50 Salt Fish. Cod. Georges cured 2 4 Georges genuine 2 5 Georges selected 2 5 1/4 Strips or bricks 6 @ 9 Herring. Holland white hoops, bbl. 5 00 Holland white hoop 1/2 bbl. 4 50 Holland, 1/2 bbl. 2 60 Holland white hoop, keg. 75 Holland white hoop mch 65 Norwegian 3 50 Round 100 lbs. 1 75 Round 40 lbs. 14 Scaled 14 Flackerel. Mess 100 lbs. 15 00 Mess 40 lbs. 6 30 Mess 10 lbs. 1 35 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 00 No. 2 10 lbs. 1 68 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 100 lbs 7 00 2 75 40 lbs 3 10 1 40 10 lbs 85 37 8 lbs 71	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 Eagle Duck—Dupont's. Kegs 8 00 Half Kegs 4 25 Quarter Kegs 2 25 1 lb. cans 45 JELLY. 15 lb pails 35 30 lb pails 65 LYE. Condensed, 2 doz 1 20 Condensed, 4 doz 2 25 LICORICE. Pure 30 Calabaria 25 Stilly 14 Root 10 MINCE MEAT. Ideal, 3 doz. in case 2 25 MATCHES. Diamond Match Co.'s brands. No. 9 sulphur 1 65 Anchor Parlor 1 70 No. 2 Home 1 10 Export Parlor 4 00 MOLASSES. New Orleans. Black 11 Fair 14 Good 20 Fancy 24 Open Kettle 25 @ 26 Half-barrels 2c extra. MUSTARD. Horse Radish, 1 doz 1 75 Horse Radish, 2 doz 3 50 Bayle's Celery, 1 doz 1 75 PIPES. Clay, No. 216 1 70 Clay, T. D. full count 65 Cob, No. 3 85 POTASH. 48 cans in case 4 00 Babbitt's 3 00 Penna Salt Co.'s 3 00 PICKLES. Medium. Barrels, 1,200 count 3 75 Half bbls, 600 count 2 39 Small. Barrels, 2,400 count 4 75 Half bbls 1,200 count 2 88 RICE. Domestic. Carolina head 6 1/4 Carolina No. 1 5 Carolina No. 2 4 Broken 3 1/4 Imported. Japan, No. 1 5 1/4 @ 6 Japan, No. 2 4 1/2 @ 5 1/4 Java, fancy head 5 @ 5 1/4 Java, No. 1 5 @ 5 1/4 Table @ SALERATUS. Packed 60 lbs. in box. Church's 3 30 Deland's 3 15 Dwight's 3 30 Taylor's 3 00 SAL SODA. Granulated, bbls 75 Granulated, 100 lb cases 90 Lump, bbls 75 Lump, 145 lb kegs 85 SAUERKRAUT. Barrels 4 00 1/2-Barrels 2 35	SNUFF. Scotch, in bladders 37 Maccaboy, in jars 35 French Rappee, in jars 43 SEEDS. Anise 9 Canary, Smyrna 3 1/4 Caraway 8 Cardamon, Malabar 60 Celery 11 Hemp, Russian 4 Mixed Bird 1 1/4 Mustard, white 5 Poppy 10 Rape 4 1/4 Cuttle Bone 20 SALT. Diamond Crystal. Table, cases, 24 3-lb boxes 1 50 Table, barrels, 100 3 lb bags 2 75 Table, barrels, 40 7 lb bags 2 40 Butter, barrels, 280 lb. bulk 2 25 Butter, barrels, 20 14 lb bags 2 50 Butter, sacks, 28 lbs 25 Butter, sacks, 56 lbs 55 Common Grades. 100 3-lb sacks 1 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 1b. linen sacks 32 56 1b. linen sacks 60 Bulk in barrels 2 5 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. JAXON Single box 2 10 5 box lots, delivered 2 45 10 box lots, delivered 2 40 JAS. S. KIRK & CO.'S BRANDS. American Family, wrp'd. 2 66 Dome 2 75 Cabinet 2 90 Savon 2 50 White Russian 2 35 White Cloud, laundry 6 25 White Cloud, toilet 3 50 Dusky Diamond, 50 6 oz. 2 10 Dusky Diamond, 50 8 oz. 3 00 Blue India, 100 1/2 lb. 3 00 Kirkoline 3 50 Eos 2 50 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 laundries. Allen B. Wrisley's Brands. Old Country, 80 1-lb. bars 2 75 Good Cheer, 60 1-lb. bars 3 75 Uno, 100 1/2-lb. bars 2 50 Doll, 100 10-oz. bars 2 05 Scouring. Sapollo, kitchen, 3 doz 2 40 Sapollo, hand, 3 doz 2 40 SODA. Boxes 5 1/4 Kegs, English 4 1/4
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SPICES.

Whole Sifted.	
Allspice	14
Cassia, China in mats	12
Cassia, Batavia in bund	25
Cassia, Saigon in rolls	32
Cloves, Amboyna	14
Cloves, Zanzibar	12
Mace, Batavia	55
Nutmegs, fancy	60
Nutmegs, No. 1	50
Nutmegs, No. 2	45
Pepper, Singapore, black	13
Pepper, Singapore, white	16
Pepper, shot	15
Pure Ground in Bulk.	
Allspice	17
Cassia, Batavia	30
Cassia, Saigon	40
Cloves, Zanzibar	14
Ginger, African	15
Ginger, Cochín	18
Ginger, Jamaica	23
Mace, Batavia	65
Mustard	12@15
Nutmegs	40@50
Pepper, Sing. black	13
Pepper, Sing. white	22
Pepper, Cayenne	20
Sage	15

SYRUPS

Corn.	
Barrels	17
Half bbls	19
1 doz 1 gallon cans	2 90
1 doz 1/2 gallon cans	1 70
3 doz 1/4 gallon cans	1 75
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
20 1-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	5
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 Leaf	5 10
Crushed	5 50
Powdered	5 13
XXXX Powdered	5 25
Cubes	5 13
Granulated in bags	5 00
Fine Granulated	5 10
Extra Fine Granulated	5 13
Extra Coarse Granulated	5 13
Mould A	5 25
Diamond Confec. 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 19
No. 16	4 19

TOBACCO.

Cigars.

Clark-Jewell-Wells Co.'s brand.
New Brick..... 33 00

H. & P. Drug Co.'s brand.
Quintette..... 35 00

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



S. C. W..... 35 00

Rube Bros. Co.'s Brands.

Double Eagles, 6 sizes	\$57 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
Gen. 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, 80 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, 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
Cracknells	15 1/2
Cubans	11 1/2
Frosted Cream	8
Ginger Gems	8
Ginger Snaps, XXX	7 1/2
Graham Crackers	6
Graham Wafers	10
Grand Ma Cakes	9
Imperial	8
Jumbles, Honey	11 1/2
Marshmallow	15
Marshmallow Creams	16
Marshmallow Walnuts	16
Mich. Frosted Honey	12 1/2
Molasses Cakes	8
Newton	12
Nie Nacs	8
Orange Gems	8
Penny Assorted Cakes	8 1/2
Pretzels, hand made	8
Sears' 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	11 1/2
Deo. Naptha	11 1/2
Cylinder	29
Engine	11
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 19
No. 16	4 19

Candies.

Stick Candy.

bbls. pails	
Standard	6 1/2 @ 7
Standard H. H.	6 1/2 @ 7
Standard Twist	7 1/2 @ 8
Cut Leaf	8
Jumbo, 32 lb	6 1/2
Extra H. H.	8 1/2
Boston Cream	10

Mixed Candy.

Grocers	6
Competition	6 1/2
Standard	7
Conserve	7 1/2
Royal	7 1/2
Ribbon	8 1/2
Broken	8 1/2
Cut Leaf	8
English Rock	8
Kindergarten	8 1/2
French Cream	9
Handy Pan	10
Hand Made Cream mxid	13

Fancy-In Bulk.

Lozenges, plain	8 1/2
Lozenges, printed	8 1/2
Choc. Drops	10 1/2
Choc. Monumentals	12
Gum Drops	5
Moss Drops	8
Sour Drops	8 1/2
Imperial	9

Fancy-In 5 lb. Boxes.

Lemon Drops	50
Sour Drops	50
Peppermint Drops	50
Chocolate Drops	50
H. M. Choc. Drops	75
Gum Drops	30
Licorice Drops	75
A. B. Licorice Drops	50
Lozenges, plain	50
Lozenges, printed	50
Imperial	55
Motatoes	50
Cream Bar	50
Molasses Bar	50
Hand Made Creams	80 @ 90
Plain Creams	60 @ 90
Decorated Creams	90
String Rock	90
Burnt Almonds	1 25
Wintergreen Berries	80

Caramels.

No. 1 wrapped, 2 lb. boxes	25
No. 1 wrapped, 3 lb. boxes	25
No. 2 wrapped, 2 lb. boxes	25

Fruits.

Oranges.

Fancy Navels	@ 3 25
Choice	@ 2 75

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	@ 22
Pulled, 6 lb boxes	@ 7
Naturals, in bags	@ 7

Dates.

Fards in 10 lb boxes	@ 10
Fards in 60 lb cases	@ 6
Persians, P H V	@ 5 1/2
1 lb cases, new	@ 6
Sairs, 60 lb cases	@ 5

Nuts.

Almonds, Tarragona	@ 16
Almonds, Ivaca	@ 14
Almonds, California, soft shelled	@ 15
Brazils new	@ 8
Filberts	@ 10
Walnuts, Granobles	@ 13
Walnuts, Calif No. 1	@ 11
Walnuts, soft shelled	@ 12
Calif	@ 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.	@ 1 60
Ohio, new	@ 1 40
Cocoanuts, full sacks	@ 2 40
Chestnuts per bu.	@ 4 00

Peanuts.

Fancy, H. P. Suns	@ 6 1/2
Fancy, H. P. Flags	@ 6 1/2
Roasted	@ 6 1/2
Choice, H. P. Extras	@ 6 1/2
Choice, H. P. Extras, Roasted	5 1/2

Grains and Feedstuffs

Wheat.

Wheat. 64
Winter Wheat Flour.
Local Brands.

Patents	4 07
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-Putnam's Brand	
Daisy, 1/2s.	3 40
Daisy, 1/4s.	3 40
Daisy, 1/8s.	3 40
Worden Grocer Co.'s Brand.	
Quaker, 1/2s.	3 40
Quaker, 1/4s.	3 40
Quaker, 1/8s.	3 40

Spring Wheat Flour.

Clark-Jewell-Wells Co.'s Brand.	
Pillsbury's Best 1/2s.	4 40
Pillsbury's Best 1/4s.	4 30
Pillsbury's Best 1/8s.	4 20
Pillsbury's Best 1/4s paper.	4 10
Pillsbury's Best 1/8s paper.	4 10
Ball-Barnhart-Putnam's Brand.	



Duluth Imperial, 1/2s.	4 40
Duluth Imperial, 1/4s.	4 30
Duluth Imperial, 1/8s.	4 20
Lemon & Wheeler Co.'s Brand.	
Gold Medal 1/2s.	4 40
Gold Medal 1/4s.	4 30
Gold Medal 1/8s.	4 20
Parisian, 1/2s.	4 30
Parisian, 1/4s.	4 20
Parisian, 1/8s.	4 20

Oleoy & Judson's Brand.

Ceresota, 1/2s.	4 40
Ceresota, 1/4s.	4 30
Ceresota, 1/8s.	4 20
Worden Grocer Co.'s Brand.	
Laurel, 1/2s.	4 40
Laurel, 1/4s.	4 30
Laurel, 1/8s.	4 20

Meal.

Bolted	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

Corn.

Old corn, car lots	4 1/2
New corn, car lots	3 7 1/2
Less than car lots	3 1/2

Oats.

Car lots	32
Carlots, clipped	35 1/2
Less than car lots	37

Hay.

No. 1 Timothy carlots	9 00
No. 1 Timothy, ton lots	9 20

Fish and Oysters

Fresh Fish.

Per lb.	
Whitefish	@ 12
Trout	@ 9
Black Bass	@ 10
Halibut	@ 15
Ciscoes or Herring	@ 5
Bluefish	@ 11
Live Lobster	@ 20
Bolled Lobster	@ 22
Cod	@ 10
Haddock	@ 8
No. 1 Pickerel	@ 9
Pike	@ 8 1/2
Perch	@ 5
Smoked White	@ 8
Red Snapper	@ 8
Col River Salmon	@ 12
Mackerel	@ 18
Oysters in Cans.	
F. H. Counts	@ 35
F. J. D. Selects	@ 27
Selects	@ 25
F. J. D. Standards	@ 20
Anchors	@ 18
Standards	@ 16
Favorites	@ 14
Bulk.	
Counts	1 75
X Selects	1 60
Selects	1 50
Anchor Standards	1 20
Standards	1 10
Clams	1 25
Shell Goods.	
Oysters, per 100	1 25 @ 1 50
Clams, per 100	@ 1 00

Provisions.

Swift & Company quote as follows:

Hardware

Future Value of Manila Hemp.

From the New York Sun.

The unique fiber plant of the Philippines is not the least among our new acquisitions. We shall monopolize its production unless other tropical regions have better success in their further attempts to transplant it. Thus far Manila hemp is a commercial success only when raised in the Philippines. It is one of the chief resources of the islands and for ten years this country has taken an average of 41 per cent. of the total exports.

From the bast, or fibrous outer leaf, comes the coarse, strong fiber, which is the best material used for sailcloths and cordage. It is particularly recommended by the fact that it is not easily rotted by salt water. The fiber yielded by the inner stalks is fine and weak and from it are woven textile fabrics superior in softness and lightness to those made of the best Russian hemp. These fabrics are seldom exported, being bought by Chinese merchants at Manila for local consumption. This useful variety of the banana plant, accordingly, yields two qualities of fiber, the one strong and coarse and the other fine, soft and pliable, and both are in great demand.

Manila hemp produces, under the best conditions, as high as 3,000 pounds of fiber to the acre, and although 6,528,964 bales have been exported in the last ten years, the industry is still in its infancy and is capable of enormous expansion. Its development, like all things under Spanish colonial rule, has been spasmodic and unsystematic. A recent writer on the Philippines says that under proper encouragement the Orient itself would absorb more than the entire present product. The world's markets will take several fold the quantity of fiber that is now supplied.

We shall see what American energy and ingenuity will achieve in the development of a great industry, which we may wholly control, in a land where there is not a single well-kept farm or plantation to-day, where there is no agricultural machinery outside the sugar mills, and where a sharpened stick does service as a plow.

Concerted Effort to Keep Up Prices From Stoves and Hardware Reporter.

With the wave of prosperity which has been inundating the country for some time there ought to be more strenuous efforts made to keep prices up as much as possible. As a rule where they have the opportunity, people prefer to buy goods of substantial wearing quality which will insure some satisfaction in the use of them. Too often it is observed that there is no intermediate price in styles of goods. That is to say, one variety will be exceedingly expensive and another too cheap. This is one of the many extremes which should be avoided if possible. Neither the merchant nor clerk takes sufficient cognizance of the great volume of this trade and makes but feeble, badly directed efforts to cater to it. It has indeed often happened that only after repeated requests on the part of customers has any effort been made to gratify this multiplicity of demands for goods of a better quality. There should, by all means, be a unanimity among merchants in the endeavor to maintain prices throughout the country. It can not well be done single handed, for while there would be a vast number who would see the advantage of this raise, there would be many more who would be inclined to make unfavorable comparisons between the prices prevailing at different stores. Ignorant people would be ready to think there was much injustice in disparity of prices if all merchants did not connive in keeping them up while selling better goods. In this way strength is obtained by union and business interests are promoted incalculably. It is one thing to keep prices within the reach of the masses and quite another to grind them down so that all concerned in the manufacture, sale and purchase of the merchandise are injured. All actions, however small, have some appreciable

results and it is only too evident that the store-keeper suffers when the working man is not prosperous, whereas he depends for his prosperity upon the maintaining of prices on products which he assists in manufacturing or producing. Too often the retailer is the one who should bear all the blame of the foisting of low priced goods on the market. He generally creates the demand by advertising cheapness as one of the most attractive attributes which they can possess. It stands to reason that if the retailer is continually desiring to purchase low priced goods, if imitations are put forth with as much gusto as the genuine article, each particular party who is engaged in its production and disposal must follow suit. No one is benefited by such a proceeding, while great harm may be done. It is time to change all this and the present year is one of the best times to begin.

Disposing of Odd Lots.

Odd lots, small articles and damaged wares are frequently the cause of much trouble and worry in the disposition of them. This difficulty may be obviated to a great degree if they are handled properly. One of the principal reasons for this is the prolonged carelessness on the part of clerks and merchants in negligently allowing them to accumulate until they have assumed stupendous proportions; then a discouragement is felt in the ability to move them at all. However, there is no necessity for this if due precaution is taken to prevent it. The writer has often observed instances where a refusal was made to reduce the price of goods which were slightly injured. Yet these goods could by no possibility have sold at their regular price unless some chicanery was resorted to in order to conceal the fact that they were injured. The latter proceeding would of course ultimately result detrimentally to business, but few are so farsighted as to look for the results of actions when they take place. For the time being a complacency is felt in the thought that the full price was obtained. But this is usually short-lived and unlikely to be repeated with the same person. The best way is to try some rather original mode of disposing of them. Do not tie them in bundles and put them in some inaccessible place where people can not see them. Put them on the counters in lots, each marked one price and let people choose and look among them as they please. Such a counterful of goods like these odds and ends should be placed in a prominent position in the store, thus enabling people to get at them quickly.

American Tin Plate Hurts Wales.

W. Phillips, of Swansea, Wales, which was until within a few years the center of the tin plate manufacturing industry of the world, is visiting the United States. Speaking of American competition, he said: "There can be no denying that the tin plate industry of Wales has suffered greatly from American competition. Mills which ran for years at a handsome profit suddenly found themselves confronted with a competition which they were unable to meet, and as a consequence, after the loss of much money, they closed down. Thousands were thrown out of employment and much hardship and suffering have resulted. It was simply the result of old methods and machinery trying to compete with improved methods in the hands of a mechanically ingenious people. Matters now, however, are beginning to pick up. The business is being readjusted to meet American competition. Old mills have been abandoned and those of a better character are being supplied with modern machinery and equipped in every particular to manufacture just as cheaply as the American mills. The wage scale has also been reduced, and the trouble over this has caused much delay in getting the newly equipped mills in operation. The Swansea district, of course, will never hold the dominating influence it once did in the tin plate industry, but it will still hold a prominent place in the trade."

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	5/8	39	\$1.75	
1	7/8	48	3.30	
2	1	50	4.00	
3	1 1/4	50		\$3.00
4	1 1/2	50		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 Street.

OUR NEW OFFICE IS NEARLY COMPLETED OPPOSITE UNION DEPOT

General Hardware 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.

The Druggist Who Got Even.

M. Quad in American Druggist.

"When I was ready to go out into the world and set up as a druggist," said the sleek little man with the big diamond pin, "I made the mistake of setting up shop in a small town. It's always a mistake, because you have at least one old drug store to buck against, and there are cliques you know nothing of until too late. This town was in the West, and it seemed to me to be a good opening for a hustler. There was only one druggist, and he kept dry goods and boots and shoes as well, and hadn't the ambition to hang a sign in the window. I got a corner store, fitted it up in modern style, and when I opened up, my place was a novelty to all and something for a country town to feel proud of. The old druggist had it in for me, of course, and as I had no whisksers on my chin he found plenty of people to believe with him that it would be a risky thing to trust me with a prescription. There were four doctors in the place, and, of course, it was my business to work them. I got one around all right, but the others wanted to wait and see how things went. The one I got happened to be the one who had the least practice, and he wanted an even divide on profits. Not only that, but he helped himself to my port wine and brandy so often that I was behind the game.

"As a stranger," continued the sleek little man, "I didn't know that if I went to board with Mrs. Brown, on Wilson street, Mrs. Green, on Ash street, together with all her friends, would be down on me. I went to Mrs. Brown's, and there were twenty families in the town who wouldn't enter my store in consequence. It was social rivalry, you know, and they carried it into business. I was getting a good room and board for \$4 per week, and Mrs. Green sent me word that she would do better by me for \$2. I used to be called a fair singer, and I used to attend church every Sunday. I started out baphazard and brought up in the Presbyterian edifice. From the moment I was seen to enter its doors I was a marked man. Not a Methodist or Baptist in town would even glance into my show windows. If I had alternated at the different churches it might have relieved the strain, but being invited to join the choir, I stuck to the Presbyterians and sealed my fate. Several parties were given at which I showed up, and this intensified the bitterness. They wouldn't let me stand neutral, but I must stand or fall with the clique. If it was so in religion it was far worse in politics. I had never voted, and didn't care a tinker's tunk which side won, but from the way both sides got after me you'd have argued that my single vote was to decide some momentous question. I didn't want to make any more enemies, and therefore refused to register, and lo! both parties were down on me! I ought to have done a trade of \$50 per day, but owing to the combinations I often had less than \$3 to count up at the close of business.

I told you about the doctors hanging off. It was well enough for them to be sure of capabilities, but that wasn't what kept them from throwing business my way. Each had a marriageable daughter, as I finally came to know, and each was waiting to see whose daughter I was going to shine up to. I made a selection without knowing anything about the little scheme, and in that way I won over a doctor, who sent in a prescription now and then. The other two were down on me, however, and I could figure out that every time I put my arm around that girl I was ten dollars out of pocket. I had no idea of marrying her, but one-half of society congratulated me and bought tooth brushes and porous plasters, while the other half looked askance and wouldn't have sticky fly-paper at a penny a sheet. I was running behind expenses every week and wondering where I could find another opening, when I made the worst move of all. They had a public spelling school in the town hall. I ought to have had sense enough to have remained in the store, but as there was no business doing, I locked her up and went over to the hall. Both sides wanted me,

and the side I went on beat the other. Indeed, I was ass enough to be the last one up, and that was something the people didn't propose to stand from any upstart stranger.

When I realized that I was knocked out a feeling of revenge took possession of me. I made up my mind to get square with that town or leave my bones in its graveyard. With all its faults, it was a sporty town, and I took that as a basis to work on. I knew a horseman in Chicago who was up to tricks, and I went up to see him. One day, a week later, a tin peddler arrived in my town and began to blow around about the gait of his old horse. He bragged and bluffed until two or three men became interested, and the result was a race on the county fair grounds. They had two or three trotters in town, and when the thing got started the crowd went in with a whoop. After the tin peddler had put up \$600 of the long green a few of the people began to smell a rat, but when the race was called our dark horse stood to win or lose enough to fit out two drug stores like mine. The odds were ten to one against him at the start, and it wasn't even money until he came out on the track. We had a walk-over, and before the crowd got ready to break things, the peddler had left town. My pockets bulged with my share of the boodle.

There was a certain gang which played poker three nights in the week. I sent up to Chicago for a chap who knew his business and worked him in on the gang. They thought they had a fat pigeon in him, but he worked them up to a climax and dropped out of town with such a wad that none of the dead-game sports could buy a five cent cigar for days to come.

I wanted one more whack at the town and I got it. There was no state law regarding dentistry. A blacksmith or an undertaker could practice on anybody who was willing. There used to be, and may be yet in some of the states, fakirs who travel from town to town and do dentistry. I got hold of one and gave him a pointer. He advertised to pull teeth for nothing and furnish plates at \$5 each. He had a rush of customers. For fifteen days he put in twelve hours per day yanking out old teeth, and when he got around to the last he had a peck of them. I was paying him \$5 per day, however, and the work was not like sawing wood. When he folded his tent and stole silently away there were about 300 men and women in that town waiting for upper or lower plates, and all speaking with a lisp. The church choir had to be laid off, ministers and school teachers took a vacation, and business and society had to gum it. The two local dentists must have had work for the next twelve months and got rich out of it, but I never asked my share of the profits. I had to pack up my stock and find a new opening, but there was nothing to kick about. I was ahead of the game in a financial way, and the day I left town even the ticket agent and the man who checked my trunk dared not open their mouths to bid me good-bye, because their teeth were missing."

Necessity of Practical Knowledge.

"Well, what is an island?" asked the man, upon being informed that his son had now taken up the study of geography at school.

"Land entirely surrounded by water," replied the boy.

"That is not correct," said the man. "An island is land surrounded by water on all sides except the upper side. Land entirely surrounded by water is suburban real estate."

Then the man remarked to his wife that schools were too theoretical; there was need of an admixture of practical knowledge in their instruction.

He Enjoyed It.

Upper: That cigar you gave me did me lots of good.

Lower: I'm glad of it. When did you smoke it?

Upper: Oh, I didn't smoke it. I gave it to Howard; I hate him, you know.

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 80
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 65
Wire nails, base.....	1 70
30 to 60 advance.....	Base
10 to 16 advance.....	05
8 advance.....	10
6 advance.....	20
4 advance.....	30
3 advance.....	45
2 advance.....	70
Fine 3 advance.....	50
Casing 10 advance.....	15
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	25
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel 1/2 advance.....	85
PLANES	
Ohio Tool Co.'s, fancy.....	\$2 50
Scotch Bench.....	80
Sandusky Tool Co.'s, fancy.....	\$2 50
Bench, first quality.....	45
Stanley Rule and Level Co.'s wood.....	60
PANS	
Fry, Acme.....	60&10&10
Common, polished.....	70&5
RIVETS	
Iron and Tinned.....	60
Copper Rivets and Burs.....	60
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27 10 20.....	
"B" Wood's patent planished, Nos. 25 to 27 9 20.....	
Broken packages 1/2c per pound extra.....	
HAMMERS	
Maydole & Co.'s, new list.....	dis 35
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 10&10
Mason's Solid Cast Steel.....	80c list 70
Blacksmith's Cold Chisel Steel Band 9 1/2 to 20 1/2.....	
HOUSE FURNISHING GOODS	
Stamped Tin Ware.....	new list 75&10
Japanned Tin Ware.....	20&10
Granite Iron Ware.....	new list 40&10
HOLLOW WARE	
Pots.....	60&10
Kettles.....	60&10
Spiders.....	60&10
HINGES	
Gate, Clark's, 1, 2, 3.....	dis 60&10
State.....	per doz. net 2 50

WIRE GOODS	
Bright.....	80
Screw Eyes.....	80
Hook's.....	80
Gate Hooks and Eyes.....	80
LEVELS	
Stanley Rule and Level Co.'s.....	dis 70
ROPES	
Sisal, 1/4 inch and larger.....	8 1/4
Manilla.....	9 1/4
SQUARES	
Steel and Iron.....	70&10
Try and Bevels.....	60
Mitre.....	50
SHEET IRON	
Nos. 10 to 14.....	com. smooth. com. \$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 30 2 75
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.....	
SAND PAPER	
List acct. 19, '86.....	dis 50
SASH WEIGHTS	
Solid Eyes.....	per ton 20 00
TRAPS	
Steel, Game.....	75&10
Onelda Community, Newhouse's.....	50
Onelda Community, Hawley & Norton's.....	70&10
Mouse, choker.....	per doz 15
Mouse, delusion.....	per doz 1 25
WIRE	
Bright Market.....	75
Annealed Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 25
Barbed Fence, painted.....	1 90
HORSE NAILS	
Au Sable.....	dis 40&10
Putnam.....	dis 5
Northwestern.....	dis 10&10
WRENCHES	
Baxter's Adjustable, nickeled.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	80
Coe's Patent, malleable.....	80
MISCELLANEOUS	
Bird Cages.....	50
Pumps, Clatern.....	80
Screws, New List.....	85
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	50
METALS—Zinc	
600 pound casks.....	7 1/4
Per pound.....	7 1/4
SOLDER	
40%.....	12
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
TIN—Melyn Grade	
10x14 IC, Charcoal.....	5 75
14x20 IC, Charcoal.....	5 75
20x14 IX, Charcoal.....	7 00
Each additional X on this grade, \$1.25.	
TIN—Allaway Grade	
10x14 IC, Charcoal.....	4 50
14x20 IC, Charcoal.....	4 50
10x14 IX, Charcoal.....	5 50
14x20 IX, Charcoal.....	5 50
Each additional X on this grade, \$1.50.	
ROOFING PLATES	
14x20 IC, Charcoal, Dean.....	4 50
14x20 IX, Charcoal, Dean.....	5 50
20x28 IC, Charcoal, Dean.....	9 00
14x20 IC, Charcoal, Allaway Grade.....	4 00
14x20 IX, Charcoal, Allaway Grade.....	5 00
20x28 IC, Charcoal, Allaway Grade.....	8 00
20x28 IX, Charcoal, Allaway Grade.....	10 00
BOILER SIZE TIN PLATE	
14x56 IX, for No. 8 Boilers, per pound.....	0
14x56 IX, for No. 9 Boilers, per pound.....	0



UP TO DATE CUTS

FOR ALL PURPOSES

TRADESMAN COMPANY

GRAND RAPIDS

The Grocery Market.

Sugar—Raws are irregular and weak, with sales of 96 deg. test centrifugals at 4 1/4c, a decline of 1-16c since our last issue. The refined market is quiet. Although there is no change in list prices, Arbuckle and Doscher are shading such softs as they have 3/8c and the American is shading all softs 1-16c. There are no shadings on hards and Arbuckle reports that he is oversold on 2 pound packages.

Tea—Indications point to a very active trade during the next few weeks. The better grades show no change in price, but the lower grades have moved up at least 1c per pound, and concessions on anything are out of the question. News from the markets in China and Japan tell of great shortages in stocks, of very firm markets, of advancing prices. News was received during the week that the shortage of English breakfast tea exports to the United States this year would reach 2,000,000 pounds, or about 35 per cent.

Coffee—Eastern advices continue to indicate firmness in the market on Brazilian grades. Medium lines are especially in strong demand from trade not bent on speculation.

Canned Goods—The situation on tomatoes is unchanged. Stocks in packers' hands are light. Prices are held stiff and any demand would advance the market. Gallons have advanced about 20c. Futures are selling well and many packers report that they have already taken orders for all that they care to contract for. Corn is very strong, strictly standard New York State being held by packers at 60@65c at the factory, according to brands. Offers at anything under these prices are promptly turned down. Some of the largest packers are entirely sold out and are looking for choice lots to be put under their own label. Succotash is getting scarce and one of the largest commission houses in the East reports nothing to offer. The weather for packing oysters continues very unfavorable and none whatever are being canned. Stocks are very light and the price on standard brands of 1 lb. has been advanced 2 1/2c. There is again talk of the sardine syndicate, but there has been so much talk of late upon this subject that the market does not seem to be affected by this last rumor.

Dried Fruits—The improved condition of the market continues and almost all lines are feeling the effects. Raisins and prunes are unchanged, but are steadily going into consumption and stocks in jobbers' hands are beginning to show the results and there is a little more enquiry from this source. The demand for currants continues good and prices of bulk show another fractional advance. The low prices and excellent quality of the cleaned article are resulting in an increased consumption and cleaners report a good demand. There are heavy receipts of dates due in New York this week, but prices are firmly maintained, as the demand is very good, owing, no doubt, to the good quality of this year's crop.

Rice—There is a fair demand of rice and prices are firmly maintained.

Nuts—The slump in greenable walnuts seems to have been checked and the market now favors holders. There are practically no French to be had and stocks of Naples are very light. Peanuts are again higher, another advance of 1/4c having just been wired from Norfolk.

Molasses—The New Orleans market on molasses is very firm and strictly choice grades of centrifugal are scarce and wanted by the trade. New crop low grades are not coming in freely and trading in this grade is confined to those houses which carried over stocks from last season. Later on, as receipts increase, we may expect a decline in low grades.

Provisions—The provision market is unusually active for this season. The cause is the reaction against poultry which has overtaken the public stomach, which became satiated with it during December. The demand for provisions is reported good in every market of the country, and the largest markets have advanced 1/4c per pound on the whole line. Lard has advanced 1/4@1/2c per pound during the week, and the advanced price will probably be maintained. This prophecy refers to the general provision line as well as lard. Compound lard has also advanced 3/8c per pound.

Salt Fish—Owing to the approach of the Lenten season, it is anticipated that the salt fish market will now begin to take on more strength than for several months past. Values will undoubtedly rule stronger this year than they did twelve months ago, on account of the short supply. It is reported in the Eastern market that the sardine market is still in an unsettled condition and that the plan to arrange a syndicate has fallen through, owing to the high values placed on the principal plants, which made the purchase of them out of the question.

Tobacco—The Continental Tobacco Co., which now controls the plug business of America, has issued to jobbers in announcement of its new price schedule. Goods will be billed to jobbers at the price-to-retailers, and jobbers will receive 10 per cent. rebate every two months. The "drop-shipment" system will be practically discontinued after February 28. The American Tobacco Co. had this plan and operated it through the jobbers. Any retailer ordering 100 pounds or more of tobacco could have it shipped direct from the American Tobacco Co., "dropped" at the nearest freight station. He gave his order to the jobber's salesman, however, and was billed through the jobber. The American Tobacco Co. allowed the 10 per cent. discount to the jobber, 5 per cent. extra discount supposed to be given to the retailer for ordering in large quantities, and \$1 to the salesman. As a matter of fact many jobbers gave the dollar and all to the retailer, and out of the whole deal got only the 2 per cent. discount for their cash payment to the American Co. The 5 per cent. was discontinued January 10, and the dollar to the salesman will not be given after February 28. Drop-shipments are nominally continued, but they are only for such goods as were on the American Co.'s list, and include none of the Continental's other brands. As the whole thing is thus reduced to a 10 per cent. basis, the same as the discount on smaller lots, drop shipments will practically be discontinued. The Continental sends out a list of 86 different kinds and styles of plug tobacco with its announcement. "Climax" and "Spearhead," which were formerly made with six 10-cent cuts to the plugs, now have five at the same price. The scale throughout has been altered with an idea of cutting off the demand for some superfluous brands and concentrating it on a score or so of standard

kinds. The old plan of plug factories was to allow a discount per pound, scheduled on a price card, sometimes more or sometimes less than 10 per cent., varying with the quality of the goods. The new plan evens the discount on all grades of goods. The average price to the retailer, it is claimed, is considerably lower than heretofore. Officers of the Continental say they are not making any provision against price cutting, and if anything is effected against that evil it will have to be done by the jobbers themselves. They deny also that the company is instigating or aiding combinations of jobbers.

A Chinese Buddhist priest, who claims to have sat in a cave at Adam's Peak, Ceylon, with his legs crossed, for six years, during which time he spoke to no one, and subsisted on half an inch of a blade of grass only daily, is at present in Bangkok trying to improve his exchequer on the strength of his exploits. He does not meet with much success.

It isn't always to a man's credit to stop drinking—sometimes it is to his lack of credit.

WANTS COLUMN.

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

BUSINESS CHANCES.

FOR SALE—TUFT'S SODA FOUNTAIN. Complete, in good order, with three draught tubes and ten syringes and 5x8 foot marble slabs. Address Hazeltine & Perkins Drug Co., Grand Rapids. 827

FOR SALE—PAPER ROLLERS FOR CASH REGISTER, all widths, at \$1.50 per dozen. A. Bert E. Doherty, 34 S. W. St., Detroit, Mich. 826

WANTED TO EXCHANGE FOR STOCK of clothing or furnishing goods productive real estate, free and clear, paying good interest. Address C. W. G., care Michigan Tradesman 825

REGISTERED PHARMACIST DESIRES SITUATION, country town preferred. For six months' apothecary on U. S. Oregon. Honorable discharge U. S. Navy. Fourteen years' experience. A1 references. Address Oregon, care Michigan Tradesman. 824

FOR SALE FOR CASH—BEST HARDWARE business in Michigan. Stock invoices \$9,000. Sales for 1898, \$12,000. Will sell cheap for cash if taken at once. Address No. 823, care Michigan Tradesman. 823

FOR SALE—ONE SET WEEK'S FOUR TON floor scales; three beams, no weights, two pound notches; platform about 5x6. Practically new. Address W. B. Reed, Remus, Mich. 822

FOR EXCHANGE—A FINE, WELL-IMPROVED fruit grain and stock farm of 160 acres, in Mason county, Michigan, for merchandise or other productive property. Address Box 71, Uter, Mich. 819

FOR SALE—HARDWARE STOCK OF THE late A. A. Tyler at 641 South Division St., Grand Rapids. Fine location and well-established trade. Address Mrs. A. A. Tyler. 823

\$500 BUYS MEDICAL PRACTICE OF 13 years, which averages \$2,500 annually; also office fixtures, horse, buggy, cutter, robes, etc. Address Box 175, Vanderlt, Mich.—the best town in Northern Michigan. 821

WANTED—PARTNER IN THE MANUFACTURE of a patented household article which is in general demand. A good opportunity to make a large profit on a small investment. Address A. C. McCutcheon, Sparta, Mich. 819

FOR SALE MY STOCK OF DRUGS, GROCERIES, flour, feed, etc., located in Kalamazoo, Mich., 927 East avenue. Will sell for \$1,000. Wish to go out of business. Address A. B. Truesdale, 97 East Ave., Kalamazoo. 820

TO EXCHANGE—DESIRABLE AND CENTRALLY located residence property in Kalamazoo for general or grocery stock in good town in Central Michigan. Will sell same on long time. Address Box 357, Kalamazoo, Mich. 811

WANTED—LOCATION FOR DRY GOODS or dry goods and shoe store combined in town of 1,000 to 7,000. Will buy stock in established store if for sale. Address F. W., care Michigan Tradesman. 808

\$10,000 FIRST MORTGAGE, DRAWING 7 per cent., on good improved property, to exchange for stock of goods. For particulars address No. 812, care Michigan Tradesman. 812

FOR SALE—DRUG AND GROCERY STORE. Good chance for a worker; corner location. In health of owner cause for selling. Address W. S. Terrill, Muir, Mich. 813

TO EXCHANGE—9 LOTS UNINCUMBERED on Highland avenue, near Madison, for merchandise. Will hold over, Plymouth. 814

FOR SALE—SMALL STOCK OF DRUGS and fixtures at a bargain. Hazeltine & Perkins Drug Co., Grand Rapids, Mich. 816

FOR HAY, STRAW AND OATS IN CAR lots at lowest prices, address Wade Bros., Cadillac or Traverse City, Mich. 817

FOR SALE—FINE STOCK GENERAL MERCHANDISE and well established business; best point in State for general store; three years' lease of building, with chance to buy reasonable; located on two lines of railroad; fine shipping facilities, etc.; prospects bright for increase in business. Reason for selling too much other business. Address Box 35, Elmdale, Mich. 818

BUSINESS CHANCE—FOR SALE, DRY goods, clothing and men's furnish goods business; well established in live town. Good reasons for selling. Address H. T. Crosby & Co., Clayton, Mich. 805

FOR SALE—STOCK OF JEWELRY, SILVERWARE, books, stationery and wall paper in live town in Northern Michigan. Good reasons for selling. Address Books, care Michigan Tradesman. 804

FOR SALE—GROCERY AND BAKERY stock, best in city; cash business of \$1,000 to \$200,000 year; good location, cheap rent. Poor health reason for selling. Address Comb. Lock Box 8, Eaton Rapids, Mich. 803

FOR SALE—WELL ESTABLISHED AND good-paying implement and harness business, located in small town surrounded with good farming country. Store has no competition within radius of eight miles. Address No. 806, care Michigan Tradesman. 806

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. 793

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

120 ACRE FARM, VALUED AT \$40,000, FREE and clear of all 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

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 tubes, magnificent cherry top, Tufts' pattern, \$1,100, \$10 per month, 6 per cent. Also fixtures, drug and jewelry; three 8 ft., one 12 ft. wall cases, plate glass; 21 ft. drug shelving, half glass; four 8 ft. silent sale-man cases, beveled 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 trades. Address No. 680, care Michigan Tradesman. 680

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

COUNTRY PRODUCE

WANTED—BUTTER, EGGS AND POULTRY; any quantities. Write me. Orrin J. Stone, Kalamazoo, Mich. 810

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

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—POSITION BY DRUG CLERK who has had three years' experience. Can give best of references. Address No. 830, care Michigan Tradesman. 830

WANTED—POSITION BY DRUG, DRY goods and grocery clerk. Address K., care Michigan Tradesman. 815

YOUNG MAN WANTED FOR COUNTRY STORE. Address 802, care Michigan Tradesman. 803

WANTED—PERMANENT POSITION IN dry goods or shoe store, by young man 28 years old; 12 years' experience; A1 references. Address No. 849, care Michigan Tradesman. 809

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

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 7:20am
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
+ 8:20pm..... Saginaw, Detroit & East..... + 12:45pm
+ 7:20pm..... Buffalo, N. Y. & Boston..... + 10:15am

WEST
* 10:10am..... Gd. Haven and Int. Pts. * 7:15pm
+ 12:55pm 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 & Mackinac + 7:45am + 5:15pm
Trav. City & Petoskey..... + 2:10pm + 10:45pm
Ondulac accommodation..... + 5:25pm + 10:55am
Petoskey & Mackinaw City..... + 1:00pm + 6:35pm
7:45am and 2:10pm trains have parlor cars;
11:00 pm train has sleeping car.

Southern Div. Leave Arrive
Cincinnati..... + 7:10am + 9:45pm
Ft. Wayne..... + 2:10pm + 1:55pm
Cincinnati..... 7:00pm 6:30pm
For Vicksburg and Chicago..... + 11:30pm
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
Tral. leaving Grand Rapids 7:10am has parlor
car; 11:30pm, coach and sleeping car.
Train leaving Chicago 3:02pm has parlor car;
11:32pm, sleeping car.

Muskegon Trains.
GOING WEST.
Lv G'd Rapids..... + 7:35am + 1:00pm + 5:40pm
Ar Muskegon..... 9:00am 2:10pm 7:05 pm
Sunday train leaves Grand Rapids 9:15am;
arrives Muskegon 10:35am.

GOING EAST.
Lv Muskegon..... + 8:10am + 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
Lv. Mackinaw City..... 7:35am 4:20pm
Ar. St Ignace..... 9:00am 5:20pm
Ar. Sault Ste. Marie..... 12:30pm 9:50pm
Ar. Marquette..... 2:50pm 10:40pm
Ar. Nestoria..... 5:20pm 12:45am
Ar. Duluth..... 8:30am

EAST BOUND.
Lv. Duluth..... + 6:30pm
Ar. Nestoria..... + 11:15am 2:45am
Ar. Marquette..... 1:30pm 4:30am
Lv. Sault Ste. Marie..... 3:30pm
Ar. Mackinaw City..... 8:40pm 11:00am
G. W. HIBBARD, 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

LABELS FOR GASOLINE DEALERS



The Law of 1889.

Every druggist, grocer or other person who shall sell and deliver at retail any gasoline, benzine or naphtha without having the true name thereof and the words "explosive when mixed with air" plainly printed upon a label securely attached to the can, bottle or other vessel containing the same shall be punished by a fine not exceeding one hundred dollars.

We are prepared to furnish labels which enable dealers to comply with this law, on the following basis:

1 M..... 75c
5 M..... 50c per M
10 M..... 40c per M
20 M..... 35c per M
50 M..... 30c per M

Tradesman Company,
Grand Rapids, Mich.

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"

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.

ENGRAVERS

BY ALL THE
LEADING PROCESSES

PORTRAITS, BUILDINGS,
MACHINERY,
STATIONERY HEADINGS,
EVERYTHING.

HALF-TONE
ZINC-ETCHING
WOOD ENGRAVING

TRADESMAN COMPANY
GRAND RAPIDS, MICHIGAN.

MERCANTILE ASSOCIATIONS

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

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

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

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

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

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

Jackson Retail Grocers' Association
President, GEO. E. LEWIS; Secretary, W. H. POR-
TER; Treasurer, L. PELTON.

Adrian Retail Grocers' Association
President, A. C. CLARK; Secretary, E. F. CLEVE-
LAND; Treasurer, WM. C. KOEHN.

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

Traverse City Business Men's Association
President, THOS. T. BATES; Secretary, M. B.
HOLLY; Treasurer, C. A. HAMMOND.

Owosso Business Men's Association
President, A. D. WHIPPLE; Secretary, G. T. CAMP-
BELL; Treasurer, W. E. COLLINS.

Alpena Business Men's Association
President, F. W. GILCHRIST; Secretary, C. L.
PARTRIDGE.

Grand Rapids Retail Meat Dealers' Association
President, L. J. KATZ; Secretary, PHILIP HILBER;
Treasurer, S. J. HUFFORD.

St. Johns Business Men's Association.
President, THOS. BROMLEY; Secretary, FRANK A.
PERCY; Treasurer, CLARK A. PUTT.

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

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

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

The "Concave" Washboard



GLOBE CRIMP,
Per Doz., \$2.

SAVES THE WASH.
SAVES THE WASHER.

Once Upon a Time There Lived a Man

And that man's son is living to-day, perhaps in some big city or in some small country village. No matter where he lives, we are going to find him, and if we find him running a grocery store, we are going to ask him how he is flourishing. We are going to ask him if he uses

The Money Weight System

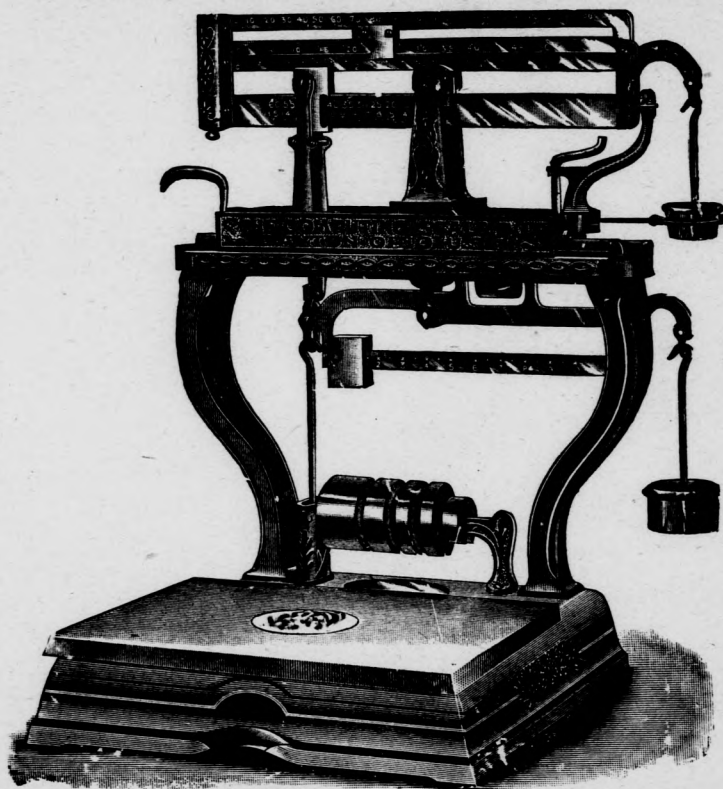
AND IF NOT, we want to know WHY NOT.

Perhaps it hasn't been properly explained to him; some one has made a mistake, and from our knowledge of our System, we are inclined to believe some one has turned a deaf ear when he should have been listening.

No man's son can afford to be without the Money Weight System if he is a merchant.

Scales sold on easy monthly payments—without interest. Write for pointers.

The Computing Scale Co.
Dayton, Ohio.



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.

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

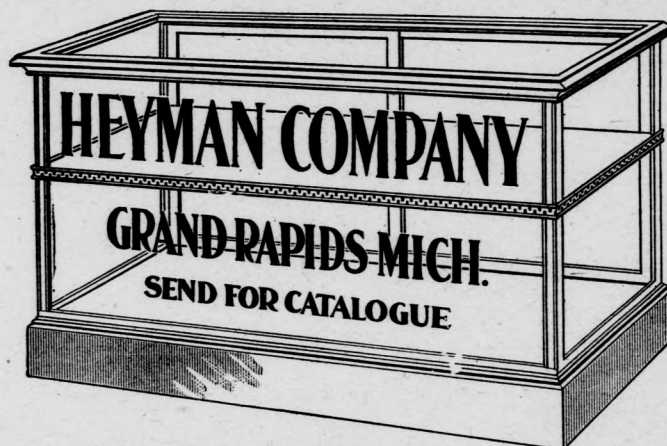


SAMPLE FURNITURE CO.

JOBBER OF SAMPLE FURNITURE.

PEARL AND OTTAWA STS.

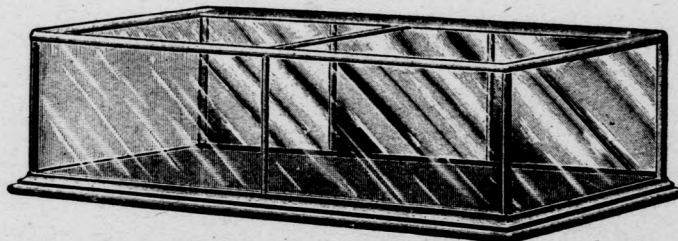
GRAND RAPIDS, MICH.



This Showcase only \$4.00 per foot.

With Beveled Edge Plate Glass top \$5.00 per foot.

SHOW CASES OF ALL STYLES



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

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

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

THE BRYAN SHOW CASE WORKS, Bryan, Ohio.