

MICHIGAN TRADESMAN

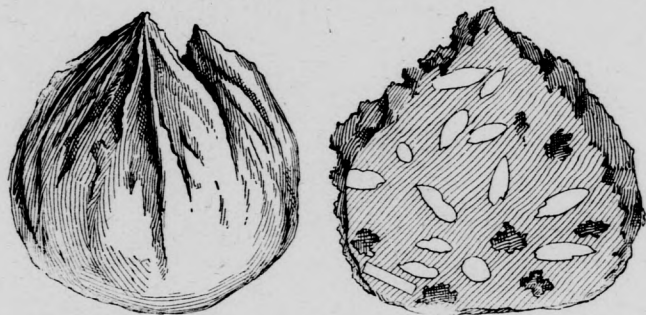
PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Volume XVI.

GRAND RAPIDS, WEDNESDAY, FEBRUARY 1, 1899.

Number 802

PLUM PUDDING



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.

GRAND RAPIDS CANDY CO.

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.

DO YOU RUN A STORE

If so, you can avoid all the losses and annoyances incident to the pass book or any other old-fashioned charging system by adopting one of our coupon systems. We carry in stock four regular coupon books and manufacture special coupons to order for hundreds of merchants in all parts of the country. We solicit correspondence and will furnish full line of samples on application.

TRADESMAN COMPANY, Grand Rapids, Mich.

Hanselman's Chocolate and Bon Bons

Are sure trade winners. We are very busy for January trade. All goods fresh and guaranteed to give satisfaction. Name on every piece.

HANSELMAN CANDY CO., Kalamazoo, Mich.

FOLDING PAPER BOXES

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

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

GRAND RAPIDS PAPER BOX CO.

PHONE 850.

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

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.

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.

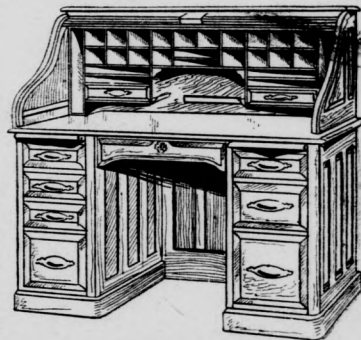
A DESK FOR YOUR OFFICE

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



SAMPLE FURNITURE CO.

JOBBER'S OF SAMPLE FURNITURE.

PEARL AND OTTAWA STS.

GRAND RAPIDS, MICH.

PICTURE CARDS

We have a large line of new goods in fancy colors and unique designs, which we are offering at right prices. Samples cheerfully sent on application.

TRADESMAN COMPANY, Grand Rapids.

Spiced Facts

No more tribute to any article could be asked for than success, for that shows the public appreciation of it. Every grocer ought to handle successful goods. It's the safe way. For this reason you should handle

Northrop Brand Spices

We import the raw material, grind and manufacture it at the smallest possible expense, and distribute to the merchant at the lowest possible price. We certainly turn out the finest finished product known and depend exclusively on the merit of our goods for our business. With every sale we furnish a guarantee, if desired, accepting all responsibility for every ounce of spice that we ship, for no standard can be too high for our brands.

Northrop, Robertson & Carrier, Lansing, Mich.

PURITY AND STRENGTH!

FLEISCHMANN & CO.'S COMPRESSED YEAST



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

ABSOLUTELY PURE

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

FLEISCHMANN & CO.

Detroit Agency, 118 Bates St.

Grand Rapids Agency, 26 Fountain St.

Small Expenditures

when rightly directed, usually bring large returns, and this is why we always advise our customers to creep before they endeavor to walk, and walk before they attempt to run. It is very much safer.

We highly appreciate the benefit to be derived from superior printing, fine catalogues, etc., but if your present business will only admit of small expenditures, it is surely wiser to cut the garment according to the cloth, only being very sure to utilize the cloth that you have to the best advantage. In other words, see that every dollar you spend for printed matter, or advertising of any kind, is so convincingly written and carefully printed that it will surely bring you a full dollar's worth of value.

If you would like to secure the benefit of our experience, it is yours without cost for the asking. Will you ask?

TRADESMAN COMPANY

GRAND RAPIDS.

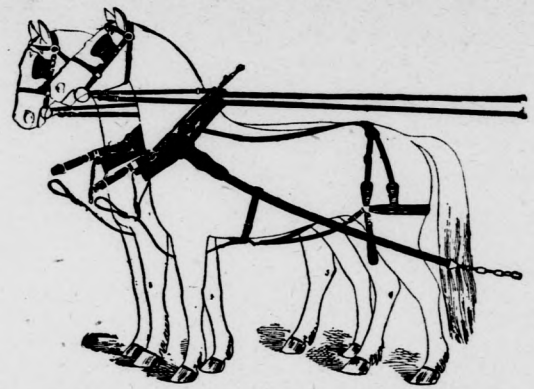
BROWN & SEHLER

WEST BRIDGE ST.
GRAND RAPIDS, MICH.

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

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

Orders by mail given prompt attention.



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.

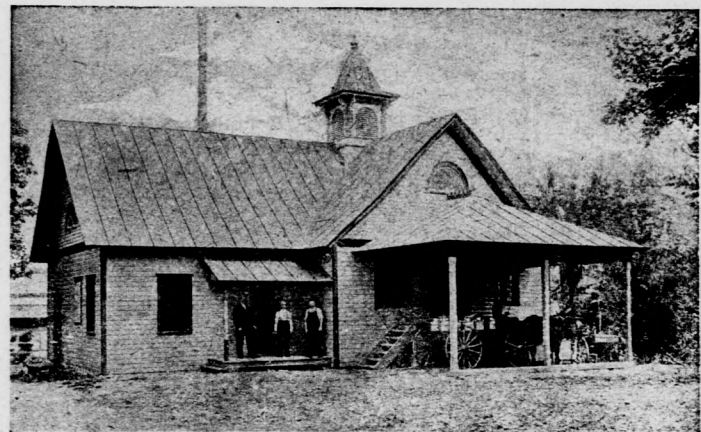
They are a winner and we are sole agents.

MUSSELMAN GROGER CO., Grand Rapids, Mich.

Creameries

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

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



A MODEL CREAMERY.

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

Creamery Package M'f'g Co.,

1-3-5 W. Washington St.,
CHICAGO, ILL.

SYSTEM IN BUSINESS IS GOOD.

The EGRY Autographic Register insures SYSTEM by recording a dependable registry of salespersons; a register of articles sold; the name of person paying on account; the name of person paying out and to whom money is paid; will take care of all credit sales; issues duplicate itemized bills; keeps record of "goods out on approval"; registers exchanges made for produce. In fact the Egly Register tells the merchant his daily transactions. New price \$25.00, with 14,000 five-inch bills. Blank paper for two copies and ink roll. Address,

L. A. ELY, Sales Agent, Alma, Mich.

MICHIGAN TRADESMAN

Volume XVI.

GRAND RAPIDS, WEDNESDAY, FEBRUARY 1, 1899.

Number 802

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 Worsted 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, February 1 to 4, inclusive. Winter Overcoats and Ulsters still on hand.



Ask for an explanation of our new **DIRECT DEMAND SYSTEM** practical for all kinds of accounts in any locality.



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

BARLOW BROS., Grand Rapids.

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

THE MERCANTILE AGENCY

Established 1841.
R. G. DUN & CO.
Widdicomb 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.

THE FIGHT AGAINST OLD AGE

One of the most ardently pursued objects of the alchemists of the Middle Ages was to discover an elixir of life which would turn back the current of time so far as it affected human life, arrest all the processes of decay and restore the aged to a condition of health and vigor such as usually obtains in early manhood or womanhood.

The mediaeval philosophers hoped to discover some chemical which, being taken into the body, would dissolve and remove the morbid conditions that accumulate with increasing years; while other seekers after health sought in the natural waters of some far off and fabled land the virtue and curative power they so much desired. Ponce de Leon was searching for fountains of eternal youth when he discovered Florida.

Again the question arises: Is it possible to ward off old age, or at least to prevent or neutralize its effects? Do we know enough of the springs of life and of the causes of death to enable us to intervene to protect the one and to fend off the other? Has science placed in the hands of man the power to employ and apply the means of renewing those organs and forces of the human body which we know are constantly going to decay?

Anatomical and physiological science teach that the most characteristic effects of old age are the depositing of earthy matter in the human body. Carbonates, phosphates and other salts, chiefly of lime, are deposited in the joints, in the blood vessels, in the tissues of the body. Man begins in a gelatinous condition; he ends in an osseous or bony one—soft in infancy, hard in old age. By gradual change in the long space of years the ossification comes on; but, after middle life is passed, a more marked development of this petrification takes place. Of course, these earthy deposits, which affect all the physical organs, naturally interfere with their functions. Partial ossification of the heart produces imperfect circulation of the blood. When the arteries are clogged with calcareous matter there is interference with circulation, upon which nutrition depends. Without nutrition there is no repair of the body.

All the tissues of the human body, brain, muscle and nerves, are constantly being worn out by use. Perfect health means that the wear and tear are replaced and repaired as fast as they occur, and the powers of the individual kept up to the mark of meeting every demand on them. There is a perfect equilibrium between this waste and the needed repair. Health, until the climax of middle age is reached, means a perfect maintenance of this equilibrium. When the balance is lost, after the passage of that climax, there is a slow but steady accumulation of earthy deposits in the human body. Finally, the processes of repair become so manifestly inefficient that all the powers decay, and old age asserts its supremacy.

The problem of arresting old age is to restore the conditions which are requisite to perfect health. It is, says science, to re-establish the functional

processes of perfect repair so that the exquisite equilibrium called perfect health may be maintained and the decay which advances with age may be kept at bay and prolong our years. If this secret be known, why not hundreds of years of life? Keep the means of repair always in good working order, and you live according to nature in the highest, truest sense. Then what is the means of checking these osseous and cartilaginous enemies of life?

If we could so feed the body as to exclude the earthy salts which cause the trouble, much, indeed, would be possible; but they are taken in with the ordinary articles of food, and with the water we drink, unless it be filtered rain water or otherwise perfectly free from all mineral constituents. Bathing, pure air and proper exercise are aids to health, but they have little or no power to eliminate the earthy matter that is stiffening our joints, enfeebling the action of the heart and clogging the flow of the blood. Then the nature of the food consumed must be considered.

Dr. W. Kinnear, in the London Humanitarian, discussing the subject of diet, says:

Earth salts abound in the cereals, and bread itself, although seemingly the most innocent of edibles, greatly assists in the deposition of calcareous matter in our bodies. Nitrogenous food abounds in this element. Hence a diet made up of fruit principally is best for people advancing in years, for the reason that, being deficient in nitrogen, the ossific deposits so much to be dreaded are more likely to be suspended. Moderate eaters have in all cases a much better chance for long life than those addicted to excesses of the table. Fruits, fish, poultry, young mutton and veal contain less of the earthy salts than other articles of food, and are, therefore, best for people entering the vale of years. Beef and old mutton usually are overcharged with salts, and should be avoided; a diet containing a minimum amount of earthy particles is most suitable to retard old age, by preserving the system from functional blockages.

Speaking of fruits, Dr. Felix L. Oswald, in New York Health Culture, puts dates at the head not only of all fruits, but of human food. He says:

Dates, indeed, can claim merits not combined in any other product of the vegetable world. Incomparably much more nutritious than apples or berries, they are easily digested, can be relished without the assistance of French cooks, and, although a product of the tropics, are almost frost-proof. Slowly masticated, one at a time, about once in two hours, they will palliate the feelings of gastric uneasiness without any appreciable addition to the labors of an overtaxed digestive organism, rejoicing in the opportunity to "dispatch arrears of work."

All dyspeptics and all converts to the gospel of one and one-half daily meals should carry a pocketful of dates—the small golden-brown variety preferable both to the large yellow and small black sorts.

Dr. Oswald rates bananas next in value to dates. As to our own domestic fruits he says: "As a rule, man-food par excellence should be selected from vegetable and semi-animal products that can be relished as they are served at the free-lunch counter of nature, and under the head of fruit that list would include

mellow pears, cherries, figs, plums, peaches, apricots, bananas, dates, oranges, raspberries, strawberries, grapes and currants."

So much for the dietary list for those who wish to combat old age. Dr. Kinnear recommends, in connection with a properly-selected food menu, the use as a beverage of distilled water and phosphoric acid, taken daily at the rate of two or three tumblerfuls of water, with ten or fifteen drops of dilute phosphoric acid in each glassful. It is conceded that pure water, free from all mineral elements, is rapidly absorbed in the blood. It keeps soluble those salts a ready there, facilitating their excretion and preventing their undue deposit. In this work it is aided by the phosphoric acid, which, however, is highly injurious to the teeth.

Doubtless there is something in the theories advanced; but it can scarcely be said that any means has yet been found to change human conditions by fencing out man's mortal enemy, old age. As for death, that is certain, and seems necessary, in order to free the spirit from the clogs of the body and fit it for the immortality to which it is doubtless destined.

Among the commendable movements in the present session of the Legislature the Tradesman notices one intended to secure greater economy in court administration by doing away with the serving of jury notifications by the sheriff's force and substituting the summoning by registered letter. A bill embodying this idea has been introduced by Senator Sheldon, of the Ottawa and Muskegon district. The movement is a good one and shows that Mr. Sheldon is not afraid to provoke the antagonism of one of the strongest of our political clique systems. The independence of his action is to be commended and the Tradesman will watch the progress of his undertaking with much interest.

A bill is to be introduced in the New York Legislature to stop the practice of locking up juries for long periods and forcing them to agree on verdicts. The bill will provide that no jury shall be compelled to deliberate longer than twelve hours after a case is submitted to it, and if a jury be held longer than twelve hours its verdict, if any be rendered, shall be null.

Quite a profitable business is done in some large towns in England by lending turtles to restaurants. They are permitted to remain in the windows for a few days, and are then taken to different parts of the city as advertisements for other eating-houses.

Now the officers who issued the bad beef to the soldiers are due for trial, and the contractors are due to have their due bills held up.

The man who is ever ready to impugn the motives of all other people will bear the closest watching.

A girl with a trim figure may secure a husband. Figures representing about \$10,000 stand a better chance.

Dry Goods

The Dry Goods Market.

Staple Cottons—There is little change in the condition of staple cottons. The demand is normal, but enquiries on the part of buyers would indicate that there will be a considerable increase very soon. Holders of brown sheetings and drills are particularly stiff and contracts are accepted only for the future, for stocks are low and frequently hard to find. Bleached cottons show a business of moderate size, with a firm tone, and prices are maintained well along the line. Wide sheetings and cotton flannels are firm, but business is rather quiet. Denims are to be found easier than they were a week ago. Plain blue ticks, and other lines of coarse colored cottons are in moderate demand, and without change of note.

Prints and Ginghams—The demand for printed calicoes has been considerably better, although prices have been steadily advancing, and the market is very much against the buyer. This applies to both fancies and staple lines. Printed wash fabrics are enjoying a considerable re-order demand, and prices are firm. There is quite a demand for gingham at quoted prices for both staples and dress styles.

Dress Goods—January is always a quiet month in the dress goods lines and last month can not well be said to be an exception in this respect, yet not a few dress goods houses report an improved demand for all lines which took well at the first of the season, both in woolen and worsted goods. This apparent diminishing in the tendency to hold back orders is, of course, gratifying to the trade, and the tone of the market is therefore more cheerful than of late. Some good duplicate orders have been received within the week on fancy and novelty goods, in which plaids have been a prominent feature. Some very fair re-orders in plain chevrons, venetians, crepons, granite weaves, broadcloth and fine mixtures are reported. The better classes of twilled flannels, plain and printed, serges and henriettas have also attracted a considerable share of the re-order business. Camel's hair goods have been another feature of the demand. Fancy goods, all attractive lines, are meeting with very fair attention, and not a few houses are able to report sales ahead of last year.

Hosiery—Prices are reported to be very strong all along the line, and no one shows a disposition to cut prices in order to secure the trade. So far the business has been confined principally to staple goods, but a few fancies have been taken also. Imported styles have seen some business where the patterns are desirable. There is still an increased disposition noticed in domestic lines towards purchasing higher grade goods, and the low grade lines have suffered. The sales of golf hosiery are confined principally to light weights in cottons, lisle and casimeres, and generally in plain colors. Where fancy types are seen, they are in small, neat patterns.

Carpets—The market continues quiet. The largest buyers, realizing that there would be a decided improvement later, placed good orders during November and December and a prominent buyer recently remarked, "We expect to pay the advance asked, should we require duplicates later on." Among the carpet manufacturers business is in a quiet condition; 70 per cent. of the ingrain

looms that are now in operation are running on cotton and wool, and are making goods below cost, and are anxious for the season to be over, unless they can obtain orders at advanced prices. While there has been a willingness on the part of some manufacturers to make cheap goods to meet the demand, there is a more hopeful feeling regarding the future, and those among the ingrain mills who have not cut quality and fabrication to meet the low prices are confident that better goods will be wanted, as buyers are in a more favorable position to pay for them. This season many mills have made an effort to do that which they now find practically an impossibility—to make goods at prices offered without loss. On the best goods the volume of business has been cut to less than one-half, owing to a want of confidence in the present condition of the carpet trade. What is wanted to-day is consuming capacity among the masses who have suffered so severely during the past few years.

Rugs—The all wool Smyrna continues to lead and the outlook is very favorable, as buyers begin to ask for better goods in place of the cheaper quality. While jute Smyrna rugs continue to sell in moderate amounts, there is less demand reported each week for jute goods by the leading jobbers.

Lace Curtains—Are improving in general demand, mainly in domestic-made Nottingham. In the very fine lines of imported there is also more doing as times improve. It is admitted that on Nottingham lines our manufacturers have more than ample capacity to meet the wants of the trade for some time to come. "To make the very fine lines in America," said a leading manufacturer, "we need further special legislation to meet foreign competition. Cheap wages and long hours in foreign factories are too much against us under the present tariff to encourage us to attempt to make the very fine lines."

Original Idea—But Is It Lawful?

This man runs a grocery. He has a quantity of small metal checks, about the size of a nickel, but thinner, on which is stamped his name and the legend, "one-half cent." He uses them in making change for customers who buy half dozens of articles which are priced at odd cents per dozen, or in any other case where a half cent is due the customer. For instance, eggs are 17 cents per dozen; a woman buys half a dozen, lay down a dime, and gets a copper and one of these checks. She may have more of them in her purse, and can get together enough to equal five or ten cents; if she can, she usually spends them. Anyway, she has half a cent that she can spend only at this man's store, and the next time she wants half a dozen eggs she'll send eight cents and the check. It keeps her coming back.

The Meanest Man Yet.

Correspondent New England Grocer.

I know of a certain man, said a Gardner, Me., story teller, who lives out in the country two miles. One day he drove down to a certain grocery store in the city and bought a yeast cake. He said that he didn't want to bother with it and asked as a personal favor that the proprietor send a team out to his home with the purchase. The delivery wagon happened to be going out that way and the good-natured grocery man said he would willingly let his clerk go to a little trouble. Well, the yeast cake was delivered, but what did that man have the face to do but come back the next day and say that as his wife could only use one-half of the yeast cake, he wanted to return the other half and get a cent for it.

A drunkard is a man who commits suicide on the installment plan.

Status of the Potato Market in Gotham

From the New York Commercial.

Up in New England, or Boston, the only potatoes at this season of the year come from Aroostook county, Me. A few years ago it was a wilderness; now it produces what are considered by the New England grower the finest potatoes in the country. The 1897 crop was a failure. The 1898 crop was large and the quality above criticism.

New England growers assert that at the present time the Aroostook farmers have almost absolute control of the potato markets of the country. It is further asserted that satisfactory traffic arrangements have been made which enable them to supply the markets of the country.

It must be said that Aroostook farmers do not control the potato markets of the country. Their product is not even quoted in the New York market as Aroostook, although Maine Hebrons are quoted at \$1.75@2 per sack. Some of

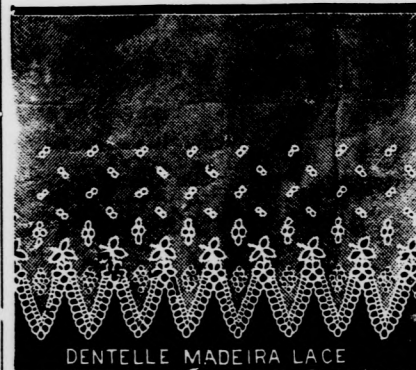
these are probably from Aroostook.

The New York potato market is in an unsatisfactory condition just at present. Buyers are taking only such supplies as they are compelled to take. Native potatoes are poor, and prices rule low.

Bermudas are just beginning to come in and prices rule high. As soon as shipments become more liberal they will crowd the natives out of the market. Aside from the supplies which come from Bermuda, New York gets most of its potatoes from Long Island, New Jersey, New York State and the Middle West. Very many Michigan potatoes are handled in this market, and the quality is generally satisfactory.

Patti had a right to marry, and is abundantly able to support a husband; but the disgusting loafers who hang on to the fringes of society by their eyelids—in search of rich women they may marry for money—are not at all satisfied with her recent marriage.

LACES, EMBROIDERIES AND WHITE GOODS



We have a very fine line to select from—and better values for the money than last year.

Voigt, Herpolsheimer & Co.
Wholesale Dry Goods
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.

Our New Line of Wash Fabrics Ready

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

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

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

Be sure and look us over before placing orders.

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

DRUG STORE BOYS.

Why Certain Lads Are Now Filling Other Positions.

There are three drug stores within half a mile of my house, and each has its boy, and I am interested in each boy and devoting more or less time to his case. I have had a little spare time each day for the last twenty years and, instead of devoting it to mechanics or art or detective work, I have used it to study the drug-store boy, past and present. It isn't every drug-store boy who hangs on and climbs to the top. I sometimes find the ex-drug-store boy as interesting for an hour as the one bossing the store during the temporary absence of the proprietor. Take the case of William Bliss, for instance. He entered into the drug business with a determination to reach the fourth story or break both legs in trying. In a week he was solid with the boss. At the end of another week he had overcome the jealousy of the prescription clerk and made him his friend for life. Two weeks later he was way up on drugs and had been trusted to weigh out a pound of copperas and stick the label on a bottle of sweet oil. Never did a drug-store boy have brighter prospects before him, but Fate was lurking in ambush even as Fortune smiled and beckoned. He was one day dispatched with a siphon of vichy ordered by a rich old widow, and he was flying on his errand and gloating over his prospects when the siphon exploded. There was a report like the discharge of a mighty cannon. The front of a grocery was blown in, a passing streetcar upset, four pedestrians hurled over the roofs and William was picked up for dead. There was a spark of life left, however, and two hospitals and seven surgeons finally pulled him through. They were six months doing it, and his sufferings could not be described. His place was kept open for him and his salary was paid weekly, but when he could limp around again he decided not to go back to the drug business. One more such explosion would finish him. He turned to the grocery trade and is at the present moment driving a delivery wagon to get plenty of fresh air. About once a week I corner William and ask him to tell me again of his awful experience and his tremendous sensations, and he fondly believes that I swallow his statements. I happen to know that he was booted out of the drug store for embezzling liquorice root and cough drops, but I shall never hurt his feelings by telling him so.

Johnny Reagon is another ex-drug-store boy who was downed by circumstance. His widowed mother got him a place at \$2 per week. The salary was no object. The idea was that he should learn the drug business and then set up for himself on capital furnished by his mother. His mother gave him six months to do it in, but he set out to shorten the time by two months. It always thrills me to hear him tell how he put in eighteen hours per day; how he washed bottles until he doubled their value; how he discouraged would-be suicides and dusted tons upon tons of dust off the show cases. Four weeks had passed, and he had caught on in great shape and was waiting for a chance to put up a prescription or weigh out poison, when the head clerk went crazy one day and stabbed him in the ribs. A boy can't be stabbed and keep his place in a drug store at the same time. He must withdraw to a hospital and suffer and convalesce and relapse and finally get well. This was what Johnny did. He fully intended to return to the store and finish up, but as the proprietor insisted on retaining the head clerk, and as the head clerk insisted that it was his privilege to become insane and stab a boy whenever he felt like it, Johnny's mother decided that he had better go into the hardware business. He delivers nails, egg-beaters, whetstones and snow-shovels on my orders, and every time he comes to the house I make him go over his awful experiences. Sometimes it is the right side which received the almost fatal stab—sometimes the left; sometimes the knife entered be-

tween the first and second ribs—sometimes between the tenth and eleventh. I never let on that I notice these little discrepancies or that I know he was bounced out for furnishing his crowd of admirers with free cigars. His description of the way that head clerk set upon him with a Bowie knife is a real good thing in its way and it sometimes comes up to me in my dreams.

Henry Brown, the boy who delivers for the butcher around the corner, started out in life as a drug-store boy. What set him to thinking of the drug business was seeing the colored lights in the window, and hearing that a druggist could buy rock-candy twice as cheap as anybody else. He started in with a rush and it wasn't ten days before he was giving the proprietor dozens of suggestions as to how to run the business. From bottle-washer he was advanced to second assistant at the soda fountain, and he was looking for another promotion and a raise of salary when Fate rose up and glared into his eyes; that is, he was sent to the bank around the corner to deposit a hundred dollars, but before he had reached it a man threw a sack over his head, hit him under the ear with a piece of gas-pipe, and, when he regained his senses, he was lying on his bed at home and six long weeks had fled away. He had been found in a coal yard, robbed, battered and almost dead, and although the police were sure it was a put up job, and strongly suspected Bloody Mike, Skeleton Tom and Gunpowder Joe of the outrageous crime, no arrests had yet been made. To add to Henry's sufferings the druggist didn't believe he had been robbed, and had obliged his father to make good the loss. When a druggist refuses to believe in a boy's innocence, that boy can not return to his job. Henry did not return. As a butcher's delivery boy he is never sent to the bank, and, therefore, runs no risk of death or dishonor. I like to hear him tell his story. There are seven different thrills and four distinct shivers in it, and when he sees me thrill and shiver it makes him proud. I also get my meat for dinner on time, while some of my disbelieving neighbors are given daily cause for kicking.

The boy who has lately started in with the barber down the street is named Simon Hope. The first day I saw him I suspected he was an ex-drug-store boy. If a boy hasn't put in more than a week with a druggist he has still caught on to an expression and a gait which give him away to a Sherlock Holmes. When I got an opportunity to talk to Simon he corroborated my suspicion. He had run a brief career at the Red Front drug store and he could not speak of it without a shudder. From his infancy, as he gurgled away at a nursing-bottle, he had felt that he was born for a druggist, but it was not until his thirteenth year that a good opening presented itself. When the proprietor of the Red Front finally gave him a place he was told that it depended entirely upon himself how fast he mounted the ladder. That fired his ambition, and hardly ten days had passed when he mixed a headache powder for one of his boy chums. The powder cured the boy; that is, he was found dead on a vacant lot a couple of hours later, and the druggist and the coroner's jury insisted that it was the powder. I might have thought so, too, had I never met Simon and heard his side of it. He declares that that dead boy knew the exact spot where the pirate Kidd buried seven chests of gold, and because he wouldn't give the thing away he was sandbagged by a ruffian in the employ of a syndicate. He tells how a sandbag is made and used and proves beyond a doubt that the boy with a headache was dead after the first terrific blow. It was the coroner and the druggist who drove him out of the business for which nature had designed him, and forced him into one which does not appeal to his ambition, and if he cuts my back hair on the bias some day, or lops off my chin as he wields the razor, I shall not feel able to blame him for lack of skill and dexterity.—M. Quad in American Druggist.

Retail Grocers to Attempt to Maintain Prices.

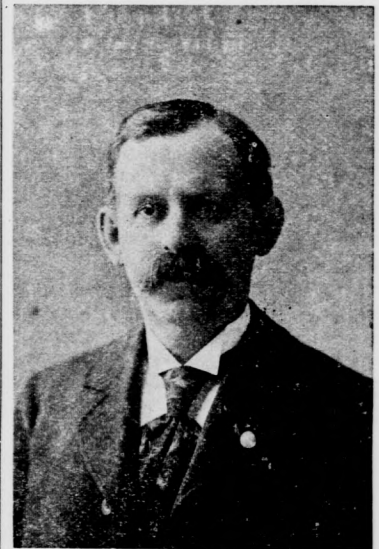
The Retail Grocers' Association of New York is going to take up the discussion of limited price from a new point of view at a future meeting. An attempt is to be made to secure the cooperation of the manufacturers in assisting retailers to maintain prices. This method eliminates the jobber and places the question of price maintenance between the retailer and manufacturer. No definite plan has yet been perfected, but it is said that manufacturers will be requested to refuse to sell to price-cutting retailers, thus limiting the action of cutters to the stocks they have on hand.

It is expected that the conclusions reached will be embodied in a proposition to manufacturers to offer suggestions as to the best means of accomplishing this result. There is a determination to drive the price-cutter out of business, and retailers are very much in earnest in their efforts to do it.

JOHN G. MILLER & CO., Chicago

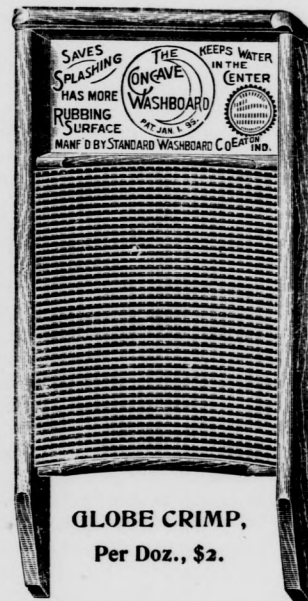
MFRS. OF

ALL WOOL CLOTHING



I will be at Sweet's Hotel, Grand Rapids, Feb. 1 to 6 inclusive, with John G. Miller & Co.'s seasonable goods for spring, including Herringbone patterns in both worsteds and cassimeres. I also have a special line of Children's and Boys' suits called the Tommy Tough Suits. Customers' expenses allowed. S. T. BOWEN.

The "Concave" Washboard



GLOBE CRIMP,
Per Doz., \$2.

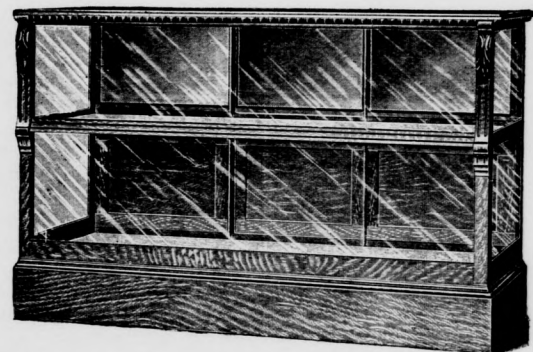
SAVES THE WASH.
SAVES THE WASHER.

THE FORGOTTEN PAST

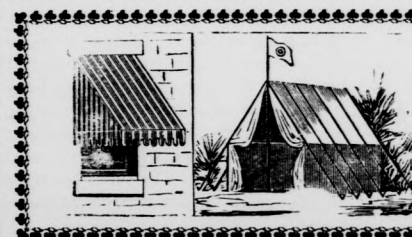
Which we read about can never be forgotten by the merchant who becomes familiar with our coupon system. The past to such is always a "nightmare." The present is an era of pleasure and profit.

TRADESMAN COMPANY,
GRAND RAPIDS.

BRYAN SHOW CASE WORKS



Manufacturers of all styles of Show Cases and Store Fixtures. Write us for illustrated catalogue and discounts. **BRYAN SHOW CASE WORKS, Bryan, Ohio.**



Awnings and Tents

Best goods and lowest prices in the State. All work guaranteed. Send for prices.

CHAS. A. COYE,
11 PEARL STREET.

Around the State

Movements of Merchants.

St. Clair—Berry & Co., tailors, have removed to Ovid.

Calumet—The Carlton Hardware Co. succeeds Frank S. Carlton.

Mt. Pleasant—M. L. Donaghue succeeds Donaghue & Co. in the grocery business.

Wyandotte—James Mace succeeds Mace & Atchinson in the hardware business.

Norway—Hugo Beckstrom succeeds Fregretto & Beckstrom in the meat business.

Homer—C. J. Henshaw & Co. succeed C. J. Henshaw in the news and stationery business.

Ann Arbor—M. M. and Jacob Seabolt will embark in the grocery business about March 1.

Detroit—Nelson, Baker & Co. have increased their capital stock from \$100,000 to \$200,000.

Battle Creek—I. Jerome Buckley has discontinued his meat market and retired from business.

Mayville—S. G. Crankshaw has purchased the grocery stock of J. E. Hodge, administrator.

St. Clair—John Jones has removed his wholesale and retail millinery and bazaar stock to Benton Harbor.

Grand Junction—P. L. Salomon, furnishing goods and notion dealer, has opened a branch store at Fennville.

Hart—W. Stitt has sold his grocery stock to Geo. B. Turner, who will continue the business at the same location.

Hastings—McOmber & Bros. have sold out their stock of boots and shoes to W. H. Spense, who will continue the business.

Mason—Oscar Hoyt is refitting the store building recently vacated by Ketchum & Co. and will occupy same with his grocery stock.

Calkinsville—J. S. Wolcott, of St. Johns, and Free Fouts, of Shepherd, have purchased the general merchandise stock of Wm. J. Johnston.

Yuma—H. Rzek & Son have sold their grocery stock to Geo. M. Beemer & Co., who will continue the business in connection with their general stock.

Flint—G. S. Countryman has retired from the implement firm of Goodes & Hall. Wm. Goodes, Jr., and Stephen J. Hall will continue under the same style.

Mt. Pleasant—C. E. Hight, who has had the management of the jewelry store of T. R. Smith, has purchased the stock and will continue the business in his own name.

Kingsley—Three new brick store buildings will probably be erected here during the coming summer season—one by H. Seegmiller, one by D. E. Wynkoop and one by Geo. L. Fenton.

Albion—Several business men here have combined in bringing suits against the express companies to recover the amount paid by them, under protest, for revenue stamps on express packages.

Bradley—Arthur Deuel, who succeeded his father in general trade here several years ago, has abandoned the business, leaving the stock in the possession of his father by virtue of a power of attorney. The creditors are now engaged in taking an inventory, with a view to estimating the exact value of the property, when the stock will be turned over to Lee Deuel, in the expectation that he will continue the business which he established and which he conducted so successfully for many years.

New Holland—A. Wagenaar, who has conducted a grocery store at this place for over thirty years, has sold out to K. Wener.

Sault Ste. Marie—Henry Dingman and John McClinchey have purchased the grocery stock of Lamontagne & Lauzon and will continue the business under the style of Dingman & McClinchey.

Lake Odessa—It is reported that the Hagar egg and butter plant has been leased by W. H. Young & Co., of Pottstown, Penn., and that the lessees will take possession and begin operations by March 1.

Imlay City—M. Ablowitz has closed out his clothing stock and returned to Bay City and identified himself with his brothers, who conduct a clothing store at that place under the style of Ablowitz Bros.

Dowagiac—The bank of Lee Bros. & Co. has taken possession of the stock of dry goods of Hackstadt & Sheldon on a mortgage of \$12,220.26. The stock invoices \$12,005. The firm has been running about four years.

Bellaire—Miss Flo Humeston has purchased the millinery stock of Mrs. C. Rohr. Miss Humeston will retain her position as clerk in P. Medalie's dry goods and clothing store until spring, when she will take charge of her millinery business herself.

Benton Harbor—The Twin City Telephone Co. has filed amended articles of association with the County Clerk, doubling the amount of capital stock, making it \$50,000, and increasing the number of shares. This company has lines throughout Berrien county, and gives perfect satisfaction. The lines have been in operation about eighteen months.

Sturgis—Lou Holderman, in the dry goods department of F. L. Burdick & Co., has returned to his old home at Wabash, Ind. Mr. McCallum, of the clothing department, will fill his position and sell dry goods. Ed. Huff, who has been in charge of the clothing department for F. L. Burdick & Co. for fourteen years, will leave his position on the road and again assume charge of that department of the Big Store.

Manufacturing Matters.

South Haven—C. A. Seym will shortly open an electro-plating establishment here.

Cedar Springs—C. W. Rickerd has moved his cigar factory from Luther to this place.

Nashville—C. E. Barnes has purchased the cigar factory and retail stock of J. W. Moore.

Iron Mountain—The Henze Tollew Brewing Co. succeeds the Upper Michigan Brewing Co.

Jackson—Burton C. Hinckley continues the cigar manufacturing business of Stoeckle & Hinckley.

Sault Ste. Marie—J. B. & R. C. Sweatt, planing mill operators, have dissolved partnership. J. B. Sweatt will continue the business.

Crystal Falls—John Tufts, manager of the Menominee River Lumber Co.'s store at Menekaune for many years, has engaged in general trade at this place.

Saginaw—The C. K. Eddy & Sons sawmill, which did not turn a wheel last year, will run the coming season, having a full stock of logs coming from the Boyce tract. The logs will come down by rail and it is expected the mill will start early in April. The firm operates a lumber yard in connection with the mill plant.

St. Joseph—Ray & Craig have embarked in the manufacture of electrical machinery, stapling machines, etc. They contemplate erecting a machine shop in the spring.

Benzonia—The members of the Case Mercantile Co. announce their intention of putting in a full roller process flouring mill the coming summer, and will have it in operation in time for the fall trade.

Gladwin—Garden Bros. have built a sawmill at Fitch's Corner, in Presque Isle county, with a capacity of 20,000 feet daily. The manufactured product will be hauled to Hammond's Bay and shipped thence by water.

Alpena—It is expected the Alpena sawmills will be fairly well stocked for next season. If the log export act of Ontario should be enforced it will somewhat reduce the supply of the mills there. Alpena is also noted as one of the largest cedar shipping points in the State, large quantities of ties, posts and poles being cut in that section and shipped from Alpena to other lake ports.

Detroit—The Modern Match Co., Limited, has filed articles of association. Carl Reese subscribes \$24,500; Louis Mendelssohn, \$24,500; Adolph W. Reckmeyer, \$1,000. The capital stock is \$50,000. Mr. Reese and Mr. Mendelssohn paying in \$19,500 each and Mr. Reckmeyer \$1,000, the two former members of the limited partnership association to pay in \$5,000 additional each as the needs of the association shall require.

Essentials of a Good Advertisement.

An advertisement is a personal letter written by the advertiser to the reader. It gives his reasons for wishing him to purchase the article advertised.

It has two aims in view: to arrest the attention of the reader and to convince him that he needs and must have the article advertised. The good advertisement irresistibly attracts the attention, either by an illustration or a striking and original catch line. The attention gained, however, only part of an advertisement's work is done. The attractiveness of an advertisement is merely the framework on which the arguments in favor of the particular article advertised are grouped. An advertisement which is all picture is, generally speaking, a poor advertisement; so also is the one which is all argument at the expense of attractiveness. A merchant would not be likely to dumbly hold up a picture of a stove before the man who wanted to purchase and expect him to absorb from it a knowledge of the good qualities of that particular stove. He would rather show the stove itself and then explain its good points. An advertisement is a silent salesman; why not make the silent salesman ordinarily intelligent? It should be attractive, to be sure, but it should likewise convince the reader of the merits of the goods it sells, and tell him where to purchase them.

Four things are essential to every good advertisement: First, an attractive illustration or catch line; second, that prominence be given to the name of the article advertised; third, that one or more good qualities of the article be tersely and convincingly stated; fourth, that the reader be informed where to purchase it and where to send for more and complete information. The effect of such an arrangement is this: The reader hastily glancing over the advertising columns is attracted by the headline, unconsciously takes in the

name, merits claimed for the article, and the name of the manufacturer and, if interested, reads the whole advertisement. He may only read the display lines, but even so, these will stick and he will remember them later when he wishes to purchase that particular thing.

A mistake commonly made by advertising managers and advertisement writers is the overanxiety on their part to show "something new for next month." A firm manufactures say a bicycle, and contracts to run quarter pages in the leading magazines for six months or a year. Their advertising manager or agent tells them they must prepare some good, effective advertising for each month. With the first month things go smoothly; the advertising man prepares a wonderful advertisement, and it is duly inserted in the publications. The time for copy for the next month comes 'round only to find the advertiser with his copy unprepared. The usual result is that he frantically calls up his engraver and tells him he must have a quarter page design immediately. The engraver prepares a little wash drawing containing the proverbial bloomer girl, a fence, a tree or two and some clouds, submits it to the advertiser and it is accepted, not because of its originality or effectiveness, but simply because something must be sent and there is no time to prepare anything better.

Now, in the first place, the impression made on the average reader by almost any quarter page advertisement is not necessarily fatal. He will live right along and doubtless in a day or two forget all about it, unless it has been exceptionally pleasing or impressive. The next month he will see the new (?) bloomer girl, and proceed to forget her just as he did the advertisement appearing the month before, and so on month after month. On the other hand, if an attractive, original and convincing advertisement is placed in the magazines and kept there, the reader will soon become acquainted with it, and if there is anything in the theory that constant reiteration leads to conviction, I believe he will be very likely to purchase the bicycle advertised.

The great value of such advertisements as Ivory Soap, "It floats," "Hood's Cures," Sterling Bicycles "Built like a Watch," etc., comes from the association of a descriptive catch phrase with the name of an article, and then repeating it before the public until it becomes as familiar as a proverb.

It is true that there is such a thing as an advertisement's outliving its usefulness, and many such can be found in the magazines where a change would be advisable; but, generally speaking, a good advertisement will be just as good next month as it is this, and will, I believe, be more effective, because it will renew and deepen the impression originally made on the mind of the reader, although it is but fair in this connection to say that much depends on the character of the article advertised.

In the preparation of all advertising matter, however, one should always bear in mind Nat Fowler's injunction that "Ten words inside of a man are worth a hundred outside of him," and studiously avoid overcrowding his advertisements, as more advertisements are spoiled from overcrowding by endeavoring to say too much than from any other one cause.

F. M. COMRIE.

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

Grand Rapids Gossip

The Grocery Market.

Sugars—There is a better feeling in the raw sugar market and sales have been made for shipment at prices a trifle better than 4¼c in New York, but sugars now afloat are held at higher prices. The stock in importers' hands is very trifling, being only about 1,100 tons, as against 60,000 tons a year ago and 158,000 tons two years ago. There is a fair distributive demand for refined and large buyers are making contracts for future delivery, showing that they have confidence in present prices.

Coffee—The movement continues fairly good, confined for the most part to package coffee, and the medium and lower grades. A quiet Eastern market has prevailed almost the entire week.

Canned Goods—Liberal buying of futures continues and packers of both corn and tomatoes are getting sold up and are gradually withdrawing from the market. In spot goods, peas are getting scarce and the cheap lots are being cleaned out of the market. Gallon apples are commencing to move again and, as packers have very little stock to offer, the business is confined to trading between jobbers and stocks are gradually being put where they will go into consumption. Owing to the unfavorable weather, very few oysters are being packed and stocks are being reduced. The sardine combination has again bobbed up serenely and the promoters of the enterprise now say that success is assured. At any rate, the market is firmer and prices on oils have advanced 5c.

Dried Fruits—Owing to large arrivals, currants have declined a trifle and present prices show a loss to the importer. Raisins are moving out freely and some coast packers report that they are sold out of the Pacific grades. Prunes are steady and stocks on the coast are reported low. The demand shows a slight increase and sellers are holding prices very firm. Low grade apricots are out of the market. The receipts of dates have been in excess of last year, but, owing to the good quality, the demand has been good and the market rules steady.

Rolled Oats—The concessions on rolled oats noted last week have been withdrawn and the prices are now held firm at former quotations.

Molasses and Syrups—Receipts at New Orleans continue to run light and consist almost entirely of centrifugals. The demand continues good and prices are firmly held.

Rice—The market for domestic is firm, with a good demand for the medium to better grades. There has been a good demand for New Crop Japans to arrive and all arrivals for February and early March shipments have now been sold and nothing is being offered except for later shipments.

Tobacco—The announcement of a revision in the price of tobaccos manufactured by the Continental Tobacco Company, which includes the product of a number of the largest factories in the country, has been made public. Values of the different factories are generally better equalized, according to the demand. Lines of plug which are little known and the sale of which is somewhat restricted are offered at from 4@8c a pound lower. Well-known brands are held at prices close to those previously prevailing, except in one or two instances, where they were put on a lower

basis to bring them in range with similar brands from other factories.

Salt Fish—John Pew & Son (Gloucester) write the Tradesman as follows: The price of mackerel has advanced on some grades 50c per barrel since our last circular. The stock on hand is light. Large No. 3s are practically out of the market, also mackerel counting 400 to 500 to the barrel. Medium Bank cod continue firm, with the stock on hand unusually light. Hake also are firm at \$2.25@2.50 a quintal. Some 5,000 quintals have been recently shipped out of our market for the export trade. The receipts of codfish this month have been unusually light, on account of the stormy weather at sea, which restricted fishing operations.

The Produce Market.

Apples—The market continues strong and satisfactory. Good, solid cold storage stock commands \$3 for Tallman Sweets and Pippins, \$4.25 for Baldwin and Greenings and \$4.50 for Spys and Kings.

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

Beets—25c per bu.

Butter—Factory creamery is held at 17@18c, but the demand is anything but active. Roll and print goods in dairy grades continue to arrive very freely and receipts continue larger than the consumptive demands of the market. Dealers quote choice stock at 12c, on which basis no country merchant should pay over 10c, unless he has an outlet through the consumer.

Cabbage—\$4@5 per 100 for sound heads.

Carrots—20c per bu.

Celery—15@18c 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 \$1 per doz.

Eggs—The market dropped to 17c, but the recent cold snap caused an advance to 18c, which is the basis on which sales are made to-day. Unless a second cold wave puts in an appearance, the price will probably recede to 16c by the end of the week.

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

Lemons—There is a steady call from both the city and the country trade, with supplies slightly diminished from those received last month. This has created a stronger sentiment, which has caused an advance of 25c on some grades.

Lettuce—14@15c per pound.

Nuts—Hickory, \$1.50@2, according to size. Walnuts and butternuts, 60c.

Onions—Home grown are weaker, but the price is held firmly at 45c.

Oranges—Advices from Pacific coast points indicate a firmer feeling there, and the local market has advanced in sympathy. Compared with apples, the values on oranges have been rather low, and this stronger one was not unexpected. Receipts continue satisfactory, with a good movement out to tributary territory.

Parsley—25@30c per doz.

Parsnips—50c per bu.

Pop Corn—1¼@2c per lb.

Potatoes—The market is stronger, due to the amount of stock frosted in transit and in process of loading. Local dealers pay 25@30c here and at principal outside buying points.

Squash—75c@\$1 per 100 lbs.

Sweet Potatoes—Illinois Jerseys are in moderate demand at \$3.

C. M. Drake (W. R. Brice & Co.) was in town Saturday and leased the double store at 15 and 17 North Ionia street for use as an egg depot. Mr. Drake states that he and a corps of assistants from Philadelphia will arrive here the latter part of the present month, so as to begin an active campaign March 1.

The Grain Market.

Wheat has experienced very sharp advances since our last report. It seems for a few days as though nothing could stop the rise. It went up fully 4c. Futures likewise went kiting. May reached 79c on the 27th. Since then there has been a steady decline and to-day May closed at 74½c, while cash wheat remained more steady. The bear factor was undoubtedly the Government crop report, which estimated the amount of the last crop at the enormous sum of 675,000,000 bushels, which of course is beyond any amount ever thought of, as the estimate was about 610,000,000 bushels, and to add 65,000,000 bushels to it was, to say the least, a surprise. However, we should not forget that should European demand keep up, unless they should stop buying when they see what an enormous amount we still have to spare, we think the Government crop report is all out of joint.

Corn followed in the wake of wheat. The report also showed up more than what the estimate was. While conservative figures gave us about 1,750,000,000 bushels, the Government makes the yield 1,925,000,000 bushels, which, added to the amount left over from last year, had a depressing effect on the price of corn.

Oats held up firm and will hold there and better until the new harvest is on. Rye also holds firm, owing to foreign demand.

We may be permitted to say something about our Government crop report and that is, we certainly think it is poor policy to advertise how many bushels of the different cereals we raise, especially when we want to sell. It is a poor way of doing business, for when this report goes abroad, prices will fall. We never can find out what Russia really has, and if our report was not so much exaggerated it would be better.

Receipts for the month of January were: wheat, 235 cars; corn, 96 cars; oats, 25 cars.

For the week they were: wheat, 52 cars; corn, 26 cars; oats, 6 cars.

Millers are paying 67c for wheat.

C. G. A. VOIGT.

Career of the Michigan Dairymen's Association.

Fourteen years ago the first convention of the Michigan Dairymen's Association was held in this city, the call having been issued by E. A. Stowe, who was elected the first Secretary of the organization. Fourteen annual conventions have since been held, as follows:

1885—Grand Rapids.

1886—Kalamazoo.

1887—Flint.

1888—Adrian.

1889—Jackson.

1890—Allegan.

1891—Lansing.

1892—St. Johns.

1893—Flint.

1894—Saginaw.

1895—Adrian.

1896—Lansing.

1897—Charlotte.

1898—Ypsilanti.

The fifteenth convention is now in session in this city. A peculiarity of the organization is that it has had but two secretaries, E. A. Stowe having served the Association in that capacity the first seven years, and Samuel J. Wilson, of Flint, having filled the position the past seven years.

Flour and Feed.

Flour buyers have very reluctantly followed up the last sharp advance in wheat, [evidently believing it to be

largely speculative. The true situation, however, is becoming gradually better known and, when fully realized, buyers will take hold with more confidence; in fact, during the past few days, enquiries have been coming in more freely and some good orders have been booked for scattering shipments by the city mills. The demand for export is steady, but not quite so urgent since the market advanced. Supplies on the other side, however, are extremely light and, unless other exporting countries are in a position to furnish stocks freely at lower prices, we shall soon be able to realize better prices in this country for the small balance of last year's crop yet remaining.

The city mills are all running steadily, with just about wheat enough moving at country points to keep them supplied.

Millstuff is in excellent demand, with price firmly held at the recent advance. Feed and meal are quiet, but moving steadily at fair values, based on the price of corn and oats.

WM. N. ROWE.

Status of the St. Louis Produce Market.

St. Louis, Mo., Jan. 31—The demand for produce has been quite good during the last two weeks, and several lines of produce have advanced and are now higher here than any time this season, notably cabbage and onions. The dull spell which always follows the holidays is past, and with favorable weather, which we have had until the last day or two, business has been steady. Stocks of almost everything are light. There is no heavy buying, mostly for immediate needs only, but the market is in a good healthy condition. Receipts have been light, except possibly cabbage, which, under heavy buying during the advance, is arriving in quantities beyond the needs of the moment; and the market rules easy here locally, while at loading stations it is quoted firm and higher.

The cabbage market will improve and, no doubt, be higher, as stocks everywhere are light. New cabbage, too, is scarce, and it is claimed will be in light supply from all sources where early cabbage is raised. Most of the old cabbage arriving during the present week has been of exceptionally good quality, hard, green, sound, well-kept stock.

Onions are in good demand; that is, for nice, sound Red Globes well kept. Weatherfield and Yellow sell slow, except fancy stock, and then at about 10c per bushel less than Globes, but anything nice in Red Globes is wanted, and sells readily.

The market on potatoes has ruled steady, with light receipts, and, if anything, prices are higher here. Receipts are lighter than usual, and the market closed in good condition—no accumulation of anything. Burbanks, Rurals, Carmen and any bright, clean, well sorted, white potatoes are needed here and sell readily on arrival at full quotations. Peerless, Rose, Obios and Hebrons wanted for seed. Triumphs are neglected, selling very slow, and are the only thing in potatoes selling lower; they are lower and easy.

Apples are doing better; stocks are light here and quite a few apples are coming in from outside sources. Sound apples, best varieties, mostly red No. 1 stock, will find ready sale here and are wanted. We can sell several cars at full market prices. Weather is cold and favorable for apples now.

MILLER & TEASDALE CO.

W. M. McCauley has embarked in the grocery business at South Frankfort. The stock was furnished by the Clark-Jewell-Wells Co.

A. Hirshman has engaged in the grocery business at Central Lake. The Ball-Barnhart-Putman Co furnished the stock.

Woman's World

One Kind of Woman the World Can Do Without.

There is a certain type of woman whom I always call, for want of a better name, the discourager, whose mission in life it is to throw cold water on everybody and everything that comes near her. She falls upon your enthusiasm and plans with the deadly chill of a wet blanket, and no matter how confident you were before, she leaves you limp and clammy, with every particle of courage oozed out. She has an eye that can detect difficulties at long range and a diabolical ingenuity in suggesting obstacles that you can't refute, and in her presence the most able bodied hope curls up and dies without a struggle.

The queer feature of the case is that this particular woman is nearly always a good woman, and she believes she is never so near doing her full duty to her fellow-creatures as when she casts an atmosphere of despair and foreordained failure over everything. She has an idea she is doing good when she points out to us the trials and tribulations we may possibly encounter in the future, as if anybody was ever in a hurry to meet trouble, and we weren't sure to get acquainted soon enough and well enough with the hard things life knocks us up against. But this view of the subject never enters the dear creature's mind, and she goes serenely and complacently on, utterly ignorant of the fact that she is one of the greatest all-around nuisances and afflictions in the world.

In ancient times we are told that the Romans used to set up a skeleton at their feasts as a kind of memento mori. Those of us who have the privilege of living in the house with a woman who is a discourager feel that we possess the modern adap of one of that cheerful custom, with the added disadvantage that, while one might chuck the skeleton in a closet and lock it up when one didn't want to be preached at, it is entirely impracticable to pursue that course with one's disagreeable female relative. On the contrary, she is always to the front. She takes credit for keeping us out of the poorhouse and the lunatic asylum and generally holding us down. Any hopefulness or cheerfulness always seems to her like flying in the face of Providence, and she feels it nothing but right that she should point out all the difficulties to us, and if, after that, we insist on being happy the risk is on our own heads. Heaven knows she has done all she could to prevent it.

If we want to go on a journey she recalls steamships that have gone down to the bottom with every soul on board and head-end collisions of trains where not a single person was left to tell the tale; and she doesn't see what is to become of the house or the cat or the silver while we are gone, and by the time we are through combating all the obstacles she suggests we have had all the pleasure of the thing spoiled, and are too worn out with arguing to want to do anything but rest, anyway. Perhaps we plan a little dinner. We have the whole thing arranged in our minds. We are going to have such and such courses and invite just the right number of congenial and charming people. We approach the discourager with fear and trembling, for we know her little ways, and unfold the matter. The first dash of cold water is her mournfully expressed surprise that anyone in our circumstances would undertake to enter-

tain. She has heard that Mrs. Avenoo has a solid silver dinner service and never has less than forty-seven courses. We explain, with a patience ripened and perfected through suffering, that our friends know we are not rich and won't expect a dinner like the Avenoo's and that they are not the kind of people to care for that sort of thing, anyhow. We consider that a knock-out blow, but she comes back and asks if you have forgotten that one of the ice cream plates is broken and that the dining-room carpet has a grease spot on it and that the cook always burns the soup when there is company, and by the time we have fought over every individual item, from the oysters to the cafe pousee, we wish we had never heard of such a thing as a dinner.

If the discourager is an aggravation as a companion, as a mother she is a crime. She is the hoodoo that has blighted many a man's and woman's life. She never lets a child forget a misfortune or leads him to believe he may surmount it. How often do we hear a mother say, "Poor Jenny is so ugly," or "Poor Jack is so awkward," or "Of course, I don't expect my poor boy to do much. He couldn't go to college or have advantages like the sons of rich men." Is it any wonder that a child brought up in such an atmosphere of discouragement as that lacks the hope and courage to even make an effort? The girl who is told every day she is ugly isn't going to try to make herself more attractive; the boy whose awkwardness is thrown up to him all the time simply grows more self-conscious and awkward; the lad who knows nothing is expected of him is never going to amount to anything. Say to the very baby that falls and hurts itself, "You are brave; you don't cry," and although the lips may tremble and the eyes fill with tears, it will make an effort to control itself and live up to your opinion; but run to it, and pity it, and let it see you expect it to cry, and its howls will make the welkin ring. The mother who makes her children feel she expects great things of them holds before them a shining beacon towards which they will struggle, but if she discourages them at every turn, she puts out the light and dooms them to failure.

One of the first pilgrims that the woman who is starting out to make her own living meets is the discourager. She begins by prophesying disaster and failure all along the line. "Don't go on the stage," she cries; "it is full of disappointments and temptations." "It is folly for you to try to write," she wails; "the magazines won't even read the productions of unknown authors." "Don't think of such a thing as starting a boarding-house; I know of a woman who tried it and failed." "There's no use in studying typewriting or stenography; all the places are filled." "For heaven's sake don't even contemplate going into a store. You will get so tired of standing behind the counter," and so on and on, until even the boldest heart might well quail before so dismal a prospect. Of course, the discourager doesn't mean to be needlessly cruel. She has a theory that she is saving the girl from some disappointment by her warning, but among those who have helped us are not those who have discouraged us, but those who have said: "Go on. The world is big enough and broad enough for all the good work there is, and there is success in every line for those who honestly

deserve it. You are not expecting a job in paradise."

It is, perhaps, however, as a wife that the discourager has the fullest scope to display her talents. Just let her husband get into any tight place in business and she may be relied on to slay the last ray of hope and courage he has in him. She doesn't believe in bolstering him up and saying: "Don't give up, and even if this does go wrong there are plenty of other things. Keep up a brave heart; you'll pull through all right." Oh, dear, no, she would consider that actually sinful. What she says is that "she knew all the time that it was going to turn out wrong, and she told him so, and if he'd only listened to her she and her poor children wouldn't be reduced to want," and if the man doesn't go out and commit suicide, as he sometimes does, it's a wonder.

The truth is, there's no place where the services of the discourager are actually needed. We can no more live without hope than we can without sunshine. Rob us of that and we go stumbling along in the dark, like frightened children afraid of unknown bogies and terrors. Most of us have enough sense to know that there is nothing worth doing that isn't hard work, and that there is no path without its thorns. When the time comes we feel we are going to be equal to the work and know how to manage the thorns, but we don't want them continually forced on our attention before we get to them, and we don't want to use up all our strength in advance fighting the discourager. There is no room for her, and the sooner the discourager is discouraged, the better.

DOROTHY DIX.

Left a Cavity to Be Filled With Water.

When Thomas drove up to deliver the usual quart of white mixture, the gentleman of the house kindly enquired "Thomas, how many quarts of milk do you deliver daily to your customers?"

"Ninety-one, sir."

"And how many cows have you?"

"Nine, sir."

The gentleman made some remarks about an early winter and the state of the roads, and then asked: "Thomas, how much milk per day do your cows average?"

"Seven quarts, sir."

"Ah, um!" said the gentleman, as he moved off.

Thomas looked after him, scratched his head and all at once grew pale as he pulled out a short pencil and began to figure on the wagon-cover: "Nine cows is nine, and I set down seven quarts under the cows and multiply. That's 63 quarts of milk. I told him I sold 91 quarts per day. Sixty three from 91 leaves 28 and none to carry. Now where do I get the rest of the milk? I'll be hanged if I haven't given myself away to one of my best customers, by leaving a big cavity in these figures to be filled with water!"

Why He Rode in the Smoking Car.

"Why do you always ride in the smoking car? You don't smoke."

"I ride in the smoking car," replied the man to whom the question was addressed, "to escape from the effusive gratitude of the young women to whom I always have to give up my seat when I ride in any of the other cars."

But there was a hard, metallic, ironical sort of ring in his voice.

Writer's cramp is a very common affliction; they are always cramped for money.

The Rare Faculty of Knowing When To Talk.

The truth that there is a time and place for everything under the sun never finds an apter illustration than in the matter of conversation. There is not only a time to speak and a time to be silent, but a place as well, and nothing is stranger than the utter recklessness with which women ignore this palpable fact. From the way in which they discuss their private affairs in public it would seem that they cherished the consoling but erroneous theory that everybody else, except themselves and their immediate companion, was as deaf as the traditional adder.

It looks like it ought to occur to even the most thoughtless woman that the street car, for instance, is hardly designed for a confessional; yet it seems to offer irresistible temptations for them to tell their troubles. What sorry secrets have we not unwittingly overheard in it! What tales of domestic infelicity, of debts and extravagance, of wayward children and troublesome friends! How exquisitely mortified the speaker would have been if she could have realized that she was putting strangers in possession of her miserable secrets! One feels as guilty as an eavesdropper, yet there seems no way out of the embarrassing situation, as unfortunately there is no choice in hearing.

The theater is another place where the very walls are supposed to have ears, but even that does not daunt the reckless talker. She goes on, happy in the belief that the intermission between the acts was arranged by a benevolent manager with the sole view of enabling her to tell things she shouldn't before a good audience. It would be bad enough in all conscience if the women who must talk in public confined themselves to their own affairs, but they seldom do that. They drag in other people's names, repeat bits of gossip and scandalous reports without a thought as to who may be overhearing their indiscreet personalities, or of the worse than folly in which they are indulging.

Another phase of this subject, and one on which too much can hardly be said, is the annoying habit so many women have of talking during the acts of the play. Of course, we are used to it at the opera, but there is at least one palliation of the offense there, as even the voice of society can hardly drown out the orchestra entirely, but at a play there is no such mitigation of the offense. A good, able-bodied woman, with a loud and well-developed voice, can effectually ruin the play for everybody within six seats of her, and as she is strong, she should be merciful. At other times and other places we would be pleased to hear how Johnny got the grip, and what she said to her dressmaker, and what her dressmaker said to her, but not many of us want to pay \$1.50 for even that interesting information. When, as sometimes chances, she has seen the play before, or has read the story, it is no better. How can you follow a play with a just appreciation if there is a babbling woman back of you explaining the situations and telling the plot, so that you can't help but hear, and have to take the stage story in patches as you can get it between her remarks? It is an outrage, and should be suppressed. The woman who can not control her mania for talking at the wrong times and places should undertake a course of self-discipline for the sake of other people, if not for herself.

CORA STOWELL.

CLARK-JEWELL-WELLS CO.

GRAND RAPIDS, MICH.



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E. A. STOWE, EDITOR.

WEDNESDAY, - - - FEBRUARY 1, 1899.

GENERAL TRADE SITUATION.

For several years, ending less than two years ago, the duty of the recorder of business conditions was telling the story of the constant decrease in trade activity and the lowering of prices, which it seemed would never end. Indications of a change were eagerly looked for and as many apparent signs of the turning of the tide were lost in the continued ebb of depression, they only served to increase the intensity of the discouragement. In pleasant contrast the duty of the scribe has now become monotonous in recording the long and steady increase in activity, with the more deliberate appreciation of prices, until the wonder grows as to when and how this also will end.

The banner month in the clearing house record for many years was December, 1892. This was broken in November last, which was then exceeded by December, and now the record for January breaks them all.

The phenomenal activity in the stock market of several weeks' duration showed but little abatement until within the last two days, in which greater conservatism, and even a reactionary tendency, has been apparent. The efforts of professionals, with a tendency to heavy selling on the part of London, and, perhaps a greater factor yet, the weariness consequent upon the long steady movement are sufficient to account for the lessening of dealings and the slight slackening of values in many lines which have characterized the trading of the current week thus far. There seems to be no diminution in the pressure for permanent investments, and the activity in the bond market seems to be checked for want of material to meet the demand.

On every hand come reports of great activity in all industries. Transportation shows a continued increase in tonnage and earnings, and the lines affected by car building and other railway betterments, shipbuilding, etc., are correspondingly stimulated. Jobbing distribution is heavy in nearly all lines and in most localities.

A consequence of the continued activity of demand in the iron and steel trades has been a strengthening of prices in most lines. In the minor metals there have been even more decided advances; in the case of tin on account of combination, in that of copper on account of the tremendous

increase in electrical activity, and other metals in general sympathy.

Without apparent cause wheat showed a considerable advance, culminating in a more decided stimulation on account of the severe weather on the fields unprotected by snow. This week shows a decline, however, probably on account of unfavorable foreign conditions. Export movement continues to exceed expectation, the record for seven months past, 149,000,000 bushels, exceeding that of the corresponding portion of the greatest year reported, 1891-92, which was 148,400,827 bushels.

In the textile trade cotton shows a still greater advance and the condition of its manufactures is so much improved that demands are being made for increase of the wages of operatives. Workmen are not as favorable and the price outlook is rather discouraging.

Foreign trade continues to show a heavy excess of exports and the operation of the long-continued balance in our favor is resulting in an increase of money seeking investment, which is now one of the most serious problems in the industrial world.

The New York egg market exhibited a remarkable range during last month, fresh eggs selling up to 29c Jan. 4 and dropping to 17c, closing the month at 19c. People in the trade say that there was really no legitimate reason why eggs should have sold at 29c early in the month. They say the rise was due to the extreme cold weather, which made buyers fearful that there would be a pinch in eggs. Better conditions now ruling in the egg market are attributed to an active demand, and it is assumed that consumption will increase from now on, and that the ruling feature of the market will be the receipts until the end of the Lenten season.

The Interstate Grocer evidently believes in going from one extreme to the other. After an existence of nearly ten years in magazine form, it has changed to a blanket sheet, which is about as inconvenient a shape as a trade journal can possibly adopt, although the newspaper form has advantages in the expedition with which it can be mailed which the magazine does not possess, unless it is so fortunate as to have adequate bindery facilities of its own. The Grocer has always been "long" on quotations and "short" on reading matter, which arrangement the new form does not appear to change.

There will be no woman's department at the Paris world's fair, so that visitors will chercher la femme in the exposition halls in vain.

An exposure of the Keely motor might be possible if the motor could be found. It existed only in the nerve of Keely.

The country is growing weary of windy debates in the Senate. It wants peace and peace treaty right away.

Patti is sixty; but she does not act like sixty, as some old men do when they are turned loose.

Miserly men who have money to burn will not take it with them to the fire when they die.

If all the devils were cast out of some people they would look like walking skeletons.

A corkscrew is oftener mightier than either the pen or sword.

SOME INSIDE FACTS.

The unpreparedness of the United States for war a year ago, and at the time the Maine was blown up, has been stated often in the newspapers, and asserted on the floor of Congress. It was inferred at the time by those who sought to defend the Government against charges of moving slowly, and even of indecision as to the course to pursue. The actual condition of our army and navy on the eve of the war is coming to the knowledge of the public.

In an informal address before the Army and Navy Club, in New York recently, General Stewart L. Woolford put in semi-official form information on these points. The Maine was blown up February 15. General Woolford was then United States Minister to Spain. He says that on February 18 "through departments other than the State Department your Minister received telegraphic information that there was not an American ship, or in the ordinance depots in the United States, two rounds of powder per gun at that time, and I was told to exhaust the arts of peace until April 15, the earliest date at which we could be anywhere near ready for war; and that, in any event, smokeless powder for both the navy and the army would be an utter impossibility."

The Government could not explain to its home critics the impotent condition of its navy; Spain was watching for every bit of information. It interposed diplomacy, while representatives who had denied it appropriations for powder, for men and ordnance clamored for a declaration of war—the same representatives who now haggle over enlarging the army to meet the necessities of the situation produced by war. It allied diplomacy, prodded powdermakers at home and purchased powder quietly in Europe. Dewey's fleet was without ammunition. "I may tell you," General Woolford said, "of the run of a sealed express train across the continent, the contents of which train no man outside of Washington and only two there knew. It had the right of way over all trains. When it reached San Francisco its cargo was transferred to a waiting steamer, which raced to Honolulu. There the cruiser Baltimore was waiting, no one knew for what. The cargo was shifted to the Baltimore, which carried it to Hong Kong, and on April 23 the cargo was distributed among the American warships there and Dewey had the ammunition he wanted. The Admiral received orders on April 24 to go after, find and destroy the enemy's fleet! How nicely was calculated in February the time necessary to the making and distributing to the fleets of ammunition!

If the United States had had to deal with a foe stronger than Spain, ready for instant action, as the great powers of Europe are, its diplomatic buffer hardly would have sufficed to postpone collision until it could make ready. As it was, General Woolford testifies, from facts he was in a position to know, in those weeks of diplomacy and preparation, intervention in restraint of the United States was only averted by the attitude of England, concerning which he was kept informed by Her Majesty's representative in Madrid.

THE LOUD-VOICED MAN.

Perhaps at once the cheapest and the most useful talent with which nature can outfit a man is a loud voice. It requires no study nor cultivation to make it available, as do other gifts, and it is

not even necessary for it to be backed up by ability or brains to enable its fortunate possessor to "get there." It wins on its own merits, and everybody and everything give way before it. No one can have failed to notice that the most prominent man in every community is the man with the loud voice. It is not the man who has merely made a fortune who feels competent to explain the financial situation to us. He takes a back seat, and we sit open-mouthed, listening to some man who doesn't own a dollar in the world, and who is in debt to his washerwoman, but who has a loud voice and is perfectly capable of grappling with the gold and silver question for hours at a stretch, with the tariff thrown in for good measure. It isn't the successful lawyer who undertakes to anticipate the facts and the verdict in a murder case. It is the loud-voiced man who knows exactly how the poison was administered, or the blow given, and who pooh-poohs expert testimony if it doesn't happen to agree with his theory. It isn't the quiet scientist whose life has been passed in studying and experimenting that we go for our opinions about public sanitation. On the contrary, we get them all from the loud-voiced man who holds forth on the street cars and settles the question in half a minute. Statesmen and army and navy officers worried over the war and are lying awake nights now trying to decide on the best foreign policy. It didn't trouble the loud-voiced man a particle. He settled the whole matter off hand, and told us right along just how the camps ought to have been managed and the war conducted and how there would never have been any mistakes made if he'd been President. When it comes to politics he's the only thing that's in it. When we want to send a man to Congress, we never hunt around until we find some unassuming man, equally well known for his ability and integrity, and who, from having managed his own affairs successfully, gives promise of knowing how to manage those of the nation. Not much. The choice for office often falls on the loud-voiced man who is proclaiming in barrooms that he is the only thing that can save the country. Even the haughty hotel clerk and the porter on the sleeping car bow down before the superior prowess of the man with the loud voice. The rich and ostentatious may have to take a back room and sit where the head waiter puts them. The man with the loud voice raises it in one protest, and he gets the parlor suite and the place by the window every time. It is true that sometimes the loud-voiced man makes others very, very tired, but then, so far as he is concerned, there are no others, so that doesn't count.

A year ago last week E. H. McPherson launched the Storekeeper at Saginaw. Unlike his predecessors in the same field, Mr. McPherson did not undertake to bolster up his enterprise by falsehood or keep it alive by resorting to underhanded methods. Instead of trying to build himself up by tearing other people down, he has pursued a live-and-let-live policy, being content to attract attention by the merit of his publication and the fidelity with which he has championed the advantages of his market and the interests of his readers. The result is a record of which any publisher may well be proud.

To be happy is the next best thing to being good.

THE DEMANDS OF COMMERCE.

The pressing necessities of trade expansion have created a corresponding necessity for territorial extension. Within the past few decades, the power of multiplying the products of labor through the use of machinery has increased so rapidly that the home markets are overstocked, and, as a result, mills and factories are often closed and vast numbers of working people turned out of employment until the excessive stocks can be reduced.

The most urgent necessity to-day in all industrial economy is that the people shall be kept employed at fair wages, for lack of such employment entails immeasurable distress, while it creates immense dissatisfaction and is the cause of all the socialistic and anarchic agitation that have so large a place in the politics of to-day. The only remedy possible is to find new outlets for excessive production by settling, civilizing and, if necessary, conquering countries inhabited by savage, barbarous or otherwise benighted peoples, so that they will become consumers of the surplus products of the great agricultural and manufacturing nations.

British statesmanship has always been ahead in that sort of worldly wisdom, and the result is that it has made that country the wealthiest on the globe in proportion to population. The United Kingdom is the world's workshop, and it has become rich by opening constantly new markets by means of its colonies and conquests in every quarter of the globe for the ever-increasing products of the labor of its people. Germany, France and other European countries, realizing in the past few decades that they were suffering for new markets and for new fields for the investment of their capital, have been imitating the example of England, and, as a result, they have made active inroads upon China and Africa.

The necessity for new fields for the profitable investment of capital is just as urgent as it is that for new markets for excess of products. C. A. Conant, in the North American Review, some months ago, cited that a calculation of all the movable wealth of leading European countries was undertaken in 1895 by the International Statistical Institute, under the direction of M. Alfred Neymarck, which covered the precious metals, mortgages and savings deposits, as well as negotiable securities. The total was found to be \$85,000,000,000. M. Neymarck distributes this negotiable wealth among the various countries as follows: England, \$35,000,000,000; Germany, \$18,000,000,000; France, \$15,500,000,000; Russia, \$5,000,000,000; Austria, \$4,500,000,000; the Netherlands, \$2,600,000,000; Italy, \$3,400,000,000; Belgium, \$1,200,000,000; Denmark, \$550,000,000; Roumania, \$240,000,000; Norway, \$150,000,000. In the four great investing countries of France, Germany, Austria-Hungary and Great Britain there are more than \$46,000,000,000 of capital invested in negotiable securities alone—an amount equal to fifty times the bonded debt of the United States and to \$3,250 for every family of five persons in the United States.

The grand object of the owners of this capital is to keep it invested in some safe and profitable manner. In the old countries, where all the railroads are already built, and no great industrial enterprises remain to be carried out, it is plain that the opportunities for the profitable employment of such enormous aggregations of capital no

longer exist, and, therefore, foreign countries are made the field of search for such opportunities. Immense amounts of foreign capital have been invested in the United States, but the almost prohibitive tariff imposed by the United States upon foreign goods cuts off this country to a great extent as a market for the excessive European products. Therefore, the necessity for finding new markets has driven Germany and France to making raids upon Chinese territory, while France, Germany, Italy, Belgium and Portugal have been exploiting in Africa. As for England, she long ago set the example of territorial expansion for the sake of trade, and is at the head of the business in every way.

In the meantime, the daily introduction into every department of civilized life of ingenious machinery and improved scientific processes goes on, constantly increasing the productive power of labor. The home markets of the United States are already overstocked, and the American people are more than ever dependent upon foreign nations for markets for their surplus agricultural products. But they are not making friends by their policy of discriminating against foreign products, and they will one day find all the uncivilized countries parceled out among the great European powers and closed against them.

There are still opportunities in the United States for the investment of capital in building railroads, opening mines and manufacturing iron and steel, and in other such industries; but already the productive power is greater than the home consumption, and the result will soon be that regular and paying employment can not be guaranteed to the whole of the laboring population. This is an evil that the alleged statesmen of the United States appear never to have considered, and unless they shall make due and adequate provision to meet it they must expect trouble immeasurable in its extent and terrible in its consequences. It will be nothing less than a vast social revolution and upheaval.

European statesmanship has long ago discovered and proceeded to apply the remedy. There is nothing left but for the Americans to imitate it by securing new markets for the products of American labor.

England has a way of her own in instilling enthusiasm into those of her troops who have carried the flag to all parts of the world. One of these is to give to the men who have displayed bravery or otherwise distinguished themselves in the campaigns in which they have taken part medals to commemorate the deeds, and there are few soldiers in the British army who do not covet these badges. One of the last campaign medals to be distributed is that known as the khedival medal, which was awarded to those who took part in the Soudan affair. It is a beautiful specimen of the medal worker's art, circular in shape and an inch and a half in diameter. It is surmounted by a double clasp, on which the words "Hafir" and "Firket" have been inscribed. Embossed on the face of the medal is a stand of English and Egyptian colors, in the center of which is the seal of the khedive. On the back is an inscription bearing the name of the person to whom it is presented.

Wise men change their minds occasionally; but fools haven't any to change.

A FEW OPEN DOORS.

While the question, What is to be done with the open door to the Philippines? is in abeyance it may be well for the commercial world to turn its attention to other doors not only ajar but standing wide open and waiting to be crowded with American merchandise.

Consul-General Goodnow comes to the front and, after stating with considerable earnestness that "You can not buy an American hat in Shanghai," allows it to be understood that there is no reason why that condition of things should exist. That the countless heads of the Chinese should not be protected from the China sun by an American covering is a fact due only to a lack of American enterprise; he regrets the circumstance and suggests a preventive. Chinamen, like the rest of the human family, will never buy what they never see, and there is no better way to accomplish this than by an exhibition at once at Shanghai of American manufactures. Grant that the American headgear shall not be found attractive to the desires and the needs of the Chinaman, the Yankee wit will be found for the first time a failure if it turn not the attempt and even the failure to such practical account that the derby, or something like it, shall be the pride of its future Chinaman possessor. The door is open. Will the American hatter take possession of the trade awaiting him?

The Tradesman has on several occasions referred to the difficulty the shoe from this country is having to get a foothold in Germany. The German trader has not only shut the door but is bracing against it. With him is bracing quite as determinedly the German manufacturer of the bicycle. The American wheel must not and shall not be admitted to the land of the German Rhine. A prohibitory duty was to bar out the offensive vehicle. It failed; and now the agitated gray matter of the German brain has hit upon the plan of refusing credit to any dealer who sells American wheels, and so shuts out from the German market the hated American mechanism. The attempt will end in failure, as it should, and the bar, in the hands of the Yankee, will be the lever used to pry wide open the door to the American bicycle.

A report from a city of France, La Rochelle, says that considerable curiosity is manifest in regard to iron and steel manufacture in the United States. There are tramways to be laid in that section of country, and the managers are wondering whether it would not be a good idea to find out about American iron and whether the steel bars and steel rails would not be found desirable. Does it occur to the makers and dealers in the best product of this class which the world produces that if samples and prices of tramway materials should be sent to that locality La Rochelle might be boasting in the near future of the superior quality of the iron used in the construction of her tramways; and, once that superiority is established, would there not be other French towns equally desirous of getting the most of the best article for the least price?

There is another door open in Japan. The American watchmaker has entered, and failed to improve his opportunity. The timekeeper is a good one, but it is too expensive for the Japan pocket book. The Swiss and the German makers have been on the lookout. They have seen what the American has failed to notice and the result is that the demand for the American watch is falling

off. The falling-off will continue. Swiss and German makers are alike responsible for it. They are underselling the Americans. They are making and shipping to Japan watches that sell at \$3 wholesale; and in that way are closing to the American watchmaker the door of Japan trade. It remains to be seen whether it stays closed.

The Russian town of Riga is considering an electric railway system to cost \$800,000. It is an undertaking calling for the ingenuity of the world. That the American can be the successful bidder, if he will, is readily conceded. That he can do the work is not to be called in question. Russia has long looked with favor upon American genius and enterprise. The door is ready to swing open to his approaching footsteps and Fortune is standing with full coffers to reward him for his work. Will he do it?

The American, be his calling what it may, has never been regarded as especially modest concerning his ability to do his share of the world's work. Whatever happens and wherever, he is sure to be a worker or a looker-on. Time and circumstance are attendants upon him and he rarely fails to exact from both the greatest service. The commercial doors of the earth are open to him. Eager fingers are beckoning to him. Let him make the most of the opportunities now presented to him, or hereafter hold his peace.

Plans are under way for a banquet in New York at which every reveler gathered about the board will be pledged to try to live more than 100 years. This assembling together of persons who want to stay on earth beyond the allotted time will mark the first feast of the One Hundred Year Club for the study of longevity. In a copyrighted circular just issued the project for the revel is set forth, and it is held that one of the secrets of keeping up and around after the generations have been gathered is a "scientific knowledge as to the chemistry of food." In this connection the circular tells of a prosperous manufacturer who lives on 15 cents a day.

The young people of Ohio are evidently going to be in need of sympathy before the year is ended. The present month a State law went into effect regulating the issuance of marriage licenses, and, according to that inquisitorial and oppressive measure a young man who applies for a license must be equipped with all kinds of information regarding himself, his bride, their respective antecedents and their family histories. He must tell his bride's mother's maiden name, and be able to give accurate information all around as to birthplaces, places of residence, occupations, previous matrimonial relations and minor personal details.

The manufacture of matches in Germany has become so important an industry that the factories are now using every year about 5,500,000 cubic feet of aspen wood, of which about three-fifths is imported from Russia.

Boston merchants have petitioned the Massachusetts Legislature to repeal the act abolishing days of grace on sight drafts. They complain of inconvenience and loss because of the act.

The man who boasts that he never goes where he is not invited would starve to death as a book agent.

Consumption is said to have been unknown in Mexico until within the last three years.

Fruits and Produce.

Status of the Butter Market in Gotham.
From the New York Produce Review.

As usual at this season of year there is very great irregularity in the quality of the fresh butter. Side by side in the same store stand shipments from Iowa, Minnesota, Illinois, Nebraska and South Dakota, and there are frequently as many different grades as there are different lots. During much of last week receivers seemed to think that the general quality was somewhat improved. Over and over again a trier was handed to me with the remark that the butter was better and that it showed new milk. Both of these statements were true, but in my last trip around the stores I again heard considerable complaint of the usual defects incident to the winter season. A great deal of the butter seems to lack flavor. It is sort of dead. Some of it is reasonably free from really bad flavors, but it lacks life and character. Other lots have very pronounced faults—bitter, stale milk flavor, crumbly, etc. "That sale won't please the shipper, I know," said a receiver last Monday as he showed me a lot of well-made creamery that he had just sold at 17½c. "It is an awfully nice piece of butter," he added, "but it lacks the fine flavor that my trade demand when they pay top price, and after struggling with it for nearly a week I finally let an exporter have it." On enquiry in numerous other stores I found that many receivers were worried over the same question; at the same time they appreciated the fact that high-class goods were plenty enough for all requirements, and that it was folly to carry this second grade along until it gets stale.

"I have some trouble along another line," said a well-known dealer. "Last week a number of my creameries showed quite a little new milk flavor, and buyers had a test of it and now want that kind. One of the big creameries in today didn't show as much new milk as a week ago, and the buyer wouldn't have it. I suppose we shall have that thing to contend with until spring when everything is new milk; but just about then hay feed will be objectionable and everybody will be praying for grass. I am pretty fully convinced that if farmers would feed plenty of grain the butter would be so much finer in flavor and texture that buyers wouldn't kick so about the least thing that doesn't suit them."

* * *

I saw a shipment of Minnesota butter the other day, the appearance of which was spoiled because the buttermaker tried to use parchment paper and didn't know how. The side linings appeared to be in the tubs all right, but about two inches of the paper was turned over the outside of the tub. Putting on the cover the paper became torn, and it was about the most unattractive-looking lot of butter that I have seen for a long while. If, as I suppose, this was the first time the buttermaker had used the linings there is just a little excuse for his ignorance, and yet if he is intelligent enough to read there is no reason for such a mistake, as the subject of proper packing with parchment paper linings has been written about until it is almost threadbare. Let me say again, however, that the side linings should come up about one inch above the top of the tub, and when the tub is well filled the paper should be folded over the butter. The cap cloth should lay over the paper and not under it.

* * *

I quite believe that accidents sometimes happen in the best regulated creameries, and that the product is seriously injured in consequence. My attention was called recently to an exceedingly nice lot of butter so far as the general make and character of the goods were concerned, but it was gritty and salty. Evidently twice the needed quantity of salt was put in the churn, by mistake I presume, and it simply spoiled the whole churning. There was a time when butter salted even as heavily as this lot would have been accepted

by some buyers, but those days are gone, probably forever. For years we have been drifting toward light-salted goods, perhaps too rapidly within the last year or two, and when butter is overloaded with salt it means a serious cut in the price to find an outlet. The shipment here referred to sold at 17c on a 19c market for fancy goods.

* * *

More roll butter has come on the market since December 1 than for two or three years past, and I note a decided change in the demands here as to the style of packing. Not many years ago half barrels and even barrels were the popular packages for the best brands of rolls, but now the call is for regular 60 lb. tubs, with each roll carefully wrapped and packed closely in the tub. I was surprised the other day to see a receiver strip a tub of rolls and they came out as clean and nice as solid packed butter. Jobbers who handle rolls here want to examine them carefully and this can not be done if they are packed in barrels. Besides there are always more or less broken rolls in the center and bottom of the barrels, and these are always hard to sell at full prices. It is pretty generally conceded that the same marks in tubs will bring ½c pound more than if packed in barrels, unless the market is overstocked and packers have to take the goods. When the rolls are intended only for packers' use, it makes but little difference what they come in. I saw a lot of boxes and some old egg cases utilized for that purpose recently, and the buyer made no objection.

Peculiar Conditions Attending the Hay Trade.

From the Hay Trade Journal.

The hay question in the United States and Canada, but particularly the latter country, is a peculiar one. Never since an official record was kept has the hay crop in this country been so large as that of the past year, and we are not aware that at any time in the past has the farm price been so low. While the demand for this crop season has, to a certain extent, been of a limited character, yet the movement has been a fairly satisfactory one, especially when prices on the farm and at shipping points are considered. The markets have at all times been amply supplied, and while prices have ruled low, lower, in fact, than at any time in the past ten years, yet values have been well maintained and prices realized have been as good as could be expected considering the immense supply and comparatively limited demand. It has been some years since the Eastern and Middle Atlantic States markets have been enabled to draw almost exclusively from their own territory the supply to fill their own requirements.

While, as a matter of course, the Western States have been drawn upon to a more or less extent, the supply shipped in from that source has been comparatively small in amount, as compared with some recent years. Farmers in the United States, nevertheless, have not found themselves placed in the same predicament as the producers of Canada, in that while prices here are, and have been, low, a larger and more remunerative outlet is found for their produce, while the Canadian farmers find themselves face to face with the problem of how to get rid of their immense stocks at almost any price, for with an almost unlimited amount of hay on hand, and with a lower price basis than was ever known before, and the United States markets practically shut out to them by a high prohibitive tariff, the only outlet being to supply the home demand and the markets of Great Britain, which, until very lately, were almost closed to them because of high ocean freight rates, they have held on in the hopes that somehow or other prices would advance. This hope so far has not been realized, and many of them have come to the wise conclusion to let go their holdings and accept the inevitable.

A dentist is a man who pulls people's teeth. A lawyer is one who pulls their legs.

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GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, Jan. 28—Coffee has been lagging behind certain other staples in point of activity for some time, but this week indications have multiplied that this article will have an inning now. During the latter part of the week orders from the country for lower grades came in freely, and Wall Street took a hand, as did Baltimore and Chicago. While the supply seems too large for any one person to manipulate, prices have not made any great advance, but the tone all around is firm. No 7 is generally quotable at 6¼c. It is probably as favorable a time to buy coffee as we shall have for some time, but whether it will be profitable to speculate in remains to be seen. The market for West India growths continues firm, in sympathy with Brazil grades, and Good Cutcuta is worth 8¾c. East India sorts show no change and the run of orders has continued of an average character.

Teas are firm and quite a volume of trading is going on, both from city and out-of-town dealers, who realize that they are not gaining a thing by shopping around or putting off until to-morrow purchases that should be made to-day.

Deliveries of sugar on former contracts have occupied a good share of attention during the week, although the trade generally has been of fair volume and orders have come from every part of the country. Hard grades are unchanged as to price, but most of the softs show a decline of 1-16c. The general tone of the market is decidedly firm.

The rice business is not especially active, but prices are firmly held for medium and best grades, the latter being especially well held. Domestic and foreign are about equally sought after. Stocks of foreign are not large and it is doubtful whether they can be replaced at present rates. Prime to choice Southern, 5¾@6c; Japan, 4¾@5½c.

With the exception of pepper, conditions in the spice trade are practically unchanged. The lowest quotation for Singapore black pepper here is 10¼c and holders seem determined to make no concession whatever. Nor are they called upon to do so.

Desirable grades of molasses are held at such extreme rates that would be purchasers hold back and, as a result, no special activity has been shown. Stocks are not excessive and holders seem to have the advantage just now. Good to prime centrifugals, 16@26c; open kettle, 32@36c. There has been a fair amount of business in syrups and lots of really desirable grades sell readily at full rates. Good to prime sugar syrups, 16@20c.

There is a little lull in the demand for canned goods, as compared with former weeks, but the situation is still one of great strength and prices all around are very firm. Tomatoes, spot, are not largely in evidence, so far as ready supply is concerned, and quotations are firm. Future corn, Maine pack, is offered at last year's price. Fruits of all kinds are in moderate supply, with prices practically unchanged. Salmon is scarce, with chances favoring further increase in quotations. Jersey tomatoes, 80@90c; Marylands, 70@75c; corn, N. Y. State, 60@70c; Maine, 70@85c; peas, standard early June, 75@80c; marrows, 70@80c.

The cold weather has somewhat restricted the fruit trade in some lines. During the week fifty-three cars of California oranges have been sold, and the general result shows an advance of 15c over previous sale. Floridas are in limited receipt, with the market steady. Lemons are quiet. Sicily fruit is selling from \$2.60@3.25 per box, as to size. Jamaica oranges, repacked, per bbl., \$5@5.50; Sicily, per box, \$2.25@2.50; California navels, choice, \$2.75@3; fancy, \$3@3.50; Florida oranges, russets, \$3@3.75; brights, \$3.25@5. Bananas are dull, and quotations are nominal.

No change is observable in the dried fruits market, the demand being of ordinary character and prices nominal.

Not much change has taken place in the butter market, which is in a fairly healthy condition, the demand being sufficient to keep stocks pretty closely cleaned up. Extra West-rn creamery is worth 19c; firsts, 17½@18c; seconds, 16@17c; June creamery, extras, 16@16½c; Western imitation creamery, extras, 16@16½c; firsts, 14@14½c; finest Western factory, 13½@14c; choice to fancy roll butter, 13½@14c.

A very satisfactory volume of business both in an export way and for domestic use has been done in cheese. New York State, large size, colored, is held at 10½c for fancy; small size, 11@11½c. About 1,000 boxes were bought for export during the week.

A little easier tone characterizes the egg market, as the supply is rather larger, and indications favor a lower basis. Best Western, 18@18½c.

Beans are without change. The feeling is easier. Choice marrow, \$1.47½@1.50; choice medium, \$1.30@1.35, although the latter is top.

Standard Barrel for Apple Shippers.

At the meeting of the special committee of the National Apple Shippers' Association in Buffalo a standard size for barrels was adopted to stop the friction prevailing between different parts of the country. The new standard is the flour barrel, having a 17½ inch head, 28½ inch stave, with the bulge not less than 65 inches outside measurement, and a weight basis of 150 pounds.

Action was also taken regarding the grading and classifying of apples. One grade was provided, which is divided into two classes, A and B. Class A apples must be not less than 2½ inches in diameter, and be made up of such varieties as Ben Davis, Willow Twig, Greening, Baldwin and kindred varieties. Class B must be 2¼ inches in diameter, and be composed of Romanite, Russet, Winesap, Jonathan, Missouri Pippin and kindred sorts. Further, all class A fruit must be free from action of worms or other defacement. The skin must not be broken or bruised. They must be picked by hand, must be bright, of normal color and of shapely form.

Hudson Valley shippers have always used the standard flour barrel, but shippers in the West have used whatever came handiest, the tendency being toward smaller barrels. Eastern buyers complained, and the matter was brought up at last year's meeting of the Association, when the committee was appointed. The standard was chosen, and will be used hereafter by all apple shippers.

Then Silence Reigned Supreme.

The tea things had been cleared away and the head of the establishment was trying to read the evening paper, while his better half busied herself with some fancy work, and at the same time endeavored to interest him in the gossip of the neighborhood.

"Maria," said he, glancing up from his paper, "did you ever hear the story of precious gems?"

"Why, no," she replied, "what is it?"

"It's an old-time fairy legend that my grandmother told me when I was a boy," he continued, "about a woman from whose lips there fell either a diamond or a ruby every time she spoke a word."

"Well, go on," she said. "That's all there is of it, Maria," he replied. "But I was just thinking if such things happened nowadays I'd open a jewelry store the first thing in the morning."

And then for thirteen consecutive minutes silence reigned supreme.

Florida Pineapples in England.

From the New York Commercial.

Good pineapples are scarce and command high prices. Supplies of Havanas, which have come forward recently, have about half wasted. The reason assigned is that long rains wet the crop so thoroughly that it did not dry out before picking and shipping, and no fruit will speak as quickly, if wet, as pineapples.

Cuban shippers are none too careful about handling, and if dampness and bruises are combined the effect is disastrous. It is expected that the second crop will be better, the weather having been drier and general conditions much improved.

The fancy smooth Cayennes coming from Florida meet ready sale at high prices. A considerable quantity are exported to England, one firm having sent a number of orders there within a short time. Demand increases there, and seems likely to be an important feature of the pineapple trade in the future. The fruit stands the journey well, and is more attractive than any other sort which goes there.

The Florida crop, including all varieties, is larger than last year, and the prospect for good business at high prices is encouraging.

Seek and ye shall find applies very forcibly to the man who is looking for trouble.

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ERA OF TRUSTS.

Should We Get In Line or Stand From Under?

Former Governor Flower, a few days ago, advised business men to stop croaking at combinations of industries, and to get in line with the march of progress. Frank L. Tapscott predicted that within a year every big industry in the country would be combined. Everybody in Wall Street believes, or seems to believe, that the era of combination has arrived, and they are nearly all willing to get in line.

I have two growing sons whom I would also like to line up—close to the band. I am after information—or opinions—as to the way I ought to go about it, and whether it will be worth while. I want to decide whether I had better take my \$5,000 capital, and my two sons, to Guam, or stay here and see the thing out. My capital, as you can see, is modest, but my credit at present is good. My position comes under the classification of middleman.

I am striving, nevertheless, to look at the business-combination idea dispassionately, with no more sentiment or personal feeling than actuates a trust or the ordinary business man. I can appreciate the economies possible under a consolidation, and I am aware that, managed wisely by one mind, a trade may run more smoothly and regularly than when disturbed by the hourly manipulations of rival interests. Perhaps these advantages may overbalance the known disadvantages of a trust. I am perfectly willing, even anxious, to make the best of it, but it is hard to know where to look for the best. So, if you please, an hypothesis and some questions.

Suppose: Five years from now all the great industries are organized into trusts, and peaceful combination in each trade has displaced competition.

Will trusts in raw materials eliminate all middlemen between themselves and manufacturing trusts?

What proportion of the present middlemen will be retained to transact the business on salary?

Will these salaried men get as good a living out of it as they do now?

Will there be any market for qualifications which now make a good broker or commission man?

Where will the eliminated middlemen probably find employment?

Will manufacturing trusts deal direct with retailers?

How far can the middlemen handling manufactured products be reduced?

Will those that are retained, and will

the general distributing system be under the pay and control of the trust?

Will manufacturing trusts displace independent retailers and pay the storekeeper a salary?

When forty trusts control the necessities of life, all striving for their share of the ordinary man's pay, will it be competition between the forty which can get the biggest part?

Or will they have a mutual agreement so that each trust can have its fair share?

Will they regulate things between them so as to allow an average human a pretty good living?

Or will they put prices up so that it will be hard scratching?

If one concern wants too much profit will the other thirty-nine get together and fight the rapacious fortieth?

Assuming that in manufactured products competition will always rise after a certain percentage of profit has been passed, what will this percentage be?

Will simplified business statistics render this breaking point the same in all industries?

Is this to be considered the automatic brake on trust profits?

Will trusts, national or international, control sources of raw materials, absolutely preventing all possible competition?

Will raw material trusts prevent or encourage competition in manufactures?

If it is more economical to combine raw and manufacturing interests, how far can this combination be carried?

When one raw material monopoly supplies three trusts in distinct manufacturing industries, will it dictate prices to them all?

Will it follow out the economy idea and absorb all three?

If the three manufacturing trusts each draw raw material from two other trusts, will the consolidation take in all ten?

Can combination between trusts in materials and trusts in manufactures be carried out to the point where there will be no conflict between trusts?

Will the small capital man of to-day have any financial interest in the trust by which he is employed?

Will the working man?

Will production be regulated so that it will go on all the year around?

Will the number of hands be reduced or increased?

Will the laborer be cared for well or ill?

Will the unit of labor, now high in this country, be raised or lowered?

What will be the best opening for a man with brains and training, without capital, in the employ of a trust?

What should his training be?

What proportion of this country's business will remain in the hands of independent business men?

When new conditions have come to an even balance and the trusts are running smoothly and amicably, will a man have a chance to make a better living in the employ of a trust than in an independent business concern?

Under the best and most far-sighted business management and agreement, will it not be possible to run the trust community so that the people will enjoy a better average living than they do today?

These are all questions which may be asked without prejudice by men in all departments of all industries. If it will pay best, it is a good thing to get in line. If it will not, it is a good thing to stand from under, and it isn't too soon to begin to figure on it.—A. B. Roeker in New York Commercial.

Decided Increase in the Consumption of Hay

From the New York Commercial.

The fact that the consumption of hay in New York City was considerably greater during the last six months of 1898 than for six months in many years was something of a surprise to those who foresaw disaster for the haying interests of this State when electricity began to displace horses on the street railroads. The average daily consumption of hay in this city has been placed at 1,000 tons for a long time. In the last half year it has been at the rate of 1,200 tons, and for several weeks was above that figure.

There was a notable falling off in hay consumption when the Brooklyn horse car lines began to change their motive power and, of course, the same tendency was noticeable when the cable and electric roads of Manhattan were put into operation. All of this falling off, however, has been more than met by increased demand in other directions. The improved trade conditions, the increase in trucking and the larger shipments of live stock have all tended to keep up the demand for hay. This has been true not only in New York, but also at other places of hay distribution, so that the average consumption throughout the country has not diminished nearly as much as many expected.

With the influx of buyers to New York, fostered by various agencies recently, larger stocks are carried by nearly all wholesale houses, and the transportation of goods about the city has increased enormously. The conditions during the last year have been abnormal, owing to Government purchases of hay for the army in the West Indies and the Philippines.

The last Government contract for hay was for 1,000,000 pounds, to go to Cuba, and such contracts are pretty frequent since the war began. New York has been benefited more in this respect than any other distributing place. The fig-

ures for the last week in December show that 8,570 tons of hay was received here, as against 5,810 in the corresponding period a year before. The exports amounted to 9,559 bales, as against 3,188 bales in the last week of 1897. That is, the increase in the amount of hay exported was about twice as great proportionately as the increase in the amount received. In the same week there was a decrease from 1897 in the amounts of hay received and shipped at Chicago and Cincinnati, and in amounts received at Milwaukee, St. Louis and Philadelphia. An increase in both receipts and shipments is reported from Cleveland and from Toledo.

The hay that passes through New York comes from as far West as Michigan and Indiana. New York State, which at one time produced the finest hay known, is falling off in that line now. An excellent feeding hay is still raised and shipped, but better qualities for selling are now obtained from the newer lands in the West. With the new impetus to the hay trade which may result from our occupation of Cuba, Puerto Rico and the Philippines there is an excellent opportunity to revive the former importance of the hay raising interests in this State, and many farmers are already considering means to that end.

It is a well-recognized fact that none of the West India islands is capable of raising hay of a quality equal to that grown in the latitude of this State and the rest of the hay belt; and with the present lack of facilities for exporting hay from the Pacific coast, even the Philippines must be supplied from here. Of course, the new possessions of the United States have never been great importers of hay in the past, but with the use of characteristic American methods, with the building of cities and the centralization of industries, it will become impossible to put working cattle out to graze between the hours of labor, and a demand for good hay will be felt immediately.

The supplying of hay for live stock in transportation is also a field whose future is bright. The first two or three days of an ocean trip cattle eat little; but after that they eat almost continuously and usually are landed considerably heavier than when shipped. For these a good feeding hay, such as is still raised in large quantities in New York State, is required, and there is a general belief in the hay trade that a good deal of the increased demand will be met from this State. The fancy qualities of hay will probably always come from newer soil, but New York can still produce the staple article in sufficient abundance to make profit out of the new demand.

Was It Justifiable Profanity?

"My husband is plain spoken; he calls a spade a spade."

"So does mine, but I must decline to repeat what he calls the lawn mower."

A kettle sings before it boils, and a boiler sings before it breaks.

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Long Experience Not an Infallible Guide.

Matthew Marshall in New York Sun.

The delusion is quite universal that the art of investing money, not for speculative purposes, but merely for income, can be learned in a short time, with a little instruction, and practiced advantageously. The writer of this article is frequently asked, by correspondents who do him the honor of expressing confidence in his judgment, for advice upon the subject. An experience of half a century in attempting to arrive at sound rules for his own benefit has, however, convinced him of the impossibility of the task. At the end of the half century he has to acknowledge that he is no wiser than he was at the beginning, and that so far from being able to instruct others, he needs instruction himself.

It is commonly said that if an investor is willing to take a small interest on his money, he is perfectly safe in depositing it in a savings bank, buying with it Government or municipal bonds, or lending it on bond and mortgage on productive real estate. Savings banks can be conscientiously recommended to the possessors of small sums, but they will not accept large deposits, nor, indeed, any at all from persons of considerable means. Government bonds seem safe enough just now, but many of us can remember the time when there was so much doubt about their ultimate payment that they sold for 40 cents on the dollar in gold, and it is only a little more than two years since the nation came very near adopting a currency policy which would have amounted to a partial repudiation of its obligations. The bonds of the City of New York, payable in gold and exempt from taxation, are as safe as anything can be, but the amount of them in the market is small, most of them being held by estates and institutions. In investing in bonds secured by mortgage of real estate yielding 4 or 4½ per cent. per annum the lender has to run the risk of his security depreciating before he can foreclose his mortgage on it; of loss by fire, against which he must constantly be on the alert to protect himself by insurance; of taxes and assessments, which become a lien prior to his; and, finally, of being taxed 2½ per cent. on his principal, which will reduce by that amount the income promised him.

Purchasing real estate, out and out, is believed by many to be a good way not only to secure income, but to increase one's capital. The fortunes gained by the Astors, the late Amos R. Eno, the Goelet family, the Rhinelanders and a few others like them are supposed to be within the reach of any one who will buy real property anywhere in this vicinity, overlooking the fact that the cases mentioned are exceptional; that few men have the talent and the means to conduct operations in real estate successfully, and that it quite as often falls as rises in value. As an investment for income it is desirable only in large amounts. Chaffering with tenants and collecting rents from them, making repairs, watching taxes, assessments and insurances and guarding against influences likely to do damage in other ways are possible with comfort only to men who can afford to employ agents to attend to the details of the business for them while they direct its general course.

The bonds of railroad companies, especially those secured by a first mortgage on the companies' roadbed and terminals, are highly esteemed by a great many cautious capitalists, who are willing to invest in them at 4 per cent and often at 3½ per cent or less. This they do in the face of the numerous bankruptcies of railroad companies happening every year, and of reorganizations in which even first mortgage bonds are frequently scaled down to less than their original par value. Moreover, the bonds, when they are otherwise desirable, are liable to the same taxation which reduces the income upon money lent upon bond and mortgage of real estate.

If, now, these various investments which are justly regarded as the safest which can be made have drawbacks and defects, the stocks of railroad and other companies, which apparently offer larger returns, a wider choice, and greater opportunities of profit by an increase in market value, have more. In the almost universal jubilation which prevails over the recent rise in the kind of property, the possibility of a future fall is forgotten, as well as the significant fact that nearly all the stocks affected, except the newly-created ones, have been, at some past time, higher than they are now, and only seem high now because they had dropped from their former level to one below that which they have not attained. In the new creations, too, there is a striking family resemblance to old ones of a similar kind, which, long ago, collapsed and are not now heard of. That they will meet the same fate is, of course, by no means certain, but it is not so nearly impossible as their promoters say it is.

It must be remembered, too, that a business carried on by a corporation, whether it be railroading, manufacturing, mining, banking or anything else, is subject to the same chances of success or failure that attend a similar business carried on by individuals and partnerships. A corporation is, indeed,

nothing but a great partnership, in which the stockholders have no personal liability, but, at the same time, no personal power of directing its affairs, and, commonly, no personal knowledge of them. They are merely members of a blind pool, who get just so much of its profits as its managers vouchsafe to give them. Ordinarily, they are probably treated justly, but they can never know whether they are or not. They never examine the books of the concern, and, if they did, they would learn nothing. A passenger on an ocean steamer might as well attempt to judge of the pecuniary profit of its voyage by going down into the engine room and looking at the machinery there.

The investor in stocks, therefore, puts his money into the keeping of other men, and takes the risk of their incapacity and unfaithfulness, as well as that of the unavoidable hazards of the business they conduct for him. In most cases, his confidence in the honesty of the men is well founded; in many, his belief in their ability; but in none can he escape the effect of causes beyond their control which so often wreck the best laid human schemes. In this country there are 12,000,000, at least, of men striving to become rich. Out of them rarely 5,000 accumulate in their life times as much as \$1,000,000, not 10,000 as much as \$500,000, and rarely 100,000

the modest fortune of \$100,000. Yet all have, at the start, equal opportunities, and differ only in their talent for money-making. Since this talent in a high degree is so rare, it can not be expected that corporations shall all secure men possessing it to manage their affairs, nor can it be expected that even such men shall invariably escape the misfortunes which, as we well know, often overtake their own private ventures.

Nevertheless, in spite of the dangers and difficulties that beset the investment of capital, the fact is indisputable that, on the whole, the various enterprises in which it is employed in this country have, of late years, been profitable, and that, while the losses of investors have been great, their gains have been greater, so that their aggregate wealth, as shown by the market for securities, has increased and not diminished. Hence, the investor who exercises caution and informs himself as well as he can may count upon at least keeping his capital intact, and, in addition, deriving some income from it. If he does better than this, and, if, in the course of events, his capital is augmented, let him be duly thankful, but let him take no credit to himself for superior skill and sagacity, and, above all, let him not fancy that he is competent to direct the investments of others.

The President of the United States of America,

To **HENRY KOCH**, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you,

MEETING:

Whereas,

it has been represented to us in our Circuit Court of the United States for the District of New Jersey, in the Third Circuit, on the part of the ENOCH MORGAN'S SONS COMPANY, Complainant, that it has lately exhibited its said Bill of Complaint in our said Circuit Court of the United States for the District of New Jersey, against you, the said HENRY KOCH, Defendant, to be relieved touching the matters therein complained of, and that the said

ENOCH MORGAN'S SONS COMPANY,

Complainant, is entitled to the exclusive use of the designation "SAPOLIO" as a trade-mark for scouring soap.

Now, Therefore,

we do strictly command and perpetually enjoin you, the said HENRY KOCH, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you, to abstain from the pains and penalties which may fall upon you and each of you in case of disobedience, that you do absolutely desist and refrain from in any manner unlawfully using the word "SAPOLIO," or any word or words substantially similar thereto in sound or appearance, in connection with the manufacture or sale of any scouring soap not made or produced by or for the Complainant, and from directly, or indirectly,

By word of mouth or otherwise, selling or delivering as "SAPOLIO," or when "SAPOLIO" is asked for,

that which is not Complainant's said manufacture, and from in any way using the word "SAPOLIO" in any false or misleading manner.

Witness,

The honorable MELVILLE W. FULLER, Chief Justice of the Supreme Court of the United States of America, at the City of Trenton, in said District of New Jersey, this 16th day of December, in the year of our Lord, one thousand eight hundred and ninety-two.

[SEAL]

ROWLAND COX,
Complainant's Solicitor

[SIGNED]

S. D. OLIPHANT,
Clerk

Shoes and Leather

Gullibility of the Feminine Bargain Hunter.

Of all institutions devised to lure on the unwary and to draw money from the pockets of the American woman there is none that approaches in the slightest degree to the "Bargain Counter." The green-goods man is immaculate in his honesty to the bargain counter and its proclamation, and yet women seem to forget themselves and degenerate to the level of the street rabble in their efforts to get at the bargains (?) shown. The advertisement writer finds in it the one field where imagination may be let loose, where falsehoods need to be clad in nothing more cumbersome than flesh tights.

The bargain hunter, as a rule, expects to be cheated, and therefore never objects to the overdrawn phrasing of the advertisement; in fact, if the truth were told, half the pleasure would be lost, and the bargain counter would be a side issue with the regular shopper. Of late years the shoe has become a strong feature of the bargain counter, and we doubt if in all the range of so-called bargains there have been any in which the buyer has been more grossly deceived. We occasionally see an advertisement which reads, "Ladies' \$4 shoes selling to-day for only \$1.98; not more than two pairs to a customer." Curiosity to see how the advertiser could offer such bargains caused us, not long since, to join the throng and examine the shoes. We found hundreds of pairs of shoes upon a long table, all kinds and sizes mixed. We looked over the line. Here and there we came across a pair of really fine shoes, but they were badly shop worn, so much so that no reputable retailer would show them to customers; but the great bulk of the shoes was a line that would retail at any reputable shoe store for \$1.50, while among them were numerous pairs that would be dear at \$1, and could be bought for that sum out of the regular stock in the same store where this particular bargain counter was located. Occasionally it happens that a shoe manufacturer fails, or some large retail house gets in trouble, and the stock is sold in bulk at a great sacrifice. Such stock serves to give tone to the bargain counter for months to come, and an occasional buyer gets a real bargain; but where there is one so fortunate, there are scores who pay a high price for poor goods. A case of this kind occurred when a large retailer closed out his stock in bulk at low prices, and the buyer advertised the celebrated \$3.50 shoe for \$1.98. These were not placed upon the counter, but were carried on shelves in paper boxes. But the salesman would find it extremely difficult to fit the customer with this special brand of shoe, but could do so with another make, which he assured the prospective buyer was "just as good." If the customer would take no other, the salesman would succeed in finding the size required of the brand advertised. But as the bargain hunter is the most gullible of mortals, the genuine bargains remained on the shelves until such time as some new scheme came up.

One way of stocking up for bargains is to send a buyer around among retailers and buy up unsalable goods, such as odd sizes, unpopular forms, and those that are shop worn or have developed some defects when being tried on by customers. Reputable retailers will

not carry such stock—that portion which can be turned back to manufacturers is disposed of in that way and the balance goes to the bargain store; but this stock is far too small to satisfy the demand of bargain hunters and the manufacturer of cheap shoes is called upon to furnish a low grade of shoes, which must be finished to appear much better than they are. These constitute the main stock of the bargain counter, or bargain lots, while the shopworn stock makes up the balance and offers some basis for the statements made. Drummers' samples form another basis for bargains. How great a humbug this is can be inferred from the fact that there are three stores in New York where "drummers' samples" are the stock in trade, and as two thousand pairs of shoes of all kinds is a small estimate for the amount in each, and as two hundred pairs is the minimum of each day's sales of each store, drummers would be compelled to carry during a year considerably over a million pairs of shoes to supply these three large stores alone; and as drummers seldom, if ever, carry shoes in pairs, it can be seen that the "drummers' samples" business is a colossal fake. But the business is a profitable one, and it is one in which better prices can be realized for medium and low-grade shoes than can be obtained in any other way. The bargain counter and the special sale are two of the most profitable retail schemes devised, and the arranging of prices is a matter that requires skill and good judgment. A certain line of small goods with which we are conversant illustrates the method of business. One of the larger articles which wholesales at 35 cents is retailed at 29 cents, while a score of smaller articles are retailed at 20 cents which are wholesaled at 7 cents. These same goods purchased at other than the bargain counter sell for 45 cents and 12 cents, respectively. This fairly illustrates the principle which governs the arrangement of the bargain counter; but the public—that is, the buying public—the women—crowd around these counters or attend the special sales and pay high rates for 75 or 80 per cent. of their purchases in order to save a penny or two on the remaining 20 or 25 per cent.

It is just the same with shoes as it is with other articles, and we can not understand why women, for it is they, and they only, who make the bargain sale a profitable one, should be so easily duped. A \$1.98 offer will tempt a woman to spend ten cents car fare and two hours' time, when the same could be purchased within a minute's walk from home for \$2. There is but one good that can be traced to this bargain counter business: It makes a market for all sorts of odds and ends, misfits, soiled and undesirable stock that accumulates around factories at better prices than could be realized if sold to regular retailers. Then, too, the manufacturer of cheap lines can run his factory on inferior work during the intermediate seasons of trade, when without this he would be idle. Its injury is to the legitimate retail trade, which can not afford to indulge in the luxury of a bargain counter; but the great injury is to the general public, who are induced to make purchases of poor stock because of the low prices quoted and the fictitious statements made as to quality, etc. The relation of the methods followed may not influence buyers to any material extent, for, as we have said, the female portion of the community are the patrons of the bargain counter, and

women will continue the patrons no matter what man may say.—Quiz in Boots and Shoes Weekly.

Figured Out.

"What will happen to you if you are a good little boy?" asked the kindly old lady.

"I'll get a stick of candy for being good."

"And what will happen to you if you are bad?"

"I'll get two sticks of candy for promising to try to be good."

The charity that begins at home is often so discouraged that it never gets any farther.

Some men are like dice—easily rattled, but hard to shake.

A short horse occasionally wins in the long run.

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.

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.

Rindge, Kalmbach, Logie & Co.,

12, 14 and 16 Pearl Street,

Grand Rapids, Michigan.

Manufacturers and Jobbers of

Boots and Shoes

Agents Boston Rubber Shoe Company.

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

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

Be sure and see them before placing your order.

1899 Net Price List on Combinations

Combination "Uncle Sam"

(1st quality Rubbers and 1st quality Knit Boots)

	Net per case. 12 prs each.
Men's Knit Boots	
With 2 bkl. Gum Perfections.	\$25 00
With Duck Perfections.	24 00
With Gum Perfections.	22 00
With Gum Hurons, Heel.	21 00
Boys' Knit Boots	
With Gum Perfections.	20 00
Youths' Knit Boots	
With Gum Hurons, no Heel.	14 50

Terms, Nov. 1, 30 days, net.

Combination "A"

(1st quality Rubbers and 1st quality Felt Boots)

	Net per case. 12 prs each.
Men's White Felt Boots	
With Duck Perfections.	\$23 00
With Gum Perfections.	22 00
Men's Gray Felt Boots	
With Duck Perfections.	23 00
With Duck Perfections.	22 00
With Gum Perfections.	20 50
With Gum Hurons, Heel.	20 00
Boys' Grey Felt Boots	
With Gum Perfections.	18 50
With Gum Hurons, Heel.	17 50
Youths' Gray Felt Boots	
With Hurons, no Heels.	13 00

HIRTH, KRAUSE & CO., Grand Rapids, Mich.

Commercial Instinct Necessary to Business Success.

Written for the TRADESMAN.

We sometimes wonder why it is that two individuals surrounded by the same opportunities, possessed of equal energies and apparently peers in every particular, are not equally successful in the commercial world. Some men are said to make money easily and it is attributed to luck; others may work ever so diligently and are unable to accumulate a competency, while there are yet others who meet with financial disaster in every commercial undertaking in which they engage. There seems to be some mysterious agency at work crowning the efforts of some with success and condemning others to failure. Statistics show that a very small percentage of individuals engaging in business enterprises continue successful therein throughout the average period of individual business life. We believe that the average percentage of individual failures is increasing rather than otherwise. We know that the conditions are less favorable to individual success than they were previous to the advent of the present intensely commercial era. The unequalled facilities for commercial training available in the immediate past as well as in the present ought to have enabled the business votaries to have kept pace with the conditions; but the very fact that so comparatively few examples of distinguished success appear is ground for inference, at least, that something besides education and training is needed to insure success.

We can find no better name for this mysterious, subtle force than commercial instinct. This instinct is the faculty of intuitively and accurately estimating values at sight, as well as projecting safe theoretical values likely to affect future transactions. If every individual possessed this faculty in equal degree all profit would be eliminated from commercial transactions and every exchange would be made at even value; no individual would be able to accumulate more wealth than his fellows. The fact that the great majority do not possess this instinct in a marked degree, with relation to any article of exchange, leaves it exposed to all sorts of exploits, resulting in its deprivation, to the enriching of the exploiters, proportionate to its loss. Very few individuals possess this faculty in the remotest degree of accuracy excepting as relates to the commodities they exchange with regular frequency; even then the value is rarely estimated by their own mental effort, but is fixed for them by market quotations. A business man's judgment of values outside of his immediate and everyday transactions is practically worthless except in rare instances. It is not always reliable—frequently not—relative to the commodities involved in his daily transactions. The lack of this intuitive faculty to accurately estimate values is felt by the buying public, which compels it, for its own protection, to "go shopping" under the borrowed umbrella of "competition" kindly loaned by the accommodating shopkeepers and kept in repair at their expense.

The only real commercial value of a mercantile commodity is its exchange value. This can be accurately determined only by actual exchange. Hence any value adhering to an article of commerce previous to actual exchange is but theoretical value. This theoretical value frequently continues to exist after an exchange is agreed upon, as many

a merchant can prove by his books. This exchange or commercial value is the meeting point of two theoretical values, one existing in the mind of the seller and the other in the mind of the buyer. These two theoretical values must meet on the same plane to effect an exchange and thereby fix a commercial value. From this circumstance we have evolved the aporism, "It takes two to make a bargain." The theoretical value attached to an article by the would-be seller is its cost to him plus the profit he hopes to make. The theoretical value attached to it by the prospective buyer is its supposed utility plus his desire to possess it. These two circumstances go to effect all values, whether actual or theoretical. These are known as supply and demand. Either or both of these circumstances may be artificial and created temporarily for the purpose of increasing profits or to depress the market for speculative purposes.

While this intuitive faculty we call commercial instinct can not altogether take the place of experience, it nevertheless enables its possessor to avoid pitfalls lying athwart his commercial pathway which he is traveling for the first time. Evolution is transpiring in the commercial world as well as in other departments of human activity and constantly changing conditions frequently evolve new situations entirely strange to experience and which nothing but this instinctive faculty can meet and comprehend. Experience is ever fettered by precedent. Its heavy footsteps continue to tread the beaten path however crooked and wasteful of time and energy. Its face is ever turned toward the past. Its movements are ever backward with respect to its anatomy, but forward with respect to events.

Is it any cause for wonder that the great majority of those engaged in commercial pursuits never pass the mediocre stage of commercial enterprise? From time to time a few venturesome spirits possessing the true commercial instinct have dared to face toward the future and, while not ignoring the well-grounded foundations of experience, have startled the world with the grand towering superstructures of beauty and utility which they have reared, reaching upward and beyond the hitherto known regions of commercial exploit. We call these men leaders, and so they are, but they would never have occupied that advanced position had they merely followed precedent or lacked that subtle, intuitive faculty of commercial instinct which enabled them to see beyond the past and the present.

This faculty is born, not made. It is like thought. No amount of education can create a thought—it is spontaneous. Education may cultivate and develop, but cultivation could not even develop a sugar beet in the absence of the plant. The most that business education and training can do is to adapt an existing faculty to a particular branch of commercial activity. By judicious training the faculty may be so abnormally developed that nothing is able to hinder its accumulative power. It is folly to cultivate a barren field. Competitive warfare has strewn the market-places of the world with bleaching skeletons, and the fight goes merrily on. Those who do not possess the charmed life had best educate themselves for a less bloody and more peaceful career.

J. M. BANKER.

An ounce of keeping your mouth shut is worth a pound of explanation.

Bloodless Battles Won by the Telephone.

The play of "The Telephone Girl" gives numerous instances of mischief made by messages wrongly sent, or those that are unauthorized. The drug store clerk, who runs a pay station for a telephone, can tell of many comedies and tragedies that have come under his observation. A sweet matinee girl comes in for a pound of candy. The Gunther sweetness makes her think of something, and she rushes to the 'phone. The drug clerk, of course, only hears one side of the story, and he must guess the rest, and when the sweet girl says to the 'phone: "Is that you, dear?" and then confusedly stammers: "O, gracious! Beg pardon! Thought it was Jack!" the drug clerk guesses that hateful Jennings, who works in the same office with Jack, had answered the sweet girl's call. And then a doctor rings and asks: "Is that you, madame? Well, your husband has met with an accident. He has been sent to the hospital, and asks that you be asked to go to him. He may live." And so the messages of love and disaster, delightful or terrible, go over the wire during its electric life. A Chicago reporter of electrical doings remarks that a chat over the telephone between the generals of opposing armies as to the pros and cons of the situation has become a by no means uncommon occurrence. Before America took a hand in affairs in Cuba a Cuban general one day slipped past the outposts of a city and caught the Spanish defense napping. Calling up the alcalde on the telephone, he suggested that, to save human life and a great deal of inconvenience, he should be allowed to take possession of the city. The alcalde saw it in the same

light and the Cuban soldiers marched quietly into the city, and were treated by the inhabitants more as visitors than victors. Again, in the Puerto Rican campaign, the incident will not soon be forgotten of a young American officer going to the lighthouse of the port and by telephone insisting that the authorities surrender immediately, which they did. It has been remarked that this was better than a bombardment in a ratio of 15 cents for a long-distance telephone call to \$150,000 or \$1,500,000 for shot, shell and general smash. The latest instance of this telephonic military tactics is given in the story of how Guterrez lost the presidency of Salvador. Regalado, who had been placed by Guterrez in command of the national military forces, knowing that the Salvadorians were intensely hostile to certain political schemes, the carrying out of which seemed imminent, saw a chance to bring about a revolution and make himself chief magistrate of his country. Having come to an understanding with his subordinates, Regalado, from the artillery barracks of the capital, called up President Guterrez on the telephone, and boldly said: "You are no longer president! All the battalions are in my favor." Guterrez abruptly hung up his telephone receiver and left the city as expeditiously as possible, never stopping until he reached Honduras, where he was sure of an asylum with his friend and ally, President Bonilla. An electrical journal asks: "Why can not all revolutions be effected this way? The plan is respectfully submitted to the Czar's disarmament conference. The telephone is mightier than the torpedo." And yet there are sordid men who want the useful telephone wire put underground, out of sight, instead of being strung on the arms of towering poles that stand like crosses to be worshipped.

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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.

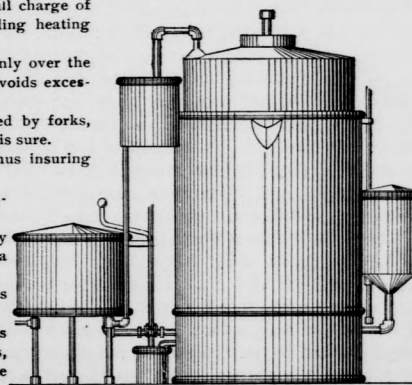
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MICHIGAN AND OHIO ACETYLENE GAS CO., Ltd, Sole Agents, JACKSON, MICH.

IN A TIGHT PLACE.

Yarn Told by a Traveling Stock Buyer.

Written for the TRADESMAN.

A more dreary or inhospitable place could scarcely be imagined than Iron Mountain. I had indulged a vague idea, as I came up on the train, that I should find there the beginnings, at least, of a country town; but when at last, after several tedious hours of stiff up-grade travel on a train made up of thirty cattle cars and one passenger coach, we came to a stop at Iron Mountain I discovered that there was nothing there but a side-track and a cattle-pen, while all the rest was forbidding, ragged hills and sagebrush plain.

A ranchman from somewhere among those hills was to have met me at the train, by previous appointment; but, so far as I could see, there was no sign of living thing about except a cowardly coyote which, as I caught sight of it, slunk away among the rocks and sagebrush. The conductor, seeing my dismay, shouted to me, as the train pulled out, that I would find a rancher's cabin about two miles west of the railroad, behind a big hill which he pointed out.

I stood looking after the receding train until the last car disappeared around a curve in the distance and then gave my attention to my own lonely and peculiar situation. The prospect of a long wait in this God-forsaken place was far from being a pleasant one. If the ranchman had forgotten his appointment entirely, there was then nothing left to do but find some means of reaching his place or take the next train back to Cheyenne. With this last idea in mind I consulted my timetable; but this served only to make me still more uncomfortable, as the next train down did not reach this point until 3 o'clock on the following morning, and stopped only if there were passengers to get off. The nearest regular station was twenty-two miles farther up the line.

I put in the time for a couple of hours as best I could, pacing up and down the track, scanning a trail leading to the west, two miles up which the conductor had said I should find a rancher's cabin. I finally came to the conclusion that I had allowed sufficient time for the variation of timepieces and forthwith started the climb up the westward trail. It was a fairly good road, made so, for the most part, by the hoofs of weary, frightened cattle on their way to the loading-pen at the side of the track and from which they were goaded into the stock cars, to begin their journey to the great cattle markets at Omaha and Chicago. As I followed the winding trail, now up from the bottom of a little valley, again over a bare rounding knoll or along the broken crest of a narrow ridge with steep, beetling sides, I forgot my own annoying situation in thinking of the wretched cattle and their trail. While musing thus, I came suddenly upon a small bundle of range cattle feeding in a little ravine through which the trail led. A man on foot is a fearsome object to these half-wild creatures and at sight of me they scampered off at full speed, snorting as they ran.

The distance from the railroad to that rancher's cabin may have been two miles; but by the time I reached it I had made up my mind that it was five miles if it was a foot. My approach was heralded to the inmates of the place by a couple of huge mastiffs that barked savagely as they dashed out to meet me, their great backs bristling as they sniffed

at the calves of my legs, causing my own back to bristle with a chill of terror.

A woman came out of the cabin and, calling the dogs off, said in a none too cordial tone, "Them critters ain't over fond o' strangers."

"Really, Madam," I replied, "I don't quite agree with you, for I thought, a moment ago, that they were going to make a meal of me."

"Wall, thar ain't no 'countin' fer a brute beast's taste now. Wus thar suthin' you wuz lookin' fer?"

"Yes, I'm looking for several things," I replied, being by this time in a not over-pleasant frame of mind; "one is a square meal and the other a man by the name of Pete Lewis, who was to have met me at the train at ten o'clock."

"Wall!" exclaimed the woman, "I reckon you'll singe yer shins pretty well ef you find him. He's dead."

"Dead!"

"Yes, an' thar's more o' his kind'll follow the same trail ef they don't watch out."

"Really, Madam, I don't understand you—was the man killed?"

"Yes, they shot him. Served him right, too, a stealin' other folk's cattle. I allus 'lowed Pete Lewis wus a-makin' money too fast to be a-makin' it honest."

"Well, I'm very sorry to hear of Lewis's death—"

"Sorry, be you? Wall, you'd better keep yer sorrow to yerself when the men folks git around, er you may be a great deal sorer. The men won't heve no very pleasant welcome fer you now when they hear that you hed dealin' with Pete Lewis."

"Good land, Madam! you don't imagine, for a moment, that I knew the man was a thief?"

"Um, wall, sometimes people ain't ez innercent ez they'd like ter seem; but ef I wuz you, I don't think I'd say anything, when the men folks git back, about hev'in' come up here ter see Pete Lewis. Thar ain't no tellin' how they might take it up. They might think you wuzn't a-lookin' fer Pete Lewis. Seems sord o' odd, anybow, fer a man frum town ter walk five miles out o' his way a-lookin' fer a man thet's be'n dead five days, an' the whole country a-talkin' about the way he died. 'Pears ter me like most everybody in Cheyenne must a heard jest a peep o' the news anyhow. Oh, no, stranger, people a-prowlin' round ter spy out things needn't expect weuns ter chase round a gitten 'em square meals an' sich—we ain't a-doin' that sort o' charity."

"Now, see here, Madam! I don't want charity at your hands, nor at anyone else's. I'm willing to pay a fair price for whatever I get and for the trouble it causes you. As for this man Lewis, all that I know about him is that my employers, in Denver, received a request from him, about two weeks ago, to send their agent up here to look at some cattle which he had to sell. Arrangements were made with him, by my firm, to meet me at the train. He didn't do so, being dead, as you say; and I came up here thinking I might possibly get something to eat, and also hire someone to drive me to Lewis's place. That's the whole story, Madam—you can believe it or not, just as you please."

"It makes me feel right bad that I can't jest quite believe you; but I do wish you'd pike out o' here 'fore the men folks git back, fer I don't want ter hev no killin' goin' on nigh this outfit."

Just at this point four or five horsemen appeared over the crest of a hill half a mile away. The woman caught sight of them the moment I did and the expression of her face changed to one of terror, as she exclaimed, "Fer God's sake, man, lie to 'em, say anything to 'em, tell 'em anything 'cept that you kem up here ter deal with Pete Lewis! They'll suspicion you, sure, ef you tell 'em thet, an' then the Lord only knows what'll happen. Sit down on thet thar bench an' be a-makin' up somethin' ter tell 'em against their comin' up, an' be sure not to let on yer at all oneasy;" and the woman disappeared in the cabin.

I now began to wish that Pete Lewis and all the rest of this infernal business was at the bottom of the sea. The woman's evident terror of what the men might do had communicated itself to me and I was glad to take advantage of the bench at the side of the cabin. I tried to collect my thoughts; but, think as I might, no plausible reason for my being there except the true one suggested itself. That I had accidentally walked into the den of border ruffians was evident from what the woman had said. Her anxiety seemed not so much to shield me as to "hev no killin' goin' on nigh the outfit."

After what seemed to me an eternity, although it could not have been more than a minute or two, the woman came out of the cabin with a glass of milk. My face must have shown the concern I felt, for she exclaimed excitedly, "Couldn't you fall of'n the train er suthin'?"

The suggestion came like an inspiration, and it took me just about half a minute, with the aid of my pocketknife and the friendly dust, to spoil a brand new suit; and I certainly looked as if the train from which I was supposed to have fallen had been running sixty miles an hour. The woman set the glass of milk upon the bench and, re-entering the cabin, brought out a whisk broom, saying as she handed it to me, "You kin be a-brushin' the dust off when you see 'em a-comin'—it may not be the same ez what you'd pick up frum the place you tell 'em you fell."

There was some hing in that, so I carefully followed her advice and, when the horsemen pulled up at the cabin, I was vigorously exercising the broom.

The men dismounted within a few feet of me and turned their horses loose to roam at will and pick what they could of the scant grass. The leader of the gang, a man about 40 years of age, ugly of visage, looked at me suspiciously for a moment, then remarked: "Wall, young feller, you be'n blow'd up in a

powder mill, er wuz the dogs too much fer you?"

"It may look like a joke to you, stranger," I replied, "but I can assure you that it's no joke to me. I've been trying for the past ten minutes to convince this woman that I'm not a tramp. My present dilapidated condition is due to the fact that I was accidentally thrown off of the rear platform of the train this morning as we rounded a sharp curve a mile or so below the switch. The confounded train went right on, as no one saw me fall, so there was nothing left for me to do but find some way to get out of my dilemma. I followed the trail up here, and that woman there was going to set the dogs on me at first; but she finally wore around enough to fetch me that glass of milk yonder, and if you'll excuse me I believe I'll drink it."

I now began to have more confidence in myself, especially as I saw that the men believed my story. The woman's tears had evidently been quieted, also, for she left us to prepare dinner, to which, a little later, I must say I did ample justice. After dinner I offered the leader ten dollars if he would drive me to Three Buttes, which was the nearest station at which I could get a train. He took my offer up so quickly that I at once regretted not having offered him five instead. The drive to the station was a tedious one, but it was accomplished in safety and at three o'clock on the following morning I took the down train for Cheyenne. MAC ALLAN.

Established 1780.

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The Oldest and
Largest Manufacturers ofPURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

on this Continent.

No Chemicals are used in
their manufactures.Their Breakfast Cocoa is absolutely pure,
delicious, nutritious, and costs less than one
cent a cup.Their Premium No. 1 Chocolate, put up in
Blue Wrappers and Yellow Labels, is the best
plain chocolate in the market for family use.Their German Sweet Chocolate is good to
eat and good to drink. It is palatable, nutri-
tious, 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.

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Dorchester, Mass.

POTATO SHIPPERS

Can save 20% on their paper for lining cars
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GRAND RAPIDS, MICH.

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Free samples on application.

TRADESMAN COMPANY, Grand Rapids

Commercial Travelers

Michigan Knights of the Grip.

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

Michigan Commercial Travelers' Association.

President, JAMES E. DAY, Detroit; Secretary and Treasurer, C. W. ALLEN, Detroit.

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

Michigan Commercial Travelers' Mutual Accident Association.

President, J. BOYD PANTLIND, Grand Rapids; Secretary and Treasurer, GEO. F. OWEN, Grand Rapids.

Lake Superior Commercial Travelers' Club.

President, F. G. TRUSCOTT, Marquette; Secretary and Treasurer, A. F. WILSON, Marquette.

Gripsack Brigade.

Mt. Pleasant Times: Thos. J. Barber has taken a position as traveling salesman for D. M. Osborne & Co.

Ann Arbor Register: Clarence J. Sweet, son of Marshal Sweet, has taken a position as traveling salesman for an oil company in Cleveland, Ohio.

Edon Rapids Journal: Jno. Stirling will go on the road for a Boston shoe firm in a short time and expects to go to that city for his line of samples some day next week.

Fremont Indicator: Chas. Schweitzer started on the road Monday as traveling salesman for T. J. Shay, wholesale boot and shoe dealer of Chicago. His territory will be Western Michigan.

Cedar Springs Clipper: E. M. Wheeler, of this village, and for several years a pharmacist in Peck's drug store, Grand Rapids, has started on the road as agent of the Wheeler & Fuller Medicine Co., of Cedar Springs.

Joseph S. Perkins has re-engaged with Swift & Company, covering the meat trade of Grand Rapids and environs. Mr. Perkins has had considerable experience in the meat trade and his friends are pleased to have him back among them again.

Muskegon News: Howard A. Crandall, traveling salesman for L. P. Haight's knitting mills, has arrived home after a four months' trip in the Southern States. Mr. Crandall found business excellent and will remain in the city several days before starting out again.

The Clark-Rutka-Jewell Co. has now four regular salesmen—C. L. Comey in the city and W. Ten Hopen, M. H. Van Horn and W. B. Travis outside. Messrs. Van Horn and Travis are recent additions to the force, the former having come from Omaha and the latter from New York. Both are experienced hardware salesmen.

Two clothing salesmen are holding forth at Sweet's Hotel this week—the rotund and jolly Connor and the wiry and quick-spoken Bowen. The former is staying indoors in order to forestall an attack of the grip and the latter was compelled to seek the seclusion of city life last week by an acute attack of his enemy—Mr. Rheum.

Chas. H. Mehtens, who has long conducted the best railway eating house in the State, at White Cloud, has leased the Albion House, at Albion, and is already in possession, succeeding D. D. Mitchell, who has conducted the hotel for the past ten years. Mr. Mehtens is an exceptional hotel man and his removal to Albion will be the occasion of genuine regret to the traveling men who cover the northern division of the C. & W. M. Railway.

Ishpeming Iron Ore: Edward L. Wickwire, who travels for Hirsch, Elson & Co., of Chicago, and is one of the most popular traveling men who visits this section, will be married at Oshkosh Feb. 2 to Miss Jessie Louise Paine. The event is to occur at high noon, at the home of Miss Paine's parents, 52 West Algoma street. Rev. E. H. Smith will perform the ceremony. Miss Paine is one of the charming young women of Oshkosh, the youngest daughter of G. M. Paine, the great sash, door and blind manufacturer.

American Lumberman: A while ago a well known wholesaler employed a new salesman. On the strength of recommendations and personal representations of ability as a salesman, the wholesaler allowed himself to get tied up in a time contract with him. It didn't take the wholesaler very long to discover that he was "up against" a "dead one" and attempt to secure his release from the contract. This the salesman would not listen to for a minute; he knew he had a good job and purposed to keep it. During the next month the only way the wholesaler knew that he had a man on the road in a certain territory was from the receipt of expense accounts. Another demand for his resignation met with a second refusal. Then it was that the wholesaler determined upon a plan of dealing with the chap that should be less expensive than boarding him at fancy hotels. He wrote to him explaining that he had more shipments on hand than he could handle, and invited him to report at the yard and assist in loading norway bill stuff. This brought the young man to time; he was not looking for hard work, and so another salesman has his job.

Iron Age: Very few of the men expect to die in the harness. Talk with a traveler concerning his life on the road, and he will express a vast amount of dissatisfaction and wish he were out of it. The only ones who do not look forward to a quiet life at home are the young men just starting, the old ones who fear to try to learn new ways of work, and a few restless spirits to whom the routine of a settled existence is as ditch water to champagne compared with the bustle and change of the road and who never find a sameness in it. There is for the ordinary drummer a monotony in it that becomes very wearing—the constant jumping from one point to another, with the long inactive rides, the sameness of the hotel existence, the waiting about to get a chance to talk with the man he must see, the sense of being alone for weeks at a time without meeting a person with whom he can share his inner personal life, or who has more than a passing interest in his success or failure, the pressure of his house behind urging him to more strenuous endeavor, and his competitors before him making things as hot for him as they conveniently can. The long periods that elapse between the snapshots he makes at business give him plenty of opportunity to become nervous and dispirited, and the brief seances he has with the men whom he essays to sell are periods of anxiety in which he expends the stored-up energy of the time of waiting. All the comforts and devices to make traveling luxurious lose their effect through days.

About two-thirds of a doctor's bill is for his trouble in guessing at your complaint.

Heat travels faster than cold. Anybody can catch cold.

Ring Out the Old, Ring In the New.

Lansing, Jan. 30—The first regular meeting of the Board of Directors of the Michigan Knights of the Grip for 1899 was called to order at the Hibbard House, Jackson, Saturday, Jan. 28, by President Hoffman. Present—Secretary Saunders, Treasurer McNulty, Directors Palmer, Schram, Smith, Stevens and Mills.

Communications from L. Perrigo and Mrs. Teeple were received and filed.

Proofs of death of C. H. Sheldon, of Hillsdale, were received, allowed and the claim was ordered paid.

Secretary Saunders reported following receipts since last Board meeting:

General fund, annual dues,	\$1,258 00
Interest on deposit in bank,	10 55
Death fund, assessment No. 2,	2 00
Death fund, assessment No. 3,	2,466 00
Total,	3,736 55

Treasurer McNulty presented the following report:

Balance on hand, general fund,	\$1,218 94
Balance on hand, death fund,	1,159 59
Balance on hand, deposit fund,	86 00

Total, \$2,464.53

Total amount now on deposit in People's National Bank, Jackson, per Cashier's certificate attached to report, \$2,464.53.

The Finance Committee reported they had carefully examined the books and accounts of the Secretary and Treasurer and found them correct.

After the adjournment of the Board of 1898, the new Board was organized and called to order by President Stevens, who announced the following committees for the year:

Finance—Schram, Smith and Converse.

Printing—Mills, Thorn and Randall.

Legislative—J. A. Weston, Lansing; A. C. Northrup, Jackson; H. B. Colman, Kalamazoo.

Railroad—Fred J. Fox, Saginaw; Chas. F. Ballard, Grand Rapids; P. F. Walsh, Detroit.

Hotels—Jas. A. Bassett, Ypsilanti; Theo. S. Hill, Saginaw; T. B. Snyder, Petoskey.

Bus and Baggage—Duff Jennings, Detroit; C. S. Scofield, St. Johns; J. W. O'Brien, Grand Haven.

Employment and Relief—E. Starbuck, Kalamazoo; J. B. Corlett, Port Huron; Jno. Timmink, Lansing.

Chaplain—J. M. Fitch, Durand. Sergeant-at-Arms—F. M. Bosworth, Olivet.

After thoroughly organizing, the Board adjourned to meet at Owosso March 4, on the invitation of the Hotel Wildermuth and Director Thorn.

J. W. SAUNDERS, Sec'y.

Some Book-keeping Absurdities.

Is there a greater absurdity in all double entry book-keeping, as taught by some of the schools and in many of the text-books, than the balance account? It may be described as an element brought in for the sake of consistency and maintained by reason of precedent, a useless affair, a meaningless account and in many cases amounting to a misleading statement of affairs. It would seem as though the writers on double entry book-keeping, who first conceived of this absurdity, found it impossible to discriminate between a statement of resources and liabilities and a loss and gain statement. Else why did they attempt to bring everything into the balance account, and then from the balance account carry it back to the individual accounts? To close an account with a customer, for example, "By Balance," and to debit the balance account with this amount and then in turn to reopen the account by crediting the balance account and debiting the customer for the amount brought down may be consistency, but it is also absurdity.

With an inventory of merchandise to be entered as a balance on hand, no doubt the question arose with the original pioneer in book-keeping

science, where to put the debit at the time he was entering the credit. With the merchandise balance entered, and the profit or the loss, as the case may be, determined, he could see that the loss and gain account took the one side, while the merchandise account carried the other. However it may be, the balance account came into existence, and to this day it is honored and worshipped by many an old line book-keeper to the exclusion of a proper idea of accounting from his mind, and to the disgust of the clear headed business man who attempts to enquire into the matter and gets along only far enough to appreciate its absurdity.

Why should a personal account be balanced before it is settled? What reason is there in the conduct of an account with a debtor or a creditor for bringing down a balance that is analogous to the balance that is brought down in cash or merchandise? Why should a set of books ever be closed in the sense in which the term "closing" is used by the old line book-keeper? A profit and loss statement should be made from time to time, as determined by inventories, but with the profits written off into the proper account, with the inventory balances brought down in the several accounts in which an inventory appears, what more is there that real business requires? Personal accounts, both debit and credit, may go on, and therefore the absurdity of writing in a balance with red ink and bringing it down in black ink, or vice versa, with conventional footing lines, may be avoided. It is to points of this order that the attention of the student of book-keeping should be directed. Double entry book-keeping should be only applied common sense, and so it will be if one has sense enough to see the application. Whatever there is of absurdity is something that is not essential to the system, but has been grafted on or allowed to come up by those who have paid more attention to form and ceremony than they have to the necessary elements.

WALTON DAY.

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.

F. W. R. PERRY, Detroit	Term expires Dec. 31, 1898
A. C. SCHUMACHER, Ann Arbor	Dec. 31, 1899
GEO. GUNDRUM, Ionia	Dec. 31, 1900
L. E. REYNOLDS, St. Joseph	Dec. 31, 1901
HENRY HEIM, Saginaw	Dec. 31, 1902

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

Examination Sessions.

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. SOUTHWINE, Escanaba.
Secretary, CHAS. F. MANN, Detroit.
Treasurer JOHN D. MUIR, Grand Rapids.

The Drug Market.

Business in this line is the largest in many years and the tendency of all articles is upward, on account of a large increase in demand.

Opium—Is in a peculiar position. Most holders in New York are firm in their views and think higher prices will rule later on, but, in spite of this, prices continue to decline.

Morphine—Is as yet unchanged.

Cocaine—Is in large demand.

Quinine—The demand is very large for this season of the year, on account of la grippe, and prices are very firm.

Citric Acid—Has been again advanced. All citrates are higher in sympathy.

Cocaine—Is very firm, owing to the scarcity of raw material, and an advance in price is predicted.

Essential Oils—Anise is weak and lower. Sassafras is firm and tending higher.

Gums—Arabics have advanced in foreign markets and are firmer here. Camphor has been advanced about 10 per cent. in the last week and is tending higher.

Roots—Ipecac is very scarce and has advanced about \$1 per pound since our last issue.

Linseed Oil—The American Linseed Oil Co. will soon complete its organization, after which prices will be materially advanced.

Profitable Preparations Which Sell the Year Round.

There are three preparations which I have made and sold with excellent profits the year round. They are not complex in constituents or manipulation and can easily be prepared in any pharmacy. The ordinary containers found in the average drug store can be utilized in putting them up, and the only additional outlay required will be for labels. The first formula is:

ANTISEPTIC NOSE POWDER.

Cocaine hydrochlorate	22 grs.
Menthol	8 grs.
Thymol	8 grs.
Eucalyptol	8 grs.
Oil of wintergreen	4 mins.
Oil of sassafras	2 mins.
Sodium bicarbonate	30 grs.
Sodium borate	30 grs.
Magnesium carbonate	100 grs.
Sugar of milk (finely powdered)	3 ozs.

Dissolve the menthol and thymol in the oils. Triturate the cocaine with the magnesia and add the oily mixture in small portions until it is fully absorbed by the magnesia, and continue the trituration. Then add the other solids, triturate thoroughly and sift the powder in a fine sieve. Put up in ordinary two-drachm homoeopathic vials. Label as follows:

DIRECTIONS—Dip the end of the paper tube in the bottle until a small portion of powder is forced into the paper tube. Place the opposite end in the nostril and take a quick inspiration.

and attach to each vial, by means of a rubber band, a small piece of paper

straw to use in snuffing the powder in the nose. This powder contains the alkaline and antiseptic virtues of Seiler's tablets, with enough cocaine to allay irritation. The bottles retail for 25 cents. The proportion of cocaine is only 1½ per cent. and the amount of the alkaloid in each bottle is so small that it could be taken internally without great danger.

KASTOL—TASTELESS CASTOR OIL.

Pure castor oil	1 pt.
Cologne spirit	3 fl. ozs.
Oil of wintergreen	40 mins.
Oil of sassafras	20 mins.
Oil of anise	15 mins.
Saccharin	5 grs.
Hot water	a sufficient quantity.

Place the castor oil in a gallon bottle. Add a pint of hot water and shake vigorously for about fifteen minutes. Then pour the mixture into a vessel with a stop-cock in its base, and allow the mixture to stand for twelve hours. Draw off the oil, excepting the last portion, which must be rejected. Dissolve the oils and saccharin in the cologne spirit and add to the washed castor oil. Bottle in ounce panels and retail for 10 cents.

This article finds a ready sale. The alcohol reduces the density of the oil and the washing partially removes the acrid principles. The sweetening and flavor make it comparatively palatable for children.

HOSPITAL SALVE—CARBOLIC CERATE.

Lard of petrolatum	2 lbs.
Yellow wax	8 ozs.
White wax	8 ozs.
Balsam fir	3 ozs.
Balsam Peru	1½ ozs.
Carbolic acid	3 ozs.

Dissolve the waxes by a gentle heat, and then add the lard (or petrolatum). Add the balsam fir and stir vigorously. Continue the stirring, and when partially cooled add the carbolic acid and the balsam Peru. Stir until cold. Put up in one-ounce tin ointment boxes, and retail for twenty-five cents each.

This cerate is a stimulating base, containing a little over 5 per cent. carbolic acid. It is much employed in the hospitals of the coal regions, and gives good satisfaction as a household remedy.

The first two formulas are partly original, but this last one is given as I received it. The nose powder I sell easily to that numerous class of individuals who want "something for a cold in the head." The palatable castor oil will find favor among mothers and children on account of the partial removal of its nauseating taste; and the carbolic cerate can be sold for cuts, boils and general family use. It is an excellent dressing for wounds and sores, particularly of an ulcerous nature, and several physicians in this neighborhood prescribe it.—John A. Foote in American Druggist.

Improvement in Soda Water Trade.

Philadelphia, Jan. 30—The soda water manufacturers are of the belief that there will be a good demand for fountains this year, and while it is early to predict the business that will be done one of the most prominent manufacturers said he looked for a record-breaking year. So far a number of large orders have been taken and in most cases the fountains are to be large ones. Of recent years there has been a big improvement in the soda water fountain trade, and from the little ones that were in use at the beginning the more sumptuous ones have sprung forth. There is hardly a drug store of any importance in this city that has not a fountain and many of them do a good winter business in the dispensing of hot soda and hot chocolate.

Whenever a man makes a good guess, he begins to talk about his good judgment.

Detection of Boracic Acid.

A mixture of borax and boracic acid is much used for the preservation of milk, and from recent occurrences it would seem of meat also. The qualitative tests for the presence of borax compounds are simple, easily applied, and positive in their results. Their presence in milk may be detected by evaporating to dryness not less than 10 Cc. of the suspected milk, incinerating, slightly verdifying with hydrochloric acid, placing in the capsule a slip of turmeric paper in such a manner as to be only partly wetted by the liquid, and evaporating to dryness at 100 deg. C. If boron compounds are present the part of the turmeric paper which was immersed in the liquid will acquire a brownish red color. On moistening the paper with a drop of caustic soda a variety of colors will be produced—green and purple usually predominating. On acidulating with hydrochloric acid the red color is restored, and is again changed to green and blue by treatment with excess of alkali.

A portion of the residue may also be treated with a few drops of sulphuric acid, methyl (wood) alcohol added and ignited, when, if boron compounds be present, the flame will have a pronounced greenish tinge.

The tests may be applied to meat by boiling the meat in water, evaporating the water to dryness, and treating the residue as above.

Hunting Spruce Gum in Maine.

Some of the druggists in Eastern Maine have made contracts for spruce gum aggregating several thousands of dollars. Some of the druggists have outfitted gum hunters and have sent them away into the woods. The quality of the gum must be kept up. Most of the Maine gum is sent away to the city market, that demands for consumption by the society girls in their boudoirs the round red lumps that gleam with inner fires like the bloodstone. This sort of gum is sold readily by the Maine wholesalers at \$1.50 per pound. Compared with his expenses the wages of the gum pickers are almost Klondike prices. A few bushels of beans and some flour furnish him his winter's food. Frequently he gets gum in one day that will net him \$10 in the market. But the gum picker isn't apt to be a very energetic chap. He makes short days and goes fishing and gunning about half the time. He doesn't leave the side of his cosy camp fire when a storm is on. And at the end of the season when he comes out in the spring with his pack of gum on his back, it will be found that he has made but little more than day's wages.

Run on Sodium Phosphate.

Buffalo, Jan. 30—It is not easy to create a craze in strict drugs as such, but give them a reputation for adding to the beauty of the human form, especially to the complexion of the female members of the community, and the thing is done. Some time ago a Buffalo paper copied from a Chicago paper a story in which a nurse is made to sav

that she has obtained her elegant complexion by the use of 25 cents' worth of sodium phosphate. At once the demand for the compound set in. The woman who wishes to be more beautiful includes the entire sex apparently. Not only were the drug stores beset for sodium phosphate, but it had to be sold in 25-cent packages or its supposed beautifying qualities were lacking. Druggists were obliged to order it by telegraph, even after the leading wholesale house had ordered it in quantities as high as 300 pounds. The Buffalo Pharmacal Company made a special drive at the compound and sold all it could make of it, but the demand is still remarkably large all through the city.

"Is it really valuable as a cosmetic?" was asked of a well known druggist. "Certainly," he replied dryly; "it acts like Rochelle salts and clears out the system. That is all there is to it."

Notice of the March Meeting.

Ann Arbor, Feb. 1—The Board of Pharmacy will hold a meeting for the examination of candidates for registration in St. Cecilia Building, Grand Rapids, on Tuesday and Wednesday, March 7 and 8, 1899, commencing at 9 o'clock a. m. on the 7th. All candidates must be present at this hour.

Candidates must file their applications with the Secretary at least one week before the examination and must furnish affidavits showing that they have had the practical experience required.

Applications for examination and blank forms for affidavits for practical or college experience may be obtained from the Secretary.

The meetings of the Michigan Board of Pharmacy for the year 1899 will be as follows:

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

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

A. C. SCHUMACHER, Sec'y.

Row Over Porous Plaster.

Detroit, Jan. 30—A porous plaster has caused a rupture in the hitherto friendly relations that have existed between Williams, Davis, Brooks & Hinchman Sons and the Illinois corporation, Bauer & Black. The Illinois concern sold its Michigan ally 100 gross of these plasters at \$3 per gross, to be delivered in the course of 15 months, 25 gross at a time, quality guaranteed, especially the cloth on the back of the plaster. Only 40 gross came. Now the time is up and the remaining 60 gross are not delivered and the price of the plaster has gone up. Therefore, the Michigan corporation demands \$500 damages.

PARIS GREEN

We have contracted for 22 Tons at bottom price. Write us before placing your order.

PECK BROS., Grand Rapids, Mich.

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."

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.

Free!
\$8 00 a gross.
67c a doz.
10c a package.
PAAS FABRIC DYES
(TABLETS)

WHOLESALE PRICE CURRENT.

Advanced—	Declined—				
Acidum		Aceticum	60	3	
Ammonia		Aqua, 16 deg.	40	6	
Aniline		Black	2 00	2 25	
Bacca		Cubese	13	15	
Balsamum		Copaiba	50	55	
Cortex		Abies, Canadian	18		
Extractum		Glycyrrhiza Glabra	24	25	
Ferra		Carbonate Precip.	15		
Flora		Arnica	12	14	
Folia		Barosma	23	28	
Gummi		Acacia, 1st picked	65		
Herba		Absinthium	25		
Magnesia		Calced, Pat.	55	60	
Oleum		Absinthium	3 75	4 00	
Potassium		Bi-Carb.	15	18	
Radix		Aconitum	20	25	
Semen		Anisum	12	15	
Spiritus		Frumentum, W. D. Co.	2 00	2 50	
Sponges		Florida sheeps' wool carriage	2 50	2 75	
Syrups		Acacia	50	50	

Morphia, S.P. & W.	2 30	2 55	Sinapis	15	
Morphia, S.N.Y. Q. & C. Co.	2 20	2 45	Sinapis, opt.	30	
Moschus Canton	40		Snuff, Maccaboy, De Vo's	34	
Myristica, No. 1	65	80	Soda Boras	9	11
Nux Vomica, po. 20	15	18	Soda et Potass Tart.	26	28
Ops Sepia	15	18	Soda et Carb.	1 1/2	2
Pepsin Saac. H. & P. D. Co.	1 00		Soda, Bi-Carb.	3 1/2	5
Picis Liq. N.N. 1/4 gal. doz.	2 00		Soda, Ash	3 1/2	4
Picis Liq., quarts	2 00		Soda, Sulphas	2	2
Pil Hydarg. po. 80	2 50		Spts. Cologne	2 60	
Piper Nigra, po. 22	30		Spts. Ether Co.	50	55
Plix Burgum	7		Spt. Myrcia Dom.	2	2
Plumbi Acet.	10	12	Spts. Vini Rect. bbl.	2 50	
Pulvis Ipecac et Opii	1 10	1 20	Spts. Vini Rect. 1/2 gal	2 62	
Pyrethrum, boxes H. & P. D. Co., doz.	1 25		Spts. Vini Rect. 5gal	2 64	
Pyrethrum, pv.	25	30	Less 5c gal. cash 10 days.		
Quassia	20	10	Strychnia, Crystal	1 40	1 45
Quinia, S. P. & W.	31	36	Sulphur, Subl.	2 1/2	4
Quinia, S. German.	21	31	Sulphur, Roll	2 1/2	3 1/2
Quinia, N.Y.	33	35	Tamarinds	8	10
Rubia Tinctorum	12	14	Tererenth Venice	28	30
Saccharum Lactis pv	18	20	Theobromae	46	48
Salacin	3 00	3 10	Vanilla	9 00	16 00
Sanguis Draconis	40	50	Zinc Sulph.	7	8
Sapo, W.	12	14			
Sapo, M.	10	12	Oils		
Sapo, G.	15	15	Whale, winter	BEL. GAL.	
Siedlitz Mixture	20	22	Lard, extra	50	60
			Lard, No. 1	40	45

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. doz. gross Aurora.....55 6 00 Castor Oil.....60 7 00 Diamond.....50 4 00 Frazer's.....75 9 00 IXL Golden, tin boxes 75 9 00 Mica, tin boxes.....75 9 00 Paragon.....55 6 00 BAKING POWDER. Absolute. 1/2 lb cans doz.....45 1 lb cans doz.....85 1 lb can doz.....150 Acme. 1/2 lb cans 3 doz.....45 1 lb cans 3 doz.....75 1 lb cans 1 doz.....1 00 Bulk.....10 Arctic. 6 oz. Eng. Tumblers.....85 El Purity. 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 BATH BRICK. American.....70 English.....50 BLUING. CONDENSED PEARL BLUING Small, 3 doz.....40 Large, 2 doz.....75 BROOMS. 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.....90@ 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.....95@ 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.....90 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 4 @ 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 1 75 Mackerel, 1-lb. Soused 1 75 Mackerel, 1-lb. Tomato 1 75 Shrimps.....2 00 Sardines, 1/4 domestic 3 4 @ Sardines, mstrd. dom. 5 1/2 @ 7 1/2 Sardines, French.....8 @ 22	CANDLES. 8s.....7 16s.....8 Paraffine.....8 Wickling.....20 CATSUP. Columbia, pints.....2 00 Columbia, 1/2 pints.....1 25 CHEESE Acme.....@ 11 1/4 Amboy.....@ 12 1/2 Emblem.....@ 11 1/4 Gold Medal.....@ 11 1/2 Ideal.....@ 11 1/4 Jersey.....@ 11 1/4 Riverside.....@ 12 1/4 Brick.....@ 12 Edam.....@ 70 Leiden.....@ 17 Limburger.....@ 13 Pineapple.....50 @ 75 Sap Sago.....@ 7 Chicory Bulk.....5 Red.....7 CHOCOLATE. Waiter 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.....95 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.....9 Fair.....10 Good.....10 Prime.....11 Golden.....12 Peaberry.....13 Santos. Fair.....12 Good.....13 Prime.....14 Peaberry.....15 Mexican and Guatamala. Fair.....15 Good.....16 Fancy.....17 Maracaibo. 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 Sencabo.....21 Breakfast Blend.....18 Valley City Maracaibo.....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 1/2 gross.....75 Felix 1/2 gross.....1 15 Hummel's 1/2 gross.....1 35 Hummel's 1/4 gross.....1 45 CLOTHES PINS. 5 gross boxes.....40	CONDENSED MILK. 4 doz in case. Gail Borden Eagle.....6 75 Crown.....6 25 Daisy.....5 75 Champion.....4 50 Magnolia.....4 25 Opalange.....3 35 Dime.....3 35 COUPON BOOKS. Tradesman Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....30 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.....30 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.....30 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.....30 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.....@ 5 Evaporated 50 lb boxes.....@ 9 California Fruits. Apricots.....@ 2 Blackberries.....@ 2 Nectarines.....@ 2 Peaches.....9 @ 10 Pears.....@ 2 Pitted Cherries.....@ 2 Prunelles.....@ 2 Raspberries.....@ 2 California Prunes. 100-120 25 lb boxes.....@ 4 90-100 25 lb boxes.....@ 5 80-90 25 lb boxes.....@ 5 1/2 70-80 25 lb boxes.....@ 6 1/2 60-70 25 lb boxes.....@ 6 1/2 40-50 25 lb boxes.....@ 10 30-40 25 lb boxes.....@ 10 1/4 cent less in 50 lb cases Raisins. London Layers 2 C'own.....1 50 London Layers 3 Crown.....1 65 Cluster 4 Crown.....2 00 Loose Muscatels 2 Crown.....5 Loose Muscatels 3 Crown.....6 Loose Muscatels 4 Crown.....7 L. M., Seeded, choice.....8 L. M., Seeded, fancy.....9 1/2 FOREIGN. Citron. Leghorn.....@ 12 Corsican.....@ 13 Currants. Patras bbls.....@ 6 Vostizzas 50 lb cases.....@ 6 1/2 Cleaned, bulk.....@ 6 1/2 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 1 Crown.....@ 2 Sultana 2 Crown.....@ 2 Sultana 3 Crown.....@ 2 Sultana 4 Crown.....@ 2 Sultana 5 Crown.....@ 2 Sultana 6 Crown.....@ 2 Sultana 6 Crown.....@ 2 Sultana package.....@ 2 PARINA CEAOUS GOODS. Parina. 24 1 lb. packages.....1 50 Bulk, per 100 lbs.....3 50 Grains. Walsh-DeRoo Co.'s Brand.  24 2 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 1/2 Medium Hand Picked.....1 10 Maccaroni and Vermicelli. Domestic, 10 lb. box.....60 Imported, 25 lb. box.....2 50 Pearl Barley. Common.....2 25 Chester.....2 50 Empire.....3 00 Peas. Green, Wisconsin, bu.....1 00 Green, Scotch, bu.....1 10 Split, bu.....2 50 Rolled 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 1/2 Tapoca. Flake.....3 1/2 Pearl.....3 1/2 Anchor, 40 1 lb. pkgs.....5 Wheat. Cracked bulk.....3 1/2 24 2 lb packages.....2 50 Salt Fish. Cod. Georges cured.....@ 4 Georges genuine.....@ 5 Georges selected.....@ 5 1/2 Strips or bricks.....6 @ 9 Herring. Holland white hoops, bbl.....6 00 Holland white hoop 1/2 bbl.....4 50 Holland, 1/2 bbl.....2 00 Holland white hoop, keg.....65 Holland white hoop mchs.....75 Norwegian.....3 10 Round 100 lbs.....1 40 Round 40 lbs.....1 40 Scaled.....14 Flackorel. Mess 100 lbs.....15 00 Mess 40 lbs.....6 30 Mess 10 lbs.....1 65 Mess 8 lbs.....1 35 No. 1 100 lbs.....5 60 No. 1 40 lbs.....1 48 No. 1 10 lbs.....1 20 No. 1 8 lbs.....9 25 No. 2 40 lbs.....4 00 No. 2 10 lbs.....1 00 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.....67 Whitefish. No. 1 No. 2 Fam.....2 75 100 lbs.....7 00 40 lbs.....3 10 10 lbs.....85 8 lbs.....71 FLAVORING EXTRACTS. Jennings'. D. C. Vanilla.....2 0z.....1 20 3 0z.....1 50 4 0z.....2 00 6 0z.....3 00 No. 8 4 00 No. 10 6 00 No. 2 T. 1 25 No. 3 T. 2 00 No. 4 T. 2 40 D. C. Lemon.....2 0z.....75 3 0z.....1 00 4 0z.....1 40 6 0z.....2 00 No. 8 2 40 No. 10 4 00 No. 2 T. 80 No. 3 T. 1 25 No. 4 T. 1 50 Pure Brand. Lem. Van.....2 0z.....1 20 3 0z.....1 50 4 0z.....2 00 6 0z.....3 00 HERBS. Sage.....15 Hops.....15	INDIGO. Madras, 5 lb boxes.....50 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.....80 Calabria.....25 Sicily.....14 Root.....10 MINCE MEAT. Ideal, 3 doz. in case.....2 25 MATCHES. Diamond Match Co.'s brands. No. 9 sulphur.....1 05 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@35 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 Barrels, 600 count.....2 38 Small. Barrels, 2,400 count.....4 75 Half bbls 1,200 count.....2 88 RICE. Domestic. Carolina head.....6 1/2 Carolina No. 1.....5 Carolina No. 2.....4 Broken.....3 1/2 Imported. Japan, No. 1.....5 1/2 @ 6 Japan, No. 2.....4 1/2 @ 5 Java, fancy head.....5 @ 5 1/2 Java, No. 1.....5 @ 5 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.....70 Granulated, 100 lb cases.....95 Lump, bbls.....75 Lump, 145 lb kegs.....85 SAUERKRAUT. Barrels.....4 15 1/2-Barrels.....2 30 SNUFF. Scotch, in bladders.....3 1/2 Maccaboy, in jars.....3 1/2 French Rappee, in jars.....4 1/2 SEEDS. Anise.....9 Canary, Smyrna.....3 1/2 Caraway.....8 Cardamon, Malabar.....60 Celery.....11 Hemp, Russian.....4 Mixed Bird.....4 1/2 Mustard, white.....5 Poppy.....10 Rape.....4 1/2 Cattle Bone.....20 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.....3 50 Butter, sacks, 28 lbs.....25 Butter, sacks, 56 lbs.....55 Common Grades. 100 3-lb sacks.....1 95 60 5-lb sacks.....1 80 28 10-lb sacks.....1 65 Worcester. 50 4 lb. cartons.....3 25 115 2 1/2 lb. sacks.....4 00 60 5 lb. sacks.....3 75 22 14 lb. sacks.....3 50 30 10 lb. sacks.....3 50 28 lb. linen sacks.....32 56 lb. linen sacks.....60 Bulk in barrels.....2 5 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.....65 Medium Fine.....75 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 20 Savon.....2 50 White Russian.....2 35 White Cloud, laundry.....6 25 White Cloud, toilet.....3 50 Dusky Diamond, 50 8 oz.....2 10 Dusky Diamond, 50 8 oz.....3 00 Blue India, 100 1/2 lb.....3 00 Kirkoline.....3 50 Eos.....2 50 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.....3 05 Scouring. Sapolio, kitchen, 3 doz.....2 40 Sapolio, hand, 3 doz.....2 40 SODA. Boxes.....5 1/2 Kegs, English.....4 1/2
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SPICES.

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

SYRUPS.

Table listing different types of syrups like Barrels, Half bbls, and Pure Cane with prices.

STARCH.



Kingford's Corn.

Table listing Kingford's Corn products like 1-lb packages, 20-lb packages, and Silver Gloss.

Diamond.

Table listing Diamond brand products like 64 10c packages, 128 5c packages, and 32 10c and 64 5c packages.

Common Corn.

Table listing Common Corn products like 20 1lb. packages, 40 1lb. packages, and Common Gloss.

STOVE POLISH.



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.

SUGAR.

Table listing various grades of sugar like Domino, Cut Leaf, Crushed, Powdered, XXXX Powdered, Granulated in bbls, Extra Fine Granulated, Extra Coarse Granulated, Mould A, Diamond Confec. A, Confec. Standard A, No. 1, No. 2, No. 3, No. 4, No. 5, No. 6, No. 7, No. 8, No. 9, No. 10, No. 11, No. 12, No. 13, No. 14, No. 15, No. 16.

TOBACCOS.

Table listing tobacco products like Clark-Jewell-Wells Co.'s brand, New Brick, H. & P. Drug Co.'s brand, Quintette, G. J. Johnson Cigar Co.'s brand, and Ruhe Bros. Co.'s Brands.



Table listing S.C.W. products like Double Eagle's, Gen. Maceo, Mr. Thomas, Cuban Hand Made, Crown Five, Sir William, Club Five, Gens. Grant and Lee, Little Peggy, Signal Five, Knights of Pythias, and Key West Perfects.

TABLE SAUCES.

Table listing table sauces like Lea & Perrin's, Halford, Salad Dressing, and Malt White Wine.

VINEGAR.

Table listing vinegars like Malt White Wine, Pure Cider, and Pure Cider, Robinson.

WICKING.

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

Crackers.

The National Biscuit Co. quotes as follows:

Butter.

Table listing butter products like Seymour XXX, Family XXX, Salted XXX, New York XXX, Wolverline, and Boston.

Soda.

Table listing soda products like Soda XXX, Soda XXX, 3 lb carton, Soda, City, Long Island Wafers, L. I. Wafers, and Zephyrette.

Oyster.

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

SWEET GOODS—Boxes.

Table listing various sweet goods like Animals, Bent's Water, Coconut Taffy, Coffee Cake, Coffee Cake, Iced, Cracknells, Cubans, Frosted Cream, Ginger Gems, Ginger Snaps, Graham Crackers, Graham Wafers, Grand Ma Cakes, Imperials, Jumbles, Honey, Marshmallow, Marshmallow Creams, Marshmallow Walnuts, Mich. Frosted Honey, Molasses Cakes, Newton, Nic Nacs, Orange Gems, Penny Assorted Cakes, Pretzels, hand made, Sears' Lunch, Sugar Cake, Sugar Squares, Vanilla Wafers, and Sultanias.

Oils.

Table listing various oils like Eocene, W.W. Mich. Hdt, W.W. Michigan, Diamond White, D. S. Gas, Deo. Naptha, Cylinder, Engine, and Black, winter.

Candies.

Table listing candies under 'Stick Candy' like Standard, Standard H. H., Standard Twist, and Cut Leaf.

Mixed Candy.

Table listing mixed candies like Grocers, Competition, Standard, Conserve, Royal, Ribbon, Broken, Cut Leaf, English Rock, Kindergarten, French Cream, Dandy Pan, and Hand Made Cream mxid.

Fancy—in Bulk.

Table listing fancy candies like Lozenges, printed, Choc. Drops, Choc. Monumentals, Gum Drops, Moss Drops, Sour Drops, and Imperials.

Fancy—in 5 lb. Boxes.

Table listing fancy candies in boxes like Lemon Drops, Sour Drops, Peppermint Drops, Chocolate Drops, H. M. Choc. Drops, H. M. Choc. St. and Dk. No. 12, Gum Drops, Licorice Drops, A. B. Licorice Drops, Lozenges, plain, Lozenges, printed, Imperials, Mottos, Cream Bar, Molasses Bar, Hand Made Creams, Cream Buttons, Pep. and Want., String Rock, Burnt Almonds, and Wintergreen Berries.

Caramels.

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

Fruits.

Table listing various fruits like Fancy Navels, Lemons, Bananas, Foreign Dried Fruits, and Figs.

Nuts.

Table listing various nuts like Almonds, Tarragona, Almonds, Ivaca, Almonds, California, soft shelled, Brazil nuts, Filberts, Walnuts, Granobles, Walnuts, Calif No. 1, Walnuts, soft shelled, Calif, Table Nuts, fancy, Table Nuts, choice, Pecans, Med., Pecans, Ex. Large, Pecans, Jumbos, Hickory Nuts per bu., Ohio, new, Cocoanuts, full sacks, Chestnuts per bu., and Peanuts.

Grains and Feedstuffs.

Wheat.

Table listing wheat products like Winter Wheat Flour, Local Brands, Patents, Second Patent, Straight, Clear, Graham, Buckwheat, and Rye.

Spring Wheat Flour.

Table listing spring wheat flour products like Clark-Jewell-Wells Co.'s Brand, Pillsbury's Best, Pillsbury's Best 4s, Pillsbury's Best 4s paper, Pillsbury's Best 4s paper, and Ball-Barnhart-Putman's Brand.

Worden Grocer Co.'s Brand.

Table listing Worden Grocer Co.'s Brand products like Quaker, Quaker, Quaker, and Quaker.

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Worden Grocer Co.'s Brand.

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Provisions.

Swift & Company quote as follows:

Table listing provisions like Mess, Back, Clear, Short cut, Pig, Bean, Family, Dry Salt Meats, Bellies, Briskets, Extra shorts, Smoked Meats, Hams, 12 lb average, Hams, 14 lb average, Hams, 16 lb average, Hams, 20 lb average, Shoulders (N. Y. cut), California hams, Boneless hams, Cooked ham, Lards, In Tierces, Compound, Kettle, 55 lb Tubs, 50 lb Tubs, 50 lb Tins, 20 lb Pails, 10 lb Pails, 5 lb Pails, 3 lb Pails, Sausages, Bologna, Liver, Frankfurt, Pork, Blood, Tongue, Head cheese, Beef, Extra Mess, Boneless, Rump, Pigs' Feet, Kits, 15 lbs, 1/2 bbls, 40 lbs, 1/2 bbls, 80 lbs, Tripe, Kits, 15 lbs, 1/2 bbls, 40 lbs, 1/2 bbls, 80 lbs, Casings, Pork, Beef rounds, Beef middles, Sheep, Butterine, Rolls, dairy, Solid, dairy, Rolls, creamery, Solid, creamery, Canned Meats, Corned beef, 2 lb, Corned beef, 14 lb, Roast beef, 2 lb, Potted ham, 1/2, Potted ham, 1/4, Deviled ham, 1/2, Deviled ham, 1/4, Potted tongue, Potted tongue, Corned beef, 2 lb, Corned beef, 14 lb, Roast beef, 2 lb, Potted ham, 1/2, Potted ham, 1/4, Deviled ham, 1/2, Deviled ham, 1/4, Potted tongue, Potted tongue.

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Crockery and Glassware.

AKRON STONWARE.

Table listing akron stonware products like Butters, 1/2 gal. per doz, 1 to 6 gal. per gal, 5/8 gal. each, 10 gal. each, 12 gal. each, 15 gal. meat-tubs, each, 20 gal. meat-tubs, each, 25 gal. meat-tubs, each, 30 gal. meat-tubs, each.

Churns.

Table listing churns like 2 to 6 gal. per gal, Churn Dashers, per doz.

Milkpans.

Table listing milkpans like 1/2 gal. flat or rd. bot., doz, 1 gal. flat or rd. bot., each.

Fine Glazed Milkpans.

Table listing fine glazed milkpans like 1/2 gal. flat or rd. bot., doz, 1 gal. flat or rd. bot., each.

Stewpans.

Table listing stewpans like 1/2 gal. fireproof, tall, doz, 1 gal. fireproof, tall, doz.

Jugs.

Table listing jugs like 1/2 gal. per doz, 1 gal. per doz, 1 to 5 gal., per gal.

Tomato Jugs.

Table listing tomato jugs like 1/2 gal. per doz, 1 gal. each, Corks for 1/2 gal., per doz, Corks for 1 gal., per doz.

Sealing Wax.

Table listing sealing wax like 5 lbs. in package, per lb.

LAMP BURNERS.

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

LAMP CHIMNEYS—Seconds.

Table listing lamp chimneys like No. 0 Sun, No. 1 Sun, No. 2 Sun, No. 3 Sun, Common.

First Quality.

Table listing first quality products like No. 0 Sun, crimp top, wrapped and labeled, No. 1 Sun, crimp top, wrapped and labeled, No. 2 Sun, crimp top, wrapped and labeled, No. 3 Sun, crimp top, wrapped and labeled.

XXX Flint.

Table listing XXX flint products like No. 0 Sun, crimp top, wrapped and labeled, No. 1 Sun, crimp top, wrapped and labeled, No. 2 Sun, crimp top, wrapped and labeled, No. 3 Sun, crimp top, wrapped and labeled.

CHIMNEYS—Pearl Top.

Table listing chimney products like No. 1 Sun, wrapped and labeled, No. 2 Sun, wrapped and labeled, No. 2 Hinge, wrapped and labeled, No. 2 Sun, "Small Bulb," for Globe Lamps.

La Bastille.

Table listing La Bastille products like No. 1 Sun, plain bulb, per doz, No. 2 Sun, plain bulb, per doz, No. 1 Crimp, per doz, No. 2 Crimp, per doz.

Rochester.

Table listing Rochester products like No. 1, Lime (6c doz), No. 2, Lime (70c doz), No. 2, Flint (80c doz).

Electric.

Table listing electric products like No. 2, Lime (70c doz), No. 2, Flint (80c doz).

OIL CANS.

Table listing oil cans like 1 gal tin cans with spout, 1 gal galv iron with spout, 2 gal galv iron with spout, 3 gal galv iron with spout, 5 gal galv iron with spout, 3 gal galv iron with faucet, 5 gal galv iron with faucet, 5 gal tilting cans, 5 gal galv iron Nacofas.

Pump Cans.

Table listing pump cans like 5 gal Rapid steady stream, 5 gal Eureka non-overflow, 3 gal Home Rule, 5 gal Home Rule, 5 gal Home Rule, 5 gal Pirate King.

LANTERNS.

Table listing lanterns like No. 0 Tubular side lift, No. 1 B Tubular, No. 13 Tubular Dash, No. 1 Tub., glass fount., No. 12 Tubular, side lamp, No. 3 Street Lamp.

LANTERN GLOBES.

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

Hardware

One Day With the Hardware Man.

"In a life with constant action,
With more grief than satisfaction."

Mr. A, the active partner of a large retail hardware house, sat at his desk in company with a worried look. He had been going over his books and now finds his business larger than ever before, but the margin of his profit has been much smaller than in years past, with expenses larger than ever before, and he wonders what will be the net results after taking inventory two months later. This year he has worked harder than ever before, and with the exception of the valuable assistance of his head clerk it seemed as if he had done about all the work himself. In addition to the immense amount of actual labor performed, he had worried over the accounts and minor details until he is threatened with nervous prostration, and badly needs a rest. At the beginning of the year he had placed additional help in his store thinking he could then devote more of his time to buying, contracting and other work to which none of the employees were adapted. He is now thinking how difficult it is to find reliable help on which he can depend to relieve him of some of the cares of his active business life. He has the following clerks in his employ:

Clerk B, who by careful application has been with him twelve years, entering his employ a poor and uneducated boy. He has won the full confidence and good will of A, draws \$75 per month and accomplishes more than any of his co-workers. A would like to give him charge of the stock and store help, but B has no executive ability in that direction.

Clerk C is highly educated and a brilliant salesman, but thinks himself too bright to do any dirty work in the store; he is a little jealous of B, as he is drawing only \$65 per month, and with the ability to earn \$100 if he would only exercise it. This is his fifth year.

Clerk D has been in his present position three years. He is rather slow, and no matter how much work there is to be done, after satisfying customers' wants he will stand and talk to them on any subject to kill time, even if there are other customers needing his attention. He is drawing \$55 per month and will never put forth an effort to make his services worth more.

Clerk E has been with the house two years. While A is in the store E always hustles, but the minute A is out of sight Clerk E neglects his work. He is drawing \$50 per month, but A would like to feel justified in paying him \$75.

Clerk F has only been with the house a short time and it is a hard matter to say how he will come out. He has these examples before him and will probably follow in the steps of one whose personality he most admires. He is drawing \$25.

Mr. A, being a good business man, recognizes all these good and bad qualities in the help with which he has surrounded himself. He is a man of liberal business views and much prefers to keep the same clerks in his employ permanently; but the difficulties in his own work are constantly increasing, competition is getting stronger and fiercer, and he sees his former 45 per cent. gross profits dwindle to 25 per cent. Something must be done. The prospects for the coming year are good

and he must take steps to meet the requirements.

To-day is Friday. On Thursday several large invoices of goods arrived and are now out in the store on the counters, but not checked and put away, having been only unpacked. Saturday is his busy day and on Friday the store should be stocked up from the storage rooms to meet the requirements of tomorrow's business.

The morning mail is still unopened, but A must leave it to get the store in running order. Fully an hour is spent in giving instructions to the clerks, whose lack of interest in the work is shown in the jumble of mixed up orders, poorly-arranged displays and unpacked goods that should be ready for the delivery wagon.

Mr. A is called to the front to wait on a contractor who wants him to figure on a special lot of bronze metal trimmings specified by an architect, who took his numbers from four different catalogues, two of which were large factories, one large and one small jobber whose catalogue A did not have. The numbers called for as many as four different finishes when one finish was probably intended for all. It is expected that the hardware man will make an old copper lock set look well with No. 3 finish butts on the same door. The contractor also wants figures on the plate and window glass and furnace, the furnace specified being one of which a competitor, Mr. X, has the exclusive sale. This contractor must have his estimate by two o'clock p. m. without fail. The book keeper now calls Mr. A back to the telephone, after which he thinks, as he has everything running smoothly in the store, he will attend to his mail, call on the architect, get the specifications straightened out and have the remainder of the day for his office work. As he opens the top letter of some thirty on his desk he looks up and sees three traveling men awaiting an audience with him. He realizes that their time is nearly as valuable as his own and leaves his letters to give these makers of commerce attention, and, after he has finished with them, wonders why his creator did not make store clerks as conscientious and energetic as traveling salesmen.

It is now noon and the last drummer gone; he snatches fifteen minutes from his dinner hour to finish his mail. On his arrival home he finds his wife in tears on account of her domestic troubles and loss of a cook. He places his arms around her tenderly and says it is such a long time since they have taken dinner out that it will be a pleasant change for them, and he takes her to a first-class cafe. He pretends, for her sake, to enjoy it, and is back to the store again forty five minutes from the time he left, despondent, with an aching head, to find his store full of customers and not one-half the work finished that he had laid out in the morning. His clerks work from 8 a. m. to 6 p. m., but he starts at 7:30 and quits at 10 or 11 p. m., and returns home to have Mrs. A tell him how much more time other husbands spend with their wives, relate all her domestic troubles, say she believes he does not really care whether she has any pleasure in this life or not. He tries to comfort her with the story he has been repeating for the last three years, "that with one good year he will retire from business" and live only for her pleasure.

It is now 11 p. m. He picks up a trade paper and wonders if small cap-

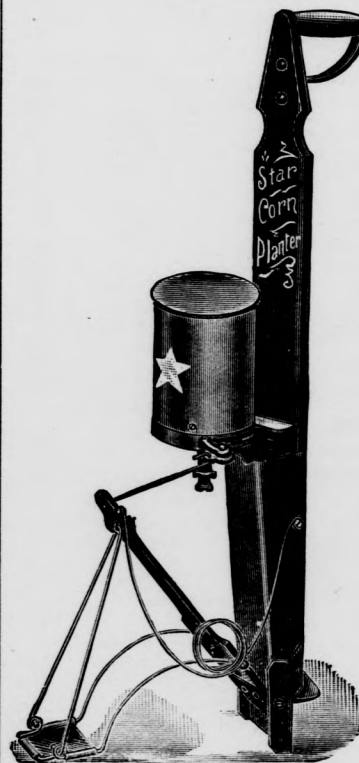
SYRUP AND SUGAR MAKERS' SUPPLIES



We make
everything.

Write for prices.

Wm. Brummeler & Sons
Grand Rapids, Mich.



We are taking orders for this

American Pattern Corn Planter

For spring shipments at
\$12.00 a dozen.

Send in your orders.

Foster, Stevens
& Company,

Grand Rapids, Mich.

CLARK-RUTKA-JEWELL CO.

38 and 40 S. Ionia Street.

New goods arriving for Spring trade.
Please notice that all lines are advancing. We will fill your orders at bottom ruling prices.

Particular attention given to mail orders.

ital will have any chance in the hereafter. He reflects and meditates and wishes he could forget his business troubles and give more attention to his family. He wonders if his newly-attained commercial ideas will be the means of embarrassing the department stores or his own business the more; and he believes "business is getting by slow degrees to be an exact science." Again he meditates. He knows that X, his hardest competitor, has a clerk with all the good qualifications and none of the faults of both B and C, and this clerk has made an application to work for him. X is only paying him \$70 per month. We will call this clerk Z. A. takes his pencil and figures:

	Salaries	Results
C \$65; D, \$55; E, \$50	\$170	Poor
B, \$75; Z, \$75	150	Good

Balance in favor of good men, \$20 per month, and more satisfaction in this instance. Will C, D and E lose their positions? He does not like to discharge them, but what will he do? It is 12 o'clock and Mrs. A is calling him. He goes where we can not follow. God bless him!—Bena in Stoves and Hardware Reporter.

Pinching Poverty Awaits Loose Purse-strings.

Written for the TRADESMAN.

How many men there are, especially among dry goods clerks, who never save a cent of their earnings. To be sure, one occasionally meets a clerk who is an exception to the above statement; but he is simply the exception which proves the rule. I know a great many men who earn their living selling dry goods and, taken as a class, I believe they are the hardest-up lot of men that can be found anywhere.

The thing principally to be deplored in the above statement is the fact that in most cases there is no good reason why it should be so. These men have no idle time. Rain or shine, they work six days a week, and a capable salesman can always command fair wages, say from \$12 to \$14 per week. Now, a man who has a family to provide for out of \$12 or even \$14 a week has good reason for being hard up. He finds that the strictest economy has to be exercised in order to make both ends meet. Nobody finds any fault with this man for being poor—nothing else is to be expected. The chances are a hundred to one that he will always be poor; and when he grows too old to be useful behind the dry goods counter—well, I don't like to think of what he may be obliged to do then; but I know of two old dry goods clerks in my town who have reached that point. One of them does odd jobs around town and the other one is to be seen any day, with his broom and shovel, among the men who clean the city streets.

The unmarried dry goods clerk who is earning \$12 or \$14 a week has no good excuse to offer for being poor. He thinks he has; but let us see how flimsy his excuses are. He will tell you that he pays \$30 a month for board. You must not think that his washing is included in this. Oh, no, that is \$3 a month extra. He couldn't be happy without patent leather shoes to work in. The fact that a pair of good plain \$3.50 calfskin shoes would wear twice as long and cost only half as much has no weight with him. His clothes must be made of imported cloth, notwithstanding the fact that a first-class suit of domestic cloth can be had for \$10 less. He likes a cigar after dinner, and if he smokes only one 5 cent cigar a day at

the end of the month it amounts to \$1.50; but he smokes 10 cent cigars. He attends the theater about once a week, and always his face is to be seen at the highest-class plays. For an ordinary play a good seat can be had for 50 cents; but he pays \$1 for his, and \$2 when the seats are high priced. The trouble with these always-hard-up fellows is that they have a champagne appetite and a lager beer income; and their name is legion.

The man who lives beyond his means is worse than a fool. The man who earns \$50 a month and pays \$30 of that for board, \$3 for washing, a dollar a week for cigars and another dollar for a theater ticket is living beyond his means. Where the satisfaction comes from I have never been able to see. No one respects him a whit more. He doesn't succeed in making anyone believe that he has a private income, nor yet that he is a high priced man in X. Y. Z.'s huge establishment. Those everlasting bills have to be paid, even if they have been arranged for on the installment plan; and those everlasting collectors are sure to come around just when our hard-up dry goods man has spent his last dollar on a theater ticket or other extravagance. If he does not succeed in borrowing a dollar or two from the man who is the exception to the rule he is obliged to put the collector off for the time; but he comes again. There's never anything for this poor fool but vexation and humiliation; and when he gets old and is no longer useful behind the dry goods counter you will be apt to find him, with his shovel and broom, among the men who clean the city streets.

Any young unmarried man who is earning \$12 a week, in a city of say 100,000, can save \$15 every month if he exercises economy in the right places. Nor will he, in doing so, find that he is obliged to make it "all work and no play;" and he will have a much better time than his always-hard-up neighbor. He will have no collectors to put off, no false promises to make. He will have a within-your-income feeling and, best of all, at the end of the year \$180 in the bank.

MAC ALLAN.

Numerous Uses for Ozone.

The time comes when ozone, "the smell of electricity," may be had at the corner grocery, and no housewife will be without it. Ozone, which is really electrified air, has been known for nearly fifty years as one of the marvelous constituents of the air, but it is only recently that scientists have learned its magical uses for practical industrial purposes. Now they offer it for the bleaching of fabrics, yarns, wax and fats; sterilizing drinking water; drying and thickening oils; maturing wines and spirits; sweetening foul beer barrels; seasoning linoleum; aging wood for musical instruments; manufacturing artificial perfumes; treating spent oil; purifying starch and dextrine; manufacturing vinegar, and a score of other similar purposes. In the treatment of disease it is most efficacious. Excellent results have been obtained in the treatment of anaemia, whooping cough, malaria, tuberculosis, wounds, and it is used for purifying hospital wards. Many other examples of the usefulness of ozone might be cited.

Removal of Warts.

Widal recommends in the Journal de Medecine de Paris a very simple method for the removal of warts, namely, a flannel over which is spread some sapon viridis, placed over the wart for a period of fourteen days, by the end of which time the wart will become so soft as to be easily shelled out.

Hardware Price Current.

AUGURS AND BITS	
Snell's	70
Jennings', genuine	25&10
Jennings', imitation	60&10
AXES	
First Quality, S. B. Bronze	5 00
First Quality, D. B. Bronze	9 50
First Quality, S. B. S. Steel	5 50
First Quality, D. B. Steel	10 50
BARROWS	
Railroad	\$12 00 14 00
Garden	net 30 00
BOLTS	
Stove	60&10
Carriage new list	70 to 75
Plow	50
BUCKETS	
Well, plain	\$ 3 25
BUTTS, CAST	
Cast Loose Pin, figured	70&10
Wrought Narrow	70&10
BLOCKS	
Ordinary Tackle	70
CROW BARS	
Cast Steel	per lb 4
CAPS	
Ely's 1-10	per m 65
Hick's C. F.	per m 55
G. D.	per m 35
Musket	per m 60
CARTRIDGES	
Rim Fire	40&10
Central Fire	20
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	
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 70
Wire nails, base	1 80
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	250
Sciota Bench	80
Sandusky Tool Co.'s, fancy	250
Bench, first quality	250
Stanley Rule and Level Co.'s wood	60
PANS	
Fry, Acme	60&10&10
Common, polished	70&5
RIVETS	
Iron and Tinned	60
Copper Rivets and Burs	60
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27	10 20
"B" Wood's patent planished, Nos. 25 to 27	9 20
Broken packages 1/2c per pound extra.	
HAMMERS	
Maydole & Co.'s, new list	dis 35
Kip's	dis 25
Yerkes & Plumb's	dis 10&5
Mason's Solid Cast Steel	30c list 70
Blacksmith's Solid Cast Steel	30c list 70
HOUSE FURNISHING GOODS	
Stamped Tin Ware	new list 75&10
Japaned Tin Ware	20&10
Granite Iron Ware	new list 40&10
HOLLOW WARE	
Pots	60&1
Kettles	60&10
Spiders	60&10
HINGES	
Gate, Clark's, 1, 2, 3	dis 60&10
State	per doz net 2 50

WIRE GOODS	
Bright	80
Screw Eyes	80
Hook's	80
Gate Hooks and Eyes	80
LEVELS	
Stanley Rule and Level Co.'s	dis 70
ROPES	
Sisal, 1/4 inch and larger	8 1/2
Manilla	9 1/2
SQUARES	
Steel and Iron	70&10
Try and Bevels	60
Mitre	50
SHEET IRON	
	com. smooth. com.
Nos. 10 to 14	\$2 70 \$2 40
Nos. 15 to 17	2 70 2 40
Nos. 18 to 21	2 80 2 45
Nos. 22 to 24	3 00 2 55
Nos. 25 to 26	3 10 2 65
No. 27	3 20 2 75
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.	
SAND PAPER	
List acct. 19, '86	dis 50
SASH WEIGHTS	
Solid Eyes	per ton 20 00
TRAPS	
Steel, Game	75&10
Oneida Community, Newhouse's	50
Oneida Community, Hawley & Norton's	70&10
Mouse, choker	per doz 15
Mouse, delusion	per doz 1 25
WIRE	
Bright Market	75
Annealed Market	75
Coppered Market	70&10
Tinned Market	62 1/2
Coppered Spring Steel	50
Barbed Fence, galvanized	2 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, Cistern	30
Screws, New List	85
Casters, Bed and Plate	50&10&10
Dampers, American	50
METALS—Zinc	
600 pound casks	8 1/2
Per pound	8 1/2
SOLDER	
1/2% 1/4%	17
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	10
14x56 IX, for No. 9 Boilers, per pound	10

UP TO DATE CUTS FOR ALL PURPOSES TRADESMAN COMPANY GRAND RAPIDS

PRO AND CON.

Handling Crockery and Glassware in a Country Store.

Written for the TRADESMAN.

It is best to carry almost everything in crockery and glassware in "open stock" so to speak, that is sell just the number a customer wants—a single white plate or cup and saucer if it is called for. Washbowls and pitchers will often be wanted separately, and may be sold so, as the wholesale houses will supply either alone. The four-piece glass table sets should usually be sold in the sets as they are bought. As there is often call for a single butter dish or sugar bowl or spoon-holder or creamer, it is a good plan to take some one style, a low-priced one, and sell by the set or single piece as wanted. The few pieces that are left at the end can readily be disposed of. Cups may be sold without saucers, or saucers without cups; of course this should be done only from a pattern of which one is sure of being able to get more. A disposition to meet the actual needs of the customer rather than to enforce the disposal of any set number of pieces serves to increase rather than lessen the aggregate sales and gives better satisfaction.

In marking the cost and selling price on dishes a wax pencil is a great convenience. All fancy pieces should be marked as soon as unpacked. It is not necessary that every separate dish of white granite and semi-porcelain should be marked; the better way is to keep a price book. Whatever method is adopted be always ready to name the price of anything in stock—the single article, the dozen, or the hundred-piece set. All goods will probably not be kept on display, but let the stock that is stored in basement or wareroom be systematically arranged and kept in good order.

Each dealer should make for himself an estimate of the percentage of loss from breakage both on glassware and crockery. In the latter there is always more loss than at first appears. Many "nicks" and slight cracks will be found later that are not discovered when the goods are unpacked. To the invoice price add the percentage that is decided upon as the average breakage loss, together with the freight and package charges, and set this down as the cost of the goods. It is much better thus to place the breakage loss upon all the goods than to try to obtain high prices for the uninjured articles of those lots in which heavy damage occurs. Let all nicked, cracked and otherwise defective pieces be placed by themselves and disposed of at a low price as damaged goods as opportunity offers.

For delivering, all dishes should be carefully wrapped or, what is better if they are to be taken some distance, packed in straw or some other similar material. Excelsior is unsurpassed for china and should be carefully put away and saved.

It is well to examine all goods for nicks and cracks at the time of sale. If this is not done there will be dissatisfaction and returning of goods when such defects are discovered. The omission to do this also makes a temptation to the unscrupulous to bring back goods, claiming they are just as when purchased, when the damage has occurred after the articles have left the store.

The small pieces of glassware and china known as five and ten-cent counter goods are, many of them, good sellers. Stoneware, flower pots and cuspidors seem to go naturally with the crockery business.

The Christmas trade is the natural harvest of the crockery business. Not only is the sale greater on staple lines, but the fancy china pieces, which are especially suited for presents, sell readily. These separate pieces can be sold where it does not pay to carry the china tea sets or dinner sets at all. Fancy cups and saucers are the best sellers, but cracker jars, sugar and cream sets, mustard pots, plates of various kinds, pin trays and the like all deserve a place. These goods are usually imported, being made largely in Germany. It may be mentioned that the American potteries are making semi-porcelain mustache cups, fruit comports, berry dishes and clock cases so ornamental as to be good holiday sellers. Being somewhat heavier than china, they are really better for common service.

Holiday wares should be purchased early, for as Christmas approaches assortments are broken and the most desirable things are gone. The jobbing houses almost invariably give a later date for these goods when purchased in September and October. The stock should be nicely displayed some weeks before Christmas. The wise dealer will carry a heavy stock of these goods only during the weeks preceding the holidays, as the sale is light except at this season. But a few pieces will be kept on hand constantly, since there is some sale all the year and they add greatly to the attractiveness of the shelves.

While his more staple goods the dealer will sell at some nearly uniform margin of profit, with the odd or fancy pieces a little deviation from the rule is often best. For instance, take a lot of Bohemian water sets of different colors and decorations; it is best to mark them at different prices, corresponding to their desirability, otherwise the handsomer ones will sell first, leaving the plain ones on the dealer's hands. It may be a good idea to sell a few dozen china pieces now and then at or near cost, as leaders. Some very attractive line may sell readily at a high margin of profit than the average, while one is lucky to get first cost out of a bad selection. As in all other goods, prices govern the sales. The day of the "Dutchman's 1 per cent." on holiday goods is over.

If a dealer finds he has a little leaning toward ceramania, if he finds keen delight in delicate and beautiful porcelain albeit it is high in price, he must bear in mind that his prime mission as a merchant is to cater to the public taste as it is—not to educate it to a higher standard. As least his educational efforts must be incidental, a sort of side issue. There are a few people in almost every community who appreciate what is artistic in china and will purchase it if they can afford to do so. But many of the very best selling articles are so uncouth in design and so florid in decoration that they "can not but make the judicious grieve."

QUILLO.

Hides, Pelts, Furs, Tallow and Wool.
Hides remain firm at the high price, with active demand for all offerings. There are no accumulations.

Pelts are few and far between. Michigan has no take-off of consequence.

Furs did well in the London sales and prices are firm on all grades, with good demand. The catch is small.

Tallow is quiet at old prices, with fair demand and no accumulations.

Wools are firm, with no weak spots.

Sales are small and slow. The advance in London creates no stimulus to our market and prices abroad permit exporting at a profit. Cotton is quite a factor among wool manufacturers, who have learned how to hide it in wool yarns.

WM. T. HESS.

Bay County Grocers in Line.

Bay City, Jan. 25.—The grocers of Bay county have organized for their mutual benefit, following in the footsteps of the butchers, who have banded together for various purposes, one of which is to weed out the dead-beats in both cities and relegate them to a place where they can not buy meat without the spot cash.

The grocers met in Old Fellows' hall last night, thirty eight being present. The membership roll is signed by seventy five, but counter attractions made it impossible for them all to be present.

The Bay County Grocers' Association was organized with the following officers: President—C. E. Walker. Vice-President—R. M. Sherwood. Secretary—S. W. Waters. Treasurer—Charles Baumgarten.

John D. Butcher has re-engaged in the meat business at the corner of Fourth street and Broadway.

You never see a bankrupt at a charity soup house. That's where his victims go.

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—A SHINGLE AND SAW MILL with 31 horse power engine and boiler, all in good order. Would trade for general merchandise. For particulars, address Box 7, Mt. Pleasant, Mich. 839

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 real estate; 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, Elmira, Mich. 841

FOR SALE—MY TINNING AND PLUMBING WORKS; also my variety store; located in one of the best towns in Michigan. This will pay you to investigate. Best of reasons for selling. Address W. G. Andrus, Otsego, Mich. 844

PEAS—WANTED, 5 CARLOADS OF SMALL White Canada Field Peas, and 2 carloads of Black Eye Marrowfat Peas. Mail samples and lowest price for prompt cash. Address Jerome B. Rice & Co., Cambridge, N. Y. 843

DRUG STORE FOR SALE OR TRADE in a town of 80 inhabitants on South Haven & Eastern Railroad in VanBuren county. Stock will invoice about \$1,000; has been run on about four years; new fixtures; low rent. Address No. 812, care Michigan Tradesman. 842

FOR IMMEDIATE SALE OR EXCHANGE— Well-improved 4 acre fruit farm, six miles north of Benton Harbor and one-half mile from Lake Michigan. Address Mrs. M. A. Lundy, Box 84, Riverside, Berrien Co., Mich. 846

WANTED—ONE CAR CHOICE HAND-PIKED Michigan pea or navy beans. Thos. Bests Son Co. Muncie, Ind. 834

FOR SALE CHEAP OR EXCHANGE—FOR lumber or wood (car lots), one 40 horse Kimble engine; also one portable bake oven in first-class condition. J. A. Hawley, Leslie Mich. 832

WILL EXCHANGE FOR MERCHANDISE— Celery farm, valued at \$3,500, good buildings. Time given on part. Address Lock Box 202, Hart, Mich. 831

FOR SALE—FIRST-CLASS MEAT MARKET, best location in city of twenty thousand inhabitants. Business well established. Or will rent fixtures to responsible parties. A good deal for some one. Address No. 835, care Michigan Tradesman. 835

A BARGAIN—CLEAN, WELL-ASSORTED stock of general merchandise, consisting principally of drugs and groceries, invoicing about \$2,000. No dead stock. On best railroad in State. Only complete drug stock in town. Competition light. Business good. Have other business. If you are looking for a good opening and intend to do business, here is your chance. Address No. 834, care Michigan Tradesman. 834

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

FOR SALE—PAPER ROLLS FOR CASH registers, all widths, at \$1.50 per dozen. Albert E. Doherty, 34 Sibley 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

FOR EXCHANGE—A FINE, WELL-IM- proved fruit grain and stock farm of 160 acres, in Wascon county, Michigan, for merchandise or other productive property. Address Box 71, Custer, Mich. 829

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

TO EXCHANGE—DESIRABLE AND CEN- trally 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

\$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. Ill 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 Holcomb, Plymouth, Mich. 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—GROCERY AND BAKERY stock best in city; cash business of \$18,000 to \$20,000 yearly; good location, cheap rent. Poor health reason for selling. Address Comb. Lock Box 836, 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

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

120 ACRE FARM, VALUED AT \$4,000, FREE and clear from encumbrance, to trade for merchandise; also \$10,000 worth of Grand Rapids property, free and clear, to exchange for merchandise. Address Wade Bros., Cadillac or Traverse City, Mich. 792

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

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—in 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. 733

FOR SALE—NEW GENERAL STOCK, A splendid farming country. No trade. 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 POUL- try; any quantities. Write me. Orrin J. Stone, Kalamazoo, Mich. 810

WE PAY SPOT CASH ON TRACK FOR BUT- ter 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 A REGISTERED pharmacist, with a view to buying the stock; married; nine year's experience with country and city trade. Address No. 841, care Michigan Tradesman. 811

WANTED—SITUATION IN DRUG STORE registered by examination; fourteen years' experience; widower. Address No. 840, care Michigan Tradesman. 840

WANTED—POSITION BY A REGISTERED pharmacist of seven years' experience; young man 23 years of age, single; best of references furnished. Address No. 847, care Michigan Tradesman. 847

WANTED—POSITION AS DRY GOODS OR general line salesman. Can furnish the best of references. Have had seven years' experience behind the counter. Am open for an engagement after March 1. Address No. 833, care Michigan Tradesman. 833

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

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

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

Travelers' Time Tables.

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

Chicago.
Lv. G. Rapids..... 7:30am 12:00am *11 45pm
Ar. Chicago..... 2:10pm 9:15pm 7 2-am
Lv. Chicago.. 11:45am 6 50am 4:15pm *11-50pm
Ar. G'd Rapids 5:00pm 1:25pm 10:30pm * 6:20am

Traverse City, Charlevoix and Petoskey.
Lv. G'd Rapids..... 7:30am 8:05am 5:30pm

Parlor cars on day trains and sleeping cars on night trains to and from Chicago
*Every day. Others week days only.

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

Detroit.
Lv. Grand Rapids..... 7:00am 1:35pm 5:35pm
Ar. Detroit..... 11:40am 5:45pm 10:06pm
Lv. Detroit..... 8:00am 1:10pm 6:10pm
Ar. Grand Rapids... 12:55pm 5:20pm 10:55pm

Saginaw, Alma and Greenville.
Lv. G R 7:00am 5:10pm Ar. G R 11:45am 9:30pm
Parlor cars on all trains to and from Detroit and Saginaw. Trains run week days only.
Geo. DeHAVEN, General Pass. Agent.

GRAND Trunk Railway System
Detroit and Milwaukee Div

(In effect Nov. 13, 1898)

Leave. EAST. Arrive.
† 6:45am Sag., Detroit, Buffalo & N Y. † 9:55pm
† 10:10am... Detroit and East... † 5:27pm
† 3:20pm... Saginaw, Detroit & East... † 12:45pm
* 7:20pm... Buffalo, N Y. & Boston... † 10:15am

WEST
*10:10am... Gd. Haven and Int. Pts. ... † 7:15pm
† 12:53pm Gd. Haven and Intermediate. † 3:12pm
† 5 30pm... Gd. Haven and Milwaukee. 5:27pm

Eastward—No. 16 has Wagner parlor car. No. 29 parlor car. Westward—No 11 parlor car. No. 17 Wagner parlor car.
*Daily. †Except Sunday.
E. H. HUGHES, A. G. P. & T. A.
BEN. FLETCHER, Trav. Pass. Agt.
C. A. JUSTIN, City Pass. Agent.
97 Monroe St. Morton House.

GRAND Rapids & Indiana Railway
Nov. 13, 1898.

Northern Div. Leave Arrive
Trav. C'y, Petoskey & Mack... † 7:45am † 5:15pm
Trav. C'y & Petoskey..... † 2:10pm † 10:45pm
Cadillac accommodation..... † 5:25pm † 10 55am
Petoskey & Mackinaw City... † 1:00pm † 6:35pm
7:45am and 2:10pm trains have parlor cars;
11:0 pm train has sleeping car.

Southern Div. Leave Arrive
Cincinnati..... † 7:10am † 9 45pm
Ft. Wayne..... † 2:10pm † 1 55
Cincinnati..... 7 00am 6:30
For Vicksburg and Chicago... † 11:3 pm 9:1 am
7:10 am train has parlor car to Cincinnati
and parlor car to Chicago; 2:10pm train has
parlor car to Ft. Way e; 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 32am
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 m
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... 9:50am 12:55pm 5 21m
Sunday train leaves Muskegon 5:30pm; ar-
rives Grand Rapids 6:50pm.
†Except Sunday. *Daily.
C. L. LOCKWOOD,
Gen'l Passr. and Ticket Agent.
W. C. BLAKE,
Ticket Agent Union Station.

DULUTH, South Shore and Atlantic
Railway.

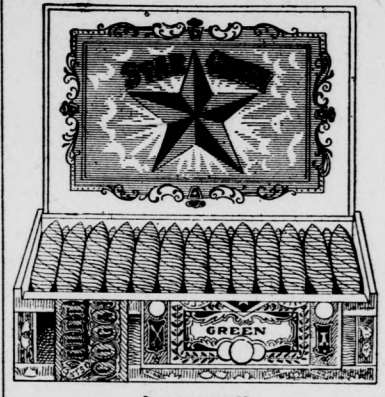
WEST BOUND.
Lv. Grand Rapids (G. R. & L.) † 11:10pm † 7:45am
Lv. Mackinaw City..... 7:35am 4:20pm
Ar. St Ignace..... 9:00am 5:20pm
Ar. Sault Ste. Marie. 12:30pm 9:50pm
Ar. Marquette..... 2:50pm 10:40pm
Ar. Nestoria..... 5:30pm 12:45am
Ar. Duluth..... 8:30am

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

ALWAYS A WINNER!



\$35.00 per M.

H. VAN TONGEREN, Holland, 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"

AMERICAN BEAUTY GINGER SNAPS

Packed in paper barrels of about three pounds each. Twelve barrels to a case.

\$2.40 per case

A NOVELTY!
Sells readily at 25 cents per barrel.

NATIONAL BISCUIT CO.
GRAND RAPIDS, MICH.

HEYMAN COMPANY
GRAND RAPIDS MICH.
SEND FOR CATALOGUE

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

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.

ENGRAVERS BY ALL THE LEADING PROCESSES

PORTRAITS, BUILDINGS, MACHINERY, STATIONERY HEADINGS, EVERYTHING.

HALF-TONE ZINC-ETCHING WOOD ENGRAVING

TRADESMAN COMPANY
GRAND RAPIDS, MICHIGAN.

Let Us Open Your Eyes! We Can Do It!

Your are going it blind if you are using antiquated methods of handling your merchandise.

You actually do lose your profits. You are just sort of a convenient agent for the wholesaler who gets the profit, and your customer finishes the contract by taking **your** goods.

Now we are talking facts. It's your own fault. You can save every cent of the profits if you will!

The **MONEY WEIGHT SYSTEM** will save this for you; try it and see.

Scales sold on easy payments.

The Computing Scale Co.,
Dayton, Ohio.



Epp's Cocoa

Upon tests made by the Dairy and Food Department of the State of Michigan EPP'S COCOA is an article of food to be used with favor. By a patent process the oil of the Cocoa Bean, being the life of Cocoa, instead of being extracted (as in most brands of Cocoa), is retained. It is the most nutritious and palatable, and especially recommended to persons with weak stomachs.

STANDARD OIL CO.

DEALERS IN

ILLUMINATING AND LUBRICATING

OILS

NAPHTHA AND GASOLINES

Office and Works, BUTTERWORTH AVE.,

GRAND RAPIDS, MICH.

Bulk works at Grand Rapids, Muskegon, Manistee, Cadillac, Big Rapids, Grand Haven, Traverse City, Ludington, Allegan, Howard City, Petoskey, Reed City, Fremont, Hart, Whitehall, Holland and Fennville

Highest Price Paid for Empty Carbon and Gasoline Barrels.