

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Volume XVI.

GRAND RAPIDS, WEDNESDAY, FEBRUARY 8, 1899.

Number 803

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.

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.

WORLD'S BEST

S.C.W.

50. CIGAR. ALL JOBBERS AND
G. J. JOHNSON CIGAR CO.
GRAND RAPIDS, MICH.

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.

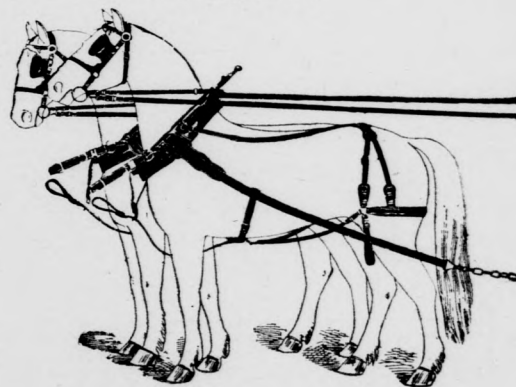
BROWN & SEHLER

WEST BRIDGE ST.,
GRAND RAPIDS, MICH.

Mrs. 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.



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

Small Expenditures

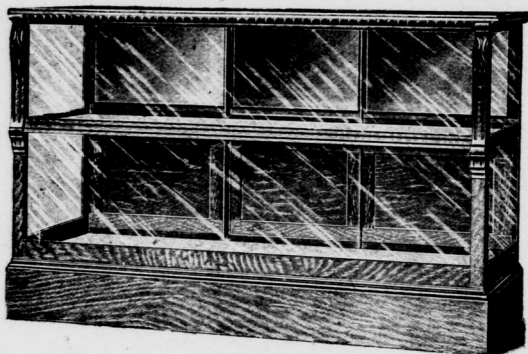
when rightly directed, usually bring large returns, and this is why we always advise our customers to creep before they endeavor to walk, and walk before they attempt to run. It is very much safer.

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.

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.

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.

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, Oshtemo, Big Rapids, Grand Haven, Traverse City, Ludington, Allegan, Howard City, Petoskey, Reed City, Fremont, Hesperia, Whitehall, Holland and Fennville

Highest Price Paid for Empty Carbon and Gasoline Barrels.

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.

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 Egr Register tells the merchant his daily transactions. New price \$25.00, with 12,000 five-inch bills. Blank paper for two copies and ink roll. Address,

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

Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids

MICHIGAN TRADESMAN

Volume XVI.

GRAND RAPIDS, WEDNESDAY, FEBRUARY 8, 1899.

Number 803

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 08
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 17 to 21, inclusive. Winter Overcoats and Ulsters still on hand.



We have BRANCH OFFICES and connections in every village and city in the United States and in all foreign business centers, and handle all kinds of claims with despatch and economy.



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.

Widdicombe Bld'g. Grand Rapids, Mich.
Books arranged with trade classification of names.
Collections made everywhere. Write for particulars.
L. P. WITZLEBEN Manager.

Tradesman Coupons Save Trouble.
Save Money.
Save Time.

THE POWER OF THE SPEAKER.

The information from Washington that the Nicaragua canal bill will meet with the determined opposition of Speaker Reed when it comes before the House is not only discouraging news to the friends of that measure but calls attention to certain conditions in the House that demand serious consideration by the general public of the country.

In the various branches, as found at Washington, of this big and busy Government, the most striking contrast, amounting, under the original theory of the constitution, to an inconsistency, is presented in the positions occupied by the presiding officers of the two Houses in their respective spheres of action.

It was originally contemplated that with the Vice-President and the Speaker of the House should act as presiding officers only, after the model of the British Parliament. In the case of the President of the Senate this theory has been too strictly adhered to, possibly. The Vice-President, who presides over the Senate, has been reduced to a mere figurehead. He has been practically deprived of all power. The lordly Senators allow him only the empty title of presiding officer. They organize their own committees, make their own rules, are sticklers for "senatorial courtesies" and have reduced the President of the Senate to a condition of hopeless and innocuous desuetude.

On the other hand, the House, coming fresh from the people and supposed to be the democratic body of Congress, has permitted itself to be gradually subjected to the dominion of a czar! The Speaker appoints the committees, elects their chairmen, chooses the little Committee on Rules that maps out the work and methods of the House, becomes chairman and dominating force of this Committee and, in fact, practically controls the legislation of the House.

If this one-man power, therefore, opposes a great public measure it is almost impossible to enact it into law. If Mr. Reed fights the Nicaragua canal it is a serious menace to the accomplishment of that great work. It would be an outrage to see the will of the people thwarted by the Speaker of the House.

Will the people continue longer to submit to conditions in Congress that reduce their Vice-President to a nonentity while clothing the Speaker with despotic power and affording him the opportunity to nullify the will of the Nation?

The only means of relief is to insist upon their representatives rebelling against rules that bring about such a state of affairs and demand of them that they shall cease to be driven like so many sheep! We want no "one-man power" anywhere in this country.

It would never do in the world for three great nations to become involved in war over three such islands as compose the Samoan group. It would bring war down from the sublime to the ridiculous.

When the President of the United States sits at a dinner table, even as the host, and there are ladies present, he is always served first as is the custom among European rulers. Unlike some of them, however, the President always waits until everybody is served before beginning to eat.

At a recent millinery sale in a big Chicago department store placards were displayed with the legend: "Not a Song Bird Hat in Stock." So much for the work of the Audubon Society.

Five hundred peddlers, comprising almost all there are in Boston, have formed an organization, under the name of the Boston Citizens Peddlers' Association, to protect their rights.

A bill passed by the Arkansas Legislature relieves husbands from liability for ante-nuptial debts of wives, unless there is an express contract otherwise.

The utilization of the grain elevator waste for sheep and cattle food has given rise to a new industry in the Northwest. The waste brings \$7 a ton.

Judging from the tongue and pen exercises of General Egan, his character appears to be vitriolic enough to spoil anything he might furnish the army.

A man in politics must have plenty of push before he can be credited with having a pull.

The man who never gives a friend a bad cigar is a man above the average.

A man who has no mind is not liable to change his mind on any subject.

Movement of the California Orange Crop.

Los Angeles, Feb. 6.—Oranges are now moving East at the rate of about 100 carloads per day. As the picking goes on, it becomes evident that the crop has been overestimated. A conservative estimate now is that it will amount to about 10,000 cars. A recent high north wind damaged the fruit a good deal. In some localities about 25 per cent. was either destroyed or damaged so badly that it can not be shipped at the full rate of freight.

If the railroads will make a concession, reducing the freight to 50 cents per box, as it has sometimes done before, this damaged fruit can be sent East and still marketed at a slight profit. Much of this fruit has not really been injured, but merely damaged in appearance by having been rubbed by limbs and twigs.

The opening of the California & Oriental Steamship Line from San Diego to the Orient is likely to make a big difference to the orange industry of Southern California. Heretofore the cars which have carried the orange crop to the Eastern market have returned to this coast empty. This has increased the cost of transportation and has been one reason for the high freight rates.

A number of new labor saving devices in use this year are making it possible to box the orange crop more rapidly than hitherto. It is now brushed and graded by machinery. A new invention for grading lemons, which has heretofore been done entirely by hand, is said to work with perfect success.

The Meanest Word in the English Language.

"If I had my way," remarked a local wholesale merchant the other day, "there is one word in the English language that I would entirely eliminate. I would yank it out and put a charge of dynamite under it and blow it into fragments. Then I would bury the pieces and put a two-ton slab of granite over the grave." "Has some girl been saying 'No' to you?" asked the facetious man with the pipe. "I would have no grudge against the world if she had," answered the jobber. "'No' is a straightforward, honest word that commands respect, however much it may thwart us at times." "Some of the slang words that become popular are excessively annoying," suggested the man with the pipe. "It's not a slang word," was the answer. "It's a word in good and regular standing and always has been. It is not a word that is often misused either. But it is an underhanded, roundabout, deceitful combination of three letters."

"What is the word?" the other demanded. "But," was the prompt answer. "Just the contrary, intrusive little word 'but.' It's always getting in the way and interfering with a man's plans without showing any of the boldness that commends other words to us even when they do us a bad turn. Take it when a man proposes. If the girl says 'no' he may be pretty badly broken up, but he has no feeling of resentment against the word. But if she says, 'Mr. Jones, I esteem you very highly; I may say that I have a deep affection for you, but—why, he instantly has a strong desire to get an ax and chop the word out of the dictionary. 'But' is the word that stands between me and success; that always has stood there. I once had a chance to make a deal that would have netted me a large sum of money, but it required more of a preliminary outlay than I could provide. I stated my needs to a friend with cash and after due consideration he said: 'My boy, you know how high a regard I have for you and how much I would like to help you out in this matter, but—' and there I was again! Another time I wrote a story and sent it to a magazine. The editor held it up for about two months and then sent it back with a personal letter in which he said that 'the story was one of great merit, having an excellent idea underlying it and being well told, but—' same old thing, you see. If he had merely said he could not use the story I would have had no grudge against the word. Again, a rich uncle came to see me just about Christmastime one year, and before leaving he remarked: 'By the way, I intended to bring you a check for \$100 as a sort of reminder of the season, but—I tell you, the meanest, most disappointing word in this language is spelled b-u-t.' There was a silence when he ceased speaking. The other seemed to be buried in thought. Then he roused and said: 'I guess that's right.'"

Old age brings experience and some kinds of experience bring old age.

Dry Goods

The Dry Goods Market.

Staple Cottons—Buyers desiring to place orders for staple cottons are at last showing signs of considerable uneasiness. They have been shopping, testing prices and the trade, and are unable to find concessions in any direction. Offers for large contracts for future delivery at present prices have in a number of cases been turned down with scant courtesy. There has been no change at the present writing in the prices of staples to any extent, beyond denims and drills, but the tone is exceptionally firm, and the jobbers' stocks are growing smaller daily. When they begin to make their purchases again, it will have a still further hardening effect.

Prints and Ginghams—There has been quite a noticeable increase in the business in printed goods, both in the houses and by mail. There are a larger number of the higher fancy calicoes in the orders of late, and prices are firm.

Dress Goods—We are unable to report any important developments in the dress goods situation. Business is fully up to the standard of the previous week, and some houses are able to report a better run of orders than at last writing. Fancies and novelty goods still have a strong hold on the ordering. Serges have not been far astern, some agents reporting a particularly good business thereon. Good orders are also reported on ladies' broadcloths, suitings, Henriettas, mobair goods, and twilled flannels, etc. Deliveries on previous orders are being made as rapidly as possible. Crepon effects are the subject of some very fair orders. Of course, speculation is aroused as regards the fall season and the fabrics that may be counted on as good sellers. The lightning-like changes in fashion's freaks as regards ladies' wear goods are such that the best judges are liable to be astray in their forecasts. Mobair fabrics, or such as mobair is a component part of, are expected to figure in the fall business in a prominent way. Crepons with crinkled effects are also counted on as sure to be well up in the running, if the consensus of opinion of dress goods people counts for anything. Cheviots will also figure, it is believed, in the fall ordering, and not a few have good faith in chenille effects. Cloakings are attracting some very fair orders, appearances pointing to a better business than was done a week ago. Venetians have proven good sellers; covert cloths have also been a center of interest. Fine and medium-priced goods meet with the most favor, although the cheaper lines are not neglected.

Blankets—Very little can be said as regards blankets, the situation not having developed to any extent. White goods do not appear to have figured in any orders to speak of. The lines are not yet all opened, and agents who have delayed their formal opening do not see that they have been losers thereby; some moderate orders have been taken on grays.

Knit Goods—The great feature of the knit goods market during the past week has been the conditions under which business in fleeced lined goods has been done. Fleeced lines stand at the head of business to-day, and yet prices have been broken in all directions. Four dollar goods have been sold at \$3.50, and even \$3, and other grades in proportion. The demand has been exceptionally good for several weeks, but

there has been more competition this year than ever before; buyers, on account of the existing circumstances, do not know what to do. They feel, if they place an order anywhere, they might have got it on a lower-priced basis if they had gone somewhere else, consequently no matter what amount of business has been done, there is necessarily much yet to come. Even particularly fine grades of fleeced goods are being unloaded on the market at ridiculously low prices. Manufacturers seem to have become panic stricken, and want to unload at all hazards. There have been a large number of buyers in the market, and, of course, they are using every effort to continue the bear-like conditions. The cut in prices is made without the slightest regard to the cost of the goods, seemingly, and where it will end no one can say.

Hosiery—Last week saw the first openings of woolen hosiery, and some of the salesmen have started on the road. The opening, however, has not been general, and a number of the agents are holding back for another week. Prices are a trifle lower than last season, although some agents claim that they are getting slight advances. The situation, however, will have become more settled by another week. Cotton hosiery is seeing quite an excellent reorder demand, but largely for staples, and in these staples there is a growing tendency toward better grades.

Spring Styles in Hats.

From the Millinery Trade Review.

In the creation of their new spring models milliners are principally making use of hat shapes in preference to toques and capotes. True, in many cases they partake slightly of the one or the other; there are hats with narrow brims nearly akin to the turban toques, while others having well-defined ears might almost be classed as capotes. Regular hat forms chosen as foundations for very dressy models have the opening of the crowns wide, so that they shall fit well down on the head, the top of the crown shelving generally toward the back, whether the brim be turned up or bent down over the brow. Both styles promise to be equally fashionable, choice to be left to the wearer, who would naturally give her preference to the one which would suit her better. So far as any information has gone, it inclines to consider as doubtful whether the much-talked of reaction in favor of the broad brims will take effect until much later in the season. Picture hats will be made and worn for special occasions during the spring, but it will not be before the summer that they will become at all general. In the meanwhile, the advantage will be on the side of brims of medium widths and wider in front and at the sides than at the back for those turned up in front or at the side. Many of those bent down in front have a similar bend at the back. The shapes that come nearest to toques (to which this name is given by some milliners, although the majority prefer the generic appellation of hat) are nearly circular and slightly curved up or trimmed to give this effect.

How to Manage Customers.

When the clerk, whom we will presume is a person of average discernment, sees that the customer is inclined to look with some favor and approval upon the goods, or is vacillating between hunting somewhere else for the desired article or buying it there, then let him get in some of his fine work. Give some interesting points, if any can possibly be found about the goods. Mention some characteristic peculiar to them which will concentrate the customer's attention upon them. Some interesting detail about their manufacture will often do this quite satisfactorily, win the confidence of the purchaser, make the sale, and be the means of attaching him permanently to the clientele of the store.

Tendency To Plainness in Business Handwriting.

From the Office Magazine.

The tendency in business handwriting the last few years is in the direction of the plain and practical rather than toward, the ornate or the copper-plate copy book style. It has been clearly demonstrated that the legibility of a very commonplace, straightforward, clean handwriting is far greater than the legibility of matter written in conventional copy-book style. Many of the schools are teaching at the present time what is called the vertical system of handwriting, and a very business-like, utilitarian system it is. The change in penmanship which distinguishes the body of books of accounts and business correspondence is also gradually affecting business signatures. There are found to-day less involved and ornate business signatures than were current a short time ago. At first it might be supposed that a very plain and legible business signature would be one easy to

imitate and, therefore, one which would really invite attempts at forgery. Quite the reverse is the case, as has been demonstrated by the expert testimony of many eminent penmen. A signature scarcely legible and composed of many flourishes and bold strokes is far easier to imitate than one that is straightforward, legible and which has an individuality of its own in every stroke. This individuality, by the way, is there, although the casual observer may not perceive it. When it comes to forgery trials it is clearly demonstrated that the plain signatures are those that are proof against successful imitation, while the involved signatures are those offering the greatest facility to those who would imitate them to their pecuniary advantage.

Never be ashamed to work—even if you have to work some other fellow.

Never sit in a draught. If you do a doctor will be the one to cash it.

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.

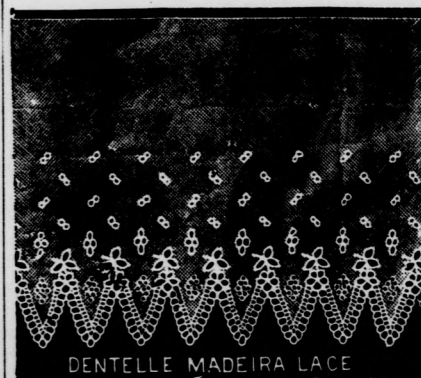
500 pieces of new Percales, 32 and 36 inch goods, all new patterns.

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.

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.

Industrial Economics As Affected by Combination.

Written for the TRADESMAN.

There is no other subject at the present moment in which all classes are more interested, whether they appreciate the fact or not. Industrial combination, so far as it has been tested, has shown wonderful economic results, and promises even greater things for the future. Experience in this direction goes far to establish a reasonable hypothesis that there is a great economic principle underlying combined effort. Civilized human industry is just entering upon new and untried plans of activity and the discussion of a subject whose province lies almost wholly in the future must, of necessity, be of a more or less hypothetical nature.

Evolution proceeds from the simple to the complex, in economics as well as in nature, and growth and development implies a dying or casting off of the old, and death involves more or less of pain and suffering. Every stage of economic advancement in the past has been marked by more or less discomfort, and rarely ever has any intelligent attempt been made to lessen the painful effects. Every effort seems to have been characterized by the most narrow and selfish motives. Much of this inconvenience may have been entirely unnecessary and a humanitarian instinct ought to prompt an investigation for relief.

Nature, in her processes of evolution, follows natural laws unless obstructed in her movements. When no obstruction intervenes little inconvenience, suffering or deformity occurs. May we not find a lesson in this that may be applicable to the evolution of economics?

Economical industry is largely artificial—that is, it is devised and operated by the ingenuity of man; therefore it devolves upon the ingenuity of man to devise and develop his industrial economics along the lines that will cause the least pain and inconvenience.

It being conceded that combination contributes to economy in production as well as in distribution, let us follow the logical sequence by hypothetical stages:

We will suppose that each branch of industry or property interest is united in a separate combination calculated to perpetuate itself and to contribute to its exclusive advantages. We will then have: 1, a combination of the owners of real property; 2, of the various mining interests; 3, of the agricultural interests; 4, of each separate branch of the manufacturing interests; 5, of the carrying trades or transportation interests; 6, of the various divisions of employed labor or labor seeking employment; 7, of the jobbing trades; 8, of the retail trades or distributing interests, and 9, of the various classes of consumers.

Let us suppose that each of these separate combinations is perfect in all its appointments and embraces every possible unit of interest relative thereto. It is obvious that great economical saving would result, to the advantage of the members of the particular combination, entirely eliminating competition among themselves. It is also obvious that such a combination might be managed to the positive disadvantage of the individuals outside of its paternal influence. These individuals being also members of other combinations devised for the protection of their several interests, a conflict would be at once imminent among the combinations whose members adjudged their interests at stake, which, reacting upon the individuals composing the combi-

nations, might prove as disastrous as individual competition itself—probably the results would be more intensified, because of the large number of individuals who would be unavoidably carried down, together with the ruin of the combination to which they belonged.

Governmental supervision has been suggested as a possible preventive of danger from any anticipated complication—that is, the government is to referee the fight, enforcing the rules and preventing any "fouls" or blows below the belt, and to protect the spectators from injury. In other words, there would be required two sets of overseers to each set of workmen, one employed by the individual combination to look after its interests and one employed by the whole people or aggregation of combinations to look after the interests of each as opposed to the interests of the particular combination being supervised. Of course, if the economic saving resulting from the operation of the combination under governmental supervision should justify the additional expense of double supervision so as to result to the economic benefit of the consumer as well as of the members of the combination, well and good. But it does appear like a peculiar economic freak that would dictate the policy of contracting with a man to boss a piece of work and then hiring another man to boss him. It would appear that the man who is capable of bossing the boss ought to be capable of bossing the job directly.

There have been incidents in connection with municipal and governmental supervision, in the past, in which the supervisors have been accused of accepting perquisites from the supervised, in addition to their governmental pay; and we have as yet no guarantee that future supervisors will be any more conscientious so long as the temptation to make use of such methods has not been removed. History has fallen into the disagreeable and inconvenient habit of repeating itself.

If it is sought to remove this temptation by fixing extreme and unusual penalties there is no satisfactory or conclusive reason that this would prove prohibitive or effective. Men have taken the risk of capital punishment for very small reward, and many have escaped well-merited punishment by the assistance of money and influence, and the compounding of felony to recover part of a loss by theft or robbery is of frequent occurrence. Very wealthy men might be selected for this supervisory duty and enormous salaries might be paid to place them beyond the temptation of favoritism for consideration; but this would detract somewhat from the economic results sought to be attained by combination, and besides the natural tendency of human nature admonishes us that the more wealth a man possesses the more anxious is he to accumulate more.

Come to think of it, an honest man would doubtless fill the bill in a highly satisfactory manner; but, unfortunately, Diogenes and his lantern have long since passed into innocuous desuetude and we have been searching in the dark ever since. Those who have lived in the world the longest appear to be of the opinion that an honest man is one who has met and vanquished every temptation to be otherwise, and that he does not reach that victorious state of perfection until his extremities point upward toward the daisies; and even then his tombstone continues silently to perpetuate a delusion. A man in this state

of perfection is scarcely watchful enough to supervise a modern trust in the interest of a suffering public. Corporations, being soulless, are not superstitious and the even tenor of their devious ways is not in any way disturbed by the "spirits of just men made perfect."

It would seem that any plan that would embrace, among other practical and desirable features, the elimination of the temptation to "boodle" would be better, from an economic as well as from a moral point of view, than an expensive system of espionage which at best would likely prove extremely annoying and exasperatingly unsatisfactory.

Conceded that combination is satisfactory from an economic point of view, that governmental supervision and control of such combination are a positive necessity in order to protect the public from its rapacious tendencies, that the "spanking" prerogative of the governmental paternalism is perfectly proper and legitimate; then only one more logical step remains to be taken to remove all "boodle" temptation, eliminate all competition so-called, between what are now conflicting interests—that exasperating condition sought to be evaded by combination—and reduce to a minimum the expense of production, distribution, poverty and deprivative suffering and make good little boys and girls of Uncle Sam's entire progeny, both lineal and adopted, and that is to consolidate all these combinations and conflicting interests into one immense trust under governmental ownership and control, thereby recognizing the heart and soul of governmental paternalism, as well as the sterner prerogatives of censorship and the "tanning" exercise already conceded. Paternalism ought to be

kinder and more solicitous than guardianship. If government can successfully assume one of these duties it is more capable of performing the other, because the objects of evasion and the incentives to resistance would be entirely removed in the latter case.

J. M. BANKER.

Beware of the man who smiles when he is angry; he is likely to be dangerous. And beware of the man who looks glum when he is glad; he is probably a humorist.

See Our Line of Wall Papers

We are the only jobbers in Michigan who represent **The Leading Wall Paper Factories of the United States**. Prices, terms and discounts GUARANTEED to be identically the same as factory we represent.

IT WILL BE TO YOUR INTEREST

to see our samples if you have not purchased your spring stock, or if you need any particular grade to replenish your stock. SAMPLES UPON APPLICATION.

HEYSTEK & CANFIELD CO.
Grand Rapids, Mich.

Are You Anxious



To increase your trade? Are you anxious to secure the better patronage of your community? If so, our advice to you is to handle the best line of **Spices, Baking Powders and Extracts**. Of course, we refer to goods manufactured by the leading house in that line in Michigan.

Northrop, Robertson & Carrier,
Lansing, Mich.

Chocolate Creams



Our Specialty

Put up in Pails and Boxes
Quality Guaranteed

Be sure and specify our goods in ordering through your jobber.

GRAND RAPIDS CANDY CO., GRAND RAPIDS

Around the State

Movements of Merchants.

Hemlock—Wm. Bohl, grocer, has sold out to Thos. Madden.

Bath—J. McGrath succeeds Wm. H. Joy in the drug business.

Alma—Huff & Frisbie succeed Parker & Huff in the meat business.

Clare—Sarah J. DeFoe has sold her grocery stock to Henry W. Pierce.

North Adams—G. A. Lynch, general dealer, has sold out to B. I. Lynch.

St. Charles—Asa T. Sanderson has sold his hardware stock to Downing & Son.

Center Lake—E. A. Fox has purchased the drug stock of Henry Ogletree.

Hopkins Station—C. H. Wharton, meat dealer, has sold out to E. S. Rockwell.

Ann Arbor—Charles A. Sauer & Co. have engaged in the retail lumber business.

Sherwood—R. F. Watkins & Son, general dealers, have removed to Union City.

Owosso—Wicking & Storer have opened a branch clothing store at Durand.

Layton Corners—Weinzierl Bros. succeed Weinzierl & Schneider in general trade.

Mt. Pleasant—Chas. E. Hight has purchased the jewelry stock of Thos. R. Smith.

Escanaba—L. N. Schemmel will open a hardware store within the next two months.

Rochester—H. J. Winans & Co. have purchased the hardware stock of Frank H. Burr.

Olivet—Ray E. Stevens, of Bellevue, has purchased the grocery stock of A. C. Shaliar.

Marlette—The Thompson Hardware Co., not incorporated, succeeds Stroebel Bros. & Co.

Byron—F. J. Stocken succeeds Morgan & Muringhan in the grocery and meat business.

Benton Harbor—Edgumbe & Sons have embarked in the grocery and wall paper business.

Mecosta—Samuel Lightstone has sold his grocery stock out at auction and retired from trade.

Marquette—Kassell Osbinsky has sold his dry goods and grocery stock to D. Seidenfeld & Co.

Deckerville—Chas. Clement and Geo. Harvey have purchased the hardware stock of Carter & Co.

Olivet—Alex. McWilliams will shortly engage in the agricultural implement business at this place.

Fountain—Reek & Son have purchased the general merchandise and drug stock of O. A. Eaton.

Sturgis—W. H. Conger, of Benton Harbor, has engaged in the furniture and hardware business here.

Port Huron—The annual banquet of the Port Huron Grocers and Butchers' Association will be held Feb. 23.

Lowell—The meat firm of Terwilliger & McNaughton has dissolved, the latter partner retiring from the business.

Coldwater—B. F. Whitnall has closed out his whip and glove stock to McNaughton & Duguid, of Ray, Ind.

Buchanan—D. L. Boardman, dealer in dry goods and groceries, has sold his grocery stock to G. E. Smith & Co.

Armada—Wm. H. Neeper has sold his furniture stock and undertaking business to Edward D. Arnold, retaining his musical instrument stock.

Coral—E. W. Bolio & Co. have removed a drug stock from Detroit to this place and engaged in the drug business here.

Middleville—A. W. Myers has sold his meat market to Chase Bros., who will continue the business at the same location.

Benton Harbor—C. J. Peck has merged his furniture and carpet business into a company, under the style of C. J. Peck & Co.

Montrose—H. H. Chatters, of Flushing, has taken possession of the general merchandise stock of C. Ebenbeck by virtue of a chattel mortgage.

Buttersville—Butters & Peters have closed their supply store here and removed the stock to Stetson, where they will conduct a general store.

Marlette—The Marlette Mercantile Co., which conducts a general store here and at Reese, is succeeded at the latter place by W. Ronall & Co.

Muskegon—The Towner Hardware Co. has moved the stock in the store of the Alberts Hardware Co. to its own store and consolidated it with its own stock.

Kalamazoo—The old Chicago store building on East Main street is being refitted by Frank Flantz for a wholesale paper house, which A. Stern will shortly open.

Kalkaska—The Chicago Shoe Co., which has several branch stores in Michigan, has put in a full line of goods at this place, with L. J. Stewart as manager.

Union City—Henry Seymour has disposed of his grocery stock to R. F. Watkins, of Sherwood, taking in payment therefor a brick store building at the latter place.

Montague—Rosen Bros. are packing their clothing stock preparatory for shipment to Negaunee, where the stock will be added to the dry goods stock recently purchased at that place.

Kalkaska—Alf. H. Sack has purchased the interest of Albert Arnold in the meat firm of Cummings & Arnold. The business will be conducted under the style of Cummings & Sack.

Port Huron—Theo. Marsden, who has had charge of the commission business of Everts & Co. and, later, of Ward & Co., expects to re-engage in the business on his own account shortly.

Owosso—The Bee Hive stock of goods has been purchased by Harry Hooper on chattel mortgage sale, the consideration being \$1,350. He will increase the stock and continue the business.

Shelby—C. W. Fisher has made arrangements to erect a two-story brick store building on the site of his present building in the spring. The new structure will be occupied by his drug stock.

Big Rapids—Dan Hamilton, of the firm of Brackney & Hamilton, has sold his interest to his partner, M. M. Brackney, who will continue the boot and shoe business established by the firm.

Escanaba—Bert Ellsworth has moved his drug stock into his new store building, which he claims to be the best arranged and most completely equipped establishment of the kind in the Upper Peninsula.

Lansing—Mrs. Etta Glicman, whose creditors tried unsuccessfully to force her into bankruptcy, has filed in the United States Court a petition for an order allowing her \$18,717 damages, loss and costs. She alleges \$10,000 damages for depreciation of her stock while it was in the marshal's hands, and \$5,000 for injured credit.

Whitehall—A new boot and shoe stock has been opened up in the store building recently occupied by the shoe stock of J. T. Moore. The proprietors are A. W. Veal, a former resident of this place, and Jos. Hazeltine.

Pontiac—The Pontiac Cold Storage Co. has recently been organized with a capital stock of \$5,000, of which \$1,500 is paid in. The incorporators are E. C. Woodward, B. V. Woodward, Lorenzo Woodward and Eli Byron.

Marcellus—King & Fisher, who recently purchased the furniture business of Jones & Reynolds, at Cassopolis, will not both remove to that place, one remaining in charge of the furniture and undertaking business at this place.

Ironwood—F. H. Kearney, R. T. Kearney and F. J. Alexander have incorporated as the F. H. Kearney Co. to carry on the grain and grocery business. The corporation has a capital stock of \$10,000, of which \$7,000 is paid in.

Woodland—C. B. Carpenter has purchased the interest of H. C. Carpenter in the hardware firm of H. C. Carpenter & Son, dealers in hardware at this place and at Lake Odessa, and the firm will hereafter be known as Carpenter Bros.

St. Johns—Geo. H. Chapman, traveling representative for the dry goods house of D. M. Christian, of Owosso, has purchased the dry goods stock of H. L. Kendrick. Mr. Chapman has the reputation of being an expert window dresser.

West Bay City—Jos. Bradshaw, grocer and fisherman, was recently thrown from a wagon on his return from his nets on the Bay and badly injured. His left forearm was broken and he received severe injuries about the head and shoulders.

Detroit—Harry C. Watson & Co. has filed articles of incorporation, noting a capital stock of \$5,000. Stockholders, James Swan, 100 shares; George H. M. Watson and Hiram B. Sackett, each one share. The company will conduct a retail drug business on Grand River avenue.

Cadillac—The shoe house of C. A. Olsen & Co. has ceased to exist, having been consolidated with A. F. Anderson under the style of the A. F. Anderson Shoe Co. The new firm will be actively managed by C. A. Olsen, while Mr. Anderson will give his personal attention to his lumber business.

Detroit—Joseph Noak keeps a store at 911 Riopelle street. He alleges that he incurred the enmity of Rose Chojnacki and that she attempted to ruin his business. In his suit for \$5,000 damages for slander he testified that she stood in front of his store and told prospective customers that he sold poor goods and that his eggs were rotten. A jury in Judge Donovan's court gave him a verdict of six cents.

Montague—L. G. Ripley, who has been engaged in the drug business here for the past twenty-six years, has sold his stock to C. F. and M. W. Hoffman, who will continue the business under the style of Hoffman Bros. The purchasers also conduct a drug store at Jackson. C. F. Hoffman will remove to this place and assume the active management of the business, while M. W. Hoffman will remain in charge of the business at the Central City.

Manufacturing Matters.

Albion—John Groff has sold his interest in Groff Bros.' lumber yard to Fred Herrck.

Middleville—The Cold Springs Creamery Co. has declared a dividend of 29 per cent.

Highland Park—Menzie & Crawford succeed the McAlpine Shoe Co. in the manufacture of shoes.

Onaway—Kelly & Williams have been succeeded by Williams & Van Houten in the lumber business.

Detroit—Thos. C. Ouellette, cigar manufacturer, is succeeded by the Ouellette-Stevenson Cigar Co.

Gladstone—The Northwestern Cooperage & Lumber Co. has been incorporated with a capital stock of \$480,000.

Durand—Leonard & Lawrence have begun the manufacture of the Common Sense harrow at the factory of the Durand Manufacturing Co.

Port Huron—Stock to the amount of \$20,000 has been subscribed for the organization of a company for the manufacture of agricultural implements. The promoters are Carleton & Cole, machinery and vessel supply dealers at this place.

Bellaire—Henry Richardi has purchased the machinery in the woodenware factory of C. L. Cleveland, at Stover, and placed it in his planing mill here. A. C. Tiffany and James Dickinson have leased the mill and will manufacture the lines of articles made by Mr. Cleveland and also those formerly made in the mill by Wilcox Bros.

Standish—At a recent meeting of the business men and citizens of this place, it was decided to ask the village council to pay the new furniture factory which is considering the idea of locating here \$1,000 per year for ten years for furnishing a water supply for the village as an inducement to come here. The factory will employ from 100 to 200 men the year around.

Detroit—Articles of incorporation have been filed in the County Clerk's office by the Meyer-Mathauer Glass Co., which has been formed to make and sell the Meyer patent fruit jar and jar fastener. The capital stock is \$10,000, of which \$6,020 is paid in. The incorporators are Ernst R. Meyer and Frank P. Mathauer, 275 shares each; Herman Klage, 20 shares; Frederick Raschmann, Hugo Mathauer and Antoinette Voelkel, 10 shares each; W. Eckert, 2 shares. All of these are of Detroit. There are 398 shares held as treasury stock.

Jackson Gittings.

Jackson, Feb. 7—B. S. Mosher has leased the Main street building formerly occupied by the Jackson Corset Co. and will remove his grocery stock to it as soon as it is remodeled, which will be done immediately.

J. S. Harrington will add clothing to his stock of men's furnishing goods about March 1.

The Froelk Furniture Co. will close business in its present quarters next Tuesday. The stock will be moved to another location not yet decided upon.

E. D. Hamilton is moving his stock of groceries to the corner store in the Steele block.

C. B. Farnham is having the store at 117 East Main street fitted up for his new clothing store.

Few Bell Stockholders in Michigan.

Detroit, Feb. 7—The Northern Trust Co., of Chicago, which acted for the Erie management in purchasing control of the stock of the Michigan Telephone Co., states that only 1,000 shares of stock were furnished by Michigan stockholders, the rest, 11,501 shares, coming from stockholders residing outside of the State. This leaves about 200 stockholders in Michigan. An opportunity was given the American Bell Telephone Co. to sell its holdings, but it declined to consider the offer. The Western Union Co. owns 2,000 shares through its representative, Col. Robert C. Clowery, Vice-President.

Grand Rapids Gossip

The Grocery Market.

Sugars—Raw sugars rule quiet, but are firmly held. The last sale was made on a basis of 4.31 for 96 deg. test. Importers are holding what little stock they have at 4 $\frac{3}{4}$ c, but refiners do not seem willing to pay this. There is really not enough raw sugar held in New York to make a market, the last published statement showing but 66 tons in importers' hands. Refiners seem to be depending almost entirely upon their own importations for their requirements, and, therefore, the foreign raw sugar market can be watched with interest at present. Sales have been made recently in Cuba at 2 $\frac{3}{4}$ c C. A. F., equal to 4.31c, duty paid. The Cuban crop is estimated to be about 400,000 tons. London cables report February beet at $\frac{3}{4}$ d off. The market for refined is reported steady, with all concessions and guarantees withdrawn. Refiners are apparently busy filling orders on old contracts. The Howell refineries have again shut down and their sugars are practically out of the market, their list being $\frac{1}{8}$ c above the other refiners.

Coffee—Actual coffee is very firm and in good demand. Smaller receipts give an improved tone to the market. Mocba is higher to arrive. Maracaibos and Javas are firmer at unchanged prices.

Canned Goods—There has been a good demand for future tomatoes and it is reported that 90 per cent. of the prospective Indiana pack is already sold. Such packers as are offering are now holding at 2 $\frac{1}{2}$ c above opening prices. Future corn is selling well and prices are firmly maintained. The demand for spot goods of all kinds is fair and is not confined to any one article, but consists of a little of almost everything in the list, showing that stocks are well distributed and that there is no surplus in the hands of dealers. Sardines are firm at an advance of 2 $\frac{1}{2}$ c on the entire line.

Dried Fruits—Advices from New York report the demand for currants as slow and prices in buyers' favor. No import orders are being placed, as the New York price now shows a loss as compared with the Grecian market. Raisins are unchanged. Prunes are reported as firmer on the Coast and higher prices are anticipated.

Rice—The market on the better grades is held very firm. Some concessions are being made on medium and low grades, which are in fair supply. Fancy new crop Japan for prompt shipment is about cleaned up and nothing is now being offered for shipment before March.

Molasses and Syrups—The market in New Orleans is firm, with good goods scarce and receipts consisting mostly of the lower grades. These grades have not shown the decline anticipated, as there has been a good demand from distillers and exporters. Corn syrups are in good demand at practically unchanged prices.

Spices—Shot pepper has been advanced a fraction of a cent, owing to the higher values placed on pepper by the growers. Ginger is also reported to be advancing in the New York market, although no local change has been recorded.

Cereals—The report of a combine among the cereal millers has had the effect of strengthening the market. The capital of the proposed company is to be \$33,000,000 and the promoters claim to have control, by purchase or lease, of

mills that are now turning out 97 per cent. of the output of the United States.

Provisions—The provision market has been very active and firm during the past week. Packers who have any stocks of provisions are not anxious to sell, as the market is feeling the effect of the general increase in the demand for all food products.

Salt Fish—It is now said that the affairs of domestic sardines have again gone into the hands of a combination. The market has advanced 10c per case, and is firm at the advance. Part of this is due to the advance in tinplate. The public is out of patience with the sardine people, through having been fooled so often, and will take no stock in the present rumor until the market verifies it. At the same time, one of the most conservative holders last week expressed the opinion that if the present plan went through as projected, the market could be easily pushed up to \$3. Cod is firm and active. Salmon is in a very strong position, and seems sure to advance sooner or later.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at the office of the Michigan Tradesman on Tuesday evening, Feb. 7, Vice-President Barber presided.

The subject of raising a fund for the purpose of exploiting the proposed amendments to the present exemption and garnishment laws was discussed at some length, culminating in the adoption of a resolution, offered by Homer Klap, that the matter be referred to a committee, with full authority to make an arrangement with the Commercial Credit Co. to undertake the collection of the necessary amount. The chairman appointed as such committee Messrs. Lehman, Wagner, Wendorf and Klap. The Secretary introduced the subject of selling soap on the rebate plan and was instructed to correspond with several soap factories and secure their opinion as to the feasibility of that system.

J. Geo. Lehman enquired as to the status of the work undertaken by the committee appointed to meet the Charter Amendment Committee of the Common Council and was informed that satisfactory arrangements had been made.

The violation of the flour agreement by several grocers and the apparent disposition of one of the city mills to enforce the agreement was discussed at considerable length, culminating in the adoption of a resolution, requesting the Trade Interest Committee to take the matter up at once, with a view to coming to some agreement on the subject.

There being no further business, the meeting adjourned.

Comstock & Jones have engaged in the grocery business at the location of their saw and shingle mills, a few miles northwest of Boyne City. The Ball-Barnhart-Putman Co. furnished the stock.

E. N. Shaw has engaged in the hardware business at Newaygo. The Clark-Rutka-Jewell Co. furnished the stock.

Orcutt & Moeller have opened a hardware store at Beulah. The Clark-Rutka-Jewell Co. furnished the stock.

J. H. Spanjer, grocer at 39 Fremont street, has sold his stock to Michael Tansey.

It is no trouble to see that wealth is a curse—as long as the other fellow has it.

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

Take care of the pennies and the dollars will be blown in by your heirs.

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 Baldwins and Greenings and \$4.50 for Spys and Kings.

Beans—Handlers pay 50@75c for unpicked, holding city picked mediums at 85@90c.

Beets—25c per bu.

Butter—Factory creamery is held at 18@19c, but the demand is anything but active. Roll and print goods in dairy grades are coming in freely and are moved on the basis of 10@12c. Most of the stock is very white in color.

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

Carrots—20c per bu.

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

Cranberries—The market is weaker and prices are lower. Cape Cods command \$7 per bbl., Wisconsin fetch \$6 and Jerseys are slow sale at \$5.50

Cucumbers—Hothouse stock commands \$1 per doz

Eggs—The market is uneasy and uncertain at 16c. The extremely cold weather has hindered shipping to that extent that the price has been held up beyond expectation. A few warm days would cause such a deluge of receipts as to cause a slump to 13@14c.

Game—Rabbits are grabbed up as fast as they arrive at 80c per doz.

Honey—Amber has declined to 8c and white to 10c. The demand is small.

Lemons—Values rule firm at the late advance. Supplies are only fair, with a good movement, the free use of lemons for medicinal purposes largely increasing the demand.

Lettuce—14@15c per pound.

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

Onions—Good stock is stronger, due to the amount of frozen stock now on the market. Holders meet no difficulty in unloading at 45c.

Oranges—There has been no falling off in receipts during the past week, but there is a decidedly firmer feeling at present. An advance of over 25c went into effect at Pacific coast port last Monday. Previous prices were \$1.75 to \$1.90. Under the new schedule the packers have advanced prices to \$2.25 and \$2.50, and it is not thought that any lower values will be seen this season.

Parsley—25@30c per doz.

Parsnips—50c per bu.

Pop Corn—1 $\frac{3}{4}$ @2c per lb.

Potatoes—The market is strong, but it can not be met, owing to the liability of freezing during loading. Dealers will continue to pay 25@30c at outside buying points as soon as growers can bring potatoes in with safety.

Poultry—Chickens, 10c; fowls, 8c; ducks, 8@9c; geese, 8c; turkeys, 10@12c.

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

The Grain Market.

The past week has been noted for the conditions of weakness in all cereals to a greater or lesser extent except rye. Many causes made the decline easy. Argentine, as well as Russia, were freer sellers. India showed up better than was anticipated. While our exports are still enormous, at the same time there seems to be enough coming into the market from first hands to fill up the space and still show a small increase in the visible, where a decrease was expected. How long this increase will continue it is hard to determine, as there seems to be considerable yet in first hands. The amount in sight is, in round numbers, 29,000,000 bushels, against 36,000,000 bushels in 1898, 48,000,000 bushels in 1897, 66,000,000 bushels in 1896 and 82,000,000 bushels in 1895.

As stated last week, the grain markets lack speculation and the "long" interests have not the nerve the "shorts"

have, as on any little depression they dump their holdings.

Corn shared in the depression of wheat. However, the demand will regulate the price.

Oats, while not as strong, fairly held their own.

Rye is firm, with an upward tendency, owing to large exports.

Receipts have been fairly good, being 75 cars of wheat, 21 cars of corn and 6 cars of oats. Millers continue to pay top price, namely 66c.

C. G. A. VOIGT.

Hides, Pelts, Furs, Tallow and Wool.

The Chicago hide market appears to govern the trade. The market fluctuates but little, while prices rule high. The supply is limited, with strong demand, as tanners appear to desire to keep their vats full. Leather values, except on special lines, have not been so remunerative as in the past, yet they are generally fair. Sole leather has sustained a strong advance, which helps out the tanner, who was not getting tanning cost. On the whole, the outlook is better for the tanner.

Pelts remain firm in price, with no increase in values and no accumulations.

Furs are at full former values and some kinds have advanced, with a good demand. The catch is light.

Tallow remains slow and sluggish. Edible is in good demand and there is a full supply for soaper's use.

Wool is strong, with many enquiries and no perceptible advance and with no weak spots. Sales are fair and the market is without speculative qualities. Wools are lower this side, sufficient to export, and yet considerable is bought in London for this side.

WM. T. HESS.

Fake Almonds Made of Peach Stones.

A New Haven, Conn., fruit dealer and grocer has shipped back to New York two bags of nuts which he purchased from a New York house supposing they were almonds. The almonds were ordered some time ago, and in due time they were received. When opened the nuts appeared to be all right. They looked fine on first sight, but when the customers tried to use them they found that the almonds were something else. The surmise proved to be the correct one. When they complained to the grocer who made the sale, it was found that the alleged almonds were nothing more nor less than peach stones, which had been put through some process in order to make them appear like the real article. The imitation is good enough to fool the most experienced person at the first glance, and, in fact, unless there was reason for suspicion, it is doubtful if anyone would detect the difference without tasting one of the nuts. Before shipping the peach stones back to New York, the storekeeper removed several handfuls from the bags and is passing them around to his friends as souvenirs. So far as is known, this is the first time this trick has been practiced on New Haven dealers. One grocer said that the peach-stone trick was far and away ahead of the old wooden nutmeg game, as it could be worked cheaper and with some chance of being successful.

Repeal of Tea Duty Not Imminent.

"The duty on tea can not well be modified or repealed for more than a year," said Assistant Secretary Howell last week, "and it is not likely to be modified for a long time." Mr. Howell added that no change would probably be made in the duty, so far as he was advised, until there was a general reconstruction of our revenue policy. "It is practically certain," said Mr. Howell, "that no change can be made until the summer of 1900, even if it is made at the earliest possible moment."

Woman's World

Unseen Dangers Which Lurk in Indiscriminate Flattery

It was at the debutante's coming out tea. The old beau adjusted his gold pince nez and looked at the young girl critically, and then he said something about the wonderful beauty of her eyes.

"Oh, of course," replied the woman beside him, in a tone of burlesque horror and alarm, "they are really remarkable, but for pity's sake don't tell us so."

"Why not?" he asked.

"Because," said the woman, "of what the rest of us may have to suffer for your indiscretion. Of course, it may not hurt her to have her eyes praised. She may come through the ordeal unscathed, just as there are people who pass through an epidemic without harm, or go through a battle without a scratch. But you never can tell, and the risk is too great. When I see the harm that has been done by an innocent and innocuous little compliment, I sometimes wish that we had a government censor to sit on conversation and expurgate the flattery, or that a man could be held liable for the effects of injudicious praise, like he can for unwarranted slander. It would be so consoling and such a righteous revenge to get damages from the people who turn nice boys into lackadaisical, long-haired poets by complimenting their doggerel and who make every girl who recites "Curfew Shall Not Ring To night" at a church oyster supper believe she is a Sarah Bernhardt.

"There's really nothing more interesting and amusing, though, than to watch the effect of a compliment. There are some people so eager for flattery that any kind of a compliment goes to the right place. It is like firing at the side of a barn—you can't miss it, and you can shut your eyes and bang away with any kind of a fowlingpiece. Others are more wary, but probably there are none of us who can't be brought down by a good marksman with a sufficiently good aim. It is like the parable of the sower in the Scriptures, you know. Some compliments fall on such stony ground of utter improbability there is nothing in which they can take root, but when they happen to fall on the good ground of a quality on which we pride ourselves, they spring up and flourish like the green-bay tree, and when the compliment-sower comes back that way he is certain to find us sitting under its shade."

The old beau bowed in mock humility.

"Mea culpa!" he cried. "I confess I have sinned in that respect, but at least the fault of flattering each other is a weakness from which women are happily exempt" he added cynically.

"Ah, that is just where you are mistaken," said the woman, "and a woman's flattery of another woman is just a hundred times as dangerous as a man's. A woman's compliment, compared to a man's, is like champagne to milk. The silliest of us soon find out that a man provides himself with a stock of compliments, just as he does with a dress suit when he goes into society, and both are intended for general use, and to fit any dress occasion. It is his theory that women like any kind of compliments, just as children like any kind of candy, and that both should be fed on sweets no matter how injurious the after effects. At first it makes our hearts flutter to be told we are beautiful or fascinating or something like that, but after a bit we know that it simply means he is trying to pay for his dinner, and we discount his compliments down to their true market value and take them at what they are worth. But women are under no obligation to flatter each other, and, as a rule, they are chary enough with praise. So if one tells another she is looking well, that her gown is lovely or her entertainment a success, she adds about 25 per cent advance to the statement and knows, as the boys say, she must be 'strictly in it'."

"But," went on the woman, "to return to our little debutante with the ravishing eyes, and our moralizing or the baneful influence of compliments, how many women have you known with pretty eyes who were not ruined by being flattered about them? If a girl has fine eyes, and three people in succession come along and tell her so, all naturalness is gone forever. She begins to juggle with them. She rolls them around like they were marbles, she cultivates a far away and stony gaze, she ogles every passer-by, and flashes her eyes around until she looks positively epileptic. And it's the same way with the woman who has been told she had an 'expressive' face. I can pick her out every time in a crowd by the way she grimaces. Her face is never in repose for a single moment. She lifts her eyebrows and screws up her mouth and looks like every feature of her face was hung on dancing wires. The face that can 'speak volumes' may be very fascinating and desirable in a novel, but in real life it is an awful and undeserved calamity.

"Look about you and see how easy it is to trace the effects of compliments.

There is the woman who has been flattered for her ability to talk. Just let her get the idea that she is a 'fluent conversationalist,' and 'Abandon hope all ye who enter here' ought to be inscribed over her doorway. She talks and talks and talks without ceasing. She invariably takes the floor and keeps it, and there is never even the ghost of a show of heading her off or getting in a word edgewise. You may want to talk yourself. You may want to hear what some other people have to say. It doesn't matter. She goes serenely babbling on, confident that she has a heaven ordained mission to talk the world to death. There is no other such bore, and anybody who would support or aid or abet a woman in the belief that she was a 'fluent conversationalist' deserves the extreme penalty of the law.

"The case is even worse when a woman is complimented on her wit and her ability to say funny things. Once let a woman acquire a reputation for bright speeches and she is sure to succumb to the temptation of being witty at the expense of others, and she goes on her way stabbing right and left, careless whom she hurts. I have known women who would sacrifice a friend to an epigram any time, who would not hesitate to wound those who loved them rather than keep back the sharp, bright speech that rises to their lips, and who would remorselessly hold a quivering heart up to ridicule if by doing so they could win the tribute of a laugh. There is no other way quite so sure of making enemies, and such a woman, after a while, finds herself shunned and disliked. For my part, I never see a lonely, bitter, sharp-tongued woman without thinking that she is the victim of compliments, and of those who flattered her and encouraged her to make sport of others.

"You don't have to go far to look for examples of how seriously we take compliments, and it's funny and it's pathetic. Look down the room. There is Miss Smith. She has been told that she was intellectual because she belongs to a literary society that writes original essays out of the encyclopedia, and she is lumbering away at poor Cholly Adlepate about the philosophy of Omar Khayyam's Rubyat, when he doesn't know a quatrain from a quarter. Then there's Susie Brown, who knows her teeth are pretty, and goes about everywhere grinning like a dentist's advertisement. And Elsie Perkins, who has little feet, and whose slippers you couldn't keep tied with a safety lock on each shoestring, and the girl who has been told that her profile is good, and who always turns her shoulder on you in

consequence; and the one who has been praised for being animated, and who has become so loud you can hear her a block off, and the girl who believes she is fitted to play Lady Macbeth because some cheerful idiot complimented her on the way she posed in a tableau of 'Rachel at the Well,' in somebody's back parlor.

"The truth is," added the woman, in conclusion, "that we don't seem strong-minded enough to be able to stand flattery, and until we are there ought to be some kind of a restriction put upon its use. It robs us of too much we want, and gives us too much of what we don't want. It substitutes the artificial for the natural. It gives us poses instead of poses."

"You would do away with compliments altogether, then?" the man asked, in rather an injured voice.

"No," said the woman, smiling, "but I would put such a dangerous weapon only into skillful hands, and—a duel between equals—they are not for children's use, but only for those who know how to parry and thrust."

DOROTHY DIX.

There are two places in a newspaper where a man is superstitious about having his name appear—the obituary column and the police court record.

The "Concave" Washboard



**SAVES THE WASH.
SAVES THE WASHER.**

Enameline

The Modern STOVE POLISH



We present herewith cuts showing the three different forms of package in which Enameline is put on the market. The enormous amount of advertising being done to familiarize housekeepers with the name enables merchants to make quick sales. Don't load up with unknown brands—that's dead stock.

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

WOMEN WORKERS.

Their Presence a Detriment To Business.

Written for the TRADESMAN

An unguarded moment! How close a resemblance this application has to those other two, "Didn't know it was loaded" and "I didn't think," when we apply it to the merchant who, in an unguarded moment is inveigled into overloading on merchandise purchases; and it leads us into rather deep water when taken into its depths of meaning.

Let us begin at the beginning of many a merchant's trouble—when female labor replaced high-classed and, if you will, high-priced male help in office and store. In an unguarded moment some merchant of a philanthropic nature turned down the bars of conservatism and, just for the fun of the thing, turned a man's place over to a girl. Did the girl fill the requirements? Most assuredly she did, and still does; but this practice has almost changed the order of things socially and we now frequently see the wage-earner of a family—the one who by natural laws and social customs ought to be the home maker, the home keeper, the home blessing—turned into its main support, outgrowing the very womanliness of femininity to ape the manners of man, while the degeneracy of physical manhood may readily be traced to lack of employment, physical and mental, through this change, which, taken in its entirety, seems to be reactionary, and defeats the aim of him who "didn't know it was loaded" and in an unguarded moment turned it towards a friend.

A remark which is thrust at me almost daily confirms my opinion that a mistake has been made in this matter, which more than any other tends to harden the times. That is a remark made frequently by storekeepers to the effect that "Selling goods is not what it once was;" and, whereas more money was made formerly with less effort than now, several times the bulk of business must be done by him who would make both ends meet. Asked my opinion for this change, I would ask, "Where are your salesmen?" "Oh, we can't afford to pay men the wages they're worth, as everything is sold at too close a margin. We can only employ ladies and girls, with an occasional boy, as the profits on our business will not warrant high-priced help." To this I should answer: If sick and you expect to get well you employ a doctor. If you have a house to build you look for a man competent to go ahead with the job; a railroad to construct, you secure one versed in this kind of contract work; a cook to hire, you look for one who can cook. For any other thing save one you search for the best, but when you have goods to be sold you do not look for a salesman, you are not willing to pay for one who can sell goods at a profit, but, rather, you employ some one to merely measure, tie up and receive pay for goods that sell themselves, otherwise they remain unsold.

Can any one estimate the percentage of goods on to-day's retail market which bring a fair margin of profit, way back to the producer, over and above expense of handling, at upwards of 10 per cent. gross sales? If this is not such profit then something is radically wrong. How long would a contractor remain in business who had a record of nine out of ten of his buildings caving in! Not long. And yet you cling to the cause leading to unprofitable retailing when

not having behind your counters salesmen who can sell and, selling, secure profit. I am sincere in my belief that the store that runs entirely with competent help would pay a better per cent. of gain than those run on present lines, to which end salesmen should be employed who know how to get a profit and who are never caught at an unguarded moment with nothing to urge in favor of wares in hand save, "It is cheap. It is pretty." One day while in a large department store, I heard this argument used to the exclusion of all other language by saleswomen. It had become so stereotyped it had no weight. If these two simple sentences failed in convincing power the sale was lost.

Am I then unfavorable to the employment of saleswomen? No, not if they have ability to do something more than rush bargains. When they are first class in their work give them an equal chance with men. Place them on an equality of worth as relates to the profit accruing from their work. Demand of them ability proven by experience. Then pay for that in proportion to its worth; and, my word for it, everything being equal—wages, worth and work—the man will be retained every time. And why? Because he has made it his life work, while with her it is only a stepping-stone to her proper sphere, a home—her home. Then a vacancy occurs in the ranks of workers for wages, caused by her finding her sphere, the place where she pre-eminently belongs—home. When he marries, and he would earlier and more often were his future more sure, his intensity of purpose doubles. He has twice the incentive to advance he had when single, and generally improves from the wedding day, so that the wedding not only consummates the union of two hearts but makes a better salesman of him and the business of his employer more profitable.

How better can a return to this standard be reached than through a regular apprenticeship? A boy, to serve his employer a stipulated number of years for cloths and food, would have removed from his hands that greatest detriment of the boy's becoming a man, ready cash to spend at will, without which his body would receive the required rest, his mind its needed repose, his character a strength sufficient to sustain it through temptation it now yields to, his business education a thoroughness to remain a valuable possession through after life, and his services would be a benefit to himself and whoever employed him. The young man developed from the boy through a regular apprenticeship will be one to whom can be trusted merchandise, time and business. Such a salesman would, were he generally adopted, transform business from its present standpoint of unprofitableness to gain on every day's transactions. Contrasted with this, what have we? A boy has regular and irregular hours; has regular and irregular habits; has nights of dissipation instead of Nature's restoring slumbers; has his thoughts on past and future pleasures instead of his employer's business, producing anything but best results when we measure them by the only gauge of business, profit. When this boy reaches manhood, instead of a salesman we have a profligate, compared to some of which many of Hogarth's models would hold weak comparison. And what is the result? From such ranks the merchant turns to the lesser of two evils, the girl, uneducated alike in the world's ways and

business methods. But who can blame him for this choice? Granted that the presence of ladies in a business office or store is a refining influence, yet for all that the true salesman is just as refined in all his language and bearing, having to this virtue added his natural and acquired ability to sell merchandise as well as measure it off.

Not only would I place the restriction of apprenticeship on boys, but on girls as well, requiring certain rules to be lived up to as to hours, company and habits, which would insure her best personal welfare, then advance on worth at equal wages with men, but always under the same conditions as to service rendered.

How many of us having daughters or sisters would submit them to the hardships of an apprentice's life were we able to prevent it? Very few, if any, hence very few, if any, saleswomen would be had, in which case, by my line of reasoning, better times would be in store for everybody, with more profit in business and more ability behind our counters, more pleasure in life, more life in living.

Some of those "fair in face and form yet unfair in criticism" may say that "in an unguarded moment" I have let my head speak without due deliberation. On the contrary, this matter has been a study with me for years; and I fully believe the stand I take is justified by facts, whereon I advance the statement that more salesmen of ability and fewer girls behind our counters would meet the approval of the public and make more money for the employed, more profit for the store and better times generally. If I am wrong in this it simply proves that "in some unguarded moment" facts have escaped my notice that would have demonstrated the untenable position taken in behalf of the salesman.

I see, by re-reading this article, it has taken a far different course from what I intended it to, but it is worthy a careful consideration by the business men of to-day who find their profits diminishing, unsalable articles accumulating and ruin staring them in the face, who simply "in an unguarded moment" allowed their judgment to run away from its throne and installed the cheapest available help, expecting to receive the same sum total profit from a five dollar investment they might reasonably have expected from one three times greater, and reaped the inevitable reward of miscalculation.

That phrase, "unsalable articles accumulating"—what is its true bearing on the question of salesmanship? Only this, although sometimes more: That salesman I tried to bring to your mind is a buyer, one whose instinct is governed by experience, and who holds himself responsible for the profitable sale of anything he has any hand in purchasing, balancing his reputation as a salesman against his instinct to purchase, the result being that equilibrium is maintained between the things purchased and things sold, so that things unsalable are seldom bought. Again the purchasing salesman buys a special article with specific customers in view. On the other hand, our experience with salesladies is this: In making out their order book, or "book of warts," for their departments they suggest or order only from their own point of view, which point has the remarkable faculty of changing its location, even as the chameleon is reputed to change its color. On arrival of goods the point of view is changed by a later view of some one's habiliments, when the article takes back seat in her stock and adds to the things to be worked up into "bargains," but at the same time sink good money for the store. Can this comparison tend any way than towards a favorable impression for him who not only knows what he wants, but knows before purchase what particular customers will be likely to want it, which, being known, tends to hinder an accumulation of unsalable merchandise?

L. A. ELY.



"Lactobutu"

What is "Lactobutu"?

It is purely a vegetable compound, containing nothing injurious. A child can eat any quantity of it without the least harm.

What will "Lactobutu" do?

It will purify and sweeten old rancid butter and, with our process of treatment, make good butter out of it with uniform color, and also increase the quantity one-third. INCREASING THE QUANTITY ONE-THIRD may seem absurd, but this is

How it is done:

Take, for example, 10 pounds of butter; add 5 pounds of fresh milk, then add a small amount of "Lactobutu," and with our process of treatment, the milk will all turn to butter and you will then have, by adding a little more salt, 15 pounds of good butter ready for sale. The question is sometimes asked, "Is not the milk worked into the butter, and can be worked out again?" No, such is not the case. **The milk turns to butter**, and will always be butter until consumed. Every merchant knows that when he sells his poor butter for 4 and 5 cents per pound it is purchased by some process firm who make good salable butter out of it. WHY DON'T YOU? Our process does not adulterate; it purifies, and does not conflict with State laws. Increasing the quantity with only pure sweet milk has been known heretofore by only a very few most successful process butter workers.

The great advantage

To the merchant is—say he has 200 pounds of mixed grades of butter which is undesirable; some dull or rainy day his clerks can in one hour's time treat the entire lot and make 300 pounds of butter, all one color, and improve the quality so that it will bring a much higher price at home or in the market. **Note the Profit!** Butter treated by our process will keep sweet twice as long as ordinary butter.

Our terms:

On receipt of \$5.00 we will send you the secret of how to treat the butter, including a package "Lactobutu" sufficient to treat 500 pounds. After you buy the secret we will supply the "Lactobutu" sufficient to treat 500 pounds at \$2.00 per package.

Our process for treating butter is so simple that a boy 10 years old can operate it.

The only thing you need besides what we furnish is a simple, home made box or vat, or tub, in which to treat the butter.

It requires only a few minutes to treat the butter by our process.

There is no excuse for any merchant's selling bad butter in his store.

The merchant who uses our process for treating butter can pay more for butter. He can sell butter cheaper, and can always have a better quality of butter, and make more money out of it than his competitors. For testimonials write us. When you order, mention this paper.

THE LACTO BUTTER CO.

145 La Salle Street, CHICAGO, III.



Devoted to the Best Interests of Business Men

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

ONE DOLLAR A YEAR, Payable in Advance.

ADVERTISING RATES ON APPLICATION.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - - FEBRUARY 8, 1899.

GENERAL TRADE SITUATION.

With no abatement in demand and a continued strengthening of prices of nearly all manufactured products there has been a stronger tendency toward reaction in speculative trading than since the long steady advance began over three months ago. While the reaction has been the most pronounced in the most speculative industrials, such as sugar, coffee, tobacco, General Electric, etc., it has extended in some degree to nearly all transportation stocks, and even the bond market has been forced to yield a little in sympathy. That this reaction is purely a speculative one is shown in the fact that only such commodities as figure largely in the speculative world, such as wheat and other grains, cotton, etc., have yielded to the reactive tendency, and in the case of cotton the decline in the raw staple is accompanied by advance in the manufactures.

The aggregate of business throughout the country as indicated by clearing house reports for the month of January is considerably in excess of any preceding month. Reports of railway earnings also continue the steady increase of many months past.

In the iron and steel trade, which was the slowest except textiles to fall into the line of improvement, is found perhaps the most encouraging and assured outlook. Producers have wisely kept the prices of raw materials well down and have advanced manufactured products as warranted by demand. This has operated to increase margins and strengthen the wage and industrial situation generally. Orders, especially for railway and ship building lines, are booked far ahead and the pressure of demand is such that plants are being increased and new works established at a greater rate than for many years past. It is noticeable that combinations are very conservative in meddling with prices, only such as have been too slow in responding to the changed conditions receiving their attention. Thus wire nails have been advanced to \$1.50 and to \$1.20, which is only an advance of 12 per cent from lowest point last year. The minor metals, especially copper, tin and lead, are advancing at a rate which suggests the question as to when and how they will stop. Production, particularly in copper, is wonderfully stimulated and new mines are being exploited at a great rate. Whether the

wonderfully increasing demand will keep ahead so as to maintain the higher rates is an interesting question.

The long steady advance in wheat had begun to affect the movement of that cereal, both domestic and export, but the reaction which has come in sympathy with other speculative values is serving to restore activity again.

The textile situation, especially as to cotton, shows more favorable features than for a long time past. While the raw material has declined, the price of prints has shown still further improvement, thus making a more healthy difference. Both cotton and woolen goods are influenced by better demand and the outlook is more favorable than for a year past. The advance in price of leather is considered an unfavorable factor in the boot and shoe trade. Production for January, while heavy, was exceeded last year and in 1875.

In our army it has always been possible for the enlisted man to win a commission if he be deserving of one. In the navy no such incitement to zeal and bravery has existed. The provision of the new naval personnel bill, which holds out to enlisted men the hope of commissioned rank, is, therefore, not only just but wise. It will inspire every ambitious seaman with hope and courage, and it will increase the efficiency of the navy. When any man, from coal-passer up, may hope to be an admiral, there will be few enlisted men who will not endeavor to bear themselves in a fashion becoming future admirals. This provision of the bill alone would justify its existence, even if it did not otherwise settle the long standing quarrel between the line and staff.

The coming vogue of the automobile car is indicated at every turn. In Belgium, where autocars are extremely popular, a company has been formed for the novel purpose of establishing on all the principal highroads of Europe electric power stations or electric posting stations for them. At each station there is to be a bar and restaurant and a repair shop, which will be in charge of expert mechanics. Storage batteries can be recharged "while you wait," and medical attendance will be on hand in case of accidents. It is maintained in the prospectus of the company that not only electric motor cars, but every sort of motor car, and cyclists, will naturally seek the accommodations of the stations.

In the columns of the New York Herald the other day there appeared an advertisement offering a reward of \$500 for the return of a dime dated 1887. The dime was inadvertently put in circulation, and the former owner wants it back again, and is willing to give the \$500 for the same. The dime bears the letters "L" and "G," a certain series of numerals and a triangular outline.

The big strike on the Isthmus of Panama is an intimation that American ideas and methods are getting in their work to the south of us. Is it part of our "manifest destiny" that the flag shall follow the ideas and methods? The expansionists would like to see us marching as conquerors from Mexico to Patagonia!

Schlatter, the divine healer, is reported to have married himself to another wife in Alabama. His numerous deaths and marriages indicate that he has unquestionably developed something of the miraculous.

HAVE SOMETHING TO LEARN.

The condition of affairs in France—the difficulty which each ministry in its turn encounters in its effort to maintain a firm and consistent policy—points to two or three discouraging but unavoidable conclusions. In the first place, there is a strong impression that the constitution of the French republic has not provided a permanent solution for the most urgent problems with which the government of that country has to deal. The very form of the government is still regarded as, in effect, provisional. It is on trial and the verdict is in doubt. The advocates of the republican form of government were greatly favored, during the critical period immediately following the downfall of the empire under Louis Napoleon, by the fact that the monarchists were divided into several mutually antagonistic parties, no one of which was inspired by a chief whose name was associated with the prestige of great achievements. The supporters of the pretensions of the older branch of the Bourbon family, of the Orleanists and of the Bonapartists all pointed with pride to a more or less distant past; but no one of them could present a military hero or a statesman of demonstrated ability as a candidate for the throne. There was no chance for a successful reactionary movement in behalf of monarchical institutions except through the failure of the republic to preserve order and to promote the prosperity of those interests which were dependent upon governmental aid and direction. The possibility of any such reaction seemed, indeed, within a few years to become almost altogether hopeless. The republican majority in the national legislature of France grew until the opposing minority was reduced to proportions which might have been described as insignificant. The head of the French Bourbons died, proclaiming to the last the doctrine of legitimacy, and true to the flag under which his ancestors had won so many victories, but leaving no acknowledged successor. The Orleanist and Bonapartist pretenders were refused the right of residence in France, and their expatriation was not followed by any marked expression of popular disapproval. With a patriotic devotion which commanded the admiration of the world, the people of France had long before paid that immense war indemnity which was the price of freedom of their remaining domain from the presence of a foreign soldiery. French diplomacy had saved the country from the possible consequences of serious complications abroad.

Under these circumstances, the friends of peace, of order and of free institutions in France, without any particular access of optimism, might well have hoped that the republic had seen its worst days, and in the years to come would grow stronger and stronger yet in the confidence of a prosperous and contented people.

Unfortunately, there still remained in the land certain irreconcilable elements of discord. The opponents of monarchy were not all conservative republicans. They were not unanimous even in regard to the importance of maintaining the existing form of the government. The formation of parties seems to be inevitable and necessary in free countries. A division of the representatives of the people by party lines, within reasonable limits, is not, therefore, in itself a dangerous symptom; but while the great majority of the legislators of France are republicans, the re-

publican party there has its left and its extreme left. It shades off from a conservative center by almost imperceptible degrees towards social democracy and, perhaps, other forms of dangerous radicalism. A revolutionary sentiment or tendency of a more or less marked intensity has always been cherished by certain classes in the largest cities of France, and especially in Paris. In the latter city the proletariat, the students, and, to a considerable extent, the artists and the journalists stand in united opposition to the conservatism of the bourgeoisie, who stand for property rights and the security of business interests.

This radical element is ready at any opportunity to foment discord and precipitate a revolution. But there is another element to be considered—one which is quite as menacing to the stability of existing institutions in France, although almost everywhere else it constitutes one of the chief obstacles in the way of a revolutionary movement. But in France the army is more than a mere instrument of the government, more than a mere servant of the people. It is regarded as the emblem of the national honor—the pride of the past, the hope of the future. The French people, or, at least, a great part of the French people, have been taught to esteem military glory as the highest expression of a nation's greatness, and where that sentiment is concerned they are peculiarly sensitive. It was said years ago that while no French leader would venture to say that he had ceased to cherish the "revanche" as the end to which French policy should be directed, French statesmen generally were anxious to avoid war, not simply because it might bring defeat to French arms, but also because they looked with equal dread upon the possible consequences of victory. They felt that nothing could prevent the award of a dictatorship to the general who had marched a French army through the streets of Berlin. And, indeed, so strong is this sentiment of military pride and of devotion to the army that it was a source of intense uneasiness when General Boulanger, whom some people called a circus hero, became in some mysterious way a popular idol for a while. He went his way; but the army remains, and there is a large party in France which seems ready to go to any length to prevent the humiliation of its general staff. That is the main question involved in the Dreyfus controversy. Paris is divided into Dreyfusites and anti-Dreyfusites, and the leaders of these conflicting factions may some day excite a riot which will end in revolution. Then would follow a demand for summary measures and a stronger form of government. It is a singular situation, but it goes to show that free institutions are not unmixed blessings to a nation that has not passed through the course of training requisite to their enjoyment. In courage, industry, thrift, financial ability, artistic skill and scientific attainments the French people are unsurpassed; but they have still something to learn in regard to the essential conditions of civil freedom.

At Danzig the Prussian government is about to establish a technical institute with forty professors and as many instructors. Its specialties will be hydraulic engineering, ship building, marine engines, electricity and agricultural chemistry. The object of the school is to apply science to the needs of the low-lying maritime districts of Prussia along the Baltic coast.

PAID IN FULL.

How the Bankrupt Kept His Good Resolutions.

Talk about experiences! Funny how a man makes good resolutions, feels his honor at stake and swears and vows and all of that sort of thing, and then, by and by, when things get to running all smooth and nice, how the matter becomes hazy, and it doesn't seem to be quite time to keep the promise to himself.

That's another funny thing—how easy it is to break a promise that you make to yourself.

A man who couldn't be induced for much fine gold to go back on a promise which he had made to his hired man will make a solemn oath to himself and then let himself off on the very slightest pretext.

All of this is jumping on myself. You remember how in one of my last year's letters I told you about how I failed in business just a year ago, and paid but forty cents on the dollar, and that when my creditors settled with me I added a postscript to the letter, which was sent out by my assignee, Mr. Laster, in which I stated that I intended some day to pay every dollar of my indebtedness, if I lived, and that whatever share of prosperity might be mine I would consider should be shared by those whom I owed, and a lot more like that. Well, it's only a little over twelve months ago, and I declare if I hadn't about forgotten all about it.

I've done pretty well since I've been a partner with Laster. I've paid up all my borrowed money, and my third of the Laster & Co. bank balance is enough so that I could pretty near build a little house if I wanted to. Not a very large house, you know, just a little one; but I am doing tolerably well, and it is only once in a great while that I stop to think of the gloomy days before I made an assignment to old man Laster.

It was two months ago—yes, pretty near three now—since I got the letter that proved to me how easy it becomes to forget good resolutions. Luck always comes along in bunches, you know. If I had been playing in the hardest kind of luck, my great uncle, Christopher Fitem, who went to California before I was born, and whom I never heard of but once or twice, would never have thought of dying; and if he had, he would probably have neglected to remember that he had a nephew named Ike; but, being that I am playing in the greatest of good luck, why, of course, he couldn't forget me.

You see, Uncle Christopher was a shoemaker in early life, and just a little while before he died he learned in some way that he had a nephew in the shoe business, and it tickled him so that he tacked a postscript onto the end of his will leaving your humble servant, little Ike Fitem, the sum of \$5,000, to be paid at once out of available funds, along with a lot of other small bequests, like a little matter of \$10,000 to his favorite coachman; \$4,000 or \$5,000 apiece to a lot of institutions and other servants, and the like of that. The letter I got from his lawyer, and I nearly dropped dead when I opened it. It was an awfully cordial letter for a lawyer to write. I have found out since that Uncle Christopher left him a tidy little bit, of \$15,000, in consideration of long and faithful service, in case his (Uncle Chris's) affairs were settled up in the shortest possible space of time and without any litigation.

Everything was lovely it seemed, and he informed me that as soon as I forwarded satisfactory proof, a draft for \$5,000 would be sent on to me.

I took the letter to Laster, and the old gentleman was almost as tickled as I was. "We don't need any more money in the business," he said; "what are you going to do with it?"

He looked at me over his glasses with an expression of considerable interest, and I thought a good deal.

"It seems to me," I answered after a while, "that the best thing that I can do is to put this money—or a part of it, anyway—into that West Lasterville Land

Co.'s lots and buy some shares of the Welley Shoe Factory stock. I think that both of those are good safe investments, don't you?" I knew that the old man had several thousands there himself.

"Excellent," replied the old gentleman, with a far-away look in his eyes, "and then, by and by, when business prospers a little more, I presume you will be able to do the graceful thing by those creditors, with double-compound interest."

Well, say, you could have got me through a pretty small hole. I was so ashamed of myself that I felt worse than the occasion demanded, even. After all of those high-flown resolves of mine only a year ago! I almost cried, I was so ashamed.

"It's a fact," Mr. Laster continued, "that those investments are first-rate, and it would be a pity to lose the chance to get some of the stock and lots. The creditors—"

"Oh say, let up, can't you!" I cried. "Don't trample on a fellow that's down." The old man grinned a little and put on his overcoat, and went home to supper.

Well, I made out the proofs, it was a mere matter of form anyway, and it was only a few weeks before the handsome draft for the \$5,000 came sailing back to me. I hadn't said a word to Laster any more about my investments. I showed him the draft and put it right in with our bank account and gave myself credit for it on the books. All the time that I was saying nothing I was keeping up a mighty big thinking. You see, my creditors had no claim against me legally. They had all accepted the compromise. It was a pretty big temptation, but I came out first best with myself after all.

One night Laster meandered down to the store after supper; he stays up to the house a good deal of the time now, and the clerk and I or the boy and I shut up. I let one of 'em off each evening after eight, but I always stay to close up; it sort of pleases the old man. Well, this evening the old man strolled down after supper to the post-office, and came in with the firm's mail. There was a little flurry of trade so he stayed until after eight, and then it got so quiet that I let both of the boys go, and the old man and I sat down by the stove until after eleven o'clock, chinning away, with most of the electrics turned out. A storm had come up, and it was nasty out in the streets, and we hated to start for home.

After we had talked and talked and the old man pulled his watch out to be surprised at how late it was, I said, "Hold on a minute," and I went around behind my little private desk and brought back a little slip of paper that I had been figuring on, and handed it to him.

It was a statement of the amount I owed when I busted—\$5,740, less the 40 per cent that I had paid. There was each account figured up at 60 per cent, with a year's interest added. Footed up a little better than \$3,600. The old man looked it over. "Well?" he said.

"I've been thinking over what to do with my money," I said, "and I've made up my mind that the best time to pay a debt is when you've got the stuff, and I'm going to complete paying up all of those fellows in full, and much obliged for putting me in mind of it."

Well sir, the tears came into the old fellow's eyes and his lip trembled like I never saw before, except the time he came down to the store and told me the little girl was gone. We didn't either of us say anything for quite a while. He tried to, once or twice, but stopped short. Finally he blurted out, "God bless you! boy, I knew you'd do it."

I never knew how much the old man thought of me before. But, say, he was as interested in that thing as he was in helping me out on the failure. He looked the list over, and suddenly he says, "By gracious! if this was mine to do, I'm blamed if I wouldn't go around and pay all those fellows off personally. I swear I would. And that's just what you'd best do. You haven't had a vacation in I don't know how long. It

would be a great trip for you. Let me see that list again. Why, it will make a great trip. You can take the currency right with you, or else the creditors will think you are trying to flim them some way. Jove! I'd like to go along with you and see the fun."

Here is the list I had made out:

William Jones & Father, Boston	\$268 25
Leakless Rubber Overshoe Co., Portland, Me.	196 85
The Consolidated Co-operative Shoe Co., Worcester, Mass.	168 00
Miles, Dewey & Co., Baltimore, Md.	428 00
Shafter, Sampson & Co., Philadelphia, Pa.	591 25
Schley, Fellows & Co., Rochester, N. Y.	444 11
Hobson, Hobson & Hobson, New York	396 26
Socklinin & Vamp, Pittsburg, Pa.	266 00
Cackly & Cack, Williamsport, Pa.	83 25
Aaron Kip, Kipville, Pa.	401 03

There were a dozen other little bits of ones, but these were the main creditors. Laster went through it and checked them all off and made up a little route. "You'd best go to Baltimore first and come right up the coast, and then you can take in the New York State and Rochester towns on the way home."

Well, to get at my story before I use up any more valuable space, I did it. The small accounts I left to be settled by letter when I got home. I took \$4,000 in currency in a money belt around my body, and started out with a long jump to Baltimore. I'd never traveled very much and it was mighty interesting; and then dropping into Baltimore right from a New York State town is some fun in itself.

I got in there in the evening, went to a hotel, took in a theater, and the next morning I had a nice drive around the city. Along about two o'clock I took a car and went out to look up Miles, Dewey & Co. Of course, you know these names aren't real, but they will answer just as well. I found their place—a big office in one corner of the first floor of an awfully big factory. There must have been twenty book-keepers and typewriters and clerks, and there was a good deal of bustle. I felt sort of in the way, and as though the little drop that I was going to throw in wasn't hardly important enough to pay to bother them with, and I had half of a mind to give up the trip and go home and do the whole business up by letter.

I didn't know exactly whom to ask for anyway, and I stood around on one foot and rather uncomfortable for a few minutes, and was just on the point of escaping when a man with a desk-apron on and three pens over his ears came up and asked if there was anybody that I wished to see.

"Why, yes," I stammered, "anybody most, I guess. I've got a little account here that I want to settle."

"Oh, yes," the man said. "What is the name, please?"

"I. Fitem," I answered. "Ike N. Fitem, of Lasterville, N. Y."

"All right, Mr. Fitem," he said, and he went off and talked to another book-keeper, and they began to look through ledgers and things. By and by they seemed to find something, and they talked together, and both of them looked around toward me, and then they began to look through the books some more. Finally, the man who had spoken to me came over and said, "We don't seem to find your account, Mr. Fitem. There is an old account on the books, but it seems to be squared up, and there's no record of selling you anything this year."

"Yes," I said, feeling as though I had been trying to prolong the thing and make a grand gallery play. "I ought to have told you. The old account was compromised when I failed, but now I want to pay up the balance."

The book-keeper looked at me as though I might be fooling, or crazy, or something. He stared at me so that I got embarrassed and stammered, "Won't you figure it up, please?"

"Why, certainly—excuse me. You see, it's so rare, you know so rare—that—so rare, that I—well, well, well," and the old book-keeper trotted over to the other man and told him something and the other man asked him over again and looked around at me, nodding his head as the other man talked, and then both of them went to figuring on the book. In a couple of minutes they came over with a slip of paper.

"The balance amounts to \$404," one of them said, "but it is not legally collectible, you know?"

"Oh, I understand that," I said, "but you haven't got that quite right. With the interest it would be \$428," and I consulted my list.

"Never mind the interest,"

"But I want to pay it all," I said, hauling out the roll of bills I had taken out of my money belt when I got up.

"Here is the exact amount. Will you please give me the firm's receipt for it?"

It seemed actually funny, they were so dashed—a house doing probably thousands of dollars a day and rattled about a little transaction like this because it was so unusual.

"Certainly—certainly," said the older man. Just then a dapper little man with a dicer on walked into the office briskly.

"Mr. Miles," said the book-keeper. "A moment, please," and he excused himself and went over to the little man and spoke to him and the little man looked around at me sort of startled like, and then he smiled, and then they both came over to me and I was introduced to the head of the house, and a minute after Mr. Dewey came in and he was told about it and was introduced, and then a couple of young fellows, sons of Mr. Miles and Mr. Dewey, who formed the "Co.," were introduced and we all went into the private office and before I knew it I was telling them all about it.

I suppose, probably, they had sent the bills out to a bank to see if they were good, but, of course, I don't know anything about that.

They were all awfully cordial and nice and were as interested as could be in my story of how I happened to pay up when I didn't have to.

"I think, Miles," said Mr. Dewey, "that just exactly this sort of thing has happened only once in the history of this firm."

"Yes," replied Mr. Dewey, "and that was the time we compromised and afterwards paid up in full ourselves. It gives a fellow a nice sort of a feeling, doesn't it," he continued, turning to me, "to do something that you don't have to do, just because it is right?"

And I had to confess that it did.

Well, they couldn't seem to do enough for me. The two older members of the firm were just starting away on journeys, but I was turned over to the two younger men, with instructions not to let me go out of Baltimore until I had seen the city, and then the two old fellows shook hands with me two or three times apiece and told me that if I ever got hard up they would be glad to let me have the money back, and away they went. Then the young fellows took me in hand in spite of my protests and I didn't get out of Baltimore for two days.

Talk about Southern hospitality—you don't have to go south of Baltimore. Carriage drives, theaters, half a day learning things in the factory. I wasn't allowed to pay for anything. Seems as though they must have spent a good deal of that money on me. I'd never had so good a time in my life. But finally I got away for Philadelphia. Fine city. I got in in the morning, looked around a little and went right for Shafter, Sampson & Co. I had their \$561 25 in a roll in my trousers pocket.

Things were very methodical here. I stated my business. The sleepy-looking woman who had charge of the desk looked through the wicket at me as though I were trying to insult her and sent for a man, who went away and stayed a long time. Finally he came back.

"The claim is over at our attorneys," No. 666 Centennial Building. You will have to go there to pay this claim." I thanked him and hurried away. At 666 I had to wait a long time in a reception room, and when I did get in to see the lawyer he said that he had no time to bother with it that day and couldn't I come in again? I was getting mad. It was so different from Baltimore. "No," I said, "I can't. If none of you people have time to take this money I'll lug it home again."

"Oh, well," he said, "I'm very busy; but if you positively can't wait I suppose I'll have to accommodate you."

He got down a lot of papers and went over them and finally said, "I make it \$575.32."

"I didn't make it so much," I said. "With interest it is only \$561.25."

"Well," he said, "there was a little legal expense added. Call it \$561.25, if you like."

I hauled out my money. "There you are," I said, as I counted it out. He counted it over carefully and then drew up a long document for me to sign that I paid the money as a new claim and a lot of fol-de-rol, and finally after he had counted it over again and I had made him give me a receipt I was allowed to go.

It was sort of disappointing some way to have my biggest creditor's settlement turn out like this, but I tried to take comfort in the fact that I really wasn't trying to make a sensation, only to pay my honest debts, and I went right on and had a good time in Philadelphia.

New York was the next stand. I soon found Hobson, Hobson & Hobson selling jobs at auction. It was a dismal looking, crowded little place, but they were doing business hand over fist. The firm name had changed within the year to Hobson Bros., Hobson & Co., but there really was no change in the firm. They greeted me cordially, were surprised to have anybody pay a dead debt, they said; hustled me into a little office; wanted to throw off the interest, but I wouldn't let them do it; wanted to take me out and blow me off to drinks, but I didn't drink, and then they took me and hustled me around among the jobs and booked Laster & Co.'s order for \$342 worth of good things before I got away from them.

New York is a sight, isn't it! I spent three days there, and a fellow that I met at a boarding house where I stopped said he'd lived in New York for five years, and I'd seen more in three days than he had in all that time. The trouble with people who live in a big town is that they always put off until some other time, when they are not so busy, anything in the way of sight-seeing, and the result is they settle down into their own corners of a city and move in a rut. I went to five theaters while I was there, went down on the Bowery and Mott street, and a lot of places where my money wasn't very safe, but I got out all right and had a bully good time, and Worcester was the next stand.

Worcester is all right. A fellow told me once they couldn't make shoes in Worcester, but they can. They can also take the balance of a dead claim in a way that will tickle you to death. I don't know whether they happened to need \$168 in their business just then or not, but they seemed to be as delighted to get it as though it had saved them from ruin.

A fellow is getting into New England all right when he gets to Worcester. I was anxious to get to Boston, so I didn't look around very much, and I went down to the Union station. I used to be around the station at home a good deal, and I always like to affect the ways of a railroad man, so I looked at the timetable for the number of my train, and when I bought my ticket I says, "How's No. 6?"

"She's all right," the ticket man said without cracking a smile, and I wandered away not knowing just what to make of it. I went over to the information bureau and said to the gray-whiskered man there, "How's No. 6?"

"How is No. 6?"

"Yes, how is No. 6?"

"Do you mean respecting the time of her arrival?"

"Sure," I said.

"The train is eight minutes late," he replied courteously as he checked a parcel for a woman who had come up from Danielsonville to shop, and I knew that I was in the Cultured East.

Boston, dear old Boston! I talk that way about the city now, and I was there only four days off and on. No wonder the woman who had lived there all her life sent a spirit message back from Heaven that it was nice, but, of course, it wasn't Boston. I'd rather live there

than any place I ever was in except Baltimore, or Washington, or Lasterville. Did I tell you that I stopped over in Washington? Well, I did. Had a great time, but, of course, it had nothing to do with the real object of the trip.

I started out two or three times to look up William Jones-Jones & Father, and the clerk in the United States Hotel told me exactly how to get there, but every time I would start out I would run into so many interesting things that I'd turn down a side street to see some funny old building, and then I'd turn a corner and get lost and just wander around and have a good time. It is a great deal of fun to get lost in Boston. A fellow is sure to find everything that way. What a shock it gives a man to come suddenly on one of the landmarks of the nation that he's seen pictures of in his geography and history all his life without ever expecting to really see outside a book. Dodge around a corner and there's Faneuil Hall; go walking along a street and there's the Old South Church; streets as crooked as a cowpat and something interesting everywhere. And everybody is so heartily good-natured and accommodating. One day I stayed lost so long that I really wanted to find myself. All of the people I met—it was in the shoe district—seemed to be so busy that I hated to ask any of them, but finally I did stop one nicely-dressed, elderly business man who was hurrying along the street, and he stopped and told me just what I wanted to know, and then, for fear I might not understand, he walked two blocks out of his way to get me on the right track—and that's Boston; and those Sunday morning Boston oaked beans I'd heard about are good, too.

William Jones-Jones & Father were both out when I called, but I saw the financial man and he was as nice as he could be. He said that it was something that had happened twice in the history of the firm and once with another firm he'd worked for. He said one man paid him a balance like that once and then went on and loaded up with goods on the strength of it to such an extent that when he failed next time he let them down for the whole lump, and it was over \$2,000, but he laughed when he said it, and remarked that he didn't intend that I should draw any inferences. He took me over to the club in the evening to lunch after we had been to the theater, and introduced me to a lot of nice people. He said that the Jones-Joneses would be awfully sorry to have missed me. They were abroad, it seemed. The financial man said he was going to tell the old man when he got back. Said that it would tickle the old fellow to death to think that one of his "lame ducks" should pay when he didn't have to.

And the next day I went to Portland. I was getting in a hurry there, so I went right over to the Leakless Rubber Over-shoe Co.'s place. Well, sir, the first man I met when I got inside the door was Jimmy Teeter, that sold me the bill of goods that we had to let the Company down on. He wasn't glad to see me for a cert. "How-de-do," he said. "You come blamed near getting me bounced on that bill that you did the house up on."

"Too bad," I said.

"Yes, it was too bad."

"Take me in and introduce me to the firm," I said; "I'd like to meet them."

"Well, you've got nerve!" says Jimmy. "I wouldn't think you'd feel very comfortable after what you've cheated them out of."

Jimmy is a little bigger than me, but I was getting pretty hot by this time. I'd never have bought that bill of rubbers, anyway, if he hadn't bored me to death to sell me something for about six trips, and I sort of liked the fellow and I hadn't any idea but what I could pull through at that time. "Don't get too gay, Jimmy," I said. "You needn't introduce me to the firm. You go roll your hoop, and I'll go in and see them myself. I presume you don't have much of a stand-in, anyway, and it would be pleasant for me."

"Better not ask for any credit," replied Jimmy, with a sneer; "it might prove embarrassing."

But I only laughed and went on into the office. I was getting pretty brash by this time and I asked to see the manager. The clerk said that he was out, but that the Vice-President was in and that I could see him. I didn't think that it was hardly important enough for that, but I let him take me into the private office. I didn't suppose that he'd know anything about it, but he did. As soon as I told him my name he remembered my failure, and when I asked for the account he skipped out into the main office and got it just as though he were an ordinary book-keeper.

"Ah, yes," he said, "we settled the account, didn't we, on the basis of forty cents on the dollar? It made a little loss, but I wish we got out of all failures as well as that. What can we do for you, Mr. Fitem?"

"Nothing," I said, "except that I'd like to pay you the other sixty per cent with interest."

The Vice President nearly threw a fit. "You're joking," he said. "Why,

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.

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 2 bkl. Gum 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.

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.

you've got our receipt in full for this and we haven't the shadow of a claim against you."

"No," I said, "I'm not joking. I compromised only until I could get on my feet. This isn't a debt in the eyes of the law, but it is a debt to me, and I want to settle up the balance in cash, with interest up to date."

And that Maine man got right up and banged me on the back and he said, "Young man, it's a cursed shame that it's so, but you're one man in a thousand. By Heavens! I believe that you'll succeed better for it, or any other man that tries to be square." And a few minutes after that I found that he was a Mason. I've only got three degrees myself, but he was away up past the thirty mark, but we got real chummy. He took my money and sent it out to the cashier and got me a receipt in full. Then he put on his hat and said he wanted to show me around a bit. As we went out through the sample room there was Jimmy, and his eyes stuck out in great shape when he saw me arm in arm with the Vice-President. "I'd like to see you a moment, please," he said to the Vice-President. I think he was going to put the gentleman onto my true villainy, but the Vice-President said, "Too busy now, Mr. Teeter. Let me make you acquainted with Mr. Fitem, of Lasterville, N. Y. He must be in your territory. We mustn't try to sell him anything to day. It wouldn't be hospitable to press goods on him. But next time you are up through New York State and he wants anything I want you to load him up with all that he will stand." You ought to have seen Jimmy. He looked as though he were going to explode, and when the Vice-President said, "Come on, Mr. Fitem, I've got a pretty good horse around here in the stable, and I want you to take a little spin after him while I show you a little bit of Portland." You never saw a red-headed man look so astonished as Jimmy did. But I haven't got anything against him. I don't wonder he was mad.

And then I started on the home track. I took it easy down through Lynn and Haverhill and Brockton, and a lot of other shoe towns where I didn't owe anything, but where Laster and I bought a good many goods, and I learned more about the shoe business in a week than I had learned in all my life behind the counter.

Then I took a sleeper for Rochester, N. Y., and got there in the morning. Schley, Fellows & Co. were glad to see me. Laster & Co. have bought a good many goods of them, and as Mr. Fellows and Mr. Schley both travel I knew them both pretty well. They never had said anything about the old matter, and when I brought up the subject of the old settlement, they were politely quiet, and when I hauled out my little old \$444.11 and planked it down on the table, and said I wanted a receipt for the balance of the account with interest, the partners looked at each other across the table and burst out laughing. "It's on you," said Schley to Fellows. "It surely is," responded Fellows. And then they told me about it. It seems that when they got the assignee's letter offering to settle for forty cents on the dollar, with my postscript telling of my high-principled resolve to pay in full sometime, Fellows offered to bet two boxes at the Lyceum Theater and a little dinner for ten afterward against a box of cigars that nothing would ever come of it and Schley, who knew me, had promptly taken him up. They are both young fellows, and they were awfully nice about it. Fellows paid up that very night, and he insisted on my being the guest of honor. It was three o'clock the next morning before I got them all home, one by one, but I had a good time, even although I don't take anything stronger than black coffee.

I took an early morning train and went down through beautiful Central New York and just as beautiful Central Pennsylvania by daylight, to Williamsport. I settled with Cackly & Cack p. d. q. and was away to Pittsburg almost before the 4s to 8s firm had recovered from their astonishment. Things

were mixed up at Pittsburg. The Socklinin & Vamp firm had dissolved. Vamp had retired and there were two new partners. It was hard to tell just how to settle up. Vamp had gone into the coal and iron business and Mr. Socklinin and I looked him up and I paid up each of them equally. Incidentally I was taken around and given a good insight into the big coal and iron industry and enjoyed myself amazingly.

There was only one more name on my list beside those that I intended to manage by mail and I had half of a mind to jump right home and skip that last one. I can't be too glad I didn't.

Kipville is an awfully little town and I made up my mind that I'd get through as soon as I could. I got in there late in the afternoon and asked for Aaron Kip, the boot manufacturer.

"He isn't in the boot manufacturing business very extensively now," said the hotel-keeper. "It's the Kip Boot Co., now. You see, the old man endorsed some notes and took in some partners that, between you and me, they say were too sharp for him. Anyway, about a year ago a change was made, turning the establishment into a stock company, and first thing the old man knew another change was made and the old man was frozen out cold. I don't know how it was, but there was said to be some sharp practice. It was the old man that made the business what it was, and he lost everything. He was too old to recover himself and he didn't have a dollar, I guess, after his debts were paid."

I winced a little at that. "What is he doing now?" I asked.

"He's living here. Began on the bench, making honest boots, fifty years ago, built up a big business that built up Kipville, and now he's back on the bench again. His health is pretty well broken down, but he does a little cobbling at his house. Awfully hard up, I guess. Did you want to see him or the factory people?"

"I guess, by thunder," I said, "I want to see him."

And after supper the porter went with me and steered me down a narrow street in the poorest part of the village. "It's the little wood colored house, next to the last one," he said as he took my quarter of a dollar and left me to find my way alone.

It was a pretty shabby little place, but it looked neat and clean, and I went up on the doorstep to knock. I heard a voice inside, and I stopped to listen for a moment before knocking. There were evidently evening prayers going on, and someone was praying. It was an old man's voice. I wouldn't knock then and I could not help listening. I won't repeat the words of that prayer. It is too sacred. It was a

trusting appeal to heaven for help in dire trouble, an eloquently simple appeal, forgiveness for those who had sinned against them, and forgiveness of the sins of the little household. Out there on the doorstep I cried like a baby. I did not knock when the prayer was finished. I felt unworthy to be the humble tool in the hands of Providence to bring the answer to that prayer. The occasion was too sacred to be made dramatic by a sudden entrance, and I walked away around the dark streets for an hour before I went back and knocked at the door. A sweet-faced old lady opened the door.

Yes, Mr. Kip was at home. An old gentleman with a Bible still in his lap looked up at me kindly over his spectacles.

"My name is Fitem," I said. "I used to buy your boots when I was in business in Lasterville."

"Fitem? Fitem? Oh, yes. I remember. Glad to see you."

"Maybe you remember I failed a little over a year ago."

"Yes, yes. I think I do remember. Too bad. I hope you are getting on your feet again?"

"Yes, sir, thank you; very nicely. I'm in company with Mr. Laster now."

"Are you, indeed? Mr. Laster is a very fine man. I have known him a great many years. You will do well. I wish you good luck."

"Thank you," I said. "But I came over to see you especially about the amount I owed you when I failed."

"Oh, that was compromised and all settled up, if I remember rightly," said the old man, as he went to an old-fashioned desk in the corner and took down a small account book and ran down a list on one of the pages. "Yes. Here it is. Settled in full on a basis of 40 per cent. Yes, it's all settled up. Better than most of them pay, my boy, better than most of them pay. I suppose that that book shows losses amounting to over \$10,000, and I would sell the whole book for enough real money to pay the rent of this little house for six months."

"Well," I said, "Mr. Kip, I don't believe I want to buy the book, but I do want to settle up the balance of what I owed you when I failed. Just figure it up," I said, hauling out the last of my roll of bills. "I make the amount, with interest to the first of this month, just \$401.03. Call it \$405, to make up the extra interest, and please give me a receipt in full, and I'll have my last creditor settled up with, and a load off my mind."

It was the hardest place I was ever put in in my life. There was a man who had done his \$100,000 worth of business a year, helped everybody and been swindled right and left, trying to speak and failing because he was choking up

so, with tears running down his wrinkled old face, trying to tell me—imagine it—that if I needed the money in my business, or anything, I'd better keep it. I spent the whole evening there and the old couple told me all about their troubles and what the money would do for them—but I'm not going to repeat it.

I've had a pretty good trip and I'm going to be very happy. But the greatest event of my trip, except, of course, the getting home, was finishing up the discharging of my obligations at the home of old Aaron Kip and his dear old wife.—Ike N. Fitem in Boots and Shoes Weekly.

Could Not Enjoy the Millions He Made.

Edward Bain, the Kenosha, Wis., millionaire, recently loosened his grip on life and passed over into the dim hereafter. He was the inventor and manufacturer of the Bain wagon and was known as the man who never slept. Years ago, when he was piling up his fortune, he used to stay at his factory attending to business all day and all night. He was frequently there as late, or early, as 4 o'clock in the morning. Then, when he would finally go home, he would find that he could not sleep on account of the nervous strain. About sixteen years ago he quit active business, but found that he had wrecked his nervous system so that he could get no sleep. He used to make a practice of attending theaters, not for the purpose of seeing the play, but because he found that the music quieted his nerves, so that he would occasionally drop off into a doze. He would also go to a billiard hall, not to play billiards, but because the click of the billiard balls on the tables seemed to have the same effect on his nerves as the music of the theater and he could get little cat naps sitting in a chair near the tables. Bain piled up a fortune, but there was no satisfaction in it. What good is it to a man to be worth \$5,000,000 and not be able to sleep? A man had better have only \$250 in his inside pocket and be able to snore.

Making It Right.

"Madame," said the leader of the Best Citizens' League, "I have come to inform you that we have just lynched your husband by mistake."

The bereaved woman covered her face with her hands and began to moan.

"There, there," the best citizen went on; "don't cry. It'll come out all right. We expect to get the right man before long."

The greater the hurry you are in the more likely your shoestrings are to break.

They all say

"It's as good as Sapolio," when they try to sell you their experiments. Your own good sense will tell you that they are only trying to get you to aid their new article. : : : : : : : : : :

Who urges you to keep Sapolio? Is it not the public? The manufacturers, by constant and judicious advertising, bring customers to your stores whose very presence creates a demand for other articles.

Fruits and Produce.

Relation of the Cheese Manufacturer to the Jobber *

It is an honor, of which I am duly sensible, to be asked to say a few words to this gathering of men whose mission is to better the important items of food produced from milk.

I wish to take this opportunity to congratulate you upon the good your organization has already accomplished during its existence and to predict greater usefulness in the future, provided you constantly keep your standard of excellence a little in advance of your attainments.

The topic assigned to me, "The Michigan Cheese Trade," is a very important one, viewed from two points of vision, and I will briefly speak of each. However, the actual theme given me to consider was, "The Relation of the Cheese Manufacturer to the Jobber," and the two topics are so closely interwoven that I shall feel I am keeping to my text if I speak of both.

I have said the Michigan cheese trade is an important theme, viewed from two points of vision. Let us examine into the facts and see if this is true.

First, as to the article of cheese itself. There is no more delicious food offered us than this product of the cheesemaker. I know of no one kind of food possessing more nourishing qualities than this one, nor any from which so much nutriment can be secured for the money. A pound of cheese, costing the consumer 15 to 18 cents, will go further to build up the system exhausted from labor than twice that amount of money expended for meat. Laboring men are realizing this more and more, and you will seldom see a man enjoying the contents of his dinner pail who does not find in it a chunk of this palatable food.

If reliable statistics could be secured, I feel sure that they would show that the consumption of cheese is increasing very rapidly. So much for the first point which I wished to emphasize.

The second is purely a material one. I have no statistics at hand to prove this estimate, but a pretty fair knowledge of the grocery business of Michigan and close observation lead me to venture the assertion that there is annually sold to the retail trade of Michigan 300,000 cheese, averaging 40 pounds each, or 12,000,000 pounds. If this is true, the amount of money paid annually for cheese in Michigan is not far from \$1,000,000. This estimate may be questioned, but I believe it is not much out of the way of the facts.

Do Michigan manufacturers produce all the cheese consumed in the State? At present I feel sure they do not, and yet I am equally sure they are yearly coming up grandly along the way of success in this direction. It is my opinion that you will soon be compelled to do so, for you gentlemen have successfully cultivated a taste for a certain variety of cheese not put upon the market elsewhere. Michigan consumers of cheese have become so fastidious they will not eat real cheese, but want the article served to them not exactly in the form of curd, but neither must it be fully matured. More than this, it must be nice and soft so as not to crumble, but, mind you, not too soft so as not to cut nicely.

The cheese branch of our business has been one of my pets and one over which I have spent much time and study and I want to tell you gentlemen how much I have sympathized with you in your endeavors to furnish just the right thing to please the taste of the Michigan cheese consumer.

My individual opinion is that a cheese that is a cheese should be thoroughly matured, or a better word to use would be ripened, but the Michigan people do not want such a cheese, and so I have been one of the number of dealers in the article who have made life miserable for the manufacturer by continually telling them what to produce.

*Paper read before the annual convention of the Michigan Dairymen's Association by Amos S. Musselman.

You must give the people what they want, or think they want, for if you do not, someone else will. So, I say, you have my sympathy in this direction, if not in some others in which the jobber is interested, and just here is a good place to introduce that most excellent gentleman—the jobber—a gentleman without whom I really cannot see how the wheels of industry could turn without serious friction.

Of late, we often hear and see in print the words, "The jobber must go!" and why forsooth? Because his profit must be saved to the consumer. What an age of philanthropy in which we live! However, I am happy to say that, with the Michigan cheese manufacturer, I believe he is just beginning to come, for I believe a larger portion of your product is now marketed through the jobber than ever before, although there is yet room for much progress along these lines.

Now, if you will bear with me, we will look into these relations for a moment, for I am constrained to think that with many of you the jobber is simply used as a convenience to unload surplus stock. This from my point of view, is all wrong. I believe the jobber is the natural, logical distributive channel for the manufacturer of any article to place his product before the public.

The argument before mentioned—that if the jobber were out of the way his profit would be saved to the consumer—sounds well, but it is not true. The jobber performs for the manufacturer a certain service that costs money and which must be paid for, and when the manufacturer, in his eagerness for trade, encroaches upon the business of the jobber, it is at an extra expense always.

It is doubtless true the consumer would be benefited by the displacement of the jobber if the manufacturer would continue to sell his products at the same price after the jobber was gone as during the time of competition with the jobber, but he would not do that, because he could not afford to do so.

The jobber has all the machinery for distributing the manufactured product at the minimum expense. He carries in stock hundreds of articles, buys in large quantities and can sell a retailer a full line of goods at much less expense than could be done by each of the manufacturers of the various lines selling his proportion direct.

This should be apparent to any candid enquirer into the merits of the situation. In the cheese business a favorite custom with many manufacturers is to take the cream of the retail trade that can be secured and then tell us jobbers we are welcome to the small fry; that there is too much risk and trouble in selling that kind of trade. I submit the statement that this is not fair treatment. You should elect through whom you will distribute your product. If the jobber, then be loyal to him; if the retailer, then sell him exclusively and advertise you have cut out the middle man—the jobber. But if you discard the jobber, why not also ignore the retailer and sell direct to the consumer? The same arguments used to show that the jobber should go, carried to their logical conclusion, would also eliminate the retailer.

Of course, it is strictly business for you to elect to sell the retailer if you think it best to do so, but in the end, I thoroughly believe you will gain nothing from so doing.

There is a legitimate field for the jobber, as there is also for the retailer and the manufacturer. He who will recognize this principle and act upon it, in my judgment, will lose no money and save much wear and tear of the nervous system.

You will pardon me for speaking so fully on the subject, but I believe it is of great importance to both you and the jobber.

It is a safe statement to make that the consumption of cheese is increasing and that the returns to the farmers are, in the main, satisfactory. The principal reason for increased consumption is because the quality of your product has been wonderfully improved. Our stringent laws in relation to dairy products

have been most beneficial, as can be abundantly demonstrated by the richness of the cheese product now, in comparison with that of fifteen or eighteen years ago, and it is just such organizations as yours that have wrought such marvelous changes in many channels of trade. Co-operation is a grand thing in any line of business. Competitors, if honest, can better afford to be friends than enemies, and are very liable to become so if they can occasionally meet in such gatherings. One can always learn something from a competitor, either from his virtues or from his weaknesses, and such meetings as this can have but one result—new ideas, higher standards, closer friendships, respect for the opinions and honest convictions of others, even although differing from our own.

Thanking you for the courtesy extended to me, I close with this sentiment: Michigan cheese, one of the most delicious articles of food known to mankind.

Old Homestead Mincemeat Co.

Manufacturers of

Old Homestead Mincemeat

and Jobbers of

Pearl Brand Oysters

In Cans or Bulk.

Consignments of Poultry and Game

Solicited.

43 E. Bridge St.

Grand Rapids.

MOSELEY BROS.

BUY AND SELL

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

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

SEEDS

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

ALFRED J. BROWN SEED CO.

24 and 26 North Division Street,

Grand Rapids, Mich.

Extra Fancy Navel Oranges

Car lots or less. Prices lowest.

Maynard & Reed,

54 South Ionia Street,

Grand Rapids, Michigan.

HARVEY P. MILLER.

EVERETT P. TEASDALE.

MILLER & TEASDALE CO.

WHOLESALE BROKERAGE AND COMMISSION.

FRUITS, NUTS, PRODUCE

APPLES AND POTATOES WANTED

WRITE US.

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

ST. LOUIS, MO.



FREE SAMPLE TO LIVE MERCHANTS

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

GEM FIBRE PACKAGE CO., DETROIT.

HARRIS & FRUTCHEY

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

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, Feb. 4.—During the week there has been an active market for nearly all lines of staple groceries, although probably the aggregate business is no larger than for several weeks past. There is a hardening tendency all around and canned goods are especially firm.

Coffee conditions are practically unchanged from last week and on the Exchange there seems to be less interest manifested. The market is steady—nominally—and prices show little, if any, fluctuation. On Friday the recorded sales were but 8,750 bags. There was a decided decrease in warehouse deliveries on Friday, as they aggregated but 100,886 bags, the general output being almost twice this amount on an average. Rio No. 7 closes at 6½c.

The sugar market is about unchanged. While there is nothing new in the situation, the rumor of a union of wholesale grocers is regarded as mighty interesting news, for surely if any industry needs union it is the grocery trade. And a good solid combine among wholesalers would be a very interesting thing for coffee roasters and sugar refiners to buck against. Orders for refined have been of an ordinary character, but purchases have been made from many points and, in the aggregate, are large.

The tea market keeps its recently acquired firmness and, as contrasted with a year ago, is incomparably better. Prices are firmly held at the advance. The quality is generally good and altogether the outlook is for a good firm tone during the spring.

Rice conditions remain about as last reported. Holders will make no concession, and the business going forward is on the basis of full quotations. It is not a time of year when trade is in full blast, but very satisfactory orders have been received and both foreign and domestic are taken without any haggling. Foreign sorts are certainly as firm as at any time and, as the supply is not excessive, the prospect is good for firm rates for some time.

Pepper is firm—decidedly so—with other lines showing an everyday call, but prices show no weakness.

In molasses there are no new developments. Grocery grades have been in fair movement and are very firm, especially for best grades. Some call, too, has sprung up for the cheapest lines and dealers generally have had a good week. Prices are practically unchanged, but tend toward a little higher basis. Syrups are about as last week—firm.

There has been no let up to the scramble after canned goods and the wonder is that no sharper advance in rates has occurred. It seems inevitable that many new canneries will start up this year and probably the output of '98 will break the record. Maryland and New Jersey tomatoes have been raked out from obscure corners, and probably down in the canning districts goods have been rescued from the oblivion of a decade. Corn and peas have been sought for from the four quarters of the country, and the demand shows no abatement. Salmon are firm and the "combine" will tend to keep them so.

Oranges and lemons have been rather quiet, but still matters might be worse. Prices are well held and the situation is not at all discouraging.

Dried fruits are firm, especially for fancy evaporated apples, owing to the scarcity of fresh stock.

In butter, the supply and demand being about equal, there is a market of only average activity. Prices are almost unchanged, being a trifle higher for the most desirable grades. Fancy Western creamery is held at 19c.

Receipts of eggs show some improvement, but the market is scarcely as firm as last reported, and quotations are hardly changed.

How Women May Succeed as Book-Keepers.

Not many years ago when women were first employed as book-keepers and

clerks in offices the movement was received with great disfavor by the sterner sex, their principal argument being that "women worked for less money and so took away their opportunity of earning a living in this way." It is not my purpose to argue the rights of women and men in this article, but to submit a few words in our defense.

According to the census of the United States there are in almost every state more females than males, and according to the labor reports a large number of them must be self-supporting. Now, if a bright, energetic young lady is willing or is obliged to work for a smaller salary than her brother, has she not a right to do so? It has been my privilege during fifteen years at the desk to make a great many business acquaintances and I am often asked "Would you advise a young lady to study book-keeping as a means to earning a good salary?"

To such enquiries I can readily answer, "If she has a decided taste and talent for such work, by all means go into it."

There is always a demand for good book-keepers and while in many instances a girl has to begin at a small salary she has as many opportunities to advance in that work as in any other line. A man or woman must be thoroughly adapted to the work chosen and love the work if he or she wishes to become a successful book-keeper. Shakespeare says,

To business that we love we rise betimes,
And go to it with delight,

and the details and routine work of book-keeping are so monotonous that unless one likes it it becomes mere drudgery, and in such cases is not a successful undertaking. It has been asserted upon unquestionable authority that 21 per cent. of the total business failures in the United States are caused by "incompetence," that is, trying to do that for which one has no aptitude; and the same may be applied to the great army of working girls who make a failure of their lives by choosing work for which they are not in the least adapted.

Nearly every article written upon the subject of book-keeping advises us to "get up new methods," "get out of old ruts," and while this can be done in some instances yet I am sure every book-keeper will confirm my opinion that this is one of the hardest tasks in the whole business because of the unwillingness of our employers to allow any changes from their own antiquated ideas. It is impossible to adopt any particular form of book-keeping throughout the business world, but each book-keeper can very readily see, upon becoming familiar with the business carried on, which is the best for his particular work.

A short time ago I paid a bill of \$2.41 at one of the largest dry goods stores in this State. I went to the head book-keeper to ascertain the amount due, and he opened his ledger, looked at the account, then sent me to a young lady at a desk near by who furnished me with an itemized account. I was then referred to a second young lady across the room who received my money, returned my bill, marked "Paid;" a third young lady gave me another acknowledgement similar in size to an ordinary check, which was numbered to correspond with the stub from which it was detached, and in addition I received a little printed slip thanking me for my valuable patronage, etc. All this detail consumed about twenty minutes' time.

The book-keeper informed me that this system was used so that each one should check the others, and it passed through four persons' hands. Notwithstanding this system, while I was waiting a customer came in with a bill showing that a charge had been made on some goods which had previously been paid for, and I left the book-keeper hard at work trying to find out which of the numerous employes must plead guilty to an error. Now, I maintain that if there was not so much detail to that system two good book-keepers could do the entire work for that firm, and as every large corporation employs an auditor, the correctness of the books and the honesty of the employes must of necessity be properly vouched for.

The greatest hindrance at the present time to book-keepers and expert accountants is the cheap lot of boys and

girls taken into offices to work on these unnecessary details, all of which the head book-keeper is expected to oversee and become responsible for.

If a girl wishes to become a good book-keeper she must begin at the beginning and learn to write neatly and legibly, study to figure rapidly and spell correctly, and these three studies must be carried into all the work as she advances. Three more necessary qualifications for success are a sunny disposition, a good personality and a strong constitution. Patience and a determination to secure by work well done the right to demand an equal salary to that of our brothers for the same labor will win in the end. I look back over fifteen years spent in one office with great pride, because I not only secured the position occupied by a man, but I have gone considerably beyond him in point of salary.—Jeannette L. Perry in the Book-keeper.



**BEANS, HONEY AND POPCORN
POULTRY, VEAL AND GAME**

Consignments Solicited.

Quotations on Application.

98 South Division St., Grand Rapids

Ship your BUTTER AND EGGS to
R. HIRT, JR., DETROIT, MICH.
34 AND 36 MARKET STREET,
435-437-439 WINDER STREET.
Cold Storage and Freezing House in connection. Capacity 75 carloads.
Correspondence solicited.



The Neatest, Most Attractive and Best Way

to handle butter is to put it in our

**PARAFFINED
PARCHMENT-LINED
PACKAGES**

Write for prices.

MICHIGAN PACKAGE CO., Owosso, Mich.

Hermann C. Naumann & Co.,
353 Russell Street, Detroit, Mich.
Opposite Eastern Market,

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

We Solicit your Orders for Apples

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

VINKEMULDER CO., Grand Rapids, Michigan.

Some Peculiarities of the Michigan Cheese Trade.*

The subject assigned me by your Committee, "The Michigan Cheese Trade," I approach with some trepidation, as I realize that it is a good-sized problem, and I can not and do not expect to wear it out by my timid approach toward its consideration. I will mention only a few of its features as observed by me during the last thirty-three years in which I have been directly interested in the manufacture and sale of Michigan cheese.

It is probable that the grocery trade of our State handled cheese for many years before a single factory was in existence within our borders. The writer's earlier recollections are of Ohio skims and of the excellent full cream, delicious Hamburg cheese, the latter being manufactured in New York and usually shipped from Buffalo in small quantities and at large prices, 20 to 24 cents per pound being not an uncommon price for it over the retailer's counter.

From 1850 to 1866, a few private dairies made the entire output of Michigan cheese handled by the trade, and of these Lenawee county had three or four, the product of which found a market when from two to eight months old. Some of this cheese went to Michigan grocers, but a large amount was shipped to Ohio and Indiana. Michigan jobbers were at first reluctant to take hold of the home product, as the age of the cheese, quality and flavor could not always be depended upon.

Some years before the advent of cheese factories in our State, the dairy products of Baker, Horton and Russell had so demonstrated the ability of these gentlemen to make a fine article of cheese that the Michigan buyers were free users of their manufacture.

In the year 1866, two factories were built and started in Lenawee county by the pioneer factorvmen of the State—Samuel Horton and Rufus Baker. The next few years showed a rapid growth in this industry and, after a very short time, Lenawee could boast of her twenty factories within her borders, and other sections of our fair State made slower but sure development along the same line of growth until now we produce annually nearly 10,000,000 pounds of cheese, using in its manufacture 100,000,000 pounds of milk and using for its production 24,000 cows.

While in the early stages of Michigan manufacture the cheese found a market at the varied age of from sixty days to eight months. In later years we seldom find a cheese on the shelves of our factories in the shipping season that is over thirty days old, and from that down to five days, while it is claimed by our most progressive factorvmen that cheese were shipped out several days before put to press or even made.

The consumer and, consequently, the buyer now demand a rich, full cream and mild-flavored cheese, and the salesman or manufacturer who can the most uniformly produce and supply such an article to the purchaser is never without a ready market for his product, and at good prices.

In the olden times, it was not unusual to find in the same dairy cheese weighing 20, 30, 40, 50 and even up to 120 pounds each. More uniformity in weight is now demanded by both dealers and retailers, and the Michigan retailer is usually satisfied with a 38 and 42 pound cheese, with occasionally a call through the summer months for a 12 inch—20 to 24 pound—size. For the latter size there is but little demand through the winter months, as there is a much larger percentage of shrinkage in carrying them. For the Ohio, Indiana and Illinois markets (largely supplied by Adrian jobbers), a 30 to 33 pound cheese is very desirable and much called for, and many of the 12 inch size also find a market in those States.

It is sometimes remarked that "cheese is cheese," and yet a wide difference exists in the quality of the product of different factories and often of the prod-

uct of the same factory. To know the reasons of this and to control the factors leading up to it is and should be the aim of every progressive cheesemaker.

To secure uniform and favorable results, eternal vigilance along the following lines is necessary and essential:

Only pure, sweet and wholesome milk should be taken at the factory.

Cans, vats, presses and all utensils should be kept scrupulously clean and sweet.

Floors should have a daily renovation, a thorough cleaning and scalding, with no foul odors allowed in or about the factory.

Have a good cheesemaker, as a poor one is dear at any price.

Use only the best quality of salt. A barrel of salt will salt 10,000 pounds of cheese, and a barrel of the best, like Diamond Crystal, Genesee or Worcester, may cost 50 cents per barrel more than that of an impure quality, but there is no apparent profit in spoiling an occasional vat of cheese by using impure salt.

In rennets and extracts, use the best, for like reasons, as they are the cheapest in the end. Don't buy and use something new and untried because it is cheaper than a good article can be obtained.

From May 1 to Oct. 1 I would advise using rennet extract. If you must use rennets at all, use only in the cooler months, and then always with care. Many of the best factories use extract the season through, and believe it pays them to do so.

Many factories are also using, with profit, the cloth circles, pressing them on the faces of the cheese and greasing over all. These are then left on and serve as a great protection against checks and cracks and, consequently, from skippers.

Many a well-made cheese is spoiled in the curing room. Too many makers pay too little attention to the curing of their cheese. Much of the success is attributable to proper care of the cheese after reaching the curing room. Shelves should be kept clean and should be flat and level and not warped out of shape. A uniform temperature is desirable, and the maker who allows the temperature of the curing room to vary from 40 to 90 degrees will never succeed in turning out a fine-flavored cheese. A stove or some artificial heat is needful in the curing room, even in hot weather. Plenty of so-called elbow grease is also an essential to fine-appearing and clean, bright cheese.

In boxing care should be taken that all boxes are pared evenly to the height of cheese, so that the cover shall rest evenly on the surface and the box rim. By not trimming boxes and leaving an inch or two of air space in the box above the cheese, the air in this space becomes superheated and will often ruin the face and rind of the cheese by fomenting and softening the rind, which should be its protection.

Almost every factory has a greater or less number of retail merchants near by who will use a portion of their product, but the great bulk must go into the wholesaler's or the jobber's hands. While the price that the jobber can pay is $\frac{1}{2}$ @ 1 cent per pound below that realized from the retail merchant, it is plain that if all factories or any great number of them should attempt to place all their product in retailers' hands, the competition between factories would very soon put the price much lower than even the wholesale merchant would pay. A large percentage of the make of the hundred or more Michigan factories finds a market through the hands of Adrian jobbers. They materially help in sustaining the prices on the general make, for it is safe to say that at least 75 per cent. of the product shipped them finds a market outside the State, and thus far relieves the market of what otherwise would be a large surplus.

We do not hold the jobber responsible for low prices—always. More often they come by individual factorvmen quoting lower figures, which jobbers promptly meet. The supply and demand, however, are the great factors in prices and

are more responsible than either the jobber or factoryman.

I am well aware that I have told you many things you already know and omitted to tell you a good many things that you know of which I am ignorant, but if I have directed your thoughts along any channel that will tend to improve upon the general quality of Michigan cheese, then my labors are not in vain.

Catering to the Laborer.

The idea that the retailer who desires to cater successfully to the laboring man must use the laboring man's advertising and talk in a jargon that corresponds to the laborer's vocabulary is one for debate. For, on the one hand, you might say that you must get in to sympathy with him and think his kind of thoughts. On the other, you might say that you must express those thoughts in just the best language you can command. By best is meant simplest plain language adequate to the purpose. Any ditch digger who can read will like that language better than if you tried to talk "his kind of talk." These are, in brief, the two arguments. The latter seems to be the more ingenious of the two, and especially is this true when it is backed up with the theorem of Lord Brougham that in addressing a mob he never made such good headway as when translating almost literally from the Latin classics. As to which is the more susceptible of practical demonstration, we will leave to the reader.

Inclined to Be Facetious.

"What answer did the quartermaster make to the charge that he had fed the regiment for an entire week on nothing but sawdust?"

"Why, he said that he had always understood that sawdust was very fine board."

A great financier is a thief who is successful. A thief is a great financier who fails.

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"

Amboy Cheese the Best

The most competent experts pronounced it so at the annual convention of the Michigan Dairyman's Association, held in this city last week, and awarded it the first premium. Their judgment thus verifies that of the people who for thirty years have said the same thing—and still it costs but a trifle more than others.

Oney & Judson Grocer Co.,

Sole Agents,

Grand Rapids, Mich.

*Paper read by E. L. Baker, of Adrian, at annual convention Michigan Dairyman's Association.

TURNED DOWN.

Experience of a Grocer as His Own Collector.

Stroller in Grocery World.

Among my friends in the retail grocery trade is a well-to-do grocer who holds forth at Albany, N. Y. He is one of the best grocers in the place, and his business is so good that he finds it necessary to employ a collector.

I've talked with this grocer pretty freely, or, rather, he has with me, and I've known for some time that he looked on his collector as a sort of fifth wheel; that is, he got the double idea that the money would come in all right without him and also that if it became necessary to have somebody to collect, he himself could do the work better and cheaper than the paid collector.

I know how these things often work, so I had done all I could to persuade the grocer that he was wrong. But I couldn't do it. The matter reached a crisis about two weeks ago and the collector, whose returns had been rather meagre for several days, got a calling down. The grocer went out to do the work himself, just to show the collector how it ought to be done. I met him in New York last week and he told me what the result was.

"You know I've had an idea for some time that our collector wasn't amounting to much," he said to me after we had dined together.

"I know you have," I replied. "Well, it's all gone," he continued. "For collectors as a class, and my own in particular, I have the greatest respect. I take off my hat to them. I know now exactly what they have to do. Before I didn't."

"How did you find out?" I asked. "Well, the other day I gave our collector a hauling over. Business had been rather bad, collections were poor and I wasn't feeling very well. So I felt decidedly rough. The collector seemed to be working right along, but he didn't get in any money. His returns were awfully poor, although I sent him to several of my very best people.

"So one day I talked to him like a Dutch uncle. I told him I wasn't satisfied and I believed the work could be done better. It cut him all up, for he thought I was going to fire him.

"Now, I'll give you one more chance," I said. "To-morrow you'll stay in the store, and I'll go out on the bills myself. I've never had any experience at collecting, but I believe I can get in more money than you have."

"I saw the poor fellow's face brighten up when I said this. At that time I thought it was because I had given him another show, but I believe now it was because he realized what was in store for me."

Just here let me say that this grocer is not very much in evidence behind his counter; that is, he is to be found in his office mostly, and so many of his customers don't know him very well, just as few of Finley Acker's customers know him, even by sight.

"Well," continued the grocer, "I

went out the next day with a batch of about twenty-five bills in my book. The first place I called on was a private house. A family that had lately moved to town lived there and they had been trading with me only about three months. They owed me about \$46 and the collector had reported several times that they had promised to pay, but always put him off.

"I rang the bell. The servant came to the door.

"I want to collect this bill," I said, fishing it out. She took it and vanished in the house.

"Pretty soon I heard heavy steps coming down the stairs. A man, evidently the head of the house—who never had been home when the collector called—made his appearance. His face was swollen on one side, evidently the toothache. I saw at once I was up against it. I'll bet that fellow had been hoping all the morning that something or somebody would come along and give him a chance for a good scrap.

"You get the—out o' here!" he said. "D—n you collectors! Didn't my wife say she'd pay you your bill? Why don't you live here? She'll pay you the bill when she gets ready. Get out!"

"Now, you know," said the grocer to me, "I'm no pugilist. I have plenty of spunk, but I'm a man of peace. This fellow made me hot.

"Now you see here!" I said, "if—"

"Oh, go to the devil!" said my friend, and he slammed the door in my face.

"This man afterward found out who I was, and came to the store and apologized. He said he was sick and had been up all night with the toothache. He was nice enough about it, but that didn't lessen my humiliation at the time. And then I knew he wouldn't have apologized if I had simply been a collector. That increased my respect for the collector.

"The next place I went was a little boarding house kept by two old ladies. They were known as the 'weeping twins,' but I didn't know that until afterward. They owed me \$10 which had been standing several weeks. I went there and was invited in before I told my business. Both of the ladies came in the parlor and I said I had come to clean up that \$10 balance if I could.

"What was my surprise to see both the old ladies burst out crying. You never saw anything like it. They sat there and sobbed and wailed and sniffled and I felt as if I had stolen something from 'em. They cried until the situation got embarrassing. For at least ten minutes I'll bet they didn't say a word—simply wept. Then one of them gave me a hard-luck story—boarders wouldn't pay and so on—and it ended by my walking meekly down the steps without any money.

"I learned afterward that these old weepers were geniuses in their line, which was getting the sympathy of their creditors by taking them in the parlor and crying all over them. They would do it every time they were asked to pay a bill and when they got anybody new like me, they simply cried their eyes out.

"Well, after that I went into a lawyer's office whose family owed me quite a large bill. The collector said he had been told by the lawyer's wife to see her husband in his office, but that he had never been able to do this as yet.

"The lawyer was in his inside office. The boy asked me my business, and I simply said I was 'from So-and-So's.' I didn't like posing as my own bill collector, somehow. My hour's experience was responsible for that.

"The boy went in, and came out at once with the message that Mr. — was too busy to see me. So down the stairs I went, like a licked dog.

"That settled me. I went back to the store. My collector looked at me curiously as I went in, but he didn't say anything.

"Come here," I said, "I want to see you." We went back in the office, and I freely told him what I had done. It tickled him to death, especially when I raised his wages a dollar a week and told him to go right ahead collecting.

"And you can put one thing in your pipe and smoke it," he said, as we walked down the hotel steps together, "your uncle has gone out collecting for the last time."

Profiting by Experience.

He had called on her several times, and finally mustered up courage and assurance to be somewhat more affectionate than the circumstances warranted, perhaps.

"You must not do that," she said, somewhat nervously.

"Do what?" was the innocent query.

"Put your arm around my waist."

"Why not?"

"My brother might come in suddenly and see you."

"Well, what of that? He couldn't kill me."

"No. I suppose not; but he would try to borrow some money from you, and I have lost two chances already by his doing that."

Found the Right Smith.

Merchant—Have you collected that bill of J. Smith?

Collector—Have I collected it! I called at the house and found that seven J. Smiths lived there. Six declared they owed nothing and the seventh kicked me out of the house!

Merchant—That's the one! Go right back there and get the money!

MERCANTILE ASSOCIATIONS

Michigan Business Men's Association

President, C. L. WHITNEY, Traverse City; Secretary, E. A. STOWE, Grand Rapids.

Michigan Retail Grocers' Association

President, J. WISLER, Mancelona; Secretary, E. A. STOWE, Grand Rapids.

Michigan Hardware Association

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

Detroit Retail Grocers' Association

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

Grand Rapids Retail Grocers' Association

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

Saginaw Mercantile Association

President, P. F. TRERANOR; Vice-President, JOHN MCBRATNIE; Secretary, W. H. LEWIS.

Jackson Retail Grocers' Association

President, J. FRANK HELMER; Secretary, W. H. PORTER; Treasurer, L. PELTON.

Adrian Retail Grocers' Association

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

Bay Cities Retail Grocers' Association

President, M. L. DEBATS; Sec'y, S. W. WATERS.

Traverse City Business Men's Association

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

Owosso Business Men's Association

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

Alpena Business Men's Association

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

Grand Rapids Retail Meat Dealers' Association

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

St. Johns Business Men's Association.

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

Perry Business Men's Association

President, H. W. WALLACE; Sec'y, T. E. HEDDLE.

Grand Haven Retail Merchants' Association

President, F. D. VOS; Secretary, J. W. VERHOEKS.

Yale Business Men's Association

President, CHAS. ROUNDS; Sec'y, FRANK PUTNEY.

POTATO SHIPPERS

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

RED CAR PAPER

Write us for sample and price

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

BOUR'S
COFFEES
MAKE BUSINESS

We Realize

That in competition more or less strong

Our Coffees and Teas

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

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

REQUISITES FOR SUCCESS.

Honesty, Energy, Frugality, Integrity and Perseverance.

In a recent interview Marshall Field, the merchant prince of Chicago, gave some interesting answers to the questions of the interviewer. Following are extracts from the interview:

"What were some of the principles you applied to your business?"

"Well, I made it a point that all goods should be exactly what they were represented to be. It was a rule of the house that an exact scrutiny of the quality of all goods purchased should be maintained, and that nothing was to induce the house to place upon the market any line of goods at a shade of variation from their real value. Every article sold must be regarded as warranted, and every purchaser must be enabled to feel secure."

"What do you consider to have been the turning point in your career—the point after which there was no danger of poverty?"

"Saving the first five thousand dollars I ever had, when I might just as well have spent the moderate salary I had. Possession of that sum, once I had it, gave me the ability to meet opportunities. That I consider the turning point."

"What one trait of your character do you look upon as having been the most essential to your successful career?"

"Perseverance," said Mr. Field; but another at hand insisted upon the addition of "good judgment" to this, which Mr. Field indifferently acknowledged.

"If I am compelled to lay claim to these traits," he went on, "it is simply because I have tried to practice them, and because the trying has availed me much, I suppose. I have always tried to make all my acts and commercial moves the result of definite consideration and sound judgment. There were never any great ventures nor risks—nothing exciting whatever. I simply practiced honest, slow-growing business methods, and tried to back them with energy and good system."

"What do you consider to be the first requisite for success in life, so far as the young beginner is concerned?"

"The qualities of honesty, energy, frugality, integrity are more necessary than ever to-day, and there is no success without them. They are so often urged that they have become commonplace, but they are really more prized than ever."

"Did you attend both school and college?"

"Only the common and high schools at home, but not for long. I had no college training. Indeed, I can not say that I had much of any public school education. I left home when I was seventeen years of age, and, of course, had not time to study closely."

"Do you believe a college education for the young man to be a necessity in the future?"

"Not for business purposes. Better training will become more and more a necessity. The truth is, with most young men, a college education means that just at the time when they should be having business principles instilled into them, and be getting themselves energetically pulled together for their life's work, they are sent to college. Then intervenes what many a young man looks back on as the jolliest time of his life—four years of college. Often when he comes out of college the young man is unfitted by his good time

to buckle down to hard work, and the result is a failure to grasp opportunities that would have opened the way for a successful career."

Tribute to the Salesman.

From the Bangor News.

In all the reviews and resumes and recapitulations and comments upon and apostrophes to the great year 1898, nothing has been said of the salesman. He is an American institution. He is ubiquitous. He is the fighting man of commerce. He is the cavalry of the heavy battalions of advertising. The world would not have eaten so much, or worn so much, or bought so much without the salesman. He is the clincher of the argument. He is the man who goes forth and brings back. His vocation requires the courage to look men in the eye. Following the conquering armies of the United States will appear the salesman. No doubt he is now studying the Spanish language with feverish haste.

The salesman introduced and made universal the sewing machine; he fought a whirlwind campaign for the typewriter, and no other agency on earth could have put the piano into the typical American home. How many cash registers would be in use without the salesman? How many thousands of tired women would be wringing out linen to-day with their hands had the salesman not presented that homely mechanical device, the clothes wringer? How many widows and orphans would be left penniless without the insurance agent? So it is all along the line, from the man who sells a "complete set of Dickens, with original illustrations and marginal notes, bound in unique and rich bindings, for 25 cents a week," to the salesman who sells the bonds of a new railway.

Fell Into the Trap.

Perhaps it might be better for Mr. Todding if he were more observant, or possibly more something else. The other morning when he started off to town, his wife gave him an important letter to post, and when he returned in the evening it was in his pocket.

"Henry," enquired his wife, just as he had settled himself comfortably, "did you post that letter I gave you this morning?"

"You don't suppose, love, that I would carry it about with me, do you?" he replied, in as smooth a tone as he could muster.

"I don't suppose anything else," she said suspiciously. "Where did you post it?"

Mr. Topping evaded the question. "The pillar box is only just around the corner, my love," he said; "why, only a blind man could miss it."

Mrs. Topping jumped up suddenly. "Henry Topping," she exclaimed, "give me that letter this minute! They moved that box to the other side of the square a month ago."

American Matches in Sweden.

The large match factories in Stockholm, Sweden, have cut down the wages of their workmen. They have been forced to do so to meet American competition. The importation of foreign matches into this country, carried on so extensively once, has fallen to almost nothing. The value of all the matches imported last year did not exceed \$120,000, while the value of the American product must have exceeded \$3,000,000. There is still a duty equivalent to about 30 per cent. ad valorem on foreign matches, but the invasion by the American manufacturers of Sweden, which used to supply this country with so many matches in spite of the high duty, shows that so high a duty is no longer needed.

Two of a Kind.

Teacher—What is tautology?
Boy—Repetition.
Teacher—Give me an example.
Boy—We are going to have sheep's head for dinner, and my sister Elsie's young man is coming to dinner, also.
Teacher—Go up top.

Status of the Calcium Carbide Industry

From the Progressive Age.

The year just closed has been a notable one in the acetylene industry, not so much by reason of the apparatus developed as by changes in the carbide situation. Bullier's patents have been annulled in Germany, and although Willson's claims are being pushed, the field is yet open in that country. Switzerland had no patent office until 1880. In France, Bullier's patents are being contested, and in time will probably be overthrown. In England, Willson's patents are owned by the syndicate operating at Foyers, while no one is operating under the British patents of Bullier. In Europe, there are under construction and being put in operation so many new plants that there is certain to be an excess of carbide upon the market, and consequently the price will come down. This will no doubt increase the demand for the use of this gas for isolated lighting systems, and generator makers will profit thereby. In this country, as there is but one firm engaged in the manufacture of carbide, the output can be better regulated, and although the price will no doubt come down, it will not do so either suddenly or remarkably.

There have been rumors of others intending to manufacture carbide in this country, and if we are to learn from the experience of similar industries we may expect that a number of attempts will be made by smaller firms to make this material without license. There is, however, a full and comprehensive line of electric furnace, carbide and acetylene patents owned and controlled by the parent acetylene company of this country, and it is difficult to see how any one can enter the business without infringing upon some one of the two score and over patents owned. But as these patents have not yet been contested in the courts, their value has not been demonstrated. The best policy for present manufacturers to pursue would seem to be to "make hay while the sun shines" and to perfect their

business system so that when competition does enter they will hold the trade through merit outside of legal considerations. The additions to the Niagara plant will probably be put in operation during the coming summer, although the extension at the Sault Ste. Marie may not turn out carbide before autumn. It would, therefore, seem good policy to push the introduction so that the market will be made when the product is available.

As to the position that acetylene will occupy finally in the lighting business, it may be said that predictions can not yet be made. The lighting of small villages or towns successfully, economically and cheaply has by no means been demonstrated, although there are several such plants in operation. The greatest success has been in the lighting of isolated hotels, large dwellings, or plants at summer resorts in places where city gas could not be obtained.

Peculiar Industry in Connecticut.

From the New England Grocer.

For the last twenty years large numbers of men in Stratford, Ct., have made their living from the large deposits of oyster shells in the mouth of the river. The shells are taken up with tongs and forks, and afterwards planted on the oyster grounds for the seed oysters to grow upon. For some years this was a very lucrative business, steady, temperate men being able to make from \$3 to \$5 per day on an average through the year. They got good prices for the shells and found a ready market and for years the "shellers" prospered, being able to build houses and lay by enough for a rainy day. The law provides that the shells can only be removed by tongs and forks and this of course precludes all possibility of introducing labor saving machinery.

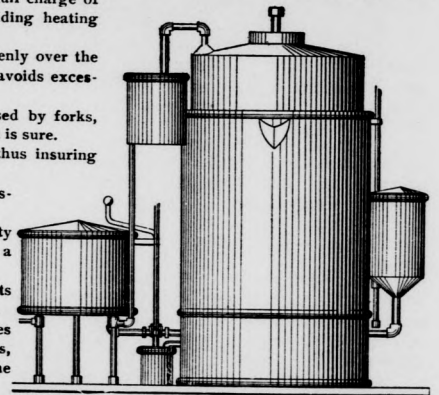
The most superstitious, as well as the greatest thinkers of the present century admit that hens lay eggs because they can't stand them on end.

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

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

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

THE BRUCE GENERATOR



THE Owen Acetylene Gas Generator

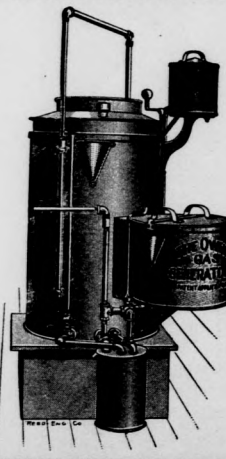
THE MOST SIMPLE AND COMPLETE DEVICE FOR GENERATING ACETYLENE GAS IN THE MARKET. ABSOLUTELY AUTOMATIC.

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

Write for Catalogue and particulars to

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

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



Commercial Travelers

Michigan Knights of the Grip.

President, 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.

United Commercial Travelers of Michigan.

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

Michigan Commercial Travelers' Mutual Accident Association.

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

Lake Superior Commercial Travelers' Club.

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

Trials of a Traveling Man.

"You fellows have been complaining about the cold," remarked the Kansas City drummer as he shoved a bottle of cough medicine back in his grip, "but I want to say that the heat is sometimes a blamed sight worse than the cold. I had to take a run once down through the southwest part of Kansas and Oklahoma and on into Texas. I had to take the drive of about two hundred miles across the country in August. It was a trifle warm when I started, but nothing for that time of year, but I hadn't been out an hour until the wind began to blow from the southwest, dry and hot. It was bad to start with, but in an hour the thing was getting serious. I got out to fix something about the harness and found the iron on the back strap so hot that I couldn't bear my hand on it. In an hour more I noticed that the iron whip stock was beginning to melt and the leather dash was smoking. I struck a buffalo wallow where there was about four barrels of water. The horse hadn't had a chance to take a drink since he left the town that morning and I unchecked him to let him take a drink out of the wallow. Well, gentlemen, that horse was mighty thirsty and he made a dash for the buffalo wallow, but as soon as his nose struck it he jumped back as if he had been shot. I couldn't understand it until I got out and put my hand into the water. You may not believe it, but I swear that the water in that wallow was boiling hot. I happened to have two or three eggs in the buggy and I threw them into the wallow and had them soft boiled to a turn in just two minutes. I drove on, but the thing kept getting more serious all the while. In half an hour the woodwork of the buggy was on fire in three places. I had brought a jug of water with me and it was a lucky thing that I did. It kept me busy pouring water on the places that were catching fire. When I got to the first creek that there was to cross on the trip I was out of water and the buggy would have been a mass of flames in three minutes more. The poor horse was suffering terribly. His hair had singed off until he looked like an overgrown Mexican dog. I unbitched him and let him lie down in the water long enough to put out the fire and get cooled off. I never was so thankful to see night come as I was when that day was over. Of course you understand that it always gets cool in that country at night no matter how hot it may be in the daytime. When I came to take an inventory of things when I stopped for the night, I found that the hind axle had been twisted by the heat until it looked like a Kansas corkscrew. One tire had melted off entirely and another

was mighty near it. But the most curious thing that I noticed was something that happened to me individually. I was wearing a set of false teeth at that time and the celluloid plate melted so that four of the teeth dropped out and I swallowed one of them in my excitement. I have never dared to wear a celluloid plate in that country since in the summertime."

There was a deep silence for a moment, then the man from St. Joe slowly arose and remarked that if the story had the same effect on the others that it had on him it was well to irrigate, and with one accord they took lemon in theirs.

Gripsack Brigade.

Walter Watt will hereafter represent the Dayton Computing Scale Co. in Detroit.

John Tennant has engaged to travel in the West for the Wolverine Soap Co., of Portland.

Lansing Republican: J. A. Oram has taken a position as traveling salesman for Harry Whiteley.

Percy D. Wells, formerly with the J. W. Butler Paper Co. (Chicago), is now carrying the samples of Alling & Cory, of Rochester.

Herbert Hawthorne, traveling representative for the Standard Oil Co., has removed from this city to Cadillac.

Durand Express: Solon Stone has taken a position with the Durand Harrow & Manufacturing Co. as traveling salesman.

Ann Arbor Register: Frank Cunningham, for many years with Dean & Co., has resigned the position to go on the road for the Union Paper Co., of Jackson.

Eaton Rapids Journal: Jno. H. Stirling, who is a veteran in the shoe business, having traveled for years on the road as salesman for an Eastern shoe firm, has purchased an interest in a shoe manufacturing concern at Syracuse, N. Y.

Holly Advertiser: S. L. Harrington has accepted a position with Phipps, Penoyer & Co., wholesale grocers of Saginaw. He will travel for them in the cigar and tobacco line and his territory will be the Upper Peninsula. Mr. Harrington is not a new hand in the commercial line, having held similar positions with other houses.

Portland Advertiser: A Portland merchant has recently had illustrated to him in the persons of two commercial travelers great vicissitudes of fortune. One who called to solicit trade for a certain brand of catsup was at one time one of the leading merchants of Boston, and his residence, when adversity came, sold under the hammer for \$73,000. The other, who had a line of cigars, had been twice elected Governor of one of the largest Middle Western States.

Although the word "drummer" as applied to commercial travelers is essentially a modern term, yet the traveler himself has existed ever since commerce began. Perhaps the earliest reference to him is found in the Biblical story of the Good Samaritan. The latter was simply a commercial traveler between Jerusalem and Jericho. He didn't stop to ask the religion or the social position of the man who had been robbed, but he gave him immediate assistance. The modern traveling man is as ready to do a good action as his far-away ancestor. I have known many instances in the past few years where traveling shoe men have promptly rendered needed assistance without making any fuss or talk about it.

The Boys Behind the Counter.

Cassopolis—Ira Northrop and wife have moved to Dowagiac, where he will take charge of the Dowagiac branch of Atkinson Brothers' extensive business.

Flint—Charles F. Tucker, who has been connected with Smith, Bridgman & Co. for the past fourteen years in their carpet department, has resigned to accept a position as manager of the carpet department of E. Trump.

Traverse City—Leonard Grayson, who has been in the employ of Germaine Bros. for several years past, has severed his connection with that firm and accepted a position with N. E. Strong, manager of W. W. Kimball Co.'s branch music store in this city.

Battle Creek—Fred Millard, head salesman at Gleason's grocery store, recently discovered a fullgrown tarantula and thousands of young ones in a bunch of bananas. The fullgrown one is a fine specimen and of an unusual color. This curious collection was placed in a glass jar and makes a very interesting sight.

Grand Marais—M. J. Buck has tendered his resignation as salesman in Hargrave & Hill's grocery department, on account of ill health, and will leave with his wife for his former home at Vassar as soon as a competent man can be secured to fill his place.

Imlay City—Arthur M. Cooper, who for over a year past has been employed in Martin's drug store, has taken a similar position in H. J. Miller's drug store at Vassar.

Fremont—Dirk Smalligan has taken a position in the grocery department at Darling & Smith's.

Lansing—J. B. DeLamater, for a few years an assistant in B. P. Richmond's jewelry store, has taken a position with Francis May at Leslie.

Holland—Ben. Van Putten has taken a clerkship with T. Slaughter.

Ionia—Miss Lizzie Terwilliger has resigned her position of book-keeper for Simpson & Peer, with whom she has been for several years past. She has returned to her home in Lowell, where she will occupy a similar position in her father's place of business.

Movements of Lake Superior Travelers.

Marquette, Feb. 7—Recent additions to membership of the Lake Superior Commercial Travelers' Club are as follows:

- E. O. Eastman, Saginaw.
- M. T. Thorsen, Escanaba.
- F. P. Hancock, Gladstone.
- C. M. Horton, Detroit.
- Wm. Pohlman, Detroit.
- C. P. Oswald, Duluth.
- M. D. Ensminger, Green Bay.
- J. W. McKenzie, Toledo.
- V. N. Scott, West Superior.
- D. Frank Adler, Milwaukee.
- B. F. Goodrich, Soo.
- P. Barrett, Ionia.
- J. H. Brady, Detroit.
- J. W. Knowles, Marinette.
- J. Werthan, Chicago.
- C. G. Sieblein, Hancock.
- A. E. Stern, Chicago.
- Fred Sears, Marquette.
- E. J. Doane, Flint.
- F. A. Daley, Lawrence, Mass.
- E. M. Smith, Menominee.
- A. P. Simpson, who for several years has traveled the Upper Peninsula in the hardware line, succeeds M. A. Dunning for Morley Bros.
- S. H. Corbett, ex-sheriff of Ontonagon county, will represent Morley Bros. in Northern Wisconsin, with headquarters at Depere.
- Harry Brillling (A. Krolik & Co.) is with us again. Harry is paying his debts this trip; that is, all debts except election bets, which have become outlawed.
- Frank S. Dunbar (Standard Oil Co.)

suggests that certain Upper Peninsular hotels put more expense on the table and less upon the floor.

J. D. Brown (Durand & Caspar Co.) has opened a wholesale branch at Calumet.

How Fortunes Are Made in Copper Stocks.

Houghton, Feb. 7—The copper market grows stronger as the days pass along. For a year there has scarcely been a day go by without showing large gains in some of the stocks of the mines in this county. The old dividend-paying stocks have climbed until they are nearly out of the reach of the ordinary man, and still they show no signs of weakening. New speculative properties have been oversubscribed five or six times and people are clamoring for a chance to invest. Everybody sighs and says, "Had I only have known!" "Oh! What I have missed!" and the days go by and the stocks go up and the investors make money while the faint-hearted sigh almost a groan. Buying on margin seems to be the quickest way to riches and many a poor man who invested a few dollars a year ago lives on Easy Street now. As an illustration as to how quickly some have made money let us take, for instance, a stock a year ago that was quoted at \$10 per share. It could have been margined at \$2 per share. An investor puts up \$100 margins on 50 shares. When the stock gets to \$15 per share, he sells out for \$750 and margins again at \$3 per share. When it gets to \$20 per share, he sells out for \$5,000. He now margins 1,000 shares at \$5 per share. When it gets to \$25 he sells out for \$25,000. Then margins at \$5 per share and at \$30 sells 5,000 shares for \$150,000, and so on. From this handsome sum must be subtracted brokers' fees and interest, which nets the operator more than \$100,000 profit in less than a year on an original investment of \$100. This is no dream. Many a stock that could have been bought a year ago at \$10 is now above \$30. And the end is not yet! OUIX.

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 Donnell's House, Prop.

TRAVEL
VIA
F. & P. M. R. R.
AND STEAMSHIP LINES
TO ALL POINTS IN MICHIGAN
H. F. MOELLER, A. G. P. A.

TRADESMAN
ITEMIZED LEDGERS
SIZE—8 1/2 x 14.
THREE COLUMNS.

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

INVOICE RECORD OR BILL BOOK
So double pages, registers 2.50
invoices \$2 00

Tradesman Company
Grand Rapids, Mich.

Drugs--Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

	Term expires
F. W. R. PERRY, Detroit	Dec. 31, 1896
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. SOURWINE, Escanaba.
Secretary, CHAS. F. MANN, Detroit.
Treasurer—JOHN D. MUIR, Grand Rapids.

Qualifications for Registration Should Be Raised.

It has been the observation of all State Boards of Pharmacy that too many pharmaceutical students enter our ranks lacking in the fundamental principles of education so necessary to their success as students of technical knowledge. The young man who has not industriously pursued and completed at least the common school course of study should never be permitted to enter the drug store as a student of pharmacy, because he is in no manner able to master its details. If he has not mastered the common school branches, he is not capable of taking up a study so replete with technical and scientific terms as botany, materia medica, chemistry, and such allied subjects, all of which are absolutely necessary to a proper knowledge of pharmacy and a complete pharmaceutical education.

Again, if one has not been possessed of that necessary desire for study in a sufficient degree to induce him to complete at least a common school education, he is entirely deficient in one of the first, and in my opinion the most important, attributes of the student of pharmacy—a love of study, research and desire for knowledge.

The student, upon first entering the gates of pharmaceutical study, should be impressed with the importance of the step and, if not possessed with a studious disposition, should be discouraged, as it is much less embarrassing to pause at the threshold than to falter and fall out by the wayside after years of wasted time, misapplied energy, untold discouragements, mystification and grief. The lives of the successful members of our profession have been lives of study, and no young man unwilling to enter as a life student ought to be permitted to become an apprentice.

The best equipped and most apt student can not expect to fully qualify himself for the profession in less than three years from the time he enters, and the one deficient in education, unused to hard study and mental application, must take at least double that time. Even then he will only be possessed of a minimum knowledge, perhaps sufficient to pass the board examination; but he is in no sense equipped to compete with his more fortunate neighbor who is recognized as a man of talent, learning, intelligence, and importance in his community. It is not enough that a man be able to pass the examination of the State Board and so consider himself fully qualified to conduct a drug store without further study, for he will be outrun in the race of competition and settle into a drone in the ranks, perhaps making enough to eke out an existence, which one can do

at the plow or working in the street. Everyone who enters the profession should do so with a full knowledge of its requirements and a determination to make a place for himself near the top, and to impress his personal individuality upon the tablet of progressive pharmacy in his community and state.

Registered pharmacists owe it to the profession that they raise the standard by accepting no one as an apprentice who is not possessed of a good common school education and who is bright, intelligent and willing to study. The amount of education that should be required as a minimum, in my opinion, should be a mastery of the common school branches, with an elementary chemistry included, and none should be admitted to the State examinations unless presenting suitable evidence from competent authority that such studies have been fully and conscientiously completed. A certificate from the county superintendent that the applicant has passed the examination and is competent to teach in the public schools might not be out of place in the absence of other certificate.

In closing, I wish to emphasize the duty and responsibility of the registered pharmacist in this matter of receiving apprentices, for my experience has convinced me that too much carelessness is practiced in the selection of students and that too many students lacking the essential qualifications of a pharmacist are presenting themselves annually for examination. I fully believe the time has come when the qualifications for registration should be raised, both as to technical knowledge and preliminary education.

JAMES LEWIS.

Liquid Bluing.

A good liquid bluing may be made by mixing one part of the best quality Prussian blue, which is also known as Chinese blue, with one part of oxalic acid. A mixture is produced which may be dissolved in boiling water and which remains in solution on cooling. One-half ounce of this will make a pint of satisfactory liquid blue. The soluble aniline colors are very satisfactory, although some of them are destroyed by the heat of ironing. The methyl violets are a good deal used in this way, and what is known in the aniline trade as "blackley" blue is much used for laundry purposes, a one-per-cent solution being sufficiently strong for use as a liquid blue.

He Knows Better Now.

A medical man in an Eastern city who compounds his own prescriptions recently made up an eight-ounce mixture of tincture of chloride of iron, aromatic spirits of ammonia, and compound spirits of lavender. These ingredients he put into a bottle one by one, after which he put in the cork and shook the mixture violently. Immediately there was a loud explosion. When the doctor recovered his wits, he found a piece of glass in his hand, a piece of skin gone from his nose and his waistcoat and shirt front tastily decorated.

Making It Clear.

Somebody has discovered that a Bermuda onion eaten raw will clear the head. A Bermuda onion eaten raw will do more than that: It will clear an entire room. An active Bermuda onion is a complete clearing house all by itself. Take one Bermuda onion—only one—and let the lips of beauty cloy upon it, and love will turn to hatred and honey to gall and bitterness.

Magnesia in Mixtures.

The tendency of magnesia and similar salts to cake into hard, non-diffusible deposits when dispensed in aqueous mixtures is well known, said William Duncan recently before the Liverpool Pharmaceutical Students' Society. He had not long before found it necessary to try several methods of preparing a mixture of magnesia, spirits of nitrous ether, oil of peppermint, sugar and water. Dispensed in the usual way the magnesia in a few days became a hard, solid mass, which refused to break up by agitation. In order to ascertain if this objection could be obviated or mitigated, the following experiments were made: The prescription was dispensed in the usual way, triturating the magnesia with water, adding the sugar previously dissolved, and finally the oil and spirit. In two days the magnesia had formed a solid, undiffusible mass at the bottom of the bottle. Then the mixture was dispensed as above and the hard cake when formed was removed, thoroughly rubbed smooth in a mortar, and returned to the bottle. This showed a light tendency to aggregate, but was diffusible on shaking. In a third experiment the magnesia was allowed to stand for twenty-four hours under water, with occasional agitation, and then the other ingredients added. This method, like the preceding, was successful. As these, however, take time, a fourth method was tried. The magnesia was boiled in half the water, the sugar added, the boiling continued for a few minutes, and after cooling the other ingredients added. This gave the best result, the magnesia being freely diffusible on shaking, and remaining so.

The caking is due to the fact that magnesia absorbs water to form hydrate. In doing so it aggregates, especially in presence of certain salts, much in the same way as calcium sulphate does. The hardness and rapidity of the caking largely depend on the other constituents and on the shape of the bottle. In a mortar or flask with a rounded bottom allowing free expansion the hardening is not as great as in an ordinary dispensing bottle. If previously hydrated magnesia is used the difficulty does not arise. Most samples of magnesia absorb water more or less readily—especially light magnesia—and show a tendency to aggregate into a gelatinous mass.

Improved Chocolate Syrup for Hot Soda.

The formula quoted below is the result of many years' experience in the manufacture of chocolate syrups. The syrup produced by it is rich, heavy, and of full flavor. The formula is:

Powdered chocolate..... 1 pound.
Boiling water..... 1 pint.
Syrup-saturated, or rock-candy syrup..... .7 pints.

Put the chocolate in an enameled or agate-ware vessel and add a pint of the syrup. Stir until perfectly smooth and free from lumps. Then add the pint of boiling water and place the vessel in a water bath and bring the chocolate mixture to a boil. Stir occasionally, and after removing from the fire add the balance of the syrup. When cold add one ounce of vanilla extract. If a heavier, thicker syrup be desired, mix two ounces of corn-starch with the powdered chocolate before beginning operation. Fifteen grains of common salt added to each gallon of chocolate syrup improves it. The salt seems to accentuate and bring out the chocolate flavor.

I use the same formula for cold soda, except that I only use half as much

chocolate. Less syrup and more flavor is needed for hot soda than for cold, so that the beverage be not too sweet.

The chocolate used should be in impalpable powder and free from fat. I usually use Baker's cocoa or Baker's soluble chocolate. Such chocolate contains about 10 per cent of natural starch, and unless the chocolate is boiled enough to cook this starch the chocolate syrup will lack body and richness, and will be "gritty" and separate on standing. It is not necessary to boil all the syrup, as many do. Merely enough water and syrup (one pint of each) is added to make a vehicle for cooking the chocolate. I don't use a water-bath in making my own. A naked fire is so much quicker. But it requires expert manipulation, constant attention, and rapid stirring to prevent scorching.

Chocolate syrup should not be strained. It does not require straining if well made. If it should be lumpy, however, a wire tea-strainer may be used. For chocolate cream syrup, add a can of "condensed cream" (not condensed milk) to each gallon of chocolate syrup.

—W. A. Dawson in American Druggist.

The Drug Market.

Opium—Is fairly steady at unchanged prices.

Morphine—Is steady at the decline.

Codeine—Is scarce and has been advanced 25c per ounce by manufacturers.

Quinine—Has been advanced by Powers & Weightman 2c per ounce and by the New York Quinine & Chemical Works 3c per ounce. Foreign manufacturers have advanced 3c per ounce. The Oil, Paint and Drug Reporter states editorially: "The higher market for quinine appears to be warranted by the statistical position of the drug. The bark situation is particularly strong, owing to comparatively small receipts last year. It is also asserted that less of the alkaloid is being obtained from the bark. One estimate is that nearly 100,000 ounces changed hands in New York on Thursday last. One foreign brand was entirely withdrawn from the market and it is doubtful if even regular customers could have placed orders for larger quantities."

Cocaine—Manufacturers have advanced their price 25c per ounce.

Quick Silver—Has advanced and an early advance of all mercurials is looked for.

Essential Oils—Cloves have advanced, in sympathy with buds. Lemon, bergamot and orange are unchanged. Camphor is advancing.

Gums—Arabics are very firm and an advance is probable. Refiners of camphor have advanced their prices 2c more, with an upward tendency.

Senna Leaves—Tinnevely's have advanced 2c per pound and, as the crop is poor, higher prices will, no doubt, rule later on.

Spices—Are all firm and advancing, particularly black pepper, red pepper and pimento.

Blue Vitriol—Has advanced nearly 100 per cent. since Jan. 1 and still higher prices are looked for.

Constancy is a jewel, but the pawnbroker doesn't recognize it.

PARIS GREEN

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

PECK BROS., Grand Rapids, Mich.

WHOLESALE PRICE CURRENT.

Advanced- Declined-



Table of wholesale prices for various goods including Acetum, Ammonia, Anilina, Balsamum, Cortex, Extractum, Ferru, Flora, Folia, Gummi, Herba, Magnesia, Oleum, and Syrup.

Table of wholesale prices for various goods including Morphia, Sinapis, Soda Boras, Spt. Myrcia Dom., Spt. Vini Rect., Spt. Vini Rect. 10gal, Strychnia, Sulphur, Sapo, Sapo M., Sapo G., Siedlitz Mixture, Linseed, Ochre, Putty, Vermilion, Green, Lead, White, Universal Prepared, and various Varnishes.

Advertisement for HAZELTINE & PERKINS DRUG CO., GRAND RAPIDS, MICH. featuring 'PAINT AND ARTIST'S BRUSHES'. The ad lists various brush types like Flat Wall bound, Oval Paint, Round Paint, Oval Chisel Varnish, Oval Chisel Sash, Round Sash, White Wash Heads, Kalsomine, Flat Varnish, Square and Chisel, Camel Hair Varnish, Mottlers, Flowing Color, Badger Flowing, single or double, C. H. Pencils, etc.

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.....30 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 cans doz.....1 50 Acme. 1/2 lb cans 3 doz.....45 1 lb cans 3 doz.....75 1 lb cans 1 doz.....1 00 Bulk. 6 oz. Eng. Tumblers.....85 Arctic. 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.....80 BLUING. CONDENSED PEARL BLUING Small, 3 doz.....40 Large, 2 doz.....75 BRONOS. No. 1 Carpet.....2 10 No. 2 Carpet.....1 85 No. 3 Carpet.....1 65 No. 4 Carpet.....1 35 Parlor Gem.....2 25 Common Whisk.....40 Fancy Whisk.....80 Warehouse.....2 60 CANNED GOODS. Tomatoes.....80 90 Corn.....80 90 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.....70 Pineapple, grated.....2 40 Pineapple, sliced.....2 25 Pineapple, Faren.....1 70 Strawberries.....1 10 Blackberries.....80 Raspberries.....85 Oysters, 1-lb.....85 Oysters, 2-lb.....1 45 Salmon, Warren's.....1 45 1 60 Salmon, Alaska.....1 25 Salmon, Klond'ke.....90 Lob-ters, 1-lb. Star.....3 20 Lobsters, 2-lb. Star.....3 90 Mac erel, 1-lb Mustard 10 Mackerel, 1-lb. Soused 1 75 Mackerel, 1-lb Tomato 1 75 Shrimps.....2 00 Sardines, 1/4 domestic 3 70 Sardines, mstrd, dom 5 1/2 70 Sardines, French.....8 2 25	CANDLES. 8s.....7 16s.....8 Paraffine.....8 Wicking.....20 CATSUP. Columbia, pints.....2 00 Columbia, 1/2 pints.....1 25 CHEESE Acme @ 11 1/4 Amboy @ 12 1/4 Emblem @ 11 1/2 Gold Medal @ 11 1/2 Ideal @ 11 1/2 Jersey @ 11 1/4 Riverside @ 12 1/4 Brick @ 12 Edam @ 70 Leiden @ 17 Limburger @ 13 Pineapple @ 50 75 Sap Sago @ 17 Chicory. Bulk 5 Red 7 CHOCOLATE. Walter Baker & Co.'s. German Sweet.....23 Premium.....35 Breakfast Cocoa.....46 CLOTHES LINES. Cotton, 40 ft. per doz.....1 00 Cotton, 50 ft. per doz.....1 20 Cotton, 60 ft. per doz.....1 40 Cotton, 70 ft. per doz.....1 60 Cotton, 80 ft. per doz.....1 80 Jute, 60 ft. per doz.....80 Jute, 72 ft. per doz.....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.....9 Good.....10 Prime.....11 Golden.....12 Peaberry.....13 Santos. Fair.....12 Good.....13 Prime.....14 Peaberry.....15 Mexican and Guatemala. Fair.....15 Good.....16 Fancy.....17 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 Senegal.....21 Breakfast Blend.....18 Valley City Maracaibo.....18 1/4 Leader Blend.....14 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. Arbuttle.....11 00 Jersey.....10 50 McLaughlin's XXXX. McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago. Extract. Valley City 1/4 gross.....75 Felix 1/4 gross.....1 15 Hummel's foil 1/4 gross.....85 Hummel's tin 1/4 gross.....1 43 CLOTHES PINS. 5 gross boxes.....40	CONDENSED MILK. 4 doz in case. Gall Borden Eagle.....6 75 Crown.....6 25 Daisy.....5 75 Champion.....4 50 Magnolia.....4 25 Challenge.....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.....20 00 Economic Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Superior Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Coupon Pass Books. Can be made to represent any denomination from \$10 down. 20 books.....1 00 50 books.....2 00 100 books.....3 00 250 books.....6 25 500 books.....10 00 1000 books.....17 50 Universal Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Credit Checks. 500, any one denom'n.....3 00 1000, any one denom'n.....5 00 2000, any one denom'n.....8 00 Steel punch.....75 DRIED FRUITS—DOMESTIC Apples. Evaporated 50 lb boxes.....2 5 California Fruits. Apricots.....2 Blackberries.....2 Nectarines.....2 Peaches.....9 2 10 Pears.....2 10 Pitted Cherries.....9 Prunelles.....12 Raspberries.....13 California Prunes. 100-120 25 lb boxes.....2 4 90-100 25 lb boxes.....2 5 80-90 25 lb boxes.....2 5 1/2 70-80 25 lb boxes.....2 6 1/2 60-70 25 lb boxes.....2 6 1/2 50-60 25 lb boxes.....2 8 40-50 25 lb boxes.....2 10 30-40 25 lb boxes.....2 1/2 cent less in 50 lb cases Raisins. London Layers 2 C'own.....1 50 London Layers 3 Crown.....2 00 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 package.....2 FARINACEOUS GOODS. Farina. 24 1 lb. packages.....1 50 Bulk, per 100 lbs.....3 50 Grits. Walsh-DeRoo Co.'s Brand.  24 2 lb. packages.....1 80 100 lb. kegs.....2 70 200 lb. barrels.....5 10	Nominy. 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 Arena, 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 lb. pkgs.....5 Wheat. Cracked bulk.....3 1/2 24 2 lb packages.....2 50 Salt Fish. Cod. Georges cured.....4 Georges genuine.....5 1/2 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, 1/4 bbl.....2 60 Holland white hoop, keg.....70 Holland white hoop mchs.....80 Norwegian.....3 10 Round 100 lbs.....1 40 Round 40 lbs.....14 Scaled.....14 Flackerel. Mess 100 lbs.....15 00 Mess 40 lbs.....6 30 Mess 10 lbs.....1 65 Mess 8 lbs.....1 35 No. 1 100 lbs.....13 25 No. 1 40 lbs.....5 6 1/2 No. 1 10 lbs.....1 48 No. 1 8 lbs.....1 20 No. 2 100 lbs.....9 25 No. 2 40 lbs.....4 0 1/2 No. 2 10 lbs.....1 18 No. 2 8 lbs.....89 Trout. No. 1 100 lbs.....5 25 No. 1 40 lbs.....2 40 No. 1 10 lbs.....67 No. 1 8 lbs.....57 Whitefish. No. 1 No. 2 Fam 100 lbs.....7 00 2 75 40 lbs.....3 10 1 40 10 lbs.....85 43 8 lbs.....71 37 FLAVORING EXTRACTS.  Jennings'. D. C. Vanilla.....1 20 2 oz.....1 20 3 oz.....1 50 4 oz.....2 00 6 oz.....3 00 No. 8 4 00 No. 10 6 00 No. 2 T. 25 No. 3 T. 20 No. 4 T. 20 D. C. Lemon.....75 2 oz.....1 00 3 oz.....1 00 4 oz.....1 40 6 oz.....2 00 No. 8 2 40 No. 10 4 00 No. 2 T. 25 No. 3 T. 25 No. 4 T. 20 Pure Brand. 2 oz. Taper Panel.....75 3 oz. Oval.....75 3 oz. Taper Panel.....1 35 4 oz. Taper Panel.....1 60 HERBS. Sage.....15 Hope.....15	INDIGO. Madras, 5 lb boxes.....55 S. F., 2, 3 and 5 lb boxes.....50 GUNPOWDER. Rifle—Dupont's. Kegs.....4 00 Half Kegs.....2 25 Quarter Kegs.....1 25 1 lb. cans.....30 1/2 lb. cans.....18 Choke Bore—Dupont's. Kegs.....4 25 Half Kegs.....2 40 Quarter Kegs.....1 35 1 lb. cans.....34 Eagle Duck—Dupont's. Kegs.....8 00 Half Kegs.....4 25 Quarter Kegs.....2 25 1 lb. cans.....45 JELLY. 15 lb palls.....35 30 lb palls.....65 LYE. Condensed, 2 doz.....1 20 Condensed, 4 doz.....2 25 LICORICE. Pure.....30 Calabria.....25 Sicily.....14 Root.....10 MINCE MEAT. Ideal, 3 doz. in case.....2 25 MATCHES. Diamond Match Co.'s brands. No. 9 sulphur.....1 65 Anchor Parlor.....1 70 No. 2 Home.....1 10 56 lb. linen sacks.....60 Export Parlor.....4 00 MOLASSES. New Orleans. Black.....11 Fair.....14 Good.....20 Fancy.....24 Open Kettle.....25 25 Half-barrels 2c extra. MUSTARD. Horse Radish, 1 doz.....1 75 Horse Radish, 2 doz.....3 50 Bayle's Celery, 1 doz.....1 75 PIPES. Clay, No. 216.....1 70 Clay, T. D. full count.....65 Cob, No. 3.....85 POTASH. 48 cans in case.....4 00 Babbitt's.....4 00 Penna Salt Co.'s.....3 00 PICKLES. Medium. Barrels, 1,200 count.....3 75 Half bbls, 600 count.....2 38 Small. Barrels, 2,400 count.....4 75 Half bbls 1,200 count.....2 88 RICE. Domestic. Carolina head.....6 1/2 Carolina No. 1.....5 Carolina No. 2.....4 Broken.....3 1/2 Imported. Japan, No. 1.....5 1/2 @ 6 Japan, No. 2.....4 1/2 @ 5 Java, fancy head.....5 @ 5 1/2 Java, No. 1.....5 @ 5 Table.....@ SALERATUS. Packed 60 lbs. in box. Church's.....2 30 Deland's.....3 15 Dwight's.....3 30 Taylor's.....3 00 SAL SODA. Granulated, bbls.....75 Granulated, 100 lb cases.....90 Lump, bbls.....75 Lump, 145 lb kegs.....85 SAUERKRAUT. Barrels.....4 25 1/2 Barrels.....2 30 SNUFF. Scotch, in bladders.....37 Maccaboy, in jars.....35 French Kappee, in jars.....48 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 Cuttle Bone.....20 SALT. Diamond Crystal. Table, cases, 24 3-lb boxes.....1 50 Table, barrels, 100 3 lb bags.....2 75 Table, barrels, 40 7 lb bags.....2 40 Butter, barrels, 280 lb. bulk.....2 25 Butter, barrels, 280 lb. bulk.....2 50 Butter, sacks, 28 lbs.....25 Butter, sacks, 56 lbs.....55 Common Grades. 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 25 lb. linen sacks.....30 56 lb. linen sacks.....60 Bulk in barrels.....2 5 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 25 lb. linen sacks.....30 56 lb. linen sacks.....60 Bulk in barrels.....2 5 Warsaw. 56-lb dairy in drill bags.....30 25-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. 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 6 oz.....2 10 Dusky Diamond, 50 8 oz.....3 00 Blue India, 100 1/2 lb.....3 00 Kirkline.....3 50 Kos.....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. Sapollo, kitchen, 3 doz.....2 40 Sapollo, hand, 3 doz.....2 40 SODA. Boxes.....5 1/2 Kegs, English.....4 1/2
---	--	--	--	--

SPICES.

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

SYRUPS

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

STARCH.

Table listing starch products including Kingsford's Corn, Kingsford's Silver Gloss, and Diamond with prices.

Table listing common corn products like Common Corn, Common Gloss, and Stove Polish with prices.



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 sugar products such as Domino, Cut Leaf, Crushed, and Diamond with prices.

TOBACCO.

Table listing tobacco products like Clark-Jewell-Wells Co.'s brand and H. & P. Drug Co.'s brand.



S. C. W. 35 00

Ruhe Bros. Co.'s Brands.

Table listing products from Ruhe Bros. Co. such as Double Eagles, Gen. Maceo, and Mr. Thomas.

TABLE SAUCES.

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

VINEGAR.

Table listing vinegars such as Malt White Wine and Pure Cider.

WICKING.

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

Crackers.

Table listing crackers from The National Biscuit Co. with various grades.

Butter.

Table listing butter products like Seymour XXX and Family XXX.

Soda.

Table listing soda products such as Soda XXX and Soda City.

Oyster.

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

SWEET GOODS-Boxes.

Table listing various sweet goods and confections in boxes.

Oils.

Table listing different types of oils like Barrels, Ecocene, and W. W. Michigan.

Candies.

Table listing candy products under Stick Candy and Mixed Candy.

Table listing grocery items like Competition, Standard, and Quaker.

Table listing fancy-in-bulk items like Lozenges, Choc. Drops, and Mocha Drops.

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

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

Table listing fruits like Lemons, Bananas, and Foreign Dried Fruits.

Table listing oranges like Fancy Navel and Choice.

Table listing lemons like Strictly choice and Fancy 300s.

Table listing bananas like Medium bunches and Large bunches.

Table listing foreign dried fruits like Californias Fancy and Choice.

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

Table listing nuts like Almonds, Brazil nuts, and Walnuts.

Table listing various nut products like Almonds, Brazil nuts, and Walnuts.

Table listing peanut products like Fancy, H. P., and Roasted.

Table listing various nut products like Almonds, Brazil nuts, and Walnuts.

Table listing various nut products like Almonds, Brazil nuts, and Walnuts.

Grains and Feedstuffs

Table listing wheat products like Winter Wheat Flour and Local Brands.

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

Table listing spring wheat flour products like Clark-Jewell Wells Co.'s Brand and Pillsbury's Best.

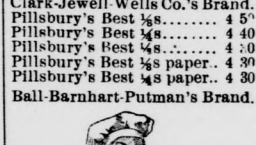


Table listing various flour products like Duluth Imperial and Lemons & Wheeler Co.'s Brand.

Table listing various flour products like Ceresota and Worden Grocer Co.'s Brand.

Table listing various flour products like Bolted and Granulated.

Table listing feed and millstuffs like St. Car Feed and Winter Wheat Middlings.

Table listing various feed products like Corn, Oats, and Hay.

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

Table listing various fish and oyster products like Halibut, Bluefish, and Live Lobster.

Table listing various fish and oyster products like Haddock, No. 1 Pickerel, and Pike.

Table listing various fish and oyster products like Oysters in Cans and Selects.

Table listing various fish and oyster products like Anchors, Standards, and Favorites.

Table listing various fish and oyster products like Oysters, Clams, and Shell Goods.

Provisions.

Table listing various provisions like Barreled Pork, Mess, and Back.

Table listing various provisions like Dry Salt Meats, Bellies, and Briskets.

Table listing various provisions like Smoked Meats, Hams, and Bacon.

Table listing various provisions like Lards, Compound, and Kettle.

Table listing various provisions like Bologna, Liver, and Frankfort.

Table listing various provisions like Beef, Extra Mess, and Boneless.

Table listing various provisions like Pigs' Feet, Kits, and Bbls.

Table listing various provisions like Casings, Pork, and Beef rounds.

Table listing various provisions like Butterline, Rolls, and Solid, creamery.

Table listing various provisions like Canned Meats, Corned beef, and Roast beef.

Table listing various provisions like Fresh Meats, Beef, Carcass, and Fore quarters.

Table listing various provisions like Beef, Carcass, and Spring Lambs.

Table listing various provisions like Hides and Pelts, The Cappon & Bertsch Leather Co.

Table listing various provisions like Hides, Green No. 1, and Cured No. 2.

Table listing various provisions like Pelts, Cat, Wild, and Cat, House.

Table listing various provisions like Tallow, Washed, fine, and Unwashed, fine.

Crockery and Glassware.

Table listing crockery and glassware products like AKRON STONWARE and Butters.

Table listing crockery and glassware products like Churns, Milkpans, and Fine Glazed Milkpans.

Table listing crockery and glassware products like Stewpans, Lard Jugs, and Tomato Jugs.

Table listing crockery and glassware products like Preserves Jars and Covers, Sealing Wax, and Lamp Burners.

Table listing crockery and glassware products like Lamp Chimneys, Common, and First Quality.

Table listing crockery and glassware products like XXX Flint, No. 0 Sun, and No. 1 Sun.

Table listing crockery and glassware products like No. 2 Sun, No. 3 Sun, and No. 4 Sun.

Table listing crockery and glassware products like No. 5 Sun, No. 6 Sun, and No. 7 Sun.

Table listing crockery and glassware products like No. 8 Sun, No. 9 Sun, and No. 10 Sun.

Table listing crockery and glassware products like No. 11 Sun, No. 12 Sun, and No. 13 Sun.

Table listing crockery and glassware products like No. 14 Sun, No. 15 Sun, and No. 16 Sun.

Table listing crockery and glassware products like No. 17 Sun, No. 18 Sun, and No. 19 Sun.

Table listing crockery and glassware products like No. 20 Sun, No. 21 Sun, and No. 22 Sun.

Table listing crockery and glassware products like No. 23 Sun, No. 24 Sun, and No. 25 Sun.

Table listing crockery and glassware products like No. 26 Sun, No. 27 Sun, and No. 28 Sun.

Table listing crockery and glassware products like No. 29 Sun, No. 30 Sun, and No. 31 Sun.

Hardware

How Hardware Prices Are Soaring Upward.

For the first time in twenty years the hardware business is enjoying a boom. Shelf goods, general stock and heavy hardware—everything in the business is selling higher than ever before. The advance ranges from 10 to 20 per cent. and prices are still going up.

The result is that the factories will receive no orders for immediate shipment; jobbers are unable to keep up with the demands of the retailers, and merchants are telegraphing their traveling salesmen in every direction not to sell them poor.

No one can give any satisfactory reason for this boom. When the old men of the trade are asked to account for it they say, "Prices have been too low for many years," or "Raw materials have advanced sharply and are still going up," or "Manufacturers are unable to keep up with the demands of the jobbers."

In a few seasonable articles there is already a certainty of an actual shortage. This is particularly true of wire cloth such as is used for making screen doors and windows and the sort of wire (classed as poultry netting) that is used for countless industrial and agricultural purposes.

In all manufactured articles in which copper, pig tin or tin plate, lead, zinc or solder forms a considerable part there has been an enforced advance on the part of the manufacturer, and the jobber has usually added something on his own account to protect himself from his customers.

The notices of advances that have been pouring in on the local jobbers during the last two days have kept them hard at work bringing their price lists up to date. The manager of the largest establishment here said yesterday:

With our traveling salesmen scattered all over the country selling goods, we have to keep the telegraph wires hot to keep them from selling us poor. The notices invariably are of advances taking effect at once, and it is impossible for us to replace at the old figures anything for which our men have taken orders.

Among the important changes made within the last two days was an advance of 2 cents per pound in sheet copper, of 1 cent in pig tin, of 5 cents per keg in nails, of 1 cent per pound in solder, of 20 per cent. in screws, 30 per cent. in tacks, and of 10 per cent. in all kinds of builders' hardware. To go into the details and publish the individual items would be to duplicate the voluminous book of prices which the jobbers issue. To publish the number of articles that have not yet felt the advance is much more simple, although there are, of course, many special patented articles that are not subject to any influences except those of the individual owner and manufacturer. Another advance in nails is confidently expected to-day or with the opening of next week.

Since Jan. 1 there has been an advance of 20 per cent. in the price of zinc. Since Nov. 1 there has been an advance of about 7 cents per pound in pig tin, and within a year the price of the latter article has almost doubled. Copper has advanced over 40 per cent. in the last eight months, and zinc has scored a gain of over 120 per cent. from the low figures of eighteen months ago. Tin plate has been marked up 65 cents per box since the trust began business,

and this gain has more than absorbed the advance in the price of the pig tin, which in turn is in the control of a London corporation in which the Rothschilds are the ruling power.

Orders thus far received by the jobbers are of the seasonable and legitimate sort, as is easily ascertained by reference to the former orders from the same men. There have been no speculative purchases, and the jobbers sincerely hope there will be none, as they are having troubles enough as it is. That there will be a speculative wave of buying in the leading and staple articles, however, there is now no doubt in any quarter.

The volume of business transacted by the general hardware dealers during last month was between 40 and 50 per cent. ahead of January of last year, and it is now the belief that sales in February and March, which are the big months for spring trade, will run fully double those of a year ago. A visible evidence of the large increase made and expected is seen in the fact that one of the leading jobbing concerns on Feb. 1 added three adjoining lofts to its former store-rooms despite the fact that two lofts had previously been added to accommodate the increase of last year.

In the heavy hardware line the conditions are scarcely less brilliant than in the shelf and general branches. "The market is in such shape that it is not safe to quote prices from one day to another," said a well-known dealer. "In merchant steel and iron, such as is used in the miscellaneous industries in carriage and wagonmaking, implement manufacture and by blacksmiths and general small users, there has been an advance of about \$3 per ton within the last month, but the enquiries and specifications continue to pour in on us with increasing rapidity."

In wagon and carriage hard woods the dealer has long since ceased to classify them as "dry stock," as heretofore. Dry hard wood, such as is handled by the dealers in heavy hardware, is a minus quantity, such have been the inroads of the manufacturers upon it. Green hard wood, located in any part of the United States, can find a prompt cash market at figures that would give the seller a decidedly satisfactory profit.—Chicago Times-Herald.

Strictly Up-to-Date.

Hixon—Sands, the grocer, is the most enterprising man I ever saw.

Dixon—Indeed!

Hixon—Yes; he advertises to give away a parachute with each can of kerosene.

Dixon—Clipper, the barber, is equally as enterprising.

Hixon—What's his scheme?

Dixon—He has a card up in his window offering a package of court plaster free with every shave.

Taming a Cowgirl in Denver.

From the Denver Post.

A wild young cowgirl who came from the ranges to Denver but two months ago to be educated and refined is making remarkable progress. She can already step from a moving street car while facing in the wrong direction and polish the asphalt with her shell-like ear as gracefully as many of our gifted society women do.

Not Oversuperstitious.

Watts—I presume you are not as superstitious as Carter, who won't take a drink on the thirteenth day of the month.

Lushforth—No, I only go this far: I would not take a drink during the thirteenth month of the year.

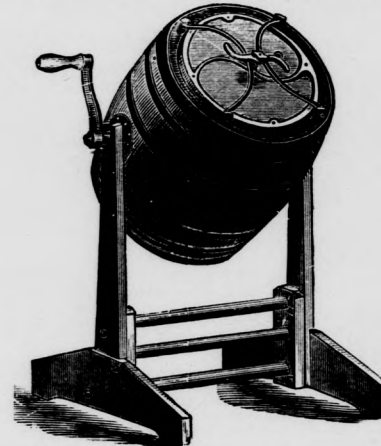
The Genius of Adaptability.

An employer of a large corps of employes once said that although this may justly be considered an age of specialism, yet he had generally found that the employe who could do one thing well could usually do or learn to do other things equally well. There is much more in this statement than many think. The capable man should also possess this versatility in the transaction and management of business, if he would keep a reserve force of ability to draw from when an emergency arose which would render it useful. The wise clerk who is desirous to aggrandize his favor in his employer's eyes will show a readiness and desire to learn to do that which will make him useful to his employer in more ways than one, so that when derelictions are observed in others he may be able to step into the breach and make up for the deficiencies. Everyone has read of the success which singers and other musicians have made by learning the role which was played or sung by the star of the company, and when this star happened to be ill, took the part and handled it so well that success was attained at a single bound. Meteorlike, they flashed up from the dull horizon of obscurity; but unlike that brilliant and short lived heavenly

manifestation, they gained a permanent place in the hearts of the people. It would of course have been much less difficult to disregard the advantage derived from the possession of such knowledge and not to have troubled themselves to learn what was not absolutely required of them. Not long ago a social reformer uttered some expressions which were very significant and expressive. He said that the reason so many people were out of work was not because they were unwilling or unable to work, but because they were unwilling or unable to do the work they could get to do. This is true of many men who have learned to do one thing and when thrown out of work do not attempt to make themselves proficient in anything else. The consequence is that they prefer to do nothing rather than be employed at some more un congenial or less interesting labor. For example, the writer knew of a stove repairer who could get nothing to do because there was no demand for his services. He unhesitatingly allowed his wife to support him, while he idled about, never thinking that he might turn his hand at something else to tide over the hard times.

Straw hats usually show which way the wind blows.

Favorite Churns



We are exclusive agents for this churn. No change yet in price. Discount and list same as last year. Stave timber of all kinds is getting scarce. All iron material of every kind is advancing, and it is wise to get your orders entered for future shipment to protect yourself in case an advance does occur.

FOSTER, STEVENS & CO., Grand Rapids, Mich.

SYRUP AND SUGAR MAKERS' SUPPLIES



We make everything.

Write for prices.

Wm. Brummeler & Sons
Grand Rapids, Mich.

LUCKY DRUMMER.

How One Out of Work Made a Ten Strike.

From the New York Sun.

Four commercial men, one of them employed by a firm of jewelers in this city, were swapping stories in a hotel up the State the other evening and gradually drifted to experiences involving luck. When the jewelry man's turn came his eyes twinkled as he brushed the ashes from his cigar with a finger circled by a diamond ring, and rather lazily got into position for his innings. "On the subject of luck," he began, "I suppose I have a right to say something, inasmuch as the stroke of my life was made inside of three days and without the use of a dollar of capital. In 1885 the firm I was working for in a little inland town went to the wall, and without a week's notice I was left without a leg to stand on. When my bills were settled I had barely enough left to get out of town, but decided to go to New York, where I wasn't known, and begin life over again.

"During the ride along the Hudson I became interested in the talk of two men just behind me, who discussed business matters and referred incidentally to an important manufacturing site to be sold in a certain real estate office in New York at noon the next day. It was said that some Western men wanted the site, which was regarded the best in the East for their purpose, and that a New York firm had planned to shut them out by buying the property at any cost. The Westerners were thought to be equally determined to get the property.

"Beyond this conversation the only cause of interruption in my rather dreary reflections was a somewhat stout, middle aged woman who sat just ahead of me, and to whom two or three times I rendered trifling services. As we entered New York there was the usual flurry of preparations to leave the train, and the stout woman was among the first of the passengers to be lined up in the aisle. As I was in no haste, I did not rise to put on my overcoat until the train stopped. I noticed that the woman had dropped a small handbag, but before I could get it and put on my overcoat she was outside the car. I hurried out to see her disappear into a carriage and heard her call out, 'Oh, my handbag and diamonds!' Before the alarm had gone further I placed the bag in her hands and explained that she had dropped it in the car. She almost overwhelmed me with thanks, in which her husband, who was present, joined.

"We owe you more than you know, sir," he said, ignoring my attempt to withdraw, "and I must in some way repay your kindness. Our carriage is in the way here and there is no time to talk. Is there anything to prevent your taking dinner with us? If not, step into the carriage."

"Before I could collect my wits to make suitable protest we were being bowled away and the woman was reiterating her relief and gratitude. A few minutes later we were received at the door of a residence on one of the avenues and my host was saying, 'This is my son, sir—but I shall have to ask your name.' Whereupon I gave him my card.

"The name of an old friend of mine," he declared as he read it; 'I knew him in M— county.'

"Possibly my father," I said; 'he lives at Stratford in that county.'

"The very same, I am sure," he went on; 'we were at school together.' And I faded thereafter as an old acquaintance.

"It came out during dinner that the diamonds had been worn by the woman at a wedding she had been attending and were very valuable. The family seemed to rejoice particularly, however, over their escape from the publicity usually attending the loss of such jewels. At the close of the meal the hour was late and I spoke of going, but was led to admit that my time was my own and it was soon settled, somewhat to my dismay, that for a day or two at least I

must be a guest of the family. Next morning I went with my host to his place of business and found that he was a dealer in jewelry. As noon approached I thought of the real estate sale and spoke of the matter to my host.

"What! you interested in that sale?" he said in a tone of surprise. 'Let's go over; it's just across the street.'

"We crossed and caused some comment, I thought, as we entered the place. The bidding seemed rather slow, but gradually ran up to \$139,000. At that point the auctioneer glanced over in my direction, and scarcely aware what I was doing, I nodded.

"A hundred and forty," he shouted, and a few minutes later the property was knocked down at that figure. Before I could recover from my amazement or reply to the auctioneer's request for the purchaser's name, the door opened and a man rushed in and asked whether the sale was over and who was the buyer. When I was pointed out he approached, looked me over rather loftily and said:

"Represent the St. Louis men, I suppose."

"No, sir," I said, with a meekness that he appeared to mistake for indifference.

"The devil you don't," he retorted, eying suspiciously the jeweler who stood beside me. 'What do you want of the property, then? Going to sell, eh?'

"Possibly," was all I could say.

"Come aside here," he resumed, in a milder tone, as he motioned to the auctioneer to wait. 'I want to talk to you. I see you understand the situation and want to make something. I got caught in a blockade down town or you wouldn't have had the chance—you may bet on that.'

"I left the place with a \$10,000 check in my vest pocket without having my name appear once in the transaction and for the rest of the day my mind was almost an absolute blank. I vaguely recall that my jeweler friend told me he had been authorized to buy the property, if it went right, and meant to bid, but that I had forestalled him. It was supposed that I bid for him and when he saw the situation he made me hold out for the ten thousand.

"The next day he offered to take me into his business, and fearful lest my money might vanish by some unearthy means, I became his junior partner without even looking up his financial rating. The venture proved a lucky one. Not long afterward I became his son-in-law. And, by the way, the name of my father-in-law's old friend in M— county wasn't mine at all, as he thought by a slip of his memory, although the two were somewhat similar."

Mr. Dingley Not a Joker.

From the Chicago Record.

John Allen, of Mississippi, the humorist of the House, declares that the late Mr. Dingley was devoid of humor. One day, while on his way to the Capitol, Mr. Allen stopped in front of a well-known book store and proceeded to take a mental inventory of the contents of the window. Mr. Dingley came along, and, noticing Mr. Allen, stopped to speak to him.

"Oh, Mr. Dingley," said Mr. Allen, "I am glad to see you. Do you know I was just thinking about you? We were informed that after the passage of your tariff bill there would be immense prosperity, and that prices would go up. Instead I notice in this store that there has been a cut of 80 per cent. That does not look very much like prosperity, does it, Mr. Dingley?"

"There must be some mistake, Mr. Allen," said Mr. Dingley. "A reduction of 80 per cent? Why, that is impossible."

"Fact, I assure you," said Mr. Allen, trying hard to look as serious as Mr. Dingley. "Just look at that picture of Mr. Cleveland. I used to have to pay 50 cents apiece for them and now they are marked down to 10 cents."

"But, Mr. Allen, that is because he has retired, you know. My tariff bill had really nothing to do with it, I can assure you," was Mr. Dingley's solemn response.

Hardware Price Current.

AUGURS AND BITS	
Snell's	70
Jenning genuine	25&10
Jennings imitation	60&10
AXES	
First Quality, S. B. Bronze	5 00
First Quality, D. B. Bronze	9 50
First Quality, S. B. Steel	5 50
First Quality, D. B. Steel	10 50
BARROWS	
Railroad	\$12 00 14 00
Garden	net 30 00
BOLTS	
Stove	60&10
Carriage new list	70 to 75
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 65
CARTRIDGES	
Rim Fire	40&10
Central Fire	20
CHISELS	
Socket Firmer	75
Socket Framing	75
Socket Corner	75
Socket Slicks	75
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 27	25
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 75
Wire nails, base	1 85
30 to 60 advance	Base
10 to 16 advance	06
8 advance	10
6 advance	20
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 3/4 advance	55
PLANES	
Ohio Tool Co.'s, fancy	@50
Scot's Bench	80
Sandusky Tool Co.'s, fancy	@50
Bench, first quality	@50
Stanley Rule and Level Co.'s wood	60
PANS	
Fry, Acme	60&10&10
Common, polished	70&5
RIVETS	
Iron and Tinned	60
Copper Rivets and Burs	60
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27	10 20
"B" Wood's patent planished, Nos. 25 to 27	9 20
Broken packages 1/4 per pound extra.	
HAMMERS	
Maydole & Co.'s, new list	dis 33 1/2
Kip's	dis 25
Yerkes & Plumb's	dis 10&10
Mason's Union Cast Steel	30 1/2
Blacksmith's Solid Cast Steel Hand 30c list	50&10
HOUSE FURNISHING GOODS	
Stamped Tin Ware	new list 75&10
Japanned Tin Ware	20&10
Granite Iron Ware	new list 40&10
HOLLOW WARE	
Pots	60&1
Kettles	60&10
Spiders	60&10
HINGES	
Gate, Clark's 1, 2, 3	dis 60&10
State	per doz. net 2 50
ROPES	
Sisal 1/4 inch and larger	8 1/2
Manilla	9 1/2

WIRE GOODS	
Bright	80
Screw Eyes	80
Hook's	80
Gate Hooks and Eyes	80
LEVELS	
Stanley Rule and Level Co.'s	dis 70
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 35
Barbed Fence, painted	1 95
HORSE NAILS	
At Sable	dis 40&10
Putnam	dis 5
Capnell	net list
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	80
Screws, New List	85
Casters, Bed and Plate	50&10&10
Dampers, American	50
METALS—Zinc	
600 pound casks	8
Per pound	8 1/2
SHOT	
D op	1 45
B B and Buck	1 70
3/4 @ 3/4	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
20x28 IC, Charcoal	7 00
Each additional X on this grade, \$1.25.	
TIN—Allway 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, Allway Grade	4 00
14x20 IX, Charcoal, Allway Grade	5 00
20x28 IC, Charcoal, Allway Grade	8 00
20x28 IX, Charcoal, Allway Grade	10 00
BOILER SIZE TIN PLATE	
14x56 IX, for No. 8 Boilers, per pound	10
14x56 IX, for No. 9 Boilers	

How to Prepare Husbands For the Table.

"And now, ladies," said the teacher of the up-to-date cooking class, "we will pass on to the consideration of the best method of preparing husbands for the table. I regret to see that such an amount of lamentable ignorance should exist among women on this subject, and that so truly palatable and excellent an article should so often be ruined in the cooking. Some women seem to think that husbands are like raw oysters—an indispensable first course, and that all they need is to be deluged in lemon juice and pepper sauce. Others are willing to put up with any kind of half-baked article, while still others appear to believe that they should never be served any way but in a stew. These are all mistakes, and they account for much of the domestic dyspepsia we set on every hand. Nothing is more delightful than a well-cooked husband; but the process requires care. In the first place, never go to market for one. The best will be brought to your door. Make your selection carefully and refuse to take one of poor quality. Choose neither extreme age, as the old ones are tough and sure to disagree with you when you want to have your own way, and, on the other hand, nothing is so insipid and unappetizing as a prolonged diet of veal. The most important requisite of cooking is cleanliness, so see that your house is always kept neat and in order. Remember that a husband should never be put into hot water or kept in the soup. Cook over a steady fire of affection on your own hearth, and if he should sputter and fuss pay no attention to it. Some men always do that and it means nothing. Never be stingy of seasoning. Many a dish that the world praises is made of tasteless and inferior material and owes all its flavor to the cook's skill in condiments. Butter him well with words of praise and appreciation and use plenty of the oil of compliments. Throw in a large measure of sugar in the form of kisses. Use none of the vinegar of sharp and sarcastic speeches, but add as much of the spice of your own wit as suits the taste. Stir him up gently now and then to keep him from getting too settled; but never prod him with a fork to see if he is done. Keep your heat even. Don't warm him with words of affection one day and chill him with reproaches the next. Things that are cooked by fits and starts are always ruined in the end. Take things on trust. The watched pot never boils and the watched husband ends by deceiving his wife. Do not forget that patience is the cardinal virtue in cooking. It takes time to prepare a husband properly. Widowers are, of course, easier to cook than men who have never been married, but some people object to the flavor of warmed-over dishes. Of course," added the teacher, in conclusion, "the flavoring may be varied to suit the taste, but by following these general rules a satisfactory result is sure to be obtained."

Woman's Ways.
A domestic wife is a blessing, but not if she is too domestic. A wife is willing to be obedient, but she hates to be considered a slave. When a woman says no she wants you to insist on her saying yes. A man will always respect a woman if he sees that she respects herself. With a woman her soul should always be at least as well clad as her body. If a married woman commences as a slave, she will never regain her freedom. A great many women transfer to their baby the love they once had for their husbands. Even when a woman is in love she never forgets to see that her hat is on straight.

Wherein He Was Prominent.
"This Mr. Muggins is one of your prominent men, I suppose?"
"Oh, yes."
"What did he ever do?"
"Nothing at all. You see, he has always kept in the background where nothing was to be done, so that he could criticize those that did do it. That's what's made him so prominent as a citizen."

Way of Weighing.
"My way is dark and lonely," mumbled the grocer, as he finished tying up a package of sugar.
"Perhaps your way may be lonely," remarked the customer, "but I guess it's light enough."

In a New Light.
Honest Farmer—Do you give trading stamps?
Hardware Merchant—No.
Honest Farmer—Do you give a prize package with every keg of white lead?
Hardware Merchant—No.
Honest Farmer—Do you throw in a handle or even a darning needle with each chopping axe sold?
Hardware Merchant—No.
Honest Farmer—Well, what in thunder do you give away?
Hardware Merchant—We give good value for every dollar and no humbug.
Honest Farmer—Gee whittaker! I never seed it in that light afore. I guess I'll do all my trading here!

Marquette Mining Journal: F. L. Herlick has returned from Chicago where he took a position with W. J. Quan & Co. as traveling salesman.
Don't think for a minute that because a man has done you a favor he is under everlasting obligations to you.
There are not as many men in the world as there are heroes in the novel.

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.

CLERKS WANTED TO SELL A LINE OF merchants' specialties; easy work; big commissions; work after business hours. Address W. R. Adams & Co., 35 Congress St., w., Detroit, Mich. 856
FOR SALE—STOCK OF DRUGS AND GROCERIES or both; good trade; reason for selling, ill health. Address S. & D., B. anchor, Mich. 855
FOR SALE—A RARE OPPORTUNITY—A flourishing business; clean stock of shoes and furnishing goods; established cash trade; best store and location in city located among the best iron mines in the country; prospect of a boom and good times a certainty; rent, my assistance and experience free to May 1; falling health reason for selling. Address P. O. Box 204, Negaunee, Mich. 848

Growing Demand for Fancy Bakery Products.
From the New England Grocer.
"Never has there been so great a demand for the fancy bakery products as there is now," says a fancy grocer. "The different varieties that all we grocers carry in stock, done up in the fancy manners and in bulk, is amazing when we come to think of the few we have carried until recently. It was but a short time ago that to have all these fancy crackers was not a common thing, but now it has got to that stage where

every housewife thinks she should have one or two fancy crackers or wafers on her table. Of course, the ordinary saltine is the most popular of all, as it has been known longer, and besides, being fully as cheap, is very satisfying, but the other fancier ones are constantly growing in popularity."

FOR SALE—FINE STOCK GENERAL MER-chandise and well established business; best point in State for general store; three years' lease of building, with chance to buy reasonable; located on two lines of railroad; fishery, packing facilities, etc.; prospects bright for increase in business. Reason for selling, too much other business. Address Box 35, Elm da, Mich. 845

FOR SALE GENERAL STOCK LOCATED at good trading point convenient to market; fine farming country; place an usually tributary to large trade in butter and eggs. Address for particulars J. C. McLaughlin & Co., Montgom ery, Mich. 854

FOR SALE—ONLY STOCK OF GENERAL merchandise in small town in Central Michigan; on railroad; doing strictly cash business; staple goods as good as new; will invoice about \$2,000. Owners desire to devote entire attention to butter and egg business. Stroup & Carmer, Perrinton, Mich. 851

FOR SALE—CLEAN JEWELRY STOCK, inventorying about \$200. Will sell cheap for cash. J. Schichtel, Jr., New Salem, Mich. 852

SHINGLE MILL FOR SALE, WITH OR WITH-out 120 acres of land, situated in cedar timber section. Conveniences for boarding men and stabling horses. Address N. & D. C. Jar man, Petoskey, Mich. 851

WANTED, HAY—ONE HUNDRED CAR-loads No. 2 Timothy hay per month delivered here. Name lowest price, quantity and when can make delivery. Richmond City Mills Co., Richmond, Va. 850

THE LION BREWERY FOR SALE. REAS-on for selling, poor health. Address Mrs Augustin Leins, 1227 Chisholm St., Alpen Mich. 819

SAFE INVESTMENT—IN THE WAY OF A very large fire proof safe, with burglar proof chest, at one quarter the original cost. For description and price, write E. King & Sons, Lisbon, Mich. 857

FOR SALE—NICEST STOCK OF DRUGS, fixtures and soda fountain in the city of Grand Rapids. Dr. Ross, Grand Rapids, Mich. 858

A BARGAIN—CLEAN, WELL-ASSORTED stock of general merchandise, consisting principally of drugs and groceries, inventorying about \$2,000. No dead stock. On best railroad in State. Only complete drug stock in town, which is in local option county. Competition light. Business good. Have other business. If you are looking for a good opening and intend to do business, here is your chance. Would consider an offer of half cash and balance in unincumbered fruit or farm lands. Address No. 834, care Michigan Tradesman. 834

FOR SALE—A SHINGLE AND SAW MILL with 30 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—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 state lowest price for prompt cash. Address Jerome B. Rice & Co., Cambridge, N. Y. 843

DRUG STORE FOR SALE OR TRADE IN A town of 800 inhabitants on South Haven & Eastern Railroad in VanBuren county. Stock will invoice about \$1,000; has been run only about four years; new fixtures; low rent. Address No. 842, care Michigan Tradesman. 842

FOR IMMEDIATE SALE OR EXCHANGE—Well improved 40 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

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—Ceery farm, valued at \$3,500, good buildings. Time given on part. Address Lock Box 212, Hart, Mich. 831

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

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

FOR SALE—PAPER ROLLS FOR CASH REG-isters, all widths, at \$1 50 per dozen. Albert E. Doherty, 34 Sibley St., Detroit, Mich. 826

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 CENTR-ally 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

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. 814

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

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 E. B., Box 351, Montague, Mich. 699

HAVE SMALL GENERAL STOCK, ALSO A stock of musical goods, sewing machines, bicycles, notions, etc., with wagons and teams—an established business. Stock inventories from \$2,000 to \$3,500, as may be desired. Will take free and clear farm in good location of equal value. Address Lock Box 531, Howell, Mich. 639

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

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 years' experience with country and city trade. Address No. 831, 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 25 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. 838, care Michigan Tradesman. 838

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

Simple Account File

Simplest and Most Economical Method of Keeping Petit Accounts

File and 1,000 printed blank bill heads.....	\$2 75
File and 1,000 specially printed bill heads.....	3 25
Printed blank bill heads, per thousand.....	1 25
Specially printed bill heads, per thousand.....	1 75

Tradesman Company,
Grand Rapids.

Travelers' Time Tables.

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

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

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

Detroit.
Lv. Grand Rapids..... 7:00am 1:35pm 5:35pm
Ar. Detroit..... 11:40am 5:45pm 10:05pm
Lv. Detroit..... 8:00am 1:10pm 6:10pm
Ar. Grand Rapids..... 12:55pm 5:20pm 10:55pm
Saginaw, Alma and Greenville.
Lv. G R 7:00am 5:10pm Ar. G R 11:45am 9:30pm
Parlor cars on all trains to and from Detroit and Saginaw. Trains run week days only.
Geo. DeHAVEN, General Pass. Agent.

GRAND Trunk Railway System
Detroit and Milwaukee Div

(In effect Nov. 13, 1898)

GOING EAST	Leave	Arrive
Saginaw, Detroit & N. Y.	6:45am	9:55pm
Detroit and East.....	10:10am	5:27pm
Saginaw, Detroit & East.....	3:20pm	12:45pm
Buffalo, N. Y., Toronto, Montreal & Boston, L't'd Ex	7:20pm	10:10am
GOING WEST		
Gd. Haven and Int. Pts.....	10:15am	7:15pm
Gd. Haven and Int. Pts.....	12:30pm	3:12pm
Gd. Haven and Milwaukee.....	5:30pm	10:05am

Eastbound 6:45am train has Wagner parlor car to Detroit, eastbound 3:20pm train has parlor car to Detroit, westbound train arriving 12:45pm has parlor car from Detroit, westbound train arriving 9:55pm has Wagner parlor car from Detroit, train leaving 7:20 pm daily connects at Durand with vestibule limited express with sleepers for Buffalo, New York, Philadelphia, Toronto, Montreal and Boston.
*Daily. †Except Sunday.
C. A. JURNIN, City Pass. Agent.
97 Monroe St. Morton House.

GRAND Rapids & Indiana Railway
Nov. 13, 1898.

Northern Div. Leave Arrive
Trav. City, Potoskey & Mack... 7:45am † 5:15pm
Trav. City & Potoskey... 2:10pm † 10:45pm
Ondissac accommodation... 5:25pm † 10 55am
Potoskey & 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 † 5 55
Cincinnati... 7:00pm 8:30
For Vicksburg and Chicago... 11:30pm 9:1 am
1:10 am train has parlor car to Chicago; 2:10pm train has parlor car to Ft. Wayne; 7:00pm train has sleeping cars to Cincinnati; 11:30pm train has coach and sleeping car to Chicago.

Chicago Trains.
TO CHICAGO.
Lv. Grand Rapids... 7 10am 2 10pm *11 30pm
Ar. Chicago... 2 0 pm 9 10pm 6 25am
FROM CHICAGO.
Lv. Chicago... 3 02pm *11 32pm
Ar. Grand Rapids... 9 45pm 6 30am
Train leaving Grand Rapids 7:10am has parlor car; 11:30pm coach and sleeping car.
Train leaving Chicago 3:02pm has parlor car; 11:32pm, sleeping car.

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

going east.
Lv Muskegon... 11:45am † 11:45am † 4 00p
Ar G'd Rapids... 9:30am 12:55pm 5 20p
Sunday train leaves Muskegon 5:30pm; arrives 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.

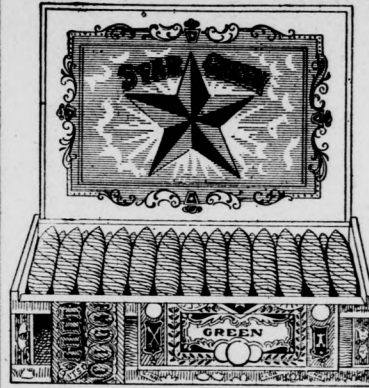
WEST BOUND.
Lv. Grand Rapids (G. R. & I.) 11:10pm † 7:45am
Lv. Mackinaw City... 7:35am 4:20pm
Ar. St. Ignace... 9:00am 5:20pm
Ar. Sault Ste. Marie... 12:30pm 9:50pm
Ar. Marquette... 2:50pm 10:40pm
Ar. Nestora... 5:20pm 12:45am
Ar. Duluth... 8:30am

EAST BOUND.
Lv. Duluth... 16:30pm
Ar. Nestora... 11:15am 2:45am
Ar. Marquette... 1:30pm 4:30am
Lv. Sault Ste. Marie... 3:30pm
Ar. Mackinaw City... 8:40pm 11:00am
G. W. HIBBARD, Gen. Pass. Agt. Marquette.
R. 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
Ar Grand Rapids... 1:00pm 0:55pm

ALWAYS A WINNER!



\$35.00 per M.

H. VAN TONGEKEN, Holland, Mich.

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.

LABELS FOR GASOLINE DEALERS



The Law of 1889.

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

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

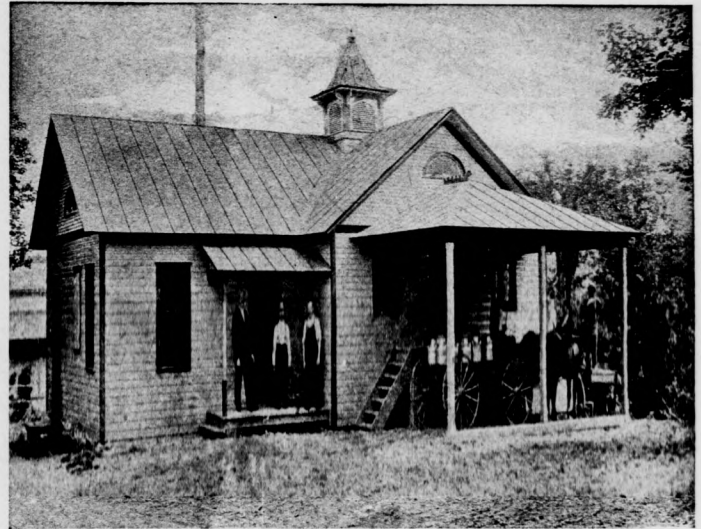
- 1 M..... 75c
- 5 M..... 50c per M
- 10 M..... 40c per M
- 20 M..... 35c per M
- 50 M..... 30c per M

Tradesman Company, Grand Rapids, Mich.

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 W. Washington St., CHICAGO, ILL.

SMOKE Banquet Hall Little Cigars

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

MUSSELMAN GROGER CO., Grand Rapids, Mich.

ENGRAVERS BY ALL THE LEADING PROCESSES

PORTRAITS, BUILDINGS, MACHINERY, STATIONERY HEADINGS, EVERYTHING. HALF-TONE ZINC-ETCHING WOOD ENGRAVING

TRADESMAN COMPANY
GRAND RAPIDS, MICHIGAN.

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.

Bicycle Dealers

who want a good selling line of Bicycles for coming season of '99 should write us for net prices on

- World Wheels to retail at.....\$40 and \$50
- Soudan Wheels to retail at..... 35
- Soudan Wheels (30 in. wheels) to retail at.... 40
- Admiral Wheels to retail at..... 30
- Pyramid or Ibez Wheels to retail at..... 25

We are Selling Agents in Michigan for four different factories and we have the wheels and prices that will surely interest you. Write for particulars.

ADAMS & HART,
Wholesale Bicycles and Sundries,
Grand Rapids, Mich.



This Showcase only \$4.00 per foot.
With Beveled Edge Plate (glass top \$5.00 per foot.)

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.

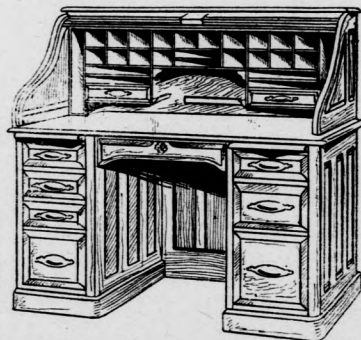
A DESK FOR YOUR OFFICE

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.

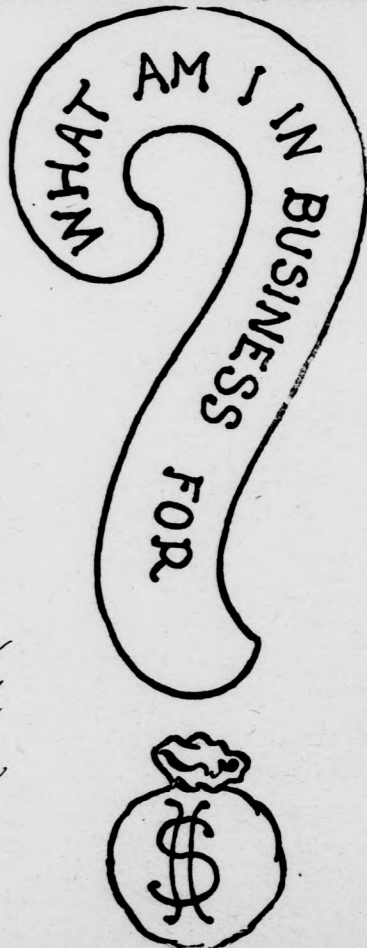
Our No. 61 Antique Oak Sample Desk has a combination lock and center drawer. Raised panels all around, heavy pilasters, round corners and made of thoroughly kiln dried oak. Writing bed made of 3-ply built-up stock. Desk is castored with ball-bearing casters and has a strictly dust-proof curtain. Our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



SAMPLE FURNITURE CO.

JOBBER OF SAMPLE FURNITURE.

PEARL AND OTTAWA STS. - GRAND RAPIDS, MICH.



OVER EVERY successful Merchant's counter, in some prominent position where it can be seen and read, this motto should hang: "WHAT AM I IN BUSINESS FOR?"

Twenty-five years ago the chances for the Merchant's success were about equal. One man stood as good a show as another if he only had a good location; to-day it is different. In these days of telephone and free delivery it makes little difference about location; but he must be up-to-date! High rents and small profits make it absolutely necessary to gain every penny of profit in Merchandising. The MONEY WEIGHT SYSTEM is the only thing that will positively guarantee this.

Scales sold on easy monthly payments, without interest. Write to

THE COMPUTING CO.

DAYTON, OHIO.