

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Volume XVI.

GRAND RAPIDS, WEDNESDAY, FEBRUARY 15, 1899.

Number 804

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 Ibex 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.

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.

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



SAMPLE FURNITURE CO.

JOBBER OF SAMPLE FURNITURE.

PEARL AND OTTAWA STS.

GRAND RAPIDS, MICH.

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.

**PAAS
EASTER EGG
DYES**

Paas

Dyes

TABLETS.
(IN NEW DRESS.)

12 colors for 5c.

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

Clean, bright colors, easily used.

FREE FROM POISON.

COLOR EGGS AS ADVERTISED.

"ALL COLORS OF THE RAIN-BOW."

CALICO-PICTURE PAPER.
(NEW LABELS.)

24 or more eggs beautifully variegated with PICTURES OF RABBITS, FLOWERS, ETC., for 5c

They are novel and furnish something to talk about; harmless, cheap, and do the work.

36 five cent envelopes, \$1 00

(NEARLY DOUBLE YOUR MONEY.)

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

Free!

\$8 00 a gross.

67c a doz.

10c a package.

**PAAS
FABRIC
DYES**
(TABLETS)

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.

WORLD'S BEST

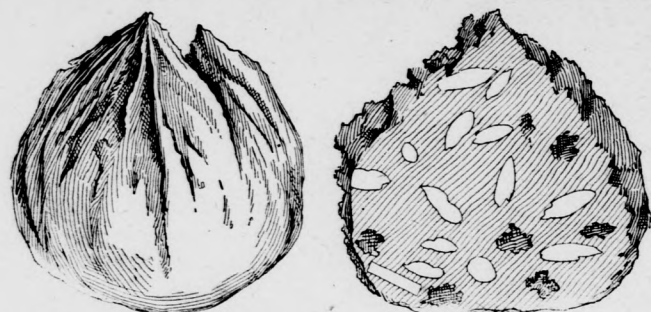
S.C.W.

50. CIGAR. ALL JOBBERS AND

G. J. JOHNSON CIGAR CO.

GRAND RAPIDS, MICH.

PLUM PUDDING



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

GRAND RAPIDS CANDY CO.

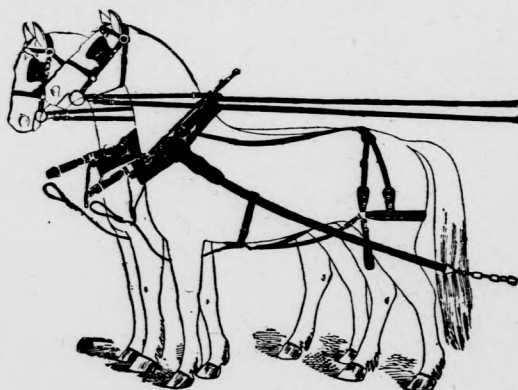
BROWN & SEHLER

WEST BRIDGE ST.,
GRAND RAPIDS, MICH.

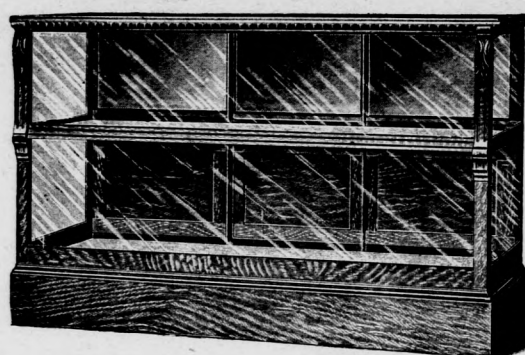
Mfrs. of a full line of
**HANDMADE
HARNESS
FOR THE
WHOLESALE
TRADE**

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

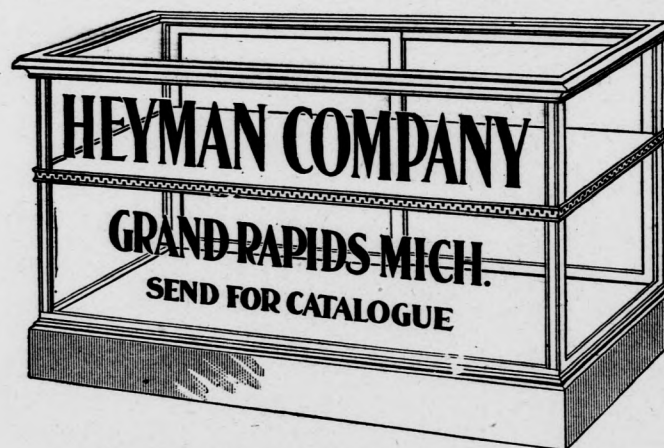
Orders by mail given prompt attention.



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.**



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

PURITY AND STRENGTH!

FLEISCHMANN & CO.'S COMPRESSED YEAST



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

ABSOLUTELY PURE

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

FLEISCHMANN & CO.

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

Hanselman's Chocolate and Bon Bons

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

HANSELMAN CANDY CO., Kalamazoo, Mich.

FOLDING PAPER BOXES

Printed and plain for **Patent Medicines, Extracts, Cereals, Crackers and Sweet Goods, Candy, Cough Drops, Tobacco Clippings, Condition Powders, Etc.** Bottle and Box Labels and Cigar Box Labels our specialties. Ask or write us for prices.

GRAND RAPIDS PAPER BOX CO.

PHONE 850.

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

\$500 FOR AN IDEA

The Tradesman Company has long been of the opinion that the ideal method of keeping small accounts has never yet been invented, and it therefore makes a standing offer of \$500 to the person who can

devise a system that shall be simple, economical and practicable. It must occupy small space and be so easily handled that inexperienced people may use it with safety. The only condition exacted is that it be patentable and the patent sufficiently broad to be valuable. For such a device, no matter by whom invented and patented, the Tradesman Company will cheerfully pay \$500.

**TRADESMAN
COMPANY,
GRAND RAPIDS.**

MICHIGAN TRADESMAN

Volume XVI.

GRAND RAPIDS, WEDNESDAY, FEBRUARY 15, 1899.

Number 804

SPRING LINE 1899 NOW READY

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

KOLB & SON
WHOLESALE CLOTHIERS
Rochester, N. Y.

Write our traveler, Wm. Connor, Box 346, Marshall, Mich., to call, or meet him at Sweet's Hotel, Grand Rapids, 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 Preferred Bankers Life Assurance Company of Detroit, Mich.

Annual Statement, Dec. 31, 1898.
Commenced Business Sept. 1, 1893.

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

FRANK E. ROBSON, President.
TRUMAN B. GOODSPEED, Secretary.

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

THE MERCANTILE AGENCY
Established 1841.
R. G. DUN & CO.
Widdicomb Bld'g. Grand Rapids, Mich.
Books arranged with trade classification of names. Collections made everywhere. Write for particulars.
L. P. WITZLEBEN Manager.

Tradesman Coupons Save Trouble. Save Money. Save Time.

How the Joker Defeated the Gambler. Written for the TRADESMAN.

Washington's holiday vestment was a ponderous gown of closely-compressed people. It trailed along down the trio of stairways of the east front, across the open space at the foot and to the edges of the opposite park. This changeable human fabric is always interesting. There is always so much blending of its multi-colors, while the sprinkling of negroes in their best clothes renders this holiday garb striking to say the least.

It was 9 o'clock in the morning and the great gathering was there to hear the chimes. The bells hung in full sight on top of the library building. The sun smiled on their golden surfaces, rendering them dazzling to the eye. As they pealed forth in the crisp air they seemed to address themselves to the imagination and the heart—lenient auditors who forgive aesthetic sins to whatever has power to touch the emotions.

When the chimes had concluded their requiem there were observed two gentlemen employed in serious colloquy. They tore themselves loose from this human fabric, but in so doing were followed by a rough-looking individual in a silk hat. He, too, was listening to the chimes; but the overheard conversation of the two gentlemen interested him more.

* * *

"That's a queer-looking chap," said the railway magnate to the publisher. "I declare I wouldn't feel safe to have him come in my presence—he might spring a dynamite bomb on me."

"He has been springing something worse than that on us," rejoined the newspaper man, as he walked across the floor, picked up a card and handed it to his visitor. "Now what do you call that?"

"I should call that a discarded joker, but where is the application?"

"Why, the gentleman who just stuck his head in the door thinks that he is a joke-writer. He comes up here every morning, opens the door, throws in a batch of stuff accompanied by one of these cards. He probably worked in a playing card factory at Kalamazoo and surreptitiously got a hold of a bunch of 'em. It's real funny, isn't it? But, on the dead, I am very superstitious in regard to destroying a joke. Look here!" and the publisher took from a pigeon-hole a whole pack of them and placed them on top of his desk. "I want just two more visits from the gentleman to complete the deck; then I'll kill him."

"But wouldn't you feel a little bit superstitious about killing him?"

"Not in the least—why, he is no joker."

There was a short laugh and the railway magnate opened up a new subject, or rather the one they had been previously talking about before being interrupted.

"This five hundred ought to produce some favorable editorial utterances on our side of the franchise question, and no doubt it will. I thought it would

look better to give you the amount in currency instead of check, you understand. And remember there's more where this came from."

The magnate had hardly left when the door was opened by a tough-looking gentleman in a silk hat.

As the publisher looked up from his desk his eyes were looking down the barrel of a revolver.

"I believe I hold a better hand than you, so I will trouble you for that five hundred! I am desperate, pard, luck's dead again me lately. There wuz a time when they wuz afraid to set in a game with me; but all that's changed now. I bought this revolver to blow my own brains out, but thought I would listen to them chimes once more. While they wuz playin' I overheard your conversation, so gimme the money. But hold on, pard, I notice here a pack o' them cussed cards, an' I'll be hanged ef I don't give you a chance at the swag. Swing around there in your chair. I'll draw a card from the pack an' ef you can guess what it is the money's yours—well, I've pulled her out, an' remember, boss, that I alwuz play fair. Uv course, you've got a mighty slim chance—well, what is she?"

"It's the joker!" calmly spoke the publisher.

There was a sharp report and the dead body of a gambler proved that he "alwuz played fair."

CLYDE W. FRANCIS.

New Candy Factory at Traverse City.

John G. Straub, Anton S. Straub and Geo. E. Amiotte have formed a copartnership under the style of Straub Bros. & Amiotte to engage in the manufacture of confectionery and chocolates at Traverse City. John G. Straub has been a member of the firm of Snyder & Straub, at Muskegon, for the past eleven years, prior to which time he was in charge of candy factories at Chicago and Milwaukee. Anton S. Straub has been identified with the candy factory of Fox Bros., of Fort Wayne, for the past twelve years, eight years as foreman. Geo. E. Amiotte has been on the road the past eight years for Snyder & Straub, being the first salesman the house sent on the road and having covered the territory from Petoskey to Benton Harbor. The firm will be temporarily located on Front street near the G. R. & I. depot, but as soon as arrangements can be made a new building will be erected especially adapted to the needs and necessities of the confectionery business.

Former Ambassador Hitchcock says that the famine in Russia is due largely to a lack of transportation facilities. There is enough produce in the entire empire to feed everybody, but the difficulty is to get it promptly to the districts afflicted with famine.

When a man pays for good advice he thinks he must take it. If it is free, he will reject it.

Never judge the cigars a man smokes by those he gives his friends.

Frozen Potatoes in Central Michigan.

The long-continued zero weather has resulted in the destruction of a very considerable percentage of the potato crop stored in cellars and pits throughout Central Michigan. Reports from Cedar Springs, Sand Lake, Howard City and Morley indicate that fully 50 per cent. of the crop thus stored has been ruined by frost. The potatoes are generally covered by two to three feet of dirt and, in some cases, the potatoes are dumped on top of the ground and then covered with soil. As the ground is frozen to the depth of fully four feet, a large portion of the potatoes thus stored are undoubtedly injured, especially as there was no considerable amount of snow on top of the ground to protect it from the severity of the weather. Farther north, the loss will probably be very much less—if, indeed, there is any loss at all—because the ground is covered with a two-foot mantle of snow, which came before the cold weather. The snow was moist and the first cold day caused a crust to form, which would naturally protect the ground to a very considerable extent.

T. F. Moseley, of the firm of Moseley Bros., is inclined to decry the general belief that potatoes will be higher on account of the loss throughout the central portion of the State. He says that he received two letters Wednesday from the largest potato shippers in Minnesota and Wisconsin, stating that the crop is uninjured, inasmuch as the growers provide storage for their crop which will stand weather 50 degrees below zero. The New York crop is uninjured, so far as reports go, and, although there may be a loss of several thousand bushels through the central portion of the State, the loss will be so insignificant, compared to the aggregate of the crop throughout the country, that it will not have a permanent effect on the price of the staple.

There has been a general cessation of shipping during the fearful weather of the past two weeks, but as soon as the thermometer gets above the freezing point there is likely to be much activity in the market. Moseley Bros. claim to have made carload purchases in the last day or two on the basis of 24 cents, but, in all probability, a higher range of values will prevail in consequence of the shutting off of receipts incident to the cold spell. Local retail dealers were compelled to rely on those who had potatoes in stock, and the latter very naturally took advantage of the situation by forcing the price up to 40@50c per bushel, which compelled the retailers to raise their prices to 50@60c.

The Time it Worked.

Little Johnny always wanted to sleep in the morning, and finally Papa McSwatters wondered how he would ever get the boy up betimes. At last he struck upon the following:

"Johnny, the furnace fire is all fixed, and the ashes have been carried out, and the leaves raked. Breakfast is almost over and only three pancakes left."

Johnny forgot his ablutions in his hurry.

Dry Goods

The Dry Goods Market.

Staple Cottons—The stiff situation in regard to quotations has prevented any very large transactions, yet the outlook is very satisfactory; several large bids are reported for brown sheetings and drills that have been turned down on account of the price. The principal business for the week has been done, however, in brown goods. Wide sheetings are firm but quiet, as are also cotton flannels, coarse colored cottons, etc. Ticks, denims and colored ducks show a fair business at advanced prices.

Prints and Gingham—The demand for printed fabrics is fair, with the market very firm. Purchases have been small, but in quite large numbers. The supply of prints is reported to be low and this accounts in part for their strength. The printed specialties' advances are kept under cover and it is only when a buyer seeks to place an order for the future that he finds conditions against him.

Underwear—The future for fall underwear is encouraging and no doubt a good season will be seen. However, at this writing things are not quite satisfactory, and at the present time, all things considered, it is almost certain that business is being held back, which is the result of the reticence of the buyers in making their purchases.

Hosiery—The market seems to be in a very healthy condition just now, and the past week has seen a great improvement. Importers are in high glee over the prospects. The condition of the market in seamless hosiery of low grades is causing considerable dissatisfaction among the agents. Business is practically at a standstill, and prices are somewhat lower than last year. Many mills have ceased operations, and are tied up awaiting the disposition of goods now in the hands of their agents. This is a most unfortunate situation, and it is hoped that conditions will improve in the near future. The makers of fine grade of seamless hosiery are having good times, many mills are chock a block with orders, and can take no more for the spring season, while others are well sold ahead.

Blankets—Some of the agents for cotton blankets report that they are very nearly sold up on their production; that there is nothing in the field to prevent a lively business, and they have had it. It has been much more satisfactory than for many seasons past. Many enquiries are coming in for blankets for "outside use," for railroad and miners' use, and as there seem to be many new railroads projected, quite a satisfactory business is expected in these lines, as well as for lumbermen. Considerable attention is paid to this latter department of the business, and some new special styles are being made for the trade.

Carpets—The past week among the large department and retail stores has been quiet. While there is some business doing all the time, there is no snap to trade. In fact, many claim that it is not as active as one year previous. Some of the more energetic merchants report that during the month of January they have done a very fair business. The buyers who were confident that the reported advance would go into effect with some of our large mills anticipated their requirements for the season, and placed large orders, which has placed them beyond the need of duplicates for this season, and while with the large

buyers the advance will not mean anything this season, it certainly will materially assist in advancing goods up to a living price next season. There has not been any inducement to overproduce this season, as the mills are confining themselves strictly to orders in hand, as there has not been any money in the business. It is to be regretted that so many new ideas which have been brought out in the way of new carpets have been so largely along the line of cheaper material. Many of them are made more largely than ever before of jute yarn. No apparent effort has been made to raise the standard in the new ideas. This should not be so, and it is a great injury to the manufacturers who have had the courage to try and keep their standard and quality, especially on extra super ingrain. The reason given for the cheapening of fabrication and material is said to be the disposition to meet the buyers' low offers. There never has been a time in the past that this method has resulted in building up a permanent business. There are some indications already noticeable in the trade where the buyers are beginning to call for better goods, including body Brussels, wiltons, axminsters, velvets and tapestry carpets. A buyer who purchases carpets made of good material is the gainer in the end.

Concluded to Save the Postage Stamp.

People who think these are days when people spend money without thought perhaps never visited a rural hamlet and heard a conversation such as took place not long ago in a little postoffice that was kept in the back of a general store.

A woman entered the store with a letter in her hand, marked "in haste."

"Mr. Stubbs," she said to the postmaster, "won't a cent carry this letter?"

"No, Mrs. Judy."

"Is postage stamps down any?"

"Just the same."

"Will you lick on the stamp?"

"Yes'm."

"It's a letter I've writ to my sister in Massachusetts."

"Yes'm."

"There ain't no money in it."

"No'm."

"It's jest fam'ly news, you know."

"Very well."

"Didn't know but it might git open, and I used paste to stick it."

"Yes'm."

"When will it go out?"

"In the morning."

"And when'll she get it?"

"In two days."

"Will you warrant it?"

"Can't do that, Mrs. Judy."

"You can't! Then what's the use of my sending it? That's what I told'm when you was appointed postmaster. I says: 'Will Jim Stubbs, that once beat my husband out of a load of hay, warrant our mail to be all wool and a yard wide, or will the colors run on us and the dye crock?' That's what I asked, Jim Stubbs, and nobody has answered me yit."

"Do you wish to send your letter, Mrs. Judy?"

"No! I don't take no chances. She might git it, and then agin she moughtn't. Samuel is goin' down that way in the spring and he can take it hisself, and two cents don't grow on every bush, Jim Stubbs!"

"Brought to Time."

"I dearly love birds," he gent'y sighed. And then she didn't do a thing but hasten to the open piano and softly begin singing, "I wish I were a bird."

They are looking for a nest now.

A Free Show.

Tommy: Goin' to the show ter-night, Johnny?

Johnny: Naw. We're goin' to have a free show at our house to-night. Pa's goin' to put down a carpet.

WRAPPERS

\$7.50
\$9.00
\$10.50



Made from standard goods. Large skirt. Well made. Good colors. Write for a small sample lot.

P. STEKETEE & Sons, Grand Rapids



Order Now

And get your pick of the pretty patterns we are showing in

Shirt Waists

Our \$4.50 per dozen is a "stunner" for the money.

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

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

THE WHITE CITY BRAND



CUSTOM TAILOR MADE

THE WHITE HORSE BRAND



READY TO WEAR

We furnish samples, order blanks, etc., free, and deliver same. You can fit and please all sizes and classes of men and boys with the best fitting and best made clothing at very reasonable prices. Liberal commission. Write for Prospectus (C)
WHITE CITY TAILORS, 222 to 226 Adams Street, Chicago, Ill.

How an Indiscreet Tongue Lost a Good Sale.

Written for the TRADESMAN.

A lady wished to get a black silk dress of a better grade of goods than was carried in stock in the village in which she lived. Accordingly, Mr. G., a merchant with whom she was in the habit of dealing, asked her to come to his store when a dry goods salesman of whom he bought goods was to be there, so that she might select just what she wanted. The lady came and carefully examined a large number of samples. One very elegant piece of goods pleased her particularly and she asked the merchant the price.

"Now, Mrs. S.," he answered, "I want to do just as well by you as I possibly can. This silk will cost me so and so (and he named the cost). I will make it to you at just what it costs me, adding only 10 per cent for my trouble and profit. And this, I assure you, Mrs. S., is a much smaller margin than is usual in selling silks."

Mrs. S. hesitated a moment, then said she was sorry she had taken up so much time, but she believed she would not place an order for her dress that day.

Some weeks later she was in the store of a rival merchant, Mr. H. She mentioned that she had been intending to get a new silk and had been in at Mr. G.'s looking at some samples, but had not purchased. Then she told of the offer Mr. G. had made to her. Mr. H. made no comment, but said cordially, "A salesman will be here to-morrow with a nice line. Couldn't you come down? Maybe there will be something that will please you."

She came, as invited. Again she found a piece of goods that suited her exactly. She asked the price. Mr. H. named the price at which he would sell it to her, saying nothing about what it would cost him nor the profit he would make. She considered it a moment and said she thought it was as well as she could do and she would take a certain number of yards, naming an ample pattern.

After she had gone, in speaking about the transaction to the salesman, Mr. H. said: "I presume G. really offered her a better deal than I did, for you see I shall make more than 10 per cent; and I don't doubt his goods are right up in style and quality. It was letting her know what he would make that knocked him out. That is always a bad thing to do and I am surprised that G. should make such a blunder. I never tell a customer the cost of an article unless I am selling it at cost or below. Even then it is not advisable. People generally know but little about the cost of most kinds of goods. If we told them the margin we make on those things which are quite profitable to handle they would think it unreasonably large, since they do not realize what an amount of business every merchant is obliged to do with no profit at all, perhaps with actual loss. So long as I can not take them into the office and show them both sides, I think best to say little about cost and margins."

Said an experienced saleswoman: "So far as possible I keep my customer's mind off from the fact that there will probably be a margin of gain on the sale I am trying to make. I am particularly careful about this if the customer be a woman. It is always distasteful to the average woman to feel that she is paying not only the cost of goods but a profit besides. I think most men realize that a reasonable profit on

sales is a normal business condition; that selling at cost or below is, in the very nature of things, temporary and out of order. But many women, even fair-minded, generous women, can not be made to see that business can not be done for nothing. I attribute this difference to the fact that men generally get some definite recompense for their work, while women, the women who are the best customers of retail stores, are not earning money; they simply expend their husbands' salaries and are interested only in making the money go as far as possible. Take, for instance, dollar dress goods. I never should expect to sell a pattern if I told people that we make 20, 25 or 27 cents on a yard, as the case may be; and all talk about the losses a merchant sustains and goods going out of style and all that is simply wasted. I don't try to justify our profit in the minds of our customers; I simply don't let them know what the margin is."

QUILLO.

A Rule That Should Work Both Ways.

Written for the TRADESMAN.

"Every one has a right to spend his money where he pleases, but when occasion demands it is better taste to spend it in the store where it is earned than at a competitor's."

The above statement appeared under the title, "Bits of Wisdom," in last week's Tradesman.

The following is a copy of a notice handed to the employees of the C., B. & Q. Dry Goods Co. not a great while ago:

General Office
C., B. & Q. D. G. Co.

We expect our employees to trade with us. Any employee who buys outside such goods as are carried by us shall be subject to dismissal.

GENERAL MANAGER.

Now there can be no doubt that it is better taste for a clerk to trade in the store where he earns his money; not because his trade amounts to a great deal, but because his buying elsewhere is a glaringly poor advertisement for the firm by whom he is employed. The C., B. & Q. D. G. Co. would never have found it necessary to issue this order had they been willing to give employees the benefit of a reasonable discount on such goods as they needed. It is the custom of this firm to add 20 per cent. to New York cost. Goods are, therefore, taken into stock at 20 per cent. more than they cost. The selling price is figured from this stock cost basis. When an employee buys anything he is given a discount of 10 per cent. on the retail price. Now, any dressmaker in the city, whether she runs a shop or goes out by the day, is given a discount of 10 per cent. To the dressmaker this seems, and is, liberal. To the employee it seems unjust.

It appears to me as if it would be no more than just, on the part of the C., B. & Q. D. G. Co., to give their clerks a better discount. They realize the importance of having their employees trade with them, else they would not have issued this order, which takes away from their help the right to spend their earnings where they please. There should be no cause to make their help feel that they are being discriminated against.

"Every employee should have the interests of his employer at heart," is an old and much-used phrase. That every employer should have the interests of his employees at heart is an expression that has been by no means worn thread bare.

Looking at the matter from an impartial standpoint, I think that it is a poor rule that does not work both ways.

MAC ALLAN.

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. FRANK.

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

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

Jackson Retail Grocers' Association
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President, A. C. CLARK; Secretary, E. F. CLEVELAND; Treasurer, WM. C. KOEHN.

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

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

Owosso Business Men's Association
President, A. D. WHIFFLEY; 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.

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

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The Oldest and
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**PURE, HIGH GRADE
COCOAS
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CHOCOLATES**
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Around the State

Movements of Merchants.

Holland—Tieman Slagb has embarked in the grocery business.

Lansing—The Bell Clothing Co. has removed its stock to Owosso.

Bay City—J. P. Delisle will shortly open a grocery store at Essexville.

Marine City—Hiram Calkins succeeds Amos Jones in the grocery business.

Springport—West & Stansell have sold their grocery stock to G. H. Ludlow.

Clifford—Wm. Green has sold his general stock to the Clifford Mercantile Co.

Detroit—Fred W. Meyer has purchased the drug stock of Karsen Bros.

Clinton—F. E. Sherwood succeeds Sherwood & Foster in the drug business.

Bellevue—H. M. Weed has engaged in the hardware and implement business.

Benton Harbor—John Jones, of St. Clair, has opened a bazaar store at this place.

Buchanan—Harry Howe & Co., hardware dealers, have sold out to Henry R. Adams.

Bad Axe—Lane & Lane have purchased the drug stock of the Bad Axe Drug Co.

Buchanan—Weaver Bros. succeed Weaver & Co. in the clothing and shoe business.

Jamestown—R. W. Hending & Son have engaged in the undertaking business here.

St. Johns—Clark A. Putt has purchased the boot and shoe stock of W. N. Waldron.

Shelby—O. J. Morse has purchased the restaurant and bakery of S. C. Morningstar.

Marine City—D. Cromar has removed his dry goods stock from Sand Beach to this place.

Bloomington—M. Wiggins & Co. have sold their mercantile stock to Trim & Hodgman.

Green Bay—Edward C. Kittner, blacksmith, is succeeded by Edward C. Kittner & Son.

Owosso—Emma (Mrs. Harry) Hooper is succeeded by Henry Hooper in the bazaar business.

Decatur—Roberts & Conway, meat dealers, have dissolved partnership, Mr. Roberts succeeding.

Springville—Connors & Murdock have engaged in the men's furnishing goods business at this place.

Lansing—John Hermann's Sons succeed the late John Hermann in the merchant tailoring business.

Jackson—The grocery firm of Riley & Harrison has dissolved partnership, Frank Harrison retiring.

Ypsilanti—The grocery stock of the late Fremont Pattison has been purchased by G. L. Durrand.

Kalamazoo—Nettie S. Cohen, proprietor of the Sample Shoe Co., has removed to Charleston, W. Va.

Muir—Wm. S. Terrill, a well-known druggist at this place, died recently as the result of an attack of pneumonia.

Smith's Creek—The general store of W. H. Searls will hereafter be conducted under the style of Searls & Conliff.

Rochester—F. H. Burr has sold his hardware and agricultural implement stock to H. J. Winans, of Batavia, N. Y.

Hastings—Phin Smith has purchased the dry goods and millinery stock of Julius Russell and added it to his bazaar stock.

Mt. Pleasant—H. Diittmann, boot and shoe dealer, has taken his son, Ed., into partnership, the firm name being Diittmann & Son.

Ovid—Purdy Bros., of Howell, have opened a "racket" store in the building recently occupied by the bazaar stock of A. Behrendt.

Owosso—Chas. Starr has sold his cigar stock to August Stephan, who will remove his cigar factory to rooms adjoining the store building.

Kalamazoo—S. Stern, formerly engaged in the grocery business here, will open a wholesale paper store at 217 East Main street about March 1.

North Lansing—The wholesale grocery firm of Reck Bros. will shortly erect a two or three-story brick block, to be occupied by the firm.

Barryton—Frank F. Barry, who succeeded the former firm of Skelton & Barry last November, has assigned his general stock to S. S. Wilson.

Adrian—James Curtis has purchased the interest of Mr. Baker in the grocery firm of Baker & Curtis. The new firm will be known as Curtis Bros.

Lakeview—W. P. Kinnee, of Howard City, has purchased the harness stock of Daniel Brimmer and will continue the business at the same location.

Holland—Lucas Brink has sold his interest in the Columbia meat market to his partner, J. Streur, who will continue the business at the same location.

Bay City—John A. See and Capt. Fred Woolson have organized the See-Woolson Co. and will embark in the retail furniture business about March 1.

Lansing—Leroy Williams, grocer at 111 Michigan avenue, has discontinued business. The stock has been taken back by Robson Bros., wholesale grocers.

Grand Ledge—W. J. Joy & Co. have purchased the furniture stock of E. E. Huyck. Mr. Joy was formerly engaged in the drug and undertaking business at Bath.

Cedar Springs—S. A. Nickerson has sold an interest in his hardware stock to George Hancock, of Custer. The new firm name will be Nickerson & Hancock.

Central Lake—Henry Ogletree has sold his drug stock to E. A. Fox, formerly engaged in the drug business at Mt. Pleasant under the style of Fox & Thiers.

Saginaw—E. E. Thompson, formerly book-keeper for the wholesale and retail drug firm of D. E. Prall & Co., has engaged in the hardware business at Marlette.

Coldwater—E. Nichols, of Clayton, and F. J. Collins, of Jonesville, have engaged in the mercantile business at this place under the firm name of Nichols & Collins.

Hillsdale—The hardware stock of Henry C. Langdon has been purchased by Jos. French. The business will be conducted by Frank B. French, son of the purchaser.

Sheridan—Wm. H. Wood has been very ill for some time, but is now on the gain. His drug store has been managed in the meantime by W. H. Owen, of Stanton.

Central Lake—Joseph Hirshman has purchased the interest of his partners in the dry goods and grocery firm of J. Hirshman & Co. and will continue the business in his own name.

Hillsdale—Peter Kreiter and Wesley Stewart have rented the store building just vacated by the Frankenstein Cigar Co. and have put in a stock of papers, paints and painters' supplies.

Flint—The brick block recently erected by Alvord Bros. has been leased by the Caldwell Mercantile Co., of Marine City, which expects to occupy it as a department store about March 1.

Packard—Clark, Mason & Co. have sold their general stock at this place to E. A. Clark, general dealer at Geneva, who will continue the business under the management of his son, Geo. Clark.

Pierston—C. S. Comstock has admitted A. F. Petrie to partnership in his general store business and on and after March 1 the business will be conducted under the style of C. S. Comstock & Co.

Escanaba—J. C. Maynard, of Perronville, has purchased the furniture stock of Gilmette & Pearce. Martin Lyons, manager of the business of the former firm, will have charge of the undertaking department.

Alpena—W. A. Merrill, book-keeper for G. A. Shannon, and Fred Barker, book-keeper for Gebhardt, Morrow & Co., will shortly engage in the vehicle business at this place under the style of Merrill & Barker.

Sherwood—Darrow & Warner have rented the store building recently occupied by the general stock of R. F. Watkins & Son, and have removed their hardware stock to that location. A tin shop has been attached to the building.

Harbor Springs—Coon & Lane will open their harness shop and agricultural implement store about March 1. Mr. Coon was formerly a resident of Lyons and Mr. Lane has long been connected with the business interests of this place.

Bellaire—Chas. Weiffenbach and T. R. Dunson have formed a copartnership under the style of Dunson & Weiffenbach and engaged in the implement business. Mr. Dunson has clerked in Mr. Weiffenbach's grocery store for several years.

Gladwin—The hardware business of the late J. H. Foster will be continued at the old stand by Mrs. J. H. Foster and Mrs. B. S. Lewis, under the firm name of Foster & Lewis. B. S. Lewis will have the management of the business.

Allegan—Orson G. Vabue and Albert Brand, who have been engaged in the meat business at this place over ten years under the style of Vabue & Brand, have dissolved partnership. Mr. Brand will continue the business in his own name.

Mt. Pleasant—J. E. Chatterton, formerly engaged in the grocery and lumber business at this place, and his son, Howard, have formed a copartnership and embarked in the mercantile business here under the style of Chatterton & Son.

Eaton Rapids—Chas. T. Hartson, for many years engaged in the furniture and undertaking business, has sold a half interest to Floyd E. Walter, who has occupied the position of baggage-man at the Lake Shore station for several years.

Pontiac—All of the grocerymen of Pontiac have signed an agreement to abandon the trading stamp scheme and all schemes of a similar nature. The agreement will go into effect March 1. Meat market and clothing men will soon follow suit.

Battle Creek—Isaac Netzorg, dealer in general merchandise at Mecosta and Lakeview, and Moses Bendetson, formerly engaged in the grocery business at Elsie, have formed a copartnership under the style of Netzorg & Bendetson and will open a department store here April 1. Mr. Netzorg will close out his stock at Mecosta, but will continue his mercantile business at Lakeview.

Buchanan—G. E. Smith & Co., shoe dealers, have purchased the grocery stock of D. L. Boardman and removed it to their store building. Jay Smith will have charge of this department.

Alma—L. H. Hayt, who recently purchased the dry goods stock of the branch store of Seiter Bros., at St. Louis, will close out the stock at once, and will put in a new stock of dry goods in connection with his bazaar and grocery business. Seiter Bros. will devote their entire attention to their dry goods, carpet and shoe business at St. Louis.

Sault Ste. Marie—L. E. O'Mara will shortly begin the erection of a two-story brick block, 38x85 feet in dimensions, on the site of the buildings now occupied by Ryan & Co., furniture dealers and undertakers, and H. McDonald, harnessmaker. The new block will be occupied by Ryan & Co., who have temporarily closed out their stock.

Jackson—In 1874 C. A. Pendleton, of this city, was engaged in the grocery business in Chicago and while there sold goods to a man to the amount of \$36, on which he was paid \$10 and a promise of the balance as soon as possible. After a time the man moved to New Mexico, and Monday, twenty-four years after the bill was contracted, Mr. Pendleton received a draft from New Mexico for \$26, and a letter stating that if Mr. Pendleton wanted interest on the amount it would be paid.

Bay City—The Bay City Dry Goods & Carpet Co., has recently been organized and will begin business about March 1. The company is composed of local dry goods clerks, as follows: J. H. Nicholson, who has been a salesman in local dry goods stores for twenty years, and P. E. Hyman, L. C. Gunther and V. F. Diebel, who have been connected with the dry goods firm of C. R. Hawley & Co. for over a decade each. The firm will occupy one of the stores in the McEwan block and the second and third floors and basement of the entire building.

Half Rates to Detroit via Grand Trunk Railway System.

On account of the Michigan Club annual meeting and banquet at Detroit, February 22, the Grand Trunk Railway System will issue tickets to Detroit at one fare for the round trip. Tickets will be sold for all trains on Feb. 21 and for the morning trains of Feb. 22, valid to return on all trains up to and including February 23. This gives a good opportunity to visit Detroit at a cheap rate this season of the year, and the public should avail themselves of this opportunity. Trains leave for Detroit at 6:45 a. m., 10:16 a. m., 3:27 p. m. For particulars call at Grand Trunk City Office, Morton House, or at depot.

C. A. JUSTIN, C. P. & T. A.

Wholesale Grocery Change at Saginaw.

Saginaw, Feb. 14—Col. A. T. Bliss, one of the leading stockholders of the wholesale grocery house of the James Stewart Co., recently purchased the stock of Max and Carl Heavenrich in the corporation, thus giving Col. Bliss control of \$60,000 worth of the total capitalization of \$75,000 in the concern. He has since transferred the stock to Phipps, Penoyer & Co. and the Stewart house will be consolidated with Phipps, Penoyer & Co.

Duncan Y. Stewart, Secretary and house salesman of the James Stewart Co., has retired to take an interest with W. B. Drysdale in the Ideal Grocery Co.

J. A. Merrill & Co. have opened a grocery store at 38 South Division street. The stock was furnished by the Clark-Jewell-Wells Co.

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

Grand Rapids Gossip

The Grocery Market.

Sugars—The market for both raw and refined is featureless. Very little business is being done in either. The American Sugar Refining Co. is offering in a limited way a 2 pound package, packed 72 to the case, at 1-16c over the barrel price, but at present will only accept a few cases in each car of barrels.

Cereals—The combine among the oat-meal millers is a sure thing and prices on both barrels and cheap cases have advanced 25@30c. The new company controls practically the entire output of oat goods and no lower prices may be expected. For some time millers have been selling rolled oats at prices that yield no profit and the advance above noted is fully warranted by the cost of the goods and is not excessive.

Dried Fruits—There is an increased enquiry for raisins, thus showing that jobbers' stocks are getting worked down. It is reported from the coast that the ungraded are about out of the market, but that some of the graded goods that were packed early have deteriorated by standing in the boxes and will, undoubtedly, be dumped and sold for the ungraded article. Prunes are reported as being stronger, but there is no quotable advance. Currants are dull and ruling at prices that show a loss to the importer. The better grades in low and medium grades of peaches are cleaned up and the market might be called 1/2c higher. Stocks in the country are very light and we consider peaches as being in the strongest position of anything in the dried fruit line. Evaporated apples from first hands are scarce and are also in a very strong position. Some dealers predict an advance of 1 1/2@2c per pound on this article within the next sixty or ninety days. Owing to the heavy demand for the lower grades of dates (Sayer and Khadrawi), stocks are light and prices have advanced 1/8c, making Khadrawi the same price as Hallowi.

Nuts—Owing to the advance on the other side, filberts are 1/4c higher in New York. Almonds, walnuts and brazils are moving out in a small way at unchanged prices.

Vinegar and Pickles—Both distilled (white wine) and fermented (cider) vinegar have advanced 1/2c. Pickles are unchanged, but owing to the advance in cooperage and vinegar and in view of the extremely low prices now ruling, it would not be surprising if the market did better. The extreme cold weather has shut off shipments, and orders for both pickles and vinegar have been accumulating at both packers' and jobbers' and moderate weather would probably make quite a hole in stocks.

Canned Goods—The buying of future corn and tomatoes continues and prices are firmly maintained. Sardines have advanced 10@15c per case and the market is reported as strong, with an advancing tendency. Cove oysters are very scarce. The continued cold weather has entirely stopped packing and stocks in canners' hands are light.

Hides, Pelts, Furs, Tallow and Wool.

Hides are lower. Prices were too high for quality and to insure a margin to the tanner. The supply is limited and there is a good demand for all offerings.

Pelts are few, with fair demand at prices which yield no profit to the puller.

Furs are in good demand for good

goods, but the quality of the late catch is getting poor as spring approaches.

Tallow is some higher, with no stimulus in the demand. Soaper's stock is ample, while edible is in small offerings.

Wool sales are fair, with considerable enquiry, resulting from sale of goods. Some slight advance is reported in places, although the market is not quotably higher. There is none moving in the State. Wm. T. Hess.

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 has sustained a slight advance during the week in consequence of a shortage in receipts, being now held at 19c. Dairy grades are also stronger and higher, fancy roll easily commanding 15c.

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 low sale at \$5.50.

Cucumbers—Hothouse stock commands \$1 per doz.

Eggs—Movement has been demoralized by the prevailing zero weather, short receipts having forced the price of strictly fresh up to 20c. The market is a little weaker to-day and is expected to recede to 16@17c before the end of the week.

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—The market continues firm, with an active demand for this season of the year. Californias are in moderate receipt.

Lettuce—14@15c per pound.

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

Onions—Stronger and higher. Dealers meet no difficulty in getting 50c for red and 60c for yellow. Some extra choice lots of yellow have sold as high as 75c.

Oranges—The local tone is extremely firm and it is rather difficult to tell what the market may do before the end of another week. Advancing prices at nearly all of the principal shipping points may bring about a higher range here.

Parsley—25@30c per doz.

Parsnips—50c per bu.

Pop Corn—1 1/4@2c per lb.

Potatoes—The market is demoralized by the lack of receipts, jobbers having advanced their prices to 40c, with indications of a drop to 35c before the end of the week. Dealers are paying 25@30c at outside buying points.

Poultry—Higher. Chickens, 11@12c; fowls, 9@10c; ducks, 11@12c; geese, 10c; turkeys, 12@13c.

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

How a Town Is Populated

Every town has a liar or two, a smart Aleck, some pretty girls, more loafers than it needs, a woman or two that tattles, an old foggy that the town would be better off without, men who stand on the street corners and make remarks about the women, a man who laughs an idiotic laugh every time he says anything, scores of men with the caboose of their trousers worn smooth as glass, men who can tell you about how the war question should be settled, the weather and how to run other people's business, but who have made a dismal failure of their own.

Never threaten to kiss a pretty girl—always beg her pardon afterward.

BANK NOTES.

Comparative Statement of Local Financial Institutions.

The statements just rendered by the banks showing their condition February 4 are of more than usual interest, as indicating the progress the banks are making in recovering from the period of depression. Whether taken in comparison with the statements of December 1 or of February 18 a year ago, they show an improved condition and in some of the items the improvement is marked.

The loans and discounts carried by the five National and four saving banks and the two trust companies aggregate \$9,019,469.22, as compared with \$8,929,185.35 in December and \$8,342,357.68 a year ago. The report of May 5 last, when the spring business was in full bloom, showed a larger line out; but aside from that report only one previous statement shows such figures and that was of May 4, 1893, when the aggregate reached \$9,109,082.20.

Of stocks, bonds and mortgages the banking institutions hold \$3,244,632.58, against \$3,142,762.88 in December and \$2,669,355.47 a year ago. The savings banks have increased their security holdings by about \$500,000 during the year; the Nationals have taken on about \$25,000, and the trust companies about \$35,000. The holdings now show a larger aggregate than ever before.

In the matter of Government bonds the National banks have reduced their holdings about \$18,000 since December; but they hold \$84,000 more than a year ago. The circulation shows an increase of \$45,000 over a year ago, the Old National taking on that amount additional.

The amount on deposit in reserve and other banks aggregates \$2,819,952.17, as against \$2,518,154.64 in December and \$2,905,499.92 a year ago. The National banks have \$366,000 less in their outside deposits and the savings banks nearly \$200,000 less. A big bulge in the outside deposits of one of the trust companies makes the aggregate over \$300,000 larger than it otherwise would be.

The cash and cash items aggregate \$1,082,541.33, against \$1,083,083.61 in December and \$912,348.40 in February last. The present amount is above the average and indicates that the banks are keeping ample funds on hand for the early opening of a brisk spring business.

The total of the invested funds, that is, cash items and due from banks, held by the National and savings banks only, aggregates \$3,117,167.87, against \$3,146,834.37 in December and \$3,506,423.98 in February last.

The surplus and undivided profits accounts show a total of \$792,132.87, against \$794,930.33 a year ago. Four of the eleven banking institutions show slight reductions and the others show moderate gains. The largest gains were made by the Old National Bank, about \$8,000, and the Peoples Savings Bank, \$4,000.

The commercial deposits held by the National and State banks only aggregate \$3,820,798.84, against \$3,550,854.88 in December and \$3,290,996.64 a year ago. The present commercial deposits exceeded any statement since May 4, 1893. The statements of September 30, 1892, showed a total of \$4,196,922.86, a figure that probably will be reached again the coming year.

The savings deposits and National bank certificates show a total of \$6,898,-

882.79, against \$6,772,629.77 in December and \$6,273,121.07 a year ago. The present aggregate exceeds all previous records in the history of Grand Rapids banking.

The bank deposits carried by the National banks here aggregate \$1,234,426.03, which is \$200,000 less than in December and \$154,000 less than a year ago.

The total deposits in all the banking institutions make an aggregate of \$13,286,722.93, compared with \$12,691,820.13 in December and \$11,782,119.60 a year ago. This aggregate is an increase of \$595,000 since December and \$1,504,000 during the year. Of the increase for the year the National banks have \$320,000, and the savings banks \$662,000, and the trust companies \$520,000. Of the eleven institutions eight show deposits exceeding \$1,000,000, one has exceeding \$2,000,000 and another is within \$100,000 of that mark. The Michigan Trust Company has \$470,000 more than in December, and this is explained by the fact that the funds are temporarily in the hands of the company for investments that have for some time been pending.

The Grain Market.

Wheat has been very quiet, while there was some strong and rather bullish news, such as large exports, unfavorable weather for the wheat plant, higher cables, restricted offers from other continental wheat countries, and prices started up. However, when the visible showed another increase of 1,117,000 bushels, it was a damper on the advancing market and prices commenced to weaken until there was about 1 1/4c loss on futures, which leaves the market where it was same day last week. At present the market is in a waiting mood. The most bearish factor is that the visible keeps growing weekly when never before has it done so at this time of the year, and that, too, in the face of extraordinarily large exports, for up to the present time we have exported 156,000,000 bushels, against 153,500,000 bushels at the same time last year. If these large exports are kept up, higher prices are in sight.

Corn also made a large increase in the visible, but, owing to the extremely cold weather, the market held up simply because there is a much larger quantity used for feeding than would have been necessary under normal conditions.

Oats retained their strength. The same can be said of rye.

Receipts were very moderate, being only 49 cars of wheat, 33 cars of corn and 4 cars of oats.

Millers are paying 67c for wheat.

C. G. A. VOIGT.

The M. B. Wheeler Electric Co. has established an Eastern office with the Hull & Hoyt Co., of Danbury, Conn., which will hereafter attend to the Eastern territory of the Kopf acetylene gas generator. The Kopf machine has recently received the approval of the Southern and Eastern insurance bodies.

Fasoldt Bros., whose clothing factory at 41 South Division street was recently destroyed by fire, have resumed business at 14 Ottawa street. They expect to be able to occupy their former location about April 1.

M. R. Salter, dry goods dealer at Ithaca, has added a line of groceries. The Lemon & Wheeler Company furnished the stock.

Woman's World

An Adjective That Enjoys Scant Favor Among Women.

It has been said by a social philosopher that there is always just one particular adjective whose use flatters us, while another, however complementarily intended, invariably wounds our self-love. Thus she who prides herself upon being fascinating resents being described as "a good woman," the beauty is offended at being called "sweet looking," and the woman who gives a party costing hundreds of dollars is hopping mad if it happens to get into the paper as "a pleasant entertainment." I myself once made an enemy for life by saying to a doting mother that her baby was a "fine, healthy child" when I should have said splendid, and I have heard of a discreet youth who came into a fortune from a spinster aunt of literary proclivities because he had enough sense to always refer to her stories as being "virile." As a general thing "smart," "bright," "clever," "chic," are adjectives whose indiscriminate use is apt to give satisfaction, while, for some occult reason nobody understands, the use of the word "domestic" in describing a woman is regarded as equal to a public insult.

"Nice" is another adjective that enjoys but scant favor among women, yet when we think over those we like best we are apt to find that it is not the dazzling beauty nor the scintillating wit nor the smart woman of fashion to whom our hearts go out the strongest, but just the woman whom we describe to ourselves as being "nice." She may not be very clever, she may not be pretty, she may not be rich nor make the slightest pretense to fashion—or she may be all of these—for niceness in a woman is a quality all by itself, but wherever you find it it has power to draw all people to it as surely and irresistibly as the needle turns to the pole.

The thoroughly nice woman is, of course, so far as outward appearances go, always scrupulously clean. Sometimes she has on a swell tailor-made gown and sometimes she wears a shirt waist and carries a lunch basket, but in either case there is an aroma of soap and water about her and a sense of good grooming that makes downright ugliness more attractive than dowdy beauty. You couldn't imagine her slouching about her home all day in a dirty wrapper and curl papers. You couldn't fancy her in tawdy finery. Her clothes may be plain as the plainest, but she is too "nice" to wear sleazy silks and cotton satins and coarse lace and go jingling around with a lot of silverplated harness ornaments hanging to her. There are no flying ends and soiled ribbon and cheap jewelry, and whether she is a millionairess or a typewriter, she is unmistakably "nice" and a lady wherever you see her.

As a friend the nice woman presents the virtues that make you want to grapple her to your soul with hoops of steel. She is never what we vulgarly and accurately describe as "a backdoor neighbor"—one of those abominable, impertinent, prying creatures who are forever popping in at your kitchen door and who know to a potato chip every item of your household economy and where you waste and where you scrimp in your cooking. The nice woman knows that reserve is the very bulwark of all true friendship and that nothing on earth so surely and so swiftly leads

to quarrels and malice and hatred and all uncharitableness as too great intimacy. There are things in every household that no stranger has a right to know, and whether we tell them ourselves in a moment of indiscreet confidence or the outsider finds them out for herself, we none the less hate her for knowing. Above all, the woman who is a nice friend has an exquisite perception of the limits of friendship and realizes where it may cease to be a pleasure and become a burden. She is reasonable and doesn't expect to be invited every time you give a dinner or a lunch; she doesn't desire to supervise your visiting list and grow sulky and look injured because you go to places where she isn't asked; she knows enough to let you manage your children and boss your husband in your own fashion, and her honest liking is a thing of beauty and a comfort forever.

As a daughter the girl who is "nice" doesn't regard her father as simply an animated machine that a merciful providence has provided to supply her with money and fine clothes. She takes the trouble to try to entertain him and show him that she has some appreciation of the years of care and love he has bestowed upon her. I know of one nice girl who announced at the beginning of the season that she had set apart one night of each week for her best beau. That is the night she devotes to her father, and no invitation tempts her to break it. She knows he delights in her good looks and so she takes especial pains to make herself charming, and the long delightful evenings they spend together in the library are among the best things that life can give to either one of them. In the dusk she sings to him the dear old ballads that he loved as a boy and in their long and intimate talks the shrewd old man, who knows men and the world, if he isn't upon Wagner and Maeterlinck, pours out upon her the hard common sense of accumulated years of experience. "Do you know, dad," she said not long ago to him, "a talk with you after the vapid nonsense I hear and talk in society is like meat after mushy macaroons." The nice girl doesn't snub her mother or pooh-pooh all her ideas as old-fashioned, and she isn't the kind of girl who can stand any kind of tobacco-smoke so it isn't at home, and who can dance forty miles with a stranger, but is always ready to faint with fatigue the moment her brother suggests a turn. There are some nice girls, and there are others.

As a wife, the nice woman is the prize in the matrimonial lottery. She doesn't pose as a persecuted slave because she has to keep house instead of dance on the vaudeville stage. She knows a good home is the best thing that ever happened to a woman and she blesses the day that gave her hers. Neither does she go around flaunting her husband in everybody's face, as if he were a personal triumph. She is quite aware it takes more talent to keep out of matrimony than it does to get in. Her husband is neither a tyrant nor a demigod, and she takes him on that sane human plane and is satisfied. She doesn't begin her married life on the idiotic assumption that any one human being can be everything to another for more than three weeks at a time. She knows that the woman who begins by antagonizing her husband's people and friends and former amusements is going to have a very much bored and cross creature on her hands, and so she draws

these aids to her help and slips in with them so naturally and easily he wonders how he ever got along without her. Beauties and wits and fascimators are all very well if they are nice along with it, but if a man wants to pick out some one quality that will wear and has genuine staying powers, let him choose the woman who is nice.

In society the woman who is nice is sincere. We know where to put her and, what is still more important, where we are going to find her. She doesn't fall on your neck one day and give you a faraway lorgnette stare the next. She listens to what you may have to say and doesn't murmur "How charming," if you tell her your sister is dead, as if she were under the impression that you are conversing about the opera. She doesn't feel it necessary to her position in the world that she should draw her skirts away from the tired shop girl in the crowded car, and the poor creature who is trying to sell books or needles or some other thing, heaven help her, that nobody wants is never sent from her door with an insulting message by a servant. She never hurts our feelings in any way. She is not wishy-washy nor lacking in backbone—she could stand to her principles to the last gun if necessary—but she knows there are so many ways of saying things, and even the harshest truth may be softened and all the sting taken out of opposition.

There are many adjectives higher sounding than "nice," but it takes so much tact, kindness and womanliness to live up to it that the best of us might be satisfied to have that simple encomium passed upon us by those who know us best and whose praise we value most.

DOROTHY DIX.

The Lack of Obedience.

In these progressive days, when we are advancing so fast, some of us can't see just where we are going; we have discarded and left behind us as useless luggage many of the opinions held sacred by our forefathers. In nothing is this more sharply illustrated than in the matter of teaching children obedience, not theoretical, but practical, which seems to have fallen into a state of such innocuous desuetude that nobody even attempts to revive the custom. Many reasons are given for this, and we are gravely told of the danger of breaking proud spirits, of the brutalizing effects of using force, and of the tyranny of forcing one's own will upon a child.

No one will attempt to deny that, whatever the cause, the truth remains that so far as the modern child is concerned obedience is a lost virtue. On every side we hear frantic mothers commanding and imploring little Johnny to come off the street, and little Janey not to make herself ill eating too much, while those sweet infants go on their own way as serenely, and paying no more attention to their parents than if they were deaf. Worse and more significant still, after that feeble effort the mother makes no further attempt to assert her authority. A child of to-day that, in old-fashioned phrase, "would mind when spoken to," without any fuss, or argument, or being bribed, or cajoled, would be a good deal more of a curiosity than the two-headed lady or the bearded wonder in a side show.

To a dispassionate observer the situation appears full of danger. It may seem to Johnny's mother of little importance whether he obeys about some trifle, but what of the time when he will need the strong restraining habit of obedience, and it is not there? Not long

ago such a child, belonging to such a weak and tender mother, was taken violently ill, and his life depended upon his taking a certain remedy. He refused. The physician in charge said to his mother, "You must make him do it. It is his only chance." The woman turned to him weeping, and replied, "I can not. I have never made him obey me in his life, and he will not now." "Then, madame," said the physician, "your weakness will cost your child his life." And it did.

Obedience is so completely the ground work on which all social and moral law is founded that it seems strange that mothers can not realize its importance in character building. The obedient boy grows up into the law-abiding citizen. He has learned to control himself, and he never recruits the ranks of the drunkards and loafers. He knows how to submit his will to those in authority over him, and he is not forever quarreling with his employers and throwing up his situation. It is impossible to know how many of the failures in life deserve to be laid at the doors of parents who were too lazy or too cowardly to teach their children obedience.

With girls it is just as important. There is not one of us who does not know some poor girl who wrecked her life by marrying an unworthy man, whose cheap attractions had caught her young and undisciplined fancy. Her parents knew him for what he was, and plead with her in vain, but they had no authority of obedience to appeal to, and she went her way to misery and tears. And, too, but in happier fortune than that, how much of so many women's discontent and unhappiness is merely the result of their never having learned to give up their own will, until Fate taught the lesson, cruelly and remorselessly, that one should have learned at her mother's knee. The question of one's life is not one that they insist upon in mothers' conventions, but any woman who is bringing up a child who doesn't obey her may be very certain that she is failing in the very first duty of a mother.

CORA STOWELL.

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E. A. STOWE, EDITOR.

WEDNESDAY, - - - FEBRUARY 15, 1899.

OPPOSITION TO THE CANAL.

The most powerful opposition made to the construction of an interoceanic canal through the American isthmus comes from the transcontinental American railroads. They fear that a short ocean route for steamships between the Atlantic and Pacific ports of the United States will seriously injure their business, and they have been able in all the past years since the Nicaragua Canal was seriously talked of to prevent any practical aid from the Government toward its construction. It is greatly to be feared that they still wield power enough to prevent any favorable action by the House of Representatives, although the Senate has passed a canal bill.

The actual experience of railroads competing with navigable rivers proves that the railroads not only are not damaged as to their traffic, but that they are benefited. The railroads engaged in carrying in competition with the Ohio and Mississippi Rivers, so far from not finding business to occupy them, usually have all they can do. Water transportation will always command the traffic in heavy and bulky material, and it will secure any merchandise where low freights are more of an object than rapid transit; but time is such an important element in commerce to-day that the railroads are always used where quick movement is required.

Prof. Emory Johnson, of Philadelphia, writing on this subject in the New York Independent, argues that the railroads having the heaviest traffic in the United States are those which serve the territory adjacent to our Great Lakes, upon which there is an enormous freight business done. He cites that in Germany the railroads carrying the largest volumes of traffic are in Westphalia, through which flows the Rhine, the busiest waterway on the continent of Europe. The experience under like conditions is the same on both sides of the Atlantic. The American railways to the Pacific will find their traffic largely increased by the building and operation of the canal, because it will give to the Pacific coast of the United States, of Mexico and of Central America opportunities for development which are now wanting. The canal will settle up and populate that country, and such development must redound to the benefit of the railroads.

It is true that some of the freight now carried by rail will be diverted, but the

amount will be small and will be more than made good by the increased traffic that will result from the industrial and commercial development produced by the canal. The Nicaragua Canal will not only increase the total volume of business done by the transcontinental railroads, but it will also increase the ratio which the local freight will bear to the total traffic. The canal can only carry its traffic between the seaports; the railroads must collect and distribute the commodities it transports, and that means a larger amount of local freight, the business from which the roads derive their best profits.

It is not likely, however, that the railways most interested will make any concessions in this matter. They enjoy a monopoly of the transcontinental trade as against water transportation, and there is no case on record of the voluntary surrender of any valuable monopoly by any corporation enjoying it.

The retirement of James Stewart deprives the wholesale grocery trade of Michigan of a most peculiar and picturesque personality. Scotch by birth, and possessing all the traditional stubbornness of the Scotch race, both by inheritance and inclination, Mr. Stewart carried into his life work a degree of stubbornness and opposition which very naturally provoked the antagonism of a large portion of his associates and competitors. Although he possessed a genial disposition outside of business cares and anxieties and made many friends in a social way, the antagonisms engendered during his business career are such that he retires from the wholesale grocery business, not only without a competence, but actually without fair remuneration for the years of faithful service he has devoted to the business. The Tradesman joins the friends of Mr. Stewart in expressing the hope that the remaining years of his life may be peaceful and that the occupation he may espouse will be found to be more profitable than the wholesale grocery trade.

The vote of the Senate on the treaty has made possible some curious mathematical juggling. The vote in favor of ratification was 57 to 27. Now, twice 27 is 54; so the affirmative vote was three more than the necessary two-thirds. But to defeat the treaty it would only have been necessary for two senators recorded in the affirmative to be recorded in the negative; so two votes saved the treaty. Finally, if one senator recorded in the affirmative had voted in the negative, the treaty would have been ratified; so it was saved by one vote, that is any one of 56.

Secretary Long replies to the Senate's enquiry, that Sampson was advanced a number ahead of Schley because the latter did not promptly obey the department, on May 27, and move toward Santiago, alleging lack of coal. That is the one fly in Admiral Schley's cup. Results were not influenced by it, but it is now admitted that the administration was, and not unreasonably.

General Miles now will have a chance to substantiate his meat case. The President has appointed General Wade, Colonel Davis and Colonel Gillespie a court of enquiry to examine charges touching the food supplied to the army during the late war. This board will seek the truth and the whole truth of this matter, which is what the people want.

Never steal your neighbor's good name even if yours is worn out.

GENERAL TRADE SITUATION.

The dominant influence in trade distribution the last few days has naturally been the intense and widely-distributed cold. Some lines, as fuel, heavy clothing, etc., have been materially stimulated by it, while less necessary trade and general shopping have been greatly diminished. Then in the interruption of communication and the isolation of the Eastern cities there are serious lessening of wholesale trade and interference with speculative operations, which, while temporary in effect, make a great difference in current showings.

The weather conditions, combining with other influences, were sufficient to keep the bears in power, but not to the extent of influencing the better class of securities. Some of the stocks in which there has long been distrust have fared badly and more discrimination is shown as to the speculative nature of the offerings on account of the increasing pressure in bringing forward new combination stocks. Thus some of these classes have shown declines of seven or eight points, while the better grades have scored an advance. However, the showing is an average decline of \$1.77 per share. Transportation stocks are sufficiently influenced by the reactive tendency to prevent progress, but there has been a variation of only a few cents since the reaction set in. Call for solid investment securities is without abatement and the reaction has little influence on the bond market.

The wheat situation is subject to conflicting influences of the weather in that while it lessens supplies from primary markets there is also a restriction of speculative operations, which tends to retard an advance. Prices have improved slightly on the whole, but the variation has been but little at any time.

Iron continues to show undiminished strength, although there is talk of danger to follow the increasing movement of combinations; but as yet these have been sufficiently conservative to keep the hold of foreign markets and there is no diminution of domestic demand. Prices of Bessemer and grey forge have made a further advance at Pittsburgh and rails are up another \$2 and bars \$1. Copper and other minor metals are still on the boom, the price of crude zinc having broken all records and the others those of many years past.

The textile situation on the whole shows more elements of strength than for a long time past. Better demand and increased prices for cotton fabrics are giving the mills a good profit. The woolen goods trade shows less relative assurance; but while values are not improving, demand seems to be good and such producers as are able to find what the fickle dame of fashion will select are assured of profitable returns.

AMERICAN OR FOREIGN?

The acquisition by the United States of the Hawaiian Islands creates an immediate demand for telegraphic communication, and if the United States shall determine to hold the Philippines, a submarine cable to Manila will be a necessity.

In view of these conditions, the President has sent to Congress a message on the subject of such cable communication, and he mentions that Honolulu, in Hawaii, and Guam Island, one of the Ladrone group, should be intermediate stations.

There is already cable telegraphy with

Manila, but it is by a line to Hong Kong, a British colony in Chinese waters, and thence through Asiatic and European waters to European news centers. There is no cable to Hawaii or to Guam Island. If the United States is going to hold those countries, direct cables entirely under the control of the American people and Government will become necessary.

The distance by the most direct route from San Francisco to Honolulu is 2,000 miles. Thence to Guam is 2,000, with a further distance of 1,500 to Manila. The total distance to be covered is about 5,500 miles, most of the route being over the deepest part of the Pacific Ocean, so that some 10,000 to 11,000 miles of cable will be required.

Whether the cable is to be constructed and owned by the Government, or by a private American company is the question.

Although Morse, the father of ocean telegraph cables, was an American, his enterprise was only made a success by foreign skill and capital, and to-day, with a few exceptions, the great ocean cable lines are owned abroad. Who will build and own the first cable to span the Pacific Ocean is now to be decided by Congress.

Mrs. Sarah Tyson Rorer, the famous expert in cookery, has taken a house in one of Philadelphia's poor quarters and will make of it a model workingman's home, her design being to demonstrate the possibilities of housekeeping on the average wages of an artisan. Mrs. Rorer's income from lectures and other sources is about \$10,000 yearly.

A quicksilver mine was discovered by accident last week in Grant park in Atlanta, Ga. A boatman who was washing his dinner pail at a pump near the lake found its bottom coated with quicksilver, and subsequent examination by the State Geologist showed that quicksilver exists in large quantities near the surface of the ground.

The New York Legislature is considering a bill to provide a censor for the stage. With a little further progress in the direction of prescribing morality and refinement by legislative enactments, the churches and Sunday schools will have very little to do.

If Aguinaldo keeps up his present licks awhile longer, he will possess more knowledge of the science of war than he would have acquired in a hundred years in a conflict with Spain.

Soon society will be wearing sackcloth. The wearers will see that it matches their complexion and is fittingly made up.

When a man knows he is right he should not be greatly bothered about the ignorant opinions of men who think he is wrong.

"A man is as old as he feels," said the gentleman of the old school, "and a woman as old as she says she is."

General Otis and the soldiers under his command have taken up the white man's burden in dead earnest.

We will never thoroughly appreciate the value of our new colonies until the pension claims are all in.

Somebody said something would drop. It was the mercury in the thermometer.

The dog that bites rarely wastes time on his bark.

COMMERCE AND COLONIES.

The Phoenicians, whose principal seats of commerce were Tyre, Sidon, Carthage and Cadiz, were the greatest traders of the ancient world. They covered the Mediterranean Sea with their shipping, and their commerce extended southward, along the coast of Africa, to the Desert of Sahara, and northward to the British Isles and the countries around the Baltic.

The Phoenicians, whose commerce made them the richest people, in proportion to numbers, on the globe, furnished a striking contrast to the Romans, who, from the very beginnings of their city on the hills along the Tiber, were robbers, and remained so until their power and dominion were utterly destroyed. The Romans conquered nations in order to rob them. The Phoenicians planted colonies on every coast for the purposes of trade.

After the fall of both Rome and Tyre, the nations that succeeded them adopted the Roman plan of conquest and plunder, and this was carried on up to the present century. It has been only in the very recent past that the Phoenician system of commerce and colonization has been adopted. The result, all accomplished within the Nineteenth Century, is that the richest commercial countries are those which have the greatest number and extent of colonies.

The Treasury Department at Washington has recently issued a publication, entitled, "The Colonies, Protectorates and Dependencies of the World, Their Area, Population, Revenues and Commerce, and the Share of the Mother Country in Their Commerce." Of the 126 colonies, protectorates, dependencies and "spheres of influence" which make up the total list, two-fifths belong to Great Britain, their area (including the native feudatory States of India) being one-half of the grand total of colonial territory, and their population considerably more than one-half the grand total of colonial population. France is next in order in number, area and population of colonies, etc., although the area controlled by France is but about one-third that of Great Britain, and the population of her colonies less than one-sixth of those of Great Britain.

The colonies, protectorates and dependencies occupy two-fifths of the land surface of the globe and their population is one-third of the entire people of the earth. Their total imports average \$1,500,000,000 worth of goods annually, and of this vast sum more than 40 per cent. is purchased from the mother country. Of their exports, which considerably exceed their imports, 40 per cent goes to the mother country. Large sums are annually expended in the construction of roads, canals, railways, telegraphs, postal service, schools, etc., but in most cases the present annual expenditures are produced by local revenues or are represented by local obligations.

The revenues of the British colonies in 1897 were £151,000,000, and their expenditures £149,000,000. While the public debt in the more important and active of these communities aggregates a large sum, it is represented by canals, railways, public highways, harbors, irrigation and other public improvements intended to stimulate commerce and production, the railroads in operation in the British colonies alone aggregating 55,000 miles.

Commerce between the successful colonies and their mother countries is in nearly all cases placed upon practically

the same basis as that with other countries, goods from the home countries receiving in the vast majority of cases no advantages over those from other countries in import duties and other exactions of this character. In the more prosperous and progressive colonies the percentage of importations from the mother countries grows somewhat less as the business and prosperity increase.

It is to be noted that the Great Republic of the West had not a single colony until, within a year, the Hawaiian Islands had been annexed, while the territory acquired from Spain yet is subject to ratification by Spain of the treaty which surrenders it. Even with the Spanish islands counted, the United States is far behind a little nation like the Netherlands, which owns the rich and vast islands of the Java Archipelago. Those islands, which are in the tropical seas of Asia, have made the little Kingdom of Holland, commonly known as the Netherlands, one of the richest on the globe.

The handling of colonies is an art most thoroughly understood by a few nations, and best by the English and the Dutch. The English learned it only by hard experience, and not until after they had lost that vast domain which is now the United States. It is an art which has never been cultivated by the American people, because they have never had any colonies to govern, except Alaska, which was neglected as wholly valueless for years, during which time the Canadians got nearly all the benefit of the sealing. The people are now thoroughly aroused to the necessity of our extending our trade to other climes and alien peoples and those who predict that our experience as colonizers will prove a failure may be compelled to admit that they may have mistaken the spirit and genius of the American people.

Miners of England have devised a scheme of pensions, which aims at giving every miner who has attained the age of 60 and is unfitted for further work a pension of \$2.50 a week for life. Further, any miner who shall become incapacitated for further work owing to an accident while following his employment shall be entitled to the same sum per week for life. Lastly, every widow who shall have lost her husband owing to a mine accident is to be paid the same relief. A slight extra allowance is made for each child in the family. The money is to be raised by a duty of 2 cents upon every ton of coal raised per year.

Six important expositions are now in sight. The first is the industrial exhibition to be held in Philadelphia next fall in connection with the commercial museum. The Paris exposition comes next year, along with one in Glasgow, one in Detroit in honor of the second centennial of the settlement of that city, and one in Buffalo, to be called the Pan-American Exposition. In 1903 St. Louis will hold one of the greatest international expositions in history to celebrate the purchase of Louisiana.

Seven out of every ten newspapers in the world are now printed in English. Some day the orders that govern the world will be written in English.

The wicked who stand on slippery places must be as careful as the good about slipping down.

The farther a man gets away from a dollar the bigger it looks.

UNEASY GERMANY.

For a number of years Germany has held first place as a sugar producer among the sugar growing countries of the world. This distinction has been won and maintained entirely by artificial support of the sugar industry by means of export bounties. Notwithstanding her present position at the head of the list of sugar producers, Germany is uneasy at the outlook, and fears that the United States will eventually prove a strong competitor in the sugar markets of the world. So serious has this apprehension become that the matter has been brought up in the German Reichstag.

The apprehensions of Germany are explained as being not merely due to the growth and future outlook of the beet sugar industry in this country, although even that is dreaded, but principally to the probability that American capital and energy will so exploit the sugar producing capabilities of Cuba and the Philippines that the sugars of those countries will seriously compete with German sugar in the world's markets. Urged on by their apprehensions, the German Agrarians, who are a power in German politics, are clamoring for their government to take steps to protect the German sugar industry, although it is not yet very clear even in the minds of the Agrarians themselves just what steps should be taken. In the light of this apprehension for the future of sugar there is some explanation of Germany's opposition to the annexation by this country of Cuba and the Philippines. She now realizes, however, that annexation of the islands will not be necessary to secure the exploitation of their sugar interests by American capital. The mere fact that these countries owe their independence to the United States—should independent governments be finally set up in Manila and Havana—would be sufficient to insure the ascendancy of American interests in the new states.

This solicitude of Germany for the welfare of her sugar industry should set a good example for our own Government. The American beet sugar industry is growing rapidly, and promises great things for the future, provided only it is protected for a reasonable time from the competition of the sugar grown by the cheap labor of tropical countries and the bounty-fed sugars of Europe. Congress ought not, and it is to be hoped will not, agree to any legislation which might prove a bar to the future prosperity of the domestic sugar industry.

FATE OF THE ARMY BILL.

Now that the treaty of peace has been ratified the Senate will be at liberty to take up the army bill, if it is so disposed, and it will have to do so very soon if the measure is to be passed by the present Congress, as only two more weeks of the official existence of that body remains.

Serious doubts are entertained as to the possibility of passing the army bill through the Senate at the present session, owing to the opposition which is sure to be made to it. The opponents of annexation realize that without a large army it will be impossible to hold such important outlying territory as the Philippines, hence they are certain to make as strong a fight as possible against the army bill. At this late date it would be impossible even for a large majority to overcome the opposition of a determined minority. There is no

way of shutting off debate in the Senate, like the closure rules applied in the House of Representatives, and too much time must be devoted to the passage of appropriation bills to permit the majority in the Senate to enter upon any protracted fight over any measure. At this late date any bill which meets with anything like determined opposition is certain to fail.

Although the army bill passed the House of Representatives by a safe majority, and it might, probably, if amended, receive a majority in the Senate, yet there can be no disguising the fact that there is deep-seated opposition to it among the people. The only argument which has made its success at all possible, even in the House of Representatives, was that, without the passage of some such measure, it would be impossible to release the volunteers. There can be no denying the fact that the volunteers are anxious to be released from the service, and it is equally patent that their relatives and friends are also anxious to secure their release. Accordingly, many persons have been led to support the army bill simply as a means of securing the discharge of the volunteers.

As soon as the treaty of peace is ratified by the Spanish Cortes the Government will be compelled to muster out the volunteers, unless the administration decides to take a very elastic view of the law under which the volunteers were mustered into the service. To meet this possible contingency, it has been suggested that Congress pass, as a substitute for the army bill, a measure authorizing the President to keep the regular army on its present war footing of 45,000 men until the future of Cuba and the Philippines is disposed of.

The market for diamonds is once more undergoing enlargement and higher prices are confidently predicted. The people of the United States are resuming purchases on something like the scale experienced prior to the 1893 financial crisis, which was followed by a considerable curtailment of the demand for precious stones. Vast fortunes have been made during the last year or two in various directions, notably in the produce and stock markets, and it is usual in such circumstances to indulge a taste for extravagance in personal adornment. The South American republics are also prospering to an extent they have not known for some years past and, as they are always lavish in their expenditure on jewelry when times are good, they may also be expected to become more active buyers of diamonds, so that, on the whole, the outlook for the trade in the coming year is very promising.

English merchants appear to be keeping pace with their American cousins in offering peculiar premiums for trade. A Brixton tradesman, on a purchase to the amount of three shillings, gives the customer a coupon entitling him to have one tooth pulled free. Another tradesman has hit on a happier idea of a cumulative system of coupons, whereby a consumer may secure for himself a free passage and hotel expenses in Paris for the exhibition of 1900.

The farmers of Kaw Valley, Kan., have organized a "protective association" to regulate the price of potatoes. As the operations of this curious combine will necessarily be confined to a very limited area, it might, so thinks the Philadelphia Record, appropriately be dubbed the small potato trust.

Fruits and Produce.

Poultry Raising as An Occupation for Women.

This is an occupation which has seemed to offer many attractions to women of rural tastes. Yet, of the comparatively large number who have made a business of raising eggs and poultry for market, it may be broadly stated that none have gained a fortune by it, and that but few have made more than fair laborer's wages over their running expenses, and a moderate interest on the amount primarily invested. A good many have lost, rather than gained. Yet a sufficient number have done well enough to offer encouragement to those whose expectations are not immoderate.

That person is best fitted to enter upon such a business who has possession of one or more city lots of land (a many acres are better) in close proximity to a good market. This market is not necessarily a large city. Very often, small cities, and even large villages, offer an excellent market, and one which is likely to be less fluctuating than that in larger places. Besides this, the labor and expense attending sales are reduced to a minimum.

Mrs. C. S. Valentine, of Cranford, N. J., who lately addressed a meeting of the Farmers' Club of the American Institute on this subject, considers that she makes a good thing of it by keeping one hundred hens, which pay her an annual profit of \$2 per head by crediting the poultry and eggs used on her family table and making no charge for her own time. In fact, she considers herself well paid for the latter by the health she has gained through her interest in her new outdoor pursuit. Many a farmer's wife gains as much every year from her poultry keeping, but her accounts are rarely so carefully kept as to prove her gains. She would be likely to put it in some such way as this: "My hens don't cost much. Only a few bushels of corn, oats and potatoes, and a lot of scraps from the table. We had all the chickens and eggs we wanted to use, and I sold enough to buy my new winter bonnet and cloak."

Mrs. Valentine, who keeps her accounts accurately, and the farmer's wife, who does not, have both done fairly well, considering the capital invested, but there are others who have done much better. I can give the particulars of one instance, a genuine, if modest, business success in this line. Were I so minded, I might quote several instances of the reverse, but a rehearsal of failures is hardly inspiring. Still, it will be well to show some of the causes which led to the failures.

In all of the cases which have become known to me, these causes were one or more of the following three: First, a lack of information and experience in the care of hens; second, ignorance of all business laws and methods; third, a bad choice of location.

A business of this sort is not one in which much capital should be invested until one is sure of one's ground. If one has land and a few decent out-buildings which may be cheaply adapted to the new purpose, it is much better than to be at the expense of buying and building. One lady whom I knew, becoming possessed with the notion that a fortune was to be made out of poultry and eggs, determined to embark in them her entire capital, of about two thousand dollars, and then borrowed as much more to complete her prepara-

tions. Her anticipations were of the rosiest, and one could hardly listen to them and not feel a measure of enthusiasm. She had taken a three weeks' "poultry course" in a state agricultural college. She had bought all the improved devices for egg hatching and chicken-raising, and started on a small farm which she had inherited, nothing daunted by the fact that it was ten miles from any railroad station; that there was no other means of communication with the nearest large city, two hundred miles away, and that there was not even a village large enough to offer a market within a distance of fifty miles. The poor woman's chickens thrived well enough, and the number of eggs was satisfactory. All was well so far; to market them was the difficulty. Mrs. J— had fondly imagined that she could ship her eggs to New York City, and, on account of their superior quality, sell them in any quantity and all the year around at an average of 50 cents per dozen. In practice she found that while a few personal friends were willing to pay this rate for limited quantities during those months when the best bred and most carefully attended hens usually decline to furnish eggs with any reliability, even their demand ceased as the flush season began, and at no time was there any other possibility of sale for high-priced eggs from an unknown source. At the end of two years poor Mrs. J— had nothing to show for her money, time and labor but her experience, her land and some buildings erected in a place where there was neither present nor prospective sale for them.

The one woman who to my knowledge has made more than the usual farmer's wife's success in poultry raising has achieved it by slow degrees, venturing a little at a time.

This Mrs. R— also took the three weeks' course at an agricultural college, and, having had some previous experience with poultry, as well as being of a practical rather than theoretical turn of mind, the instructions proved of real service to her. Her husband is a carpenter, who owns a small house and four city lots in the suburbs of a manufacturing city of about 70,000 inhabitants. He erected the few buildings and inclosures that were essential for beginning on a small scale, during his leisure hours, and so their only cost was that of the materials—an important saving in these days when skilled labor is the highest-priced commodity in the market.

At first Mrs. R— did not think of doing anything more than to provide her own family table with chickens and eggs, and to sell a few of each to her friends and immediate neighbors. But her enterprise steadily grew. At first her sales were confined to those persons who lived near enough to come or send to her for what they desired, but the fame of her delicious broilers and perfect eggs spread rapidly, and from a very small beginning her business has reached such proportions that she now keeps a horse, wagon and boy to carry her products about, herself accompanying the boy on most occasions, acting as saleswoman and cashier.

Mrs. R— keeps an average of 600 hens, and realizes about \$900 profit, after supplying her own family of four persons and paying all running expenses. She does not count her own time, but charges for that of the boy and for the keeping of the horse. When asked if she included as an expense the

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Car lots or less. Prices lowest.

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APPLES AND POTATOES WANTED

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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.

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Opposite Eastern Market,

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

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.

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interest on the amount paid for the city lots occupied by her poultry, she said No—that their annual increase in value, owing to the growth of the city, would more than offset the interest and taxes. Mrs. R—'s prices for the produce vary with the season, but are always about 5 cents over producers' rates for eggs. The broiling chickens are sold at from 75 cents to \$1.50 per pair, according to weight and season. She rarely has older fowls for sale, but when she has them she charges about 2 cents per pound over current rates.

After the possession of excellent business ability, the great secret of Mrs. R—'s success is in the home market. She has no packing expenses, freights or middlemen to pay. She personally knows all her customers and has almost no bad debts. If at any time she has any superfluous stock on hand, she rarely has difficulty in disposing of it to dealers at usual wholesale rates. In the few instances when this has not been possible, she has promptly presented her delicate broilers or irreproachable eggs to the local hospital. This, she says, is not charity, only good business method, because it assures every one that she keeps no stock on hand until it loses its first freshness. Once, when asked if it were not necessary for her to have an ice-house of her own, she replied, in astonishment: "No, indeed; why should I have one. The oldest eggs I ever sell are those which are laid on Saturday and marketed on Monday. The chickens are always killed and dressed on the same day on which they are delivered to my customers. I need no more ice than any other housekeeper needs."

When Mrs. R— is asked if she shall not extend her business, she replies: "No, I think I have now reached the limit of the local custom for a first-class article. To go beyond this would necessitate expenses that would seriously curtail my present profits, with scant prospect of sufficient increase of business to offset them."

A small part of Mrs. R—'s profits comes from the feathers. A few of the best are sold for millinery purposes, but most of them are disposed of at a low price to Italian laborers, who fill beds and pillows with them.

Eggs pay a proportionately larger profit than chickens, but to supply the one it is almost necessary to deal in both. When asked if she preferred any special breed of hens, Mrs. R— replied: "Almost any standard breed is good. The main thing is to keep them well fed and clean at all times, warm in winter and not too hot in summer, with good ventilation in their quarters the year around. Hens are just like all other living things. They have their own ways and needs, peculiar to themselves. All you have to do is to find these out and supply them. A convenient market is of a deal more account than the breed of your hens."

HELEN EVERTSON SMITH.

He Heard the Voice.

"Yesterday," said Jabson, "I refused a poor woman a request for a small sum of money, and in consequence of my act I passed a sleepless night. The tones of her voice were ringing in my ears the whole time."

"Your softness of heart does you credit," said Mabson. "Who was the woman?"

Jabson—"My wife."

Time may be money, but somehow your friends appreciate the money you spend with them more than the time.

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, Feb. 11.—The intense cold has knocked things endwise in some lines, notably fruits and like perishable stuff. The streets are nearly impassable and the cold has done a vast amount of damage. It is a very hard matter to keep the big stores warm and everybody works with his overcoat on.

The coffee market is hardly as firm as last week. Several causes may be assigned for this—large arrivals at Rio and Santos; increasing supplies here; reports of huge crops in Brazil—all these factors have combined to make the rate sag, somewhat, and for Rio No. 7, 6½c seems to be about the right quotation for invoices. On the Street the situation is not at all active, but weather conditions have affected matters there more than market reports. Out-of-town orders have come in slowly and for small quantities. West India sorts are quiet. There was an arrival of 90,000 bags of Maracaibo Good Cucuta is held at 8¾c. East India coffees are quiet and the market has been practically unchanged for a long time. Fancy Padang, 28@32c; Mocha, 18@21c.

While the indications are that stocks in the hands of dealers out-of-town are light, the tea situation is not a very encouraging one at the moment. Orders coming to hand have been for only limited assortments, either from the country or from local dealers. Prices are firm all around and holders have confidence in the future. Some country greens have been advanced ½c within a few days. The invoice market has been firm.

The sugar market presents no new features and the outlook is unchanged. Granulated is still listed at 5c. Orders for refined have been rather "backward in coming forward" and the volume of business is smaller than usual.

Low grades of rice have declined somewhat and purchasers are taking hold with rather more freedom. Medium sorts are quiet and without appreciable change. Fancy grades are very firmly held and the supply is light. Japan rice meets with fair sale from 4½@5½c. Prime to choice domestic is worth 5½@6½c.

Fancy grades of molasses have ruled very strong as supplies are limited. Medium grades have been less sought for and, if there has been any change in quotations, it has been toward a lower basis. Good to prime centrifugals, 16@26c. Open kettle, 32@36c. Low grades are firm at 10@12c. Syrups have remained quiet and medium grades show some accumulation.

Transactions in canned goods have been of about the usual volume—perhaps the general tone is best described as unchanged. Prices are firm and the whole line of goods is in better shape than for years, so far as accumulation is concerned. There was quite a delegation of New Yorkers at the Detroit canners' convention this week.

Jobbers generally report dried fruits this week as quiet. Most of the orders have been from the local trade. There is a steady feeling, however, and with the nearer approach of spring, we shall expect an improving market right along. Stocks of evaporated apples are light and fancy fetch 9½@10c.

Absolute paralysis prevails in the lemon and orange market. It is impossible to make shipments and, as some large arrivals will put in an appearance within a fortnight, prices are rather nominal. Sicily lemons \$2@3, as to size; repacked Jamaica oranges, per bbl., \$5@5.50; Florida oranges, russets, \$3@3.75; brights, \$3.25@5; California seedlings, \$1.75@2.25. Bananas, per bunch, for firsts, 80c@1.

The spice market is in a fairly satisfactory condition, but transactions this week have been comparatively few. Singapore pepper is generally held at 11c, although some sales at 10½c were reported.

The tremendous cold all over the country is showing its effects in the

butter market here. Receipts are falling off and, as the demand keeps up wonderfully well, the outlook is very encouraging for those who have butter to sell. Western extra creamery is worth 20½c; firsts, 19@20c; seconds, 17@18c; June, finest, 17½@18c; extra imitation creamery, 16@17c; firsts, 14@15c; finest Western factory, June make, 13½@14c; fresh extras, 14@14½c.

Cheese stocks are being pretty well cleared up and, as the demand has been very good, we have to chronicle a satisfactory market, as compared with previous weeks. Large size, St. te, colored is worth 10½c; small, 11@11½c.

The egg market is strong and receipts are so light that the stocks are becoming closely cleaned up. Western fresh gathered are held at 21c and, if this weather lasts another week, they will be "out of sight."

Choice marrow beans command \$1.40 @1.45; medium, \$1.30; pea, \$1.35; red kidney, \$1.35.

Old Homestead Mincement Co.

Manufacturers of

Old Homestead Mincement

and Jobbers of

Pearl Brand Oysters

In Cans or Bulk.

Consignments of Poultry and Game

Solicited.

43 E. Bridge St.

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We Solicit your Orders for Apples

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

VINKEMULDER CO., Grand Rapids, Michigan.



BEANS, HONEY AND POPCORN POULTRY, VEAL AND GAME

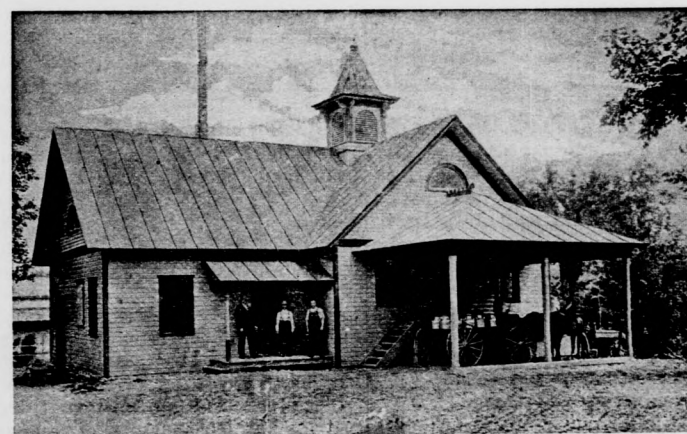
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98 South Division St., Grand Rapids

Creameries

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



A MODEL CREAMERY.

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

Creamery Package M'f'g Co.,

1-3-5 W. Washington St.,
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CHEESE POISON.

Review of the Subject by an Able Authority.

Organic substances, whether of vegetable or animal origin, are prone to change and find decay; the more complex and highly organized the substance the greater is this tendency to change. Simple woody fibre rots slowly, while rich fruits, containing many materials besides vegetable fibre, change rapidly. The same is true of substances of animal origin. A single fat, like stearin, may keep a long time, while the highly organized egg may spoil speedily.

Another condition conducive to rapid decomposition is the presence of a large amount of water. Dried beef or dried fruits will keep indefinitely, while the proneness of fresh meats and fruits to spoil is known to you all.

I state these general principles as related to chemical changes in organic bodies to more forcibly impress upon your minds the natural tendencies of milk and its products to decomposition. Many people think of milk as a very ordinary substance, made up of water, butter and cheesy matter or casein, while in reality milk is a very complex material, composed of a large number of chemical compounds, and these in solution in water, or suspended therein—a condition highly conducive to change. The average milk of the cow contains in 100 parts: Water, 87.2; fats, 3.7; casein, 3.0; albumin, .5; milk sugar, 4.0; salts or ash, .7.

This shows how complex a material is milk, and how far short of the truth is our ordinary conception of milk, especially when the most abundant solid (milk sugar 4.0 per cent) is seldom recognized, which in fact makes 40 per cent. of the solids of milk. This milk sugar, which gives sweetness to milk, becomes more interesting when we learn that it may readily split up into a very strong acid—lactic acid—which "sours the milk" and causes the separation of casein in lapped milk. But the wonders of this animal sugar do not stop here. By still further change the lactic acid may change into butyric acid—the rank and disgusting acid which spoils butter most effectually. The butyric acid does not come entirely from decomposition of milk sugar, but this is one source. I will speak of the volatile acids so injurious to butter later in my paper.

Milk contains about 3.7 per cent. of fats and we speak of these fats collectively as butter, as if it was a single fat, while it contains at least seven different fats, differing widely in properties. Stearin and palmitin, similar to the fats in the animal body, forming 53 per cent. of butter, olein 37.7 per cent., the remainder consisting of four fatty bodies containing volatile and strong smelling acids in combination with glycerine. The most abundant of these fats is butyric (7 per cent.) or the characteristic material of butter. The other three fatty bodies (2.3 per cent.) have received names denoting the goat-like odor of their acids in the free state. All of these fats are compound bodies, consisting of a basic substance (glycerine) united with a fatty acid. E. G. stearin is a stearate of glycerine; oil is oleate of glycerine; butyric, butyrate of glycerine (show acids of glycerine). When the butyric acid is combined with glycerine we have the delicious properties of butyric, but when the acid is set free from glycerine we have the disagreeable properties of rancid

butter. It is the butyric and associated fats of volatile acids—it is these four fats that give the peculiar properties to butter which distinguish it from mere animal fats. Butter would not be butter without them, and the agreeable quality of butter is due to their presence. But they are easily decomposed, and when their acids are set free from glycerine they change the butter into a rancid mass. But it is only when in the uncombined state that they are so offensive. When made into butyric ether by combination with an alcohol it forms a delightful perfume.

We now see that the tendency of butter to decompose is partly due to its complex composition. If it was a single fat like stearin it would keep just as tallow will. One point in favor of butter is that it is more easily digested because of its complex composition, because complex bodies are more easily digested than simple bodies. Compare butter with tallow, cod liver oil with whale oil, as digestible articles of food.

The nitrogenous substances in milk, casein and albumen, are liable to decompose when in the moist condition. You are so familiar with this fact that I need only mention it. But here is another fact that you need to bear in mind, that decomposing curd acts as a ferment to cause decomposition of other bodies, such as the fats of butter, setting free butyric acid, and may also cause milk sugar to change to butyric acid, with deplorable consequences. If there is a misguided product in the market it is rancid butter.

The butter of the market is not simply the fat of milk, but contains some curd, as is seen when butter is melted and allowed to settle, the curd subsiding to the bottom. Here is the danger point of butter: to keep this little lump of curd from decomposing and spoiling the whole mass, for "a little leaven leaveneth the whole lump."

An additional source of danger requiring special attention is bacteria—the invisible but active agents of decomposition of organic matter. They are the primary cause of all fermentations and decompositions. These microbes are everywhere and persistent in their action. Thomas Carlyle, in speaking of the universal distribution of force, says, "There is not a leaf rotting by the wayside but has force in it; how else could it rot?" If he had said microbe instead of force he would have announced an important scientific principle. The germs of these bacteria ever float in the air, and falling into a nourishing medium, they develop into full activity; may attack not only dead matter but may make war upon the living animal. They are the scavengers of all forms of non-living organic matter, reducing it as final result to carbonic acid, ammonia and water. In this journey to final combustion these bacteria produce certain chemical compounds, called ptomaines, of unstable nature, which tend to change into simpler forms. The art preservative of food materials is to prevent the action of bacteria entirely, or to restrain their action by guiding it into beneficial channels.

The products of fermentation of food material in the majority of cases are not injurious when swallowed, and in themselves are considered innocent. I do not say that they have no effect upon food materials, but they are not poisonous in the usual use of that word. But this is not true of all of them. The poisonous sausage once held in such

dread in Wurttemberg and the decomposing polenta made from corn meal, causing pellagra in Italy, are examples. Cheese is so complex a substance, made up of so many materials liable to chemical change, that we might look for a marked tendency to decomposition. But the changes are usually of a beneficial kind, changing the nearly tasteless and indigestible curd into material not only digestible but promoting the digestion of other articles of food; that these qualities are developed by fermentation in such cheese is shown by the practice of inoculating new cheeses with some of this rich cheese to secure a similar quality in ripening.

But the changes which take place in cheese do not always produce such desirable results, and occasionally there are produced materials actively poisonous, the best known and most dreaded of these being tyrotoxin, or cheese-poison. It is not limited to cheese, having been frequently found in ice cream, and is probably too often found in the milk bottles of infants, causing cholera infantum.

Dr. Vaughan was the first one to find the real cause of these mysterious cases of poisoning, and his investigations in this line are a blessing to the farmer and a priceless benefit to all classes by promoting the public health. You would have done the wise thing in asking him to talk to you on cheese poisoning. He is the authority on this subject.

Tyrotoxin is a very unstable chemical compound, the butyrate of diazobenzene, $C_6H_5N_2$, $C_4H_7O_2$; at least this chemical substance is found to have the same poisonous effect on the animal system as tyrotoxin. It is by no means confined to cheese, being often found in ice cream, and may be found in decomposing milk as well as its derivatives. There is little in its physical properties to give warning of its dangerous presence. Sometimes the cut surface of the cheese exudes a liquid which will intensely redden blue litmus pressed against the cut surface, but usually the simple rule for distinguishing a mushroom from a toadstool is our only guide: Eat it, and if you live it's a mushroom; if you die, a toadstool. "The ounce of prevention" should be our aim.

Cause? A peculiar ferment or microbe which induces decomposition in milk, forming diazobenzene and liberating butyric at the same time to form butyrate of the benzene compound, or tyrotoxin. The chemical reaction is a very peculiar one, for as a rule bodies of the aromatic series are not formed from those of the fatty class. Fortunately, therefore, tyrotoxin is of rare occurrence. But the unexpected sometimes happens and the consequences may be very serious. There is good ground for the belief that the bacteria which causes the fermentation that produces tyrotoxin in milk may be found in foul soils where organic matter rich in nitrogen is undergoing decomposition. A family in Milan, Mich., was living in an old and insanitary house, without cellar, and the walls resting on rotten logs; four of the family were sick with tyrotoxin poisoning; three of the family died from the poison. A bit of earth taken from under the buttery, stirred up with sound milk, developed tyrotoxin in twenty-four hours. The soil was infected with the deadly microbe. The air within the house was also infected with the germs, for a dish of soured milk left on the shelf of the

"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, ILL.

buttery over night was found to contain tyrotoxin.

A post mortem was held over one of the persons who died and the contents of the stomach and bowels were found to contain tyrotoxin; also the matter vomited during sickness. Any of these materials, added to sound milk, speedily caused the formation of the poison. It thus appears that not only the poison was present, but the active ferment that caused the poison. The air of the house, the soil beneath it and the bodies of the victims were alive with this deadly microbe.

The history of the poisoning of a large number of persons in Lawton twelve years ago by eating ice cream containing tyrotoxin is worthy of careful study. Two batches of ice cream were made, one flavored with lemon, and harmless, the other with vanilla, and poisonous. At first it was supposed the vanilla was the poisonous material, but that was satisfactorily disproved by persons swallowing two teaspoonfuls with no harm. The ice cream flavored with lemon was frozen immediately, while the poisonous ice cream flavored with vanilla was allowed to stand for some hours before freezing in a foul and unventilated room in a building described as follows by a resident of the village: "The cream was frozen in the back end of an old wooden building on Main street. It is surrounded by shade, has no underpinning, and the sills have settled into the ground. There are no eave troughs and all the water falling on the roof runs under the building, the streets on two sides having been raised since the construction of the house. The building had been unoccupied for a number of months, consequently had had no ventilation, and what is worse, the back end (where the cream was frozen) was last used as a meat market. The cream which was affected was that portion frozen last; consequently it stood in an atmosphere like that of a privy vault for upward of an hour and a half or two hours before being frozen."

Notice the similarity of conditions in the cottage in Milan and the house in Lawton: No underpinning, the walls resting on rotting logs, the rain water running under the floor, contributing to other conditions of decomposition, and no ventilation. Notice the identity of results: tyrotoxin speedily developed in the milk left for a short time exposed to the air of such rooms. What results would you expect if milk were sent from such rooms to your factory? Instead of being tranquilly exposed to the air of such a room, suppose it was tossed and squirted through such germ-laden air,

like the streams in milking, what then? Are there cow stables in this State where the under floor space is a duplicate of that in Milan and Lawton? Are cows milked in such foul air, the milk coming in most intimate contact with the air and washing out from it any germs floating therein? I only ask these questions. It is for you to seek the answer. In my estimation the danger of cheese-poison lies more in the direction of poison-producing milk carried from foul stables to the factory than any original production of tyrotoxin in the factory. No factory is safe unless it receives sound milk from every patron. A single can of infected milk will carry the infection into every vat of milk with which it is mixed because of the exceeding rapidity with which the microbe will multiply when placed in a nourishing medium like warm milk. Absolute exclusion is the only safe course. It is hopeless to annex and civilize such outrageous barbarians.

Commendable example of condensed milk factories: Systematic, thorough and frequent inspection of animals, food, stables and surroundings of the herds supplying the milk; the thorough cleaning of the milk cans every day and disinfecting them by live steam, avoiding the lurking bit of rotting curd in the seam of the can to start a corruption which might infect the whole mass.

It is the power of these bacteria to reproduce themselves almost indefinitely, under favorable conditions and surroundings, which constitutes the chief danger. Arsenic is a poison, but a grain of arsenic thrown into a cheese vat might produce no appreciable effect because it can not produce more arsenic, and remains a solitary grain and impotent when scattered through so large a mass of matter. But a living germ that can grow and multiply itself by millions in a few hours is a much more serious matter. I would rather take my chances with the grain of arsenic.

R. C. KEDZIE.

Agricultural College, Feb. 1, 1899.

A Distinction With a Difference.

Little Harry—Papa, what's the difference between a financier and an economist?

Papa—An economist will walk three squares to save a nickel. A financier will hop on a car and beat somebody out of a quarter while riding those three squares.

Hobson's Choice.

"So you want to be my son-in-law, do you?" asked the old man, with as much fierceness as he could assume. "Well," said the young man, "I don't want to, but I suppose I'll have to be if I marry your daughter."

Too Slow to the Last.

Smith is one of the best fellows in the world, but he has one fault, he belongs to that unfortunate class of people who are always a little too late for everything. He is forever getting left by trains; he always arrives at the restaurants just after his favorite dish has given out. When he goes to church he can count on hitting the contribution box and missing a sermon, and at the theater people glare savagely at him when he comes in during the middle of the first act and breaks up the scene. He might have made a fortune in business except for his habit of always being too late. Fortune knocked at his door, but by the time he made up his mind to let her in she had whisked around the corner with some other fellow. As it is, he has always bought property in boom towns just as the balloon was about to collapse and gotten into speculations in time to be left with the bag to hold. In affairs of the heart he has had no better luck. Several times he has been deeply in love, in his deliberate way, but by the time he could prosecute a leisure courtship to a successful finish the girl had gotten to be an old maid and he didn't want her or else she had gotten tired and married somebody else. Of late Smith has had an experience that he thinks puts the crowning touch on his misfortunes. He has been desperately enamored of a charming young girl visiting the city and has been most assiduous in his attentions. Unfortunately, he has had a rival in young Brown, who is a hustler and doesn't believe in letting the grass grow under his feet; but so far as anybody could see, matters have appeared to be pretty even between them in their race for the young woman's favor. If

Brown sent her roses before breakfast in the mornings, when Smith's arrived, later in the day, they were much finer. If Brown's attentions were the more numerous, Smith's were the more discriminating and flattering, and so they seemed quits at every turn. Man learns from experience, however, and, mindful of the good things he had missed by being too late, Smith decided the other night that he would not longer delay, but would ask the important question at once, so at the earliest possible moment he bled himself up to the house where she was visiting. Never had she looked so beautiful, but while he was trying to screw his courage up to the sticking point and separate her from the other people in the room, a servant came with a message that someone wished to speak with her over the telephone. In a few minutes she returned with a rosy glow upon her cheeks, with a new radiance in her eyes, and her lips curved into a smile so sweet and tender it looked as if love itself might have kissed it there. It was the final spur that overcame Smith's lifelong habit of putting off things. He piloted her to a secluded corner behind some palms in the hall, and there, with an eloquence and sentiment that surprised himself, poured out the story of his devotion. The girl listened with a gentle compassion for a moment, and then she interrupted him: "Oh, Mr. Smith," she said, "I'm so sorry, but you are too late. I have just accepted Mr. Brown by telephone."

Truth crushed to earth has a peculiar way of rising again and kicking the stuffing out of the consummate liar.

To the pure all things are said to be pure; but don't think for a minute this includes the boarding-house butter

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.

**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.

Shoes and Leather

How an Extensive Shoe Business Was Established.

It is a matter of interest to retailers everywhere to know how Steigerwalt, the retailer of Philadelphia, built up his successful business on Chestnut street, catering, as he does, to the best class of trade in the Quaker City. Recognizing this fact, Facts approached Mr. Steigerwalt upon this subject last week and asked him for some of the secrets in connection with his marked success.

In his usual good-natured manner, Mr. Steigerwalt said: "There is no secret about it, and I am glad to be able to afford you satisfaction in this connection. I simply started twenty-two years ago with the idea that I would conduct a first-class shoe store and stay in the business for a while. I still adhere to that principle, for I expect to stay in the business for some time yet. I recognized at the start that to be in it at all I would have to be progressive, have to advertise in the daily papers of the city, have to give my customers honest values every time. It has taken me over twenty years to accomplish these things and cost me a good deal of money."

"How much do you spend every year for advertising, Mr. Steigerwalt?"

"I started off with an allowance of 40 per cent. for advertising, and I still keep up that percentage."

"What space do you use?"

"About 100 lines."

"Who prepares your advertising matter?"

"I employ an advertising specialist here in the city."

"What papers do you use?"

"Only good Philadelphia papers—Ledger, Times, Press, Inquirer, Record, Bulletin and Telegraph."

"Have you a preference for any particular paper among these?"

"No; I use them all, and pay the bill for each as it falls due."

"Any difference to be noted in the results?"

"No; they all give good results."

"Ever do any billboard advertising?"

"No; but I am doing some street car advertising. I have not received anything from it as yet, but it may be too early to expect it."

"What class of shoes do you carry?"

"Only the best; I never carried a cheap shoe in my life. People who want cheap footgear go to other stores."

"What margin of profit, if I may ask, do you usually make on your shoes?"

"A \$5 shoe costs me \$3.50. When I started out I believed the retailer could not afford to retail a cheaper shoe than \$3.50 for \$5, and I believe that yet. Of course, there are stores, and only a few blocks away at that, which retail \$2.50 shoes for \$5. If I had wanted to make a spurt at the start and go out of business shortly afterwards I might have done the same thing. Indeed, I might have put in a \$1.50 shoe and sold it for \$5. But I have always been impressed with the importance of making my living and kept rigidly clear of such methods."

"Are you troubled with customers with a penchant for returning shoes for trifling causes?"

"We are troubled with such customers to a certain extent."

"What do you usually do with them?"

"When they want an allowance on a new pair because of some defect in the fit of the pair they bring back, we usu-

ally make it and with good grace. Especially is this true if it be the first time or the second time that the customer brings his shoes back. After the second time, however, we endeavor to get rid of him quietly, believing that there is something wrong with the man rather than with the shoes."

"This practice is followed to-day by the man who recognizes, as we do, the necessity of doing business on the highest plane. We never refund money with a scowl, but we do sometimes make an effort to have the customer buy something else before we give the money back, and we find this pays in the end. For if a customer comes into the store and says, 'I am not satisfied with these shoes,' and receives his money back without a scowl and without an air of indifference, the probability is that we have not lost a customer, but made a friend. It makes a good impression to refund money cheerfully. Whatever may have been the defect about the shoes, the effect upon the customer on receiving his money back so easily and so gracefully is one that will redound to the advantage of any store. Indeed, we can not say too much about the money-back business, nor too much about living up to it."

"But in the case of a customer who makes a practice of returning shoes, what do you do with him, Mr. Steigerwalt?"

"Well, if he has an account with us we simply decline to credit it any longer, and if that is not effective we tell him point blank, but politely, that we do not desire his trade. As a result, he may become our enemy. For we have enemies, as other retailers have. He may talk disparagingly about our shoes in some hotel or prominent restaurant. It has come to this, however, that when a man utters anything reflecting upon the character of our shoes or of our methods of doing business in any public place, he soon finds that we have a champion, probably several of them, at hand, who infer from his remarks that he is unable to get credit."—Shoe and Leather Facts.

Earned Her Wages.

An interesting law case has just been settled in the Appellate Court of Indiana which involves the wages received by a woman from her husband for clerking in his shoe store. The court decided against the trust company.

The wife worked for \$7.50 a week and saved her money, which was invested in building association stock. When the amount had reached \$1,000, business fell off, and the husband was forced to borrow from his wife until all her savings were gone, when he made an assignment. He also owed her a year's wages, and her claim against the assignee for \$2,378 was resisted on the ground that a husband could not make a valid contract to pay his wife for her services. The lower court took this view of the case, but when it reached the Appellate Court the finding of the Circuit Court was reversed, the judge filing this reason for his action:

It must be conceded that if the contract between appellant and her husband related to services performed by her in the discharge of her household duties, and the duties incumbent upon her to perform by reason of her marital relations, then there would be no consideration to support the contract.

The law imposes upon her the discharge of such duties, and a contract between them, whereby he was to pay her for such services, could not be upheld, as it would be against public pol-

icy. * * * Where a married woman performs labor for her husband or family in the discharge of her household or marital duties such labor must be performed without financial compensation from the husband, for the reciprocal relations that exist between them. But the labor performed by appellant was not of that character.

She was under no obligation to leave her home and its surroundings and spend years of her life clerking in a store for her husband, yet she did this, under a contract that she was to be paid for it. The consideration was sufficient to support the contract. * * * The money which was paid to appellant under a contract with her husband, and which was reduced to possession, and which she loaned to him, is such an obligation, based upon sound, equitable reasons, that it will be enforced. The judgment is reversed.

A boil in the pot is worth two on the neck.

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.

1899 Net Price List on Combinations

Combination "Uncle Sam"

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

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)

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.

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.

FIFTY-SEVEN.

Acetylene Generators Licensed by Underwriters.

Wm. H. Merrill, Jr., Secretary of the Bureau of Fire Protection Engineering, furnishes the following list of fifty-seven acetylene gas generators which have been approved by the Bureau as being of satisfactory construction up to Feb. 1, 1899:

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

Foundry & Machine Co., Norwalk, Ohio.

Reynolds, Powers & Reynolds, Nashville, Mich.

Scantlin, Scantlin & Bailey Manufacturing Co., LaFayette, Ind.

Shafer, Shafer Acetylene Gas Generator Co., Terre Haute, Ind.

Shakopee, Shakopee Acetylene Gas Generator Co., Shakopee, Minn.

Solar, Solar Gas Machine Co., New York.

Star, Star Acetylene Gas Co., St. Paul, Minn.

Strable, Strable Generator Co., Stanton, Neb.

Sun, F. W. Preussel, Mt. Clemens, Mich.

Taylor, Taylor Acetylene Gas Machine Co., Minneapolis, Minn.

Triumph, Craig Reynolds Foundry Co., Dayton, Ohio.

Turner, Turner & Hauser, Grand Rapids, Mich.

In addition to the above list, the Tradesman is in receipt of a letter from the Alexander Furnace and Manufacturing Co., of Lansing, stating that its generator—known as the Cline machine—was accepted by the Board Feb. 7, on which date a certificate was issued to the writer.

Zealousness May Be Carried Too Far.

Written for the TRADESMAN

"Don't be afraid to show your goods," is one of the mottoes adopted by the chief dress goods clerk in a certain uptown dry goods store. He makes it a point to keep this motto constantly before the men in his department, both by quoting it to them and by his own example. It's a good motto; but did you never hear of the old saying, "Too much of a good thing is good for nothing?" Well, I'll tell you about a case in point:

Trade was somewhat quiet after the holidays; still, we had enough customers to wait upon. It chanced to be the lunch hour and half the dress goods force was out, when there was more of a rush at that department than usual at that time of day. The head clerk happened to return just at this time and at once began to wait upon a woman at the black dress goods counter. His manner, always pleasant and agreeable, seemed even more so than usual as he displayed to the best advantage several choice patterns of dress stuffs. The woman was one of the sort who is easily pleased and when the clerk had taken down five or six pieces of cloth she remarked, in a pleasant way, "Now, these will do. Don't take down any more. I will take six yards from the first piece you showed me, as I think it is just what I want."

"Very well, Madam," replied the salesman; "I'm sure I am much obliged to you for your speedy decision, but I have many more choice patterns and it would afford me only pleasure to show them to you."

"Thank you. It is very kind of you I'm sure, but I feel satisfied with the choice which I have made and I do not think I should be better suited if I saw more patterns."

The cloth which the woman had chosen chanced to be a seven-yard length; this the head clerk discovered upon measuring it. His customer had counted as he measured and at once said that she would take the seven yards, as she believed six yards of that width was a rather small pattern for her. A check amounting to \$14 was made out and, with the goods and a \$20 bill which the woman handed him, was sent to the wrapping desk.

Our obliging salesman, wishing to show this pleasant customer how truly

accommodating he could be, remarked that she might profitably spend the time, while waiting for her change, in looking over some of his other black dress stuffs. Accordingly, by the time the change returned, he had taken down over twenty bolts of cloth. The customer was much pleased with the last pattern which he had shown. It was a 54-inch cloth and only \$1.50 per yard.

"Really, sir," she now said, "I wish you had not shown me this last piece, for I do believe I like it much better than the one I selected."

The salesman saw that he had carried his motto too far and at once tried to prove to his customer that she had made a wise choice in her first selection. He explained the difference of quality between the one she had purchased and this one; but the woman finally said, "If you do not mind, I will make the exchange. Of course, I shouldn't think of doing such a thing if the one I chose first had been cut from the bolt; but, as it was an end, it won't matter to you. And I shall not need seven yards of this wide goods; six yards of 54-inch cloth is ample for even a larger person than I. Let me see—that will be nine dollars; the other dress was fourteen, which makes a difference of \$5 in my favor."

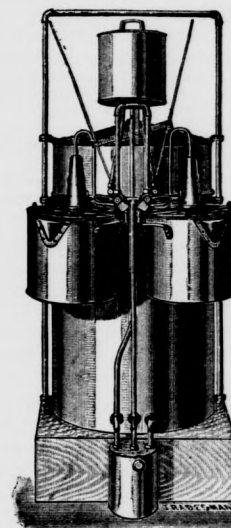
Our head clerk was as mad as a March hare, but there was nothing to do but make the exchange with as good grace as was possible. He had the good sense to know that he alone was to blame, so he did not show his displeasure to his customer. He was obliged to make out a cash credit check for the difference. He knew, and so did the under clerks who had watched the transaction, that it was all because he had "pushed a good thing too far."

"Don't be afraid to show goods;" but remember that, in the use of this motto, as well as of some others, judgment and tact are required.

MAC ALLAN.

ACETYLENE GAS

By the

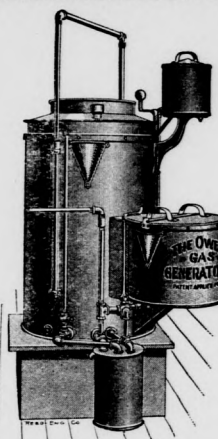


Kopf Double Generator

Send to the manufacturers for booklet and prices.

M. B. WHEELER
ELECTRIC CO.,

99 Ottawa Street,
Grand Rapids, Mich.

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

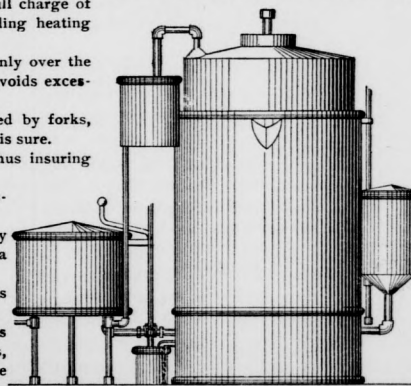
GEO. F. OWEN & CO.,
COR. LOUIS AND CAMPAU STS.,
GRAND RAPIDS, MICH.

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

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.

THE BRUCE GENERATOR



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

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

Lake Superior Commercial Travelers' Club.

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

The Successful Salesman.

Of course we all know that the popular definition of a successful salesman is, "a salesman who gets results." But we don't all know just how he gets them. We know that some salesmen can sell anything they undertake to sell, while others are only successful with certain lines, and others again do not succeed in selling anything fairly well.

It does not require deep reflection to lead to the conclusion that there must be some reason to account for this disparity. Suppose that we undertake to analyse the subject and try to discover the cause.

In the first place, the salesman has to deal with humanity as he finds it; therefore, the more familiar he is with human characteristics the nearer correct will be his estimate. Then the proper and primary study of the salesman is mankind. He must possess the disposition to study human nature as it is and not as it ought to be. He must possess that intuitive faculty of quick perception of these characteristics which, in practical application, we term "sizing up a customer." Error in this particular is fatal to success. The salesman who does not possess this intuitive qualification is not a salesman at all, but an automaton—a sort of nickel-in-the-slot-machine, in the patronage of which the customer is both salesman and buyer. The department stores, as well as many other business institutions, exhibit a choice array of this class of mechanical salespeople. The fault does not lie entirely with these salespeople themselves; the incentive to cultivate and develop the latent talent within them has been ruthlessly torn from them and bestowed upon the managerial department. Their automatic machinery is adjusted from time to time and they are loaded with merchandise to be passed out to customers who are attracted to their vicinity, not by the personality of the salesman, but by glaring and expensive advertising paid from reduced wages, cheap quality and poorer service to the consumer.

If I may be allowed to digress further I would like to suggest an improvement which I believe would not only inspire these automatons with physical life without in any way reflecting upon the managerial dignity or importance, but would add materially to the effectiveness of the services as well as to the consequent profits. The innovation I would propose in this connection is not altogether new except perhaps in its suggested application. It is a system of profit-sharing based upon the percentage of sales over and above a stated amount to cover salary account and running expenses. Let us suppose, for instance,

that the clerk's salary is \$5 per week and the average net profit on his sales is \$10 per week; that his average sales amount to \$40 per week. Suppose that the employer should propose to allow the salesman 10 per cent. on the amount of his sales in excess of \$40. This would mean \$1 a week extra to the salesman for every \$10 additional sales he might make, and \$1.50 additional profit to the employer. Is it not reasonable to suppose that a salesman who had the right kind of ambition would study harder to please customers and work more intelligently and industriously to win their patronage? Would it not be a strangely short-sighted employer who would not be willing to surrender \$1 to add \$1.50 more to his week's profits? Besides, this plan would enable an employer to weed out the salespeople who were not adapted to his business and thereby secure the best service as well as the largest trade; it would also relieve the managerial department of its slave-driving responsibility, and, last but not least, it would double the results from advertising, for it is one thing to induce people to enter a place of business and quite another to secure their trade when there.

But to resume the main subject. A salesman should possess and cultivate a smooth, even temper highly flavored with hearty good nature. There is a magnetism about a good-natured person that is irresistible. We are drawn to that person by a mysterious influence we can not explain. It defies all cold-blooded, mercenary calculations, although we sometimes try to make ourselves believe that it is the extraordinary bargains offered that attract us; but, in our calmer moments, upon reflection and comparison, we know better. We like to trade with such a person because—well, because we like to, that's all. Some way we feel confident that such a person would not take advantage of us and we continue to give up our money with pleasure. Good nature does not imply jabbing customers indiscriminately with stubby, pointless jokes whenever they approach; in fact, it is the cheerful faculty of taking a customer's poor joke as though with the greatest relish rather than perpetrating the most brilliant wit at the customer's expense. As a rule, people do not enter a place of business purposely to be entertained by the salespeople; neither does an employer engage expert help for that purpose except on "opening days."

Every customer, whatever his social standing may be, expects, and is entitled to, courteous treatment. This must not be tendered in a patronizing or ostentatious style, neither with the abject toadyism of an inferior—it must have the effect at least of being spontaneous and natural. Nothing will enable one to meet this valuable requirement so well as the innate instinct of a lady or gentleman.

The salesman must have confidence in himself, whether the goods he is there to sell are calculated to stir that sentiment within him or not. If the merchandise he has to offer possess the quality to inspire his fullest confidence he is twice armed for the fray. Every honest salesman would of course prefer to handle reliable goods, but there are occasions when he can not have this choice—his employer may be dishonest or evince poor judgment in buying, in either of which cases the salesman can not always afford to sacrifice position for conscience's sake. It is just

as well to remember that commerce has no conscience, any more than a corporation has a soul. A salesman can not afford to be a reformer; he must deal with human nature as it is and not as it ought to be. He must not forget that he is engaged in a commercial pursuit and not managing a reformatory institution. If he has any missionary notions it will be better, from a commercial point of view, to practice them distinctly and separately from his commercial employment. It is rather unsafe to experiment in this line upon his employer's methods or upon the habits of his customer—that is, unless he has another position in view. If competition does not compel honesty in an employer it will at least oblige him to seem just as honest as his competitors appear to be. This will protect the salesman's reputation from public criticism so long as he acts within his lawful instructions.

The foregoing collation of facts serves to illustrate how disagreeable truth can be made to appear; but because a salesman may be in possession of inside facts with relation to his business is no reason that he should take his customers into his confidence and educate them up to his standard of knowledge free of charge. When a customer becomes as well posted as the salesman in a particular line the salesman's avocation is at an end.

Next to absolute incompetency nothing will so hinder the success of a salesman as dissatisfaction with his duties. There is no condition in life that is not open to criticism and the only safe time for an employee to "go on a strike" is when he has a sure grip on a better job. Of course, when a salesman is acting independently for himself he can throw as much of his own character and conscience into his business as the prejudices, tastes and whims of his customer will allow; but when he is the agent of another he must necessarily assume the character most in harmony with his employer's idea.

Remember, Prejudice guards the door of Reason and must be placated or removed before the inner sanctuary of the mind can be reached. A pleasant demeanor will go far to disarm prejudice. While your competitor is wrangling with Prejudice at the door, pass the contrary old dufer a "tip" and he will bow you in with a smile.

The successful salesman is a strategist. It is said that an infallible rule to secure the entrance of a stubborn mule to his proper place in the stable is to "tick" the old craft gently until his tail points toward the open door and then pull hard on the balter in the opposite direction. But the successful salesman knows better than to apply the same rule indiscriminately. No two human beings possess identical dispositions; therefore no two customers can be handled exactly alike with equal success. When a peculiar characteristic intrudes itself to obstruct a business agreement the natural instinct of the true salesman will detect its presence and his experience will dictate the proper method for its circumvention or removal. There is nothing can take the place of experience. It is one thing to be able to recognize an obstruction, but quite a different thing to be able to remove it. A salesman should conceal any anticipation of an obstruction and ought never to admit its presence to a customer even when its presence is recognized. A direct attack upon it should be avoided if there is any possible way to lead the customer around

it. "Discretion is the better part of valor" in the commercial field as well as in a passage at arms. A "bluff" is better than a fight when certain defeat lies at the end of the fight.

It is not wise to reflect, in the remotest way even, upon the good taste or sound judgment of a customer. Judicious flattery in this respect can often be used to good effect.

In dealing with a customer it is better to allow him to express his preference without dictation; but if it is necessary to make a selection for him for a trial exhibit, it is better to overestimate the customer's taste and ability to buy rather than to fall below it. Delicate flattery of this kind does no harm and the risk of offense is much less; besides, under this treatment customers often rise to the estimate and a better sale is effected. The successful salesman, however, never really overdoes anything. If for any reason he fails to close a deal he is careful to leave the way open for future business.

Last, but not least, it is bad policy to advertise a competitor. If the customer alludes to him or his goods and it is necessary to say anything at all concerning them, it is better to "damn them with faint praise" rather than undertake to criticize. If too much be said the customer may become curious to verify the statements by a visit to the competitor's establishment, and usually "The last song sounds the sweetest" and "He laughs best who laughs last."

A good salesman avoids argument with a customer on any topic if it can be avoided without rudeness, especially on extraneous subjects. Of what concern is it to the salesman whether the policy of expansion or the principle and doctrine of Monroe will add to or detract from the glory of the American nation, if a discussion of the subject at the present moment is likely to prevent the sale of a pound of codfish or a yard of calico? Political discussion as well as political legislation has ruined many a fine business.

The utter impossibility of covering so wide a field as that suggested by our subject, in an article of this limitation, becomes more apparent as we proceed, and as the "cut-off" is reluctantly applied it is hoped that the few hints may have their rambling nature diverted to useful channels. J. M. BANKER.

Blotting Out the Blot.

"The platform woman never has been a credit to, but ever a blot upon, American womanhood. I make this emphatic statement from a personal knowledge of the homes which these women leave behind when they go to their meetings," writes Edward Bok in "The Ladies' Home Journal."

"I have seen the rooms of their homes left in wild disorder; I have seen their servants sitting in idleness with work on every hand to do; I have seen the children neglected and left to their own devices; I have heard husbands speak in derision of the motives of their wives. No woman in a happy American home can afford to listen to these parasites of her sex."

"Fortunately, the platform woman's influence is steadily on the wane. She was never a power. She was never even picturesque. Her worst injury was wrought upon certain weak women whom for the time she deluded. But even with them she was soon regarded with wonder rather than with interest; with suspicion rather than with confidence. The disappearance of the platform woman is a case of a blot being blotted out."

The only time the average woman never talks back is when she accepts your seat in a crowded street car.

FORCED TO QUIT.

After Killing Four People by Wrong Prescriptions.

M. Quad in American Druggist.

It was a good many years ago that I saw the last of Jonas Robinson, druggist, but his trials and tribulations are still fresh in my mind, and I never think of him without hoping he has reached that land where there are no prescriptions to be compounded, accurately or otherwise. He was 20 years old and a farmer's hired man when he shook the bayseed off his hat one day and went to the village and secured a clerkship in a general store. The merchant was an old-time druggist and a portion of his store was set apart as a pharmacy. He probably picked up what he knew about drugs, and all that Jonas knew he got from his boss. After a couple of years the merchant died and his place was sold, and then Jonas blossomed out as a real druggist. His father backed him and there was no law in the State requiring an examination. The two or three country doctors seemed to think Jonas was all right, and after a time they ceased to carry their pillbags around and sent in their prescriptions to be filled. Jonas tackled them with the same nerve he had shown in weighing butter and counting eggs, and the Lord was on his side for a time; that is, he made no fatal mistake for as much as four weeks. Then something killed a farmer who was under the doctor's care with fever. As there had been no thunder nor lightning around that night, and as the deceased had not fallen down stairs nor hung himself in the barn, his wife contended that there was something wrong with the medicine. The doctor cleared his skirts, but Jonas Robinson was a conscientious man. In reply to the queries he said:

"Yes, I may have put up the wrong medicine, and if so I am very sorry for it. I thought I had it right; accidents will happen in the best of drug stores." It was generally believed that Jonas had blundered, but after some talk the affair was passed over. Things ran along for a couple of months, and then he compounded something for old Mrs. Bradbury's rheumatism. She took one dose and had such a narrow escape from death that all her pains and aches were frightened away for a year. Jonas was charged with another blunder. I was in the store when his father came in and said:

"Really, now, Jonas, but you must be more careful. That's your second blunder since you started."

"I'm sorry," replied Jonas with a sigh, "but I can't see how it came about. Mrs. Bradbury is old and fat and it may be that her heart went back on her."

If the people blamed Jonas they didn't withdraw their custom. Now and then one of the doctors would put up his own prescriptions, but Jonas had a chance at plenty of others. The angels hovered over him for three or four weeks after the Bradbury affair, but one day when they had got tired of hovering and sat down for a rest Jonas filled a prescription for a bilious fever patient. He wasn't in any particular rush and there were no dog fights nor runaways to distract his attention, but the stuff he put up caused the death of the patient. The doctor in attendance made no bones of saying so and the father came in off the farm to say to Jonas:

"Look here, Jonas, you've made another blunder."

"Yes, I suppose so," was the reply. "But why on earth do you do it?"

"I dunno."

"But can't you see that you'll lose your trade and go to smash if you keep on like this?"

"Of course. I'm awfully sorry about it. Sometimes I think I don't know the drug business as well as I ought to." "But you had two years to learn," persisted the father, "and a man can learn any blamed thing on earth in two years. You just brace up and go ahead. Probably any other druggist would have made the same blunders."

You may think it queer that nothing was done to Jonas and that the people

did not lose confidence in him, but such was the case. There was some talk about a lawsuit, but it died out in a couple of weeks, and Jonas imported two new angels to hover around and prevent further blunders. The next calamity didn't come about through a prescription. Jonas sold morphine for quinine, and the patient's life was saved by the closest kind of a shave. The father drove into town when he heard of the matter, and he was considerably worked up and he said to Jonas:

"Look here, Jonas, but where is this going to end?"

"Heaven only knows!" despairingly replied the young man.

"But why the d— did you sell morphine in place of quinine?"

"Dunno, father."

"Can't you tell one from 'tother'?"

"Yes, if I don't get 'em mixed up. I must have got 'em mixed the other day, and I'm real sorry about it."

"You've killed two folks and mighty nigh killed two others," continued the father, "and the people won't stand it much longer. If you go on in this way your own mother won't dare buy castor oil of you."

During the next three weeks Jonas refused to put up a prescription. The man who had been the victim of his last blunder didn't blame him in the least. He said he had once given his baby sewing-machine oil instead of milk, and he realized that accidents were liable to happen in any quarter of the moon and during any season of the year. As the days went by and Jonas filled orders for alum, sal soda, tooth brushes and liver cures without any of the buyers being found dead next day, his nerve gradually returned, and one day he had the boldness to put up 10 cents' worth of paregoric for a colicky infant. That infant never had another pain. He fell asleep after the first dose and death came gently stealing. It was a case of laudanum as a substitute for paregoric, and this time the public was rather severe on Jonas. A delegation, headed by the Justice of the Peace, marched down to the drug store, and the Justice had no mercy in his tones as he said:

"Jonas Robinson, we don't believe you know paregoric from laudanum!"

"Mebbe I don't," replied Jonas.

"Nor quinine from morphine!"

"I know I get 'em mixed once in a while."

"You have killed three people by your blunders—killed three and almost sent two others to their graves!"

"Yes." "And it's time to cry halt. If you make any more blunders you must go out of the drug business."

Jonas was agreed. While he liked to run a drug store, he didn't think it was exactly fair to be killing off the public by mixing up medicines. He took a new grip and a new start, and for four or five weeks things ran smoothly. Then his father dropped in one day for something to cure his headache, and Jonas mixed him up a dose which landed him on the shining shore in good order with in the next twenty-four hours. The delegation headed for the store again, and the same Justice of the Peace solemnly announced:

"Jonas, your father is as dead as a crowbar!"

"I know it," replied Jonas.

"It was that powder that killed him!"

"Yes, it must have been."

"And you remember what we told you a few weeks ago. Jonas, you must go out of the drug store business!"

"I've been out of it for an hour. I've traded the store for Joe Baker's blacksmith and wagon shop, and he takes possession at noon! If any more people are killed off you'll have to lay it to Joe!"

Source of His Knowledge.

"Yes, sir, it's mighty hard to collect money just now; I know it."

"Indeed? Have you tried to collect and failed?"

"Oh, no."

"How, then, do you know that it is hard to collect?"

"Because several people have tried to collect of me."

Six by Seven.

They had thought love in a cottage
Would be fine;
"I will help you wash the dishes,
My divine,
And we two will just be happy,
Rain or shine."

She, entranced, enraptured, heard him,
And was glad.
She had read a lot of novels,
So she had.
And she knew love in a cottage
Wasn't bad.

So they stood before the preacher,
He and she;
Then they hunted for a cottage,
Bnt, ah me!
There was none they'd live in, even
Though 'twere free!

She has given up her novels
And all that;
She has farmed out both her parrot
And her cat—
They are living in a six by
Seven flat.

Gripsack Brigade.

South Haven Messenger: Edward Taylor has taken a position with the Michigan Anchor Fence Co. as traveling salesman. Mr. Taylor will devote the most of his time in looking after the railroad business and overseeing the agents of the company in this State.

Fife Lake Monitor: Hub Baker, the "Knight of the Grip," was in the city one day this week and tells of a rather exciting experience one night last week in Traverse City. He was going to his hotel about 10 p. m., when, on turning a corner, he came face to face with two men who proceeded to make things interesting. Hub is by no means a novice in the use of his dukes, and he was holding his own when a fourth party appeared and the two thugs took to their heels. They did not succeed in getting any money, but Hub carries a beefsteak eye as a memento of his experience.

Commercial Traveler: It has often been said that the commercial traveler can make or unmake a hotel. There is a strong fraternal feeling among them, and the word they pass along the line for or against a house would certainly have some effect. They certainly wield a strong influence upon friends outside the pale of the knights of the grip in their recommendations for or against. There are in round numbers 300,000 members of organized associations of commercial travelers. They receive not less than \$1,000,000 per day in lump sum. They spend about that amount per day for railroad, steamboat and other transportation, and more than \$500,000 per day to hotels, restaurants, and the like. It can be safely said that the drummer causes a daily expenditure of \$3,000,000 in this country, and that being a fact, he becomes an important element in commercial and other matters.

The Question of One Drummer Introducing Another.

Written for the TRADESMAN.

An excellent list of "Don'ts for Drummers" appeared in a recent issue of the Tradesman. One of these, in particular, must have awakened an approving echo in the breast of every buyer who read it:

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

Let every drummer mark this well. Buyers may stand a good deal and, as a class, they do not care to be needlessly exacting about the manners of those who sell to them, but it is a very patient man, indeed, who is not considerably irritated when one drummer from whom he has been buying marches in another drummer and asks the buyer to look over this other man's line. You

may do this once, twice, thrice even, without being "turned down" by the buyer, but it is rarely you can do it without weakening your hold upon him. You may imagine that your position is impregnable strong with him. He may have bought large amounts of you that he could as well have bought of some one else and favored you in many ways so courteously that he has not made you feel he was placing you under any obligations to him; but he knows you are paid to represent your own house, not to introduce your friends for his consideration. If you are thus untrue to your employer's interests he will suspect you of disregarding his own as well.

Then it savors of "working him." It seems to him that you are treacherous to the friendship he has manifested toward you. It is clear that you are making the introduction purely to advance your friend's interests, since you can not be expected to know whether his lines are what the buyer wants or needs at all. Of course, if your friend the buyer is desirous of getting hold of just the particular line of goods that your friend the drummer carries, the case is different and it can all be easily arranged; but before introducing drummer friends wait until the buyer expresses a desire to see them. You may have to wait some time, but better wait.

As has been said, buyers may stand a good deal and not resent it at all, but there is a point beyond which the meekest man does not allow people to impose upon him, and it has been wisely remarked, "There is nothing more horrible than the rebellion of a sheep."

QUILLO.

The Useless Man.

He was never known to fret
For things he couldn't get,
He went at an easy pace;
He never complained about his lot,
He lived for fifty years and not
A line showed in his face.

He didn't need to slave
And he never was known to crave
A place among the high;
He held that he owed the world no debt,
He lived on competence and let
The years go drifting by.

They took him up one day,
And laid his form away,
And no one shed a tear;
Go seek his trail, go search around,
You will find but a little yellow mound
To show that he was here.

The Way of the World.

"Who is the lady that has been owing you for such a long time?" asked the shoeman's wife of her friend, the milliner.

"The wife of old Credley, the 'cash grocer,'" answered the milliner.

Abraham L. Weyrick has opened a meat market at the corner of Hall street and Madison avenue.

REMODELED HOTEL BUTLER

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

HOTEL WHITCOMB

ST. JOSEPH, MICH.
A. VINCENT, Prop.

\$2 PER DAY. FREE BUS.

THE CHARLESTON

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

TRAVEL
VIA

F. & P. M. R. R.

AND STEAMSHIP LINES
TO ALL PORTS IN MICHIGAN

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

Drugs--Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

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

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

Examination Sessions.

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.

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Four General Principles Essential in Drug Store Advertising.

In advertising there are, I believe, certain general principles that must be adhered to in every instance if success is to be attained. These principles apply to all trades and professions, but are especially applicable to ours, which is popularly conceded to be a union of the two—a happy medium as it were.

The first of these principles is truthfulness. If we advertise a certain article as having such and such qualities and merits, and our customers come and find we have misrepresented our goods, we not only lose the sale of that particular article, but we also lose the confidence of our customers, and, through them, the confidence and patronage of other customers or would-be customers. We may escape detection in one instance, or, if we are detected, our customers may forgive us the one offense, but a continued repetition of misrepresentations will certainly result disastrously. Abraham Lincoln never uttered a greater truism than that part of his famous saying which asserts that "you can't fool all the people all the time."

Another general principle to be followed closely is that of appropriateness or seasonability. It would be as useless to advertise protectors in dog days as to advertise sticky fly-paper during the winter holidays. To be sure there are certain classes of goods that are in demand in season and out of season, but these require no special advertising. It is the seasonable specialties that must be pushed at just the right time.

A third principle that must be strictly adhered to is attractiveness. It matters not whether you are arranging a window display or writing copy for your regular advertising medium, the one effect to be desired is that of attractiveness, and not only that attractiveness which will draw the attention, but that also which will hold it until a favorable impression is created.

The fourth and last principle I will mention is that of persistency. Persistent advertising of the above qualifications is the only kind that pays. No one advertisement, however truthful, however seasonable, or however attractive, will attract or direct a sufficient number of customers to your store to insure a large and continued patronage. The most successful advertisers are those who "keep everlastingly at it." It is also necessary to be original in your advertising and to seek to create something novel, something unique.

As to the details, they will depend altogether, as I said at first, on each one's individual surroundings and circumstances. A city store requires advertising different from that of a country or a

village store. A man pushing a line of specialties needs to pursue methods that differ from those of one doing a general business.

I have found placard advertising very profitable, much more so than the house to house circular method. Probably the most popular and also one of the most effective means of advertising is through local papers. In fact, this is almost indispensable. It is not necessary to buy large spaces, but a few inches in a prominent column filled with original, comprehensive, pointed paragraphs are sure to bring you good results.

There is one practice which I consider very important that I endeavor to closely follow: it is of labeling or otherwise attaching my firm name and address to every package, whatever its character, that leaves my store. This is in addition to the label regularly attached to the bottle or other container. It is not necessary to disfigure the appearance of a package in doing this, but if your wrapping-paper is cut in convenient sizes and neatly printed or stamped, every package can easily be so wrapped that your name will be the one prominent spot on it. The effect of this is more far-reaching than we often realize. I take it for granted that every druggist gives this matter especial attention.

As a usual thing, a druggist's window is his best means of reaching the public. As first impressions are most lasting, and as "a man is judged by the clothes he wears," so are druggists usually judged by the general appearance of their stores and the arrangement and effect of their windows.

A man with a prescription in his hand, the proper or improper compounding of which may mean the recovery or death of a member of his family, would pause a long time before entering a store whose windows were covered and streaked with dust and smoke and other atmospheric filth, and which enclosed a disorderly mass of faded, dusty, shopworn goods, with a generous sprinkling of dead flies, and trusting to the capabilities of such a proprietor as that denoted to compound the life-giving or death-dealing fluid according as it was prepared intelligently or unintelligently. Our stores, more than any other class of stores, need to be kept scrupulously clean inside and out.

Very effective window advertising can be obtained by purchasing a certain amount of some special preparation or class of preparations. Many manufacturers will mail your customers attractive advertising matter in addition to furnishing materials for a prominent window display. This makes a very effective combination, one that not only advertises that particular preparation, but that also gives you an opportunity to enlarge the circle of your acquaintances, and to call your customers' attention to other lines of goods you may carry, for a merchant's golden opportunity is when he has a new customer at his counter.

The more prominently you can display your goods the more successful, as a rule, will you be in disposing of them. Care should be taken that the price of each article is conspicuously displayed, as it saves trouble and annoyance and often silently makes a sale for you.

And now comes the most important factor in a man's advertising, and that is the personality of the man himself. If he is of sufficient intelligence and ability to command the respect and con-

fidence of those with whom he is associated in other circles he will also command their esteem in connection with his business. Men with clean characters, of clear intellect, unquestioned honesty, sound moral principles, and marked executive ability will command recognition in any calling, the possession of these qualities being especially essential to the success of the pharmacist. Not only are they the direct foundation upon which his professional career shall be established, but they will also indirectly contribute to his success through the recognition they will bring him in social, fraternal, political, and religious circles.

It is for men of this standard that our profession is calling, and with our ranks filled with such the question of successful advertising will be solved, and solved to our credit.

SAMUEL R. CRABTREE.

The Drug Market.

Trade in this line is active and prices on nearly everything are tending upward. The volume of trade is very large.

Opium—Is unchanged, but firmer than a week ago. Primary markets are active and higher.

Morphine—Is unchanged.

Codeine—There is a large demand for this salt and prices are firm at the advance noted last week.

Quinine—Is very firm at the recent advance and is very strong with an upward tendency.

Cocoa Butter—Has advanced, on account of stronger market abroad.

Calomel, English—Has been advanced on account of the higher price for quicksilver. All mercurial preparations are very firm and an advance is looked for.

Gums—Camphor has advanced twice during the past week. The London market is higher than ours and, as crude has advanced, higher prices are looked for within the next few days.

Lycopodium—Has advanced abroad and higher prices rule here.

Roots—Aconite, calamus, gelsemium, golden seal and Mexican sarsaparilla have all advanced.

Spices—African ginger and cloves have both advanced.

Device to Keep Shelf Bottles in Place.

Wm. C. Alpers has been struck with the unpleasant effect often produced in pharmacies by the irregularity of the shelf-bottles. To obviate this he suggests that a neat little wooden strip about an inch thick be fastened to the shelf in the rear of the row of bottles. Each bottle can then be pushed back against the strip without any waste of time, and the whole row is thus always straight and neat. By painting the strip the same color as the shelves it becomes almost invisible to the eye, particularly where the shelf-bottles stand close together. In the latter case, articles that are but little used can be set upon the little strips, where they will be in a safe and orderly position without taking any space.

Important Thing in the Treatment of Colds.

The editor of the Medical World remarks that "it seems impossible to impress on the mind of the average patient the absolute necessity of nursing a cold, a step which is important not so much for fear of the direct consequences of neglect as for the purpose of avoiding probable ultimate weakening of the sys-

tem and the forming of a predisposition to attacks of more formidable affections, such as pneumonia and phthisis, quinsy or diphtheria. Take, for example, a cold in the head. It is considered of no consequence save from the inconvenience caused by the constant flow of mucus. The sufferer doses himself with sufficient quinine to make his head ring, takes a Dover's powder to open every pore in the body, further assists the good work by copious sips of hot lemonade with whisky in it, and goes to sleep wrapped in blankets sufficient to serve for an Arctic voyage. The natural procedure of kicking these off is also duly followed, and the next day the patient, still under the influence of his home medication, his entire system in excellent trim to 'take' anything, goes on the street and about his business, wondering at night why he has taken 'more cold!'

"Hygienic care is as much part of the medical treatment as are the pills and potions, and, although not so tangible, is still as necessary to effect cure."

Starch Present in Gum Opium.

Gebe & Co., Dresden, have in the course of investigation ascertained that at times it is difficult to obtain opium wholly free from starch. While an intentional admixture can be charged in case of a considerable quantity of opium, varieties are found which contain as high as 13.9 per cent. of morphine, but which nevertheless also contain starch. In such instances an intentional admixture seems to be excluded, and the presence of starch must be attributed to other causes, possibly to a change in method of collection and preparation, or perhaps the gatherers make use of some starch-containing material like flour to assist in manipulation of the sticky mass, thus introducing starch into the product. Such additions are easily recognizable by the fracture of the opium, the broken surface appearing dark, tearless and much like that of an extract. Adulteration by means of strontium sulphate also seems to have been practiced, but to what extent is unknown.

PARIS GREEN

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

PECK BROS., Grand Rapids, Mich.

Wall Paper Dealers Attention



Have you bought your Spring Stock?
Do you need any Wall Paper to sort up your stock?

Remember that we are the only jobbers in Michigan. The line of Wall Papers we show this spring can not be equaled. We represent fifteen of the leading factories in the United States. Our prices, terms and discounts we guarantee to be identically the same as factory we represent.

Correspondence Invited.

Heystek & Canfield Co.,
The Wall Paper Jobbers.
Grand Rapids, Mich.

WHOLESALE PRICE CURRENT.

[illegible]

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 trade useful to dealers.

AXLE GREASE. Anura..... doz. gross 6 00 Castor Oil..... 7 00 Diamond..... 4 00 Fraser's..... 7 00 IXL Golden, tin boxes 7 00 Mica, tin boxes..... 7 00 Paragon..... 5 00	CANDLES. 8s..... 7 10s..... 8 Paraffine..... 20 Wickling..... 20 CATSUP. Columbia, pints..... 2 00 Columbia, 1/2 pints..... 1 25 CHEESE Acme..... @ 12 Amboy..... @ 12 1/4 Emblem..... @ 12 Gold Medal..... @ 12 Ideal..... @ 11 1/4 Jersey..... @ 12 1/4 Riverside..... @ 12 1/4 Brick..... @ 12 Edam..... @ 17 Leiden..... @ 17 Limburger..... @ 13 Pineapple..... @ 50 Sap Sago..... @ 17 Chicory. Bulk..... 5 Red..... 7	CONDENSED MILK. 4 doz in case. Gail Borden Eagle..... 6 75 Crown..... 6 25 Daisy..... 6 75 Champion..... 4 50 Magnolia..... 4 25 Challenge..... 3 25 Dime..... 3 25 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. 50 books..... 1 00 100 books..... 2 00 500 books..... 10 00 1,000 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 Cards. 500, any one denom'n..... 3 00 1,000, any one denom'n..... 5 00 2,000, any one denom'n..... 8 00 Steel punch..... 75 DRIED FRUITS—DOMESTIC Apples. Sundried..... @ 2 Evaporated 50 lb boxes..... @ 2 1/2 California Fruits. Apricots..... @ 2 Blackberries..... @ 2 1/2 Nectarines..... @ 2 1/2 Peaches..... @ 2 1/2 Pears..... @ 2 1/2 Pitted Cherries..... @ 2 1/2 Prunelles..... @ 2 1/2 Raspberries..... @ 2 1/2 California Prunes. 100-120 25 lb boxes..... @ 4 90-100 25 lb boxes..... @ 5 80-90 25 lb boxes..... @ 5 1/2 70-80 25 lb boxes..... @ 6 60-70 25 lb boxes..... @ 6 1/2 50-60 25 lb boxes..... @ 7 40-50 25 lb boxes..... @ 7 1/2 30-40 25 lb boxes..... @ 8 1/2 cent less in 50 lb cases Raisins. London Layers 2 Crown..... 1 50 London Layers 3 Crown..... 1 65 Cluster 4 Crown..... 2 00 Loose Muscatis 2 Crown..... 5 Loose Muscatis 3 Crown..... 7 Loose Muscatis 4 Crown..... 8 L. M., Seeded, choice..... 9 1/2 FOREIGN. Citron..... @ 12 Corsican..... @ 13 Currants. Patras bbls..... @ 6 Vostizas 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 25 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 FARINACEOUS GOODS. Parina. 24 lb packages..... 1 50 Bulk, per 100 lbs..... 3 50 Grits. Walsh-DeRoo Co.'s Brand.  24 2 lb. packages..... 1 80 100 lb. kegs..... 2 70 300 lb. barrels..... 5 10	Hominy. Barrels..... 2 50 Flake, 50 lb. drums..... 1 00 Beans. Dried Lima..... 4 1/4 Medium Hand Picked..... 1 10 Macaroni and Vermicelli. Domestic, 10 lb. box..... 60 Imported, 25 lb. box..... 2 50 Pearl Barley. Common..... 2 0 Chester..... 2 25 Empire..... 2 75 Peas. Green, Wisconsin, bu..... 1 00 Green, Scotch, bu..... 1 10 Split, bu..... 2 50 Rolls Oats. Rolled Avena, bbl..... 4 25 Monarch, bbl..... 4 00 Monarch, 1/2 bbl..... 2 13 Monarch, 90 lb sacks..... 1 90 Quaker, cases..... 3 20 Huron, cases..... 2 00 Sago. German..... 4 East India..... 3 1/4 Tapoca. Flake..... 3 1/4 Pearl..... 3 1/4 Anchor, 40 lb. pkgs..... 5 Wheat. Cracked bulk..... 3 1/4 24 2 lb. packages..... 2 50	INDIGO. Madras, 5 lb boxes..... 55 S. F., 2, 3 and 5 lb boxes..... 50 GUNPOWDER. Rifle—Dupont's. Kegs..... 4 00 Half Kegs..... 2 25 Quarter Kegs..... 1 25 1 lb. cans..... 30 1/2 lb. cans..... 18 Choke Bore—Dupont's. Kegs..... 4 25 Half Kegs..... 2 40 Quarter Kegs..... 1 35 1 lb. cans..... 34 Eagle Duck—Dupont's. Kegs..... 8 00 Half Kegs..... 4 25 Quarter Kegs..... 2 25 1 lb. cans..... 45 JELLY. 15 lb. pails..... 25 30 lb. pails..... 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 PATCHES. Diamond Match Co.'s brands. No. 9 sulphur..... 1 05 Anchor Parlor..... 1 70 No. 2 Home..... 1 10 Export Parlor..... 4 00 MOLASSES. New Orleans. Black..... 11 Fair..... 14 Good..... 20 Fancy..... 24 Open Kettle..... 25 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. 215..... 1 70 Clay, T. D. full count..... 65 Cob, No. 3..... 85 POTASH. 48 cans in case..... 4 00 Babbitt's..... 3 00 Penna Salt Co.'s..... 3 00 PICKLES. Medium. Barrels, 1,200 count..... 3 75 Half bbls, 600 count..... 2 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 Japan, No. 2..... 4 1/2 Java, fancy head..... 5 Java, No. 1..... 5 Table..... @ SALERATUS. Packed 60 lbs. in box. Church's..... 3 30 Deland's..... 3 15 Dwight's..... 3 30 Taylor's..... 3 00 SAL SODA. Granulated, bbls..... 75 Granulated, 100 lb cases..... 90 Lump, bbls..... 75 Lump, 145 lb kegs..... 85	SAUERKRAUT. Barrels..... 4 25 1/4-Barrels..... 2 30 SNUFF. Scotch, in bladders..... 37 Maccaboy, in jars..... 35 French Rappee, in jars..... 43 SEEDS. Anise..... 9 Canary, Smyrna..... 3 1/4 Caraway..... 8 Cardamon, Malabar..... 60 Celery..... 11 Hemp, Russian..... 4 Mixed Bird..... 4 1/2 Mustard, white..... 5 Poppy..... 10 Rape..... 4 1/4 Cattle Bone..... 20 SALT. Diamond Crystal. Table, cases, 24 3-lb boxes..... 1 50 Table, barrels, 100 3 lb bags..... 2 75 Table, barrels, 40 7 lb bags..... 2 40 Butter, barrels, 280 lb. bulk..... 2 25 Butter, barrels, 20 14 lb bags..... 2 50 Butter, sacks, 28 lbs..... 25 Butter, sacks, 56 lbs..... 55 Common Grades. 100 3-lb sacks..... 1 95 60 5-lb sacks..... 1 80 28 10-lb sacks..... 1 65 Worcester. 50 4 lb. cartons..... 3 25 115 2 1/2 lb. sacks..... 4 00 60 5 lb. sacks..... 3 75 22 14 lb. sacks..... 3 50 30 10 lb. sacks..... 3 50 28 lb. linen sacks..... 32 56 lb. linen sacks..... 60 Bulk in barrels..... 50 Warsaw. 56-lb dairy in drill bags..... 30 28-lb dairy in drill bags..... 15 Ashton. 56-lb dairy in linen sacks..... 60 Higgins. 56-lb dairy in linen sacks..... 60 Solar Rock. 56-lb sacks..... 21 Common. Granulated Fine..... 65 Medium Fine..... 75 SOAP. JAXON Single box..... 2 55 5 box lots, delivered..... 2 0 10 box lots, delivered..... 2 75 JAS. S. KIRK & CO.'S BRANDS. American Family, wrp'd..... 2 66 Dome..... 2 75 Cabinet..... 2 30 Savon..... 2 50 White Russian..... 2 35 White Cloud, laundry..... 6 25 White Cloud, toilet..... 3 50 Dusky Diamond, 50 8 oz..... 3 10 Dusky Diamond, 50 8 oz..... 3 00 Blue India, 100 1/2 lb..... 3 00 Kirkoline..... 3 50 Eos..... 2 50 Allen B. Wrisley's Brands. Old Country, 80 1-lb. bars..... 2 75 Good Cheer, 60 1-lb. bars..... 3 75 Uno, 100 1/2 lb. bars..... 2 50 Doll, 100 10-oz. bars..... 3 05 Scouring. Sapollo, kitchen, 3 doz..... 2 40 Sapollo, hand, 3 doz..... 2 40 SODA. Boxes..... 5 1/4 Kegs, English..... 4 1/4
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SPICES.

Whole Sifted.	14
Allspice	14
Cassia, China in mats	12
Cassia, Batavia in bund.	25
Cassia, Saigon in rolls	32
Cloves, Amboyna	14
Cloves, Zanzibar	12
Mace, Batavia	55
Nutmegs, fancy	80
Nutmegs, No. 1	50
Nutmegs, No. 2	45
Pepper, Singapore, black	13
Pepper, Singapore, white	16
Pepper, shot	15
Pure Ground in Bulk.	
Allspice	17
Cassia, Batavia	30
Cassia, Saigon	40
Cloves, Zanzibar	14
Ginger, African	15
Ginger, Cochin	18
Ginger, Jamaica	23
Mace, Batavia	65
Mustard	12@18
Nutmegs	40@50
Pepper, Sing., black	15
Pepper, Sing., white	22
Pepper, Cayenne	20
Sage	15

SYRUPS.

Barrels	17
Half bbls	19
1 doz 1 gallon cans	2 90
1 doz 1/2 gallon cans	1 70
2 doz 1/4 gallon cans	1 75
Pure Cane	16
Fair	20
Good	20
Choice	25

STARCH.



Kingsford's Corn.

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

Diamond.

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

Common Corn.

20 1-lb. packages	5
40 1-lb. packages	4 1/2

Common Gloss.

1-lb packages	4 1/2
3-lb packages	4 1/2
6-lb packages	5
40 and 50 lb boxes	3
Barrels	3

STOVE POLISH.



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

SUGAR.

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

Domino	5 2
Cut Leaf	5 0
Crushed	5 50
Powdered	5 13
XXXX Powdered	5 25
Cubes	5 13
Granulated in bbls	5 00
Granulated in bags	5 00
Fine Granulated	5 13
Extra Fine Granulated	5 13
Extra Coarse Granulated	5 13
Mould A	5 25
Diamond Confec. A	5 00
Confec. Standard A	4 88
No. 1	4 63
No. 2	4 63
No. 3	4 63
No. 4	4 56
No. 5	4 50
No. 6	4 44
No. 7	4 38
No. 8	4 31
No. 9	4 25
No. 10	4 19
No. 11	4 19
No. 12	4 19
No. 13	4 19
No. 14	4 19
No. 15	4 19
No. 16	4 19

TOBACCOS.

Cigars.

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

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



S. C. W. 35 00

Ruhe Bros. Co.'s Brands.

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

TABLE SAUCES.

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

VINEGAR.

Malt White Wine, 40 grain	7
Malt White Wine, 80 grain	11
Pure Cider, Red Star	12
Pure Cider, Robinson	11

WICKING.

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

Crackers.

The National Biscuit Co. quotes as follows:

Butter.

Seymour XXX	5 1/2
Seymour XXX, 3 lb. carton	5 1/2
Family XXX	5 1/2
Salted XXX	6
New York XXX	6
Wolverine	6
Boston	7 1/2

Soda.

Soda XXX	6
Soda XXX, 3 lb. carton	6 1/2
Soda, City	8
Long Island Wafers	11
L. I. Wafers, 1 lb carton	12
Zephyrette	10

Oyster.

Saltine Wafer	5 1/2
Saltine Wafer, 1 lb. carton	6 1/2
Farina Oyster	5 1/2
Extra Farina Oyster	6

SWEET GOODS-Boxes.

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

Oils.

Barrels.	
Eocene	11 1/2
XXX W.W. Mich. Hdt	10 1/2
W.W. Michigan	9 1/2
Diamond White	8 1/2
D. S. Gas	12 1/2
Deo. Naptha	12 1/2
Cylinder	29
Engine	11
Black, winter	8

Candies.

Stick Candy.

Standard	6 1/2
Standard H. H.	6 1/2
Standard Twist	7 1/2
Cut Leaf	8

Jumbo, 32 lb	8 1/2
Extra H. H.	8 1/2
Boston Cream	10

Mixed Candy.

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

Fancy-In Bulk.

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

Fancy-In 5 lb. Boxes.

Lemon Drops	250
Sour Drops	250
Peppermint Drops	250
Chocolate Drops	250
H. M. Choc. Drops	250
H. M. Choc. St. and	250
Dic. No. 12	250
Gum Drops	250
Licorice Drops	250
A. B. Licorice Drops	250
Lozenges, plain	250
Lozenges, printed	250
Imperial	250
Motatoes	250
Cream Bar	250
Molasses Bar	250
Hand Made Creams	80
Cream Buttons, Pep.	250
and Want	250
String Rock	250
Burnt Almonds	1 25
Wintergreen Berries	250

Caramels.

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

Fruits.

Oranges.

Fancy Navels	23 25
Choice	22 10

Lemons.

Strictly choice 300s.	23 50
Strictly choice 300s.	23 50
Fancy 300s	23 50
Ex. Fancy 300s	24 00
Ex. Fancy 300s	24 00

Bananas.

Medium bunches	1 00
Large bunches	1 50

Foreign Dried Fruits.

Fig.	
California Fancy	15
Choice, 10 lb boxes	13
Extra choice, 10 lb boxes new	18
Fancy, 12 lb boxes	22
Imperial Mikados, 18 lb boxes	2
Pulled, 6 lb boxes	2
Naturals, in bags	7
Dates.	
Fards in 10 lb boxes	10
Fards in 60 lb cases	8
Persians, P. H. V.	5 1/2
1 lb cases, new	6
Salts, 60 lb cases	5

Nuts.

Almonds, Tarragona	16
Almonds, Ivaca	14
Almonds, California, soft shelled	15
Brazils new	8
Filberts	10
Walnuts, Calif No. 1	13
Walnuts, soft shelled	11
Calif.	12
Table Nuts, fancy	11
Table Nuts, choice	10
Pecans, Med.	7 1/2
Pecans, Ex. Large	9
Pecans, Jumbos	12
Hickory Nuts per bu.	21 80
Ohio, new	24 00
Cocoanuts, full sacks	24 00
Chestnuts per bu.	40 00

Peanuts.

Fancy, H. P., Suns	6 1/2
Fancy, H. P., Flags	6 1/2
Roasted	6 1/2
Choice, H. P., Extras	4 1/2
Choice, H. P., Extras, Roasted	5 1/2

Grains and Feedstuffs

Wheat.

Winter Wheat Flour.

Local Brands.	
Patents	4 00
Second Patent	3 50
Straight	3 25
Clear	3 00
Graham	3 50
Buckwheat	4 10
Rye	3 25

Subject to usual cash discount.

Spring Wheat Flour.

Clark-Jewell-Well's Co.'s Brand.	
Pillsbury's Best 1/2s	4 50
Pillsbury's Best 1/4s	4 40
Pillsbury's Best 1/8s	4 30
Pillsbury's Best 1/16s	4 30
Pillsbury's Best 1/32s	4 30
Pillsbury's Best 1/64s	4 30
Ball-Barnhart-Putman's Brand.	

Clark-Jewell-Well's Co.'s Brand.

Pillsbury's Best 1/2s	4 50
Pillsbury's Best 1/4s	4 40
Pillsbury's Best 1/8s	4 30
Pillsbury's Best 1/16s	4 30
Pillsbury's Best 1/32s	4 30
Pillsbury's Best 1/64s	4 30

Ball-Barnhart-Putman's Brand.

Worden Grocer Co.'s Brand.	
Quaker, 1/2s	3 50
Quaker, 1/4s	3 50
Quaker, 1/8s	3 50

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Pillsbury's Best 1/16s	4 30
Pillsbury's Best 1/32s	4 30
Pillsbury's Best 1/64s	4 30

Clark-Jewell-Well's Co.'s Brand.

Pillsbury's Best 1/2s	4 5
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Hardware

How to Handle Department Store Competition.

The competition of the department store, catalogue house and racket store is recognized and felt by the legitimate trade of all lines as being a problem that is most difficult to meet and solve properly. These three classes of business have exactly the same method and plan of operation. They cater to the abnormal appetite of the American people to get something for nothing.

They do this by alternately selecting the most profitable lines of specialties of the regular dealer, periodically putting these goods out at low prices and using them as baits with which to draw trade to their store, on the basis that when a customer is there he will buy other goods than the ones put out at a cut price, thus, on the whole, making a profitable trade.

Another great field which they occupy almost alone is the marketing of seconds which ordinary dealers do not carry. These seconds are bought in large quantities at auction rooms or of manufacturers direct at very low price and are advertised and held out and sold as first grade goods, and the really unfortunate feature of the competition of this class of houses is in the fact that prices of this character are used on the legitimate dealer on the basis of their being the regular everyday selling prices of the department stores in question, and also of their being made on goods that correspond with the first class goods in the dealer's store.

Stores of this class invariably have special sales on special lines during which time only the goods in question are offered at very low prices for first grade goods and at seemingly low prices for seconds. These prices are recalled in nine cases out of ten and the ordinary retail price of the retail dealer is maintained except at these special sales, and in many instances the prices are even higher than the regular trade. The stores in question invariably never exchange nor take back goods purchased. People that deal with them have their appetites whetted by the flaring advertisements they get out, and it acts on the public very much as a lottery or as a gambling device on the gambler.

People go into these stores expecting to get bit and taken in, and if they find themselves swindled seem to be only inspired for a further contest with the tiger in the effort to get square and come out on top. This gambling feature and the effect on the public seems to me to be one of the hardest things to meet or to counteract.

When I was in Chicago a few days ago, I incidentally heard at a gathering of friends of a contest of a certain landlady with a department store. She was a regular patron; invariably got other goods sent to the house than what she had bought; in several cases, where she had selected perfect goods from a lot of seconds, they would send up imperfect goods instead of the article she had picked out. In groceries, a party who boarded at this place and in whom the landlady had confided stated that dozens of times she had received soured goods and imperfect and spoiled groceries of all kinds, and that there was never a week passed that she did not send back articles of this character and force them to take them back, and the only way she had of accomplishing this

was to have the goods sent C. O. D. and refuse to pay for them if imperfect.

This illustrates the enticing effect of the gambling element which these stores in their advertisements offer to the public. One would naturally think that this party, who is but a representative of thousand of others, would have had enough of the store in question by one such experience, but the fact that once in a while she would get a real bargain kept her going just the same.

But enough of the tactics of the stores in question. We all know their methods. We all know their effect. We all appreciate the unfair and demoralizing effect their competition has on our trade. The question for us to consider is how can we, as dealers, meet this competition of both local and the large department stores situated in an adjoining city? Also, how can we meet the same class of competition offered by racket stores and grocery houses who take up our lines of profitable goods and use them as baits for drawing trade.

One of the favorite tricks of stores of this class is to put a cut of some prominent stove of the late pattern in their advertisements at a price which all dealers know the goods can not be sold for. One instance of this kind was where a department store in an adjoining city got a newspaper to use a cut of a stove our store was selling and making its leader, to advertise an entirely different line of stoves which they were selling, without having a single stove of the class in question in their house. In Chicago, it is an everyday occurrence to see cuts of the largest base burners in the daily papers, advertised at from \$15.98 to \$23.49, and when the stove in question is investigated, you will find some old pattern of ten years ago on sale and of a size that is about big enough to heat up a bathroom.

First and foremost, let us look at the facts. These stores advertise prices only on the cheapest grades of the cheapest class of goods of any line. You rarely, if ever, see an advertisement of a guaranteed wringer, or a first class article in any line. In graniteware, nothing but single coated ware and seconds in double coated ware are offered at low prices. In tinware, prices are made and goods are offered in I. C. ware on ware that is not re-coated at all. In woodenware, which is as a rule a very profitable line in a hardware store, seconds are offered, or if firsts, low prices are made on very slow selling articles. The prominent feature of these stores in question is their method of displaying and calling the attention of the public to their goods. Another prominent feature is the fact that they invariably and always advertise prices. Another prominent feature is the fact that they always have their goods right out where people can see them, and marked in plain figures, giving a prominence to the greatest bargains in their store.

It has been suggested, and in fact proved, by many dealers that the way to meet competition of this kind is to meet it on identically the lines on which the stores in question operate. I have been told of one instance in Northwestern Kansas, where a large racket store was started in a town, making tinware and graniteware a prominent item in their advertisements, also using knick-knacks in dry goods, running a meat market, drug department and most of the other lines that were represented in the town.

The dealers in the town carefully

posted themselves on about the class of goods the store had in stock. They had a general conference and all worked together to an end. The hardware store, grocery, dry goods and drug stores, each one made a good round purchase of the goods they were using as their leaders, advertised them far and wide at prices that were actual cost on the same, and the result was that Mr. Racket Store had to quit business in a very short time.

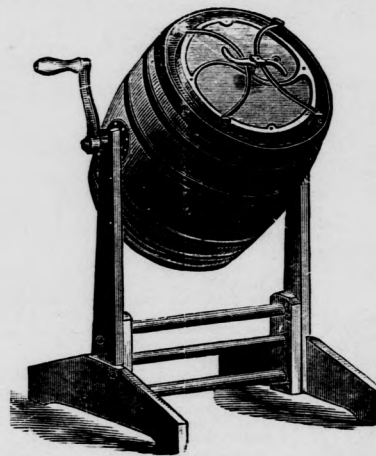
I was told of another instance by dealers at a convention of the Retail Hardware Dealers' Association in Columbus, Ohio, last year, where a very large department store had started up in one of the good county seat towns in Ohio, and the same class of co-operation on the part of merchants in different lines had absolutely broken them up in the space of a very little over a year's time. They had started in making a sad havoc among the regular dealers of the town. It meant a year of unprofitable business to the dealers in question to drive them out, but the object attained and the example set for other department stores who might contemplate coming in there in the future was a most salutary one, and the dealers telling me about it stated that it was the best year's business they ever did,

all things considered. The department store in question used barbed wire, nails, graniteware, tinware and woodenware in the hardware line as leaders.

There was particular co-operation among the hardware dealers of the town; all through they had the best of feeling, were on friendly terms instead of at loggerheads, would loan each other back and forth anything they had in stock and had a general hearty fellow feeling for each other in business life. Each one knew the reason for the cut prices that the others were offering, and it led to no retaliating fight among themselves.

I predict that if this plan of operation should be carried out intelligently, dealers would set apart a per cent. of their gross receipts to be spent for systematic and intelligent advertising, and put to the front at real bargain prices the cheap class of goods the department and racket stores put to the front, that the competition of this class of stores can be nullified and they can be driven out of business in the course of a reasonable length of time. Take the bicycle business for example. Two or three years ago the bicycle dealers of the United States were appalled at the prices at which the Chicago department stores were offering wheels. To-day

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.

you rarely see a bicycle advertised by these sources.

Why? Simply because every dealer in the United States has a cheap John wheel to offer at a cheap John price. They have killed the competition of the department store on this article. Use these tactics on every line in your store.

Have a cook stove, a steel range, a hard coal stove, an Oak stove, have one of each class of the prominent selling goods in your house to offer your trade at a very narrow margin of profit, just as cheap in fact as any one can sell it on the face of the earth.

First take your customer to the best article you have in your store and show up its really good points. In the process of showing up these goods, always call his attention, incidentally, to the cheap John article which you have in stock and particularly to the price at which it is offered. In nine cases out of ten you can range your customer to a good medium priced article at a good profit to yourself.

Half our trouble lies in the lack of thought and in the lack of system which we use in selling goods. Many of us hardware dealers feel mighty smart at the end of the season if we have worked up a sale of fifty to one hundred stoves, even although in doing so we have pushed to the front a very cheap article which has been sold as a leader with but little profit to the store and at a less price than our competitor would willingly sell the goods for. I call that kind of business no business at all.

If a dealer is a business man and has given the subject careful thought, if the demand is for cheap stoves, he will have a sample or two of the cheapest grade of stove for which the demand exists on his floor to show up at a cheap price, and then systematically and every day in the year have a better class of goods from the highest to the lowest on his floor to show up and talk and persuade his customers to buy. You are doing your customer no favor in persuading him to buy a cheap John article of any kind and you must remember that no matter how low a price a purchaser pays for a worthless article he will blame you just as much for having sold it to him as though it had been the highest priced article in your store that had gone back on him. A case in point came under our notice four or five years ago when the airtight stove was beginning its phenomenal sale of the past few years. Three dealers in a certain town carried but one grade of the airtight heater in a couple of sizes and they thought competition forced them to offer this heater at a profit of within \$1 or \$1.50 of the cost of same. On this basis the sale of 100 stoves, which is considered a good run on any one line, would wind up the season with a profit of only \$100 or \$150 for the whole year's business on this class of goods.

One of the other dealers in this town, however, foresaw that this state of affairs would be a very unfortunate wind-up for the season's stove business instead of the several hundred dollars' profit which their stoves had usually made. He met the condition by putting on his floor a large and varied line of airtight heaters, having one stove which was called to the attention of every prospective purchaser at as low a price as any of his competitors could offer on the same size and class of stove.

The rule of this store was to take every customer up to this stove and offer it to him at the above price, after having shown him the best goods in the

store of the same class at much higher prices. The result was that when the season wound up, this dealer had met all his competition in every instance and had not sold over a dozen of the cheap-priced stoves which gave the store scarcely any profit, but had an unprecedented run on the higher priced and higher grade airtight stoves which had probably cost him about the same as the stove his competitors were offering at very much less price.

The result is the year's stove business wound up as very successful and at good profits. The same is true of Oak stoves, cook stoves, steel ranges, base burners, refrigerators and gasoline stoves, and in fact all seasonable articles. Show your customer that you have cheap goods for sale at as cheap a price as he can buy them elsewhere and his desire for cheap goods dies right there, provided you give him an intelligent explanation of the real merits of the articles in question.

Have I made this proposition clear? Your department store pushes and advertises the cheap stove as above at a low price, and it is your business to have the cheap stove at as low a price as any store on the face of the earth could offer it for, and to hold it before the public constantly, but if you are a salesman, to sell your customers better goods.

This quality is the only thing that will hold a job for a salesman in a department store. You look at the sample musical instrument or article of clothing displayed at a way down price in the department store window, but go in their door and if you are able to get a salesman in the store to show you the article and recommend it in any way, shape, or form, you can be sure of one thing, and that is that this salesman will lose his job in mighty short order. A Chicago friend related an instance of buying a mandolin which was displayed and advertised in the big dailies of Chicago as an unprecedented bargain, and shown in the window as such. This party stated that it took him fifteen or twenty minutes to get his eye on the mandolin in question in the stock of this store. The clerk started him in at a \$15 instrument instead of the \$1.08 instrument which was advertised, and carried him clear down the line to the cheap instrument, which was the last thing he got his eyes on.

Another thing I consider important for us as hardware dealers to consider is the question of buying and offering seconds. Many dealers would as soon think of offering poison to their customers as a second in any article. This feeling is commendable, and shows a conscientiousness on the part of the dealer, yet the fact remains that many goods are just as serviceable in seconds as in firsts. When bought intelligently and with reference to the service they are to perform, dealers can safely offer many lines of seconds to their trade and make friends of their customers by so doing, and at the same time offer just as good bargains as any department store on top of the ground.

I have known of one great instance where every year a certain dealer has purchased granite ware, steel hammers, steel hatchets, steel shovels and spades, socket garden hose and other goods, where slight imperfections in the manufacture would render them unsalable as firsts, but not injure the wearing qualities of the goods.

These goods can often be purchased at very great reductions in price, and

offered as splendid bargains and at splendid value to your trade, and it pays to handle them.

The largest store in Saginaw always carries a full line of every article in granite ware in the single coated ware, and offers them at very low prices, always telling the customers just what the grade of the goods is, and they make innumerable friends by doing so. In the consideration of these lines of business, many dealers have hoped that department stores and catalogue houses could be driven out of existence. We might as well make up our minds now that this can not be done. They are here as an element of the trade to-day and are to be met with and dealt with as competitors.

If their plan of doing business will get good goods to the consumer at a less price than that of the regular trade, they are going to win in the end. The thing for us to do is to recognize them and their competition as fixtures and meet it intelligently and give our trade just as good values as they do in good goods, and show up their unprincipled methods where they exist.

People's common sense convinces them that no one can sell an article at cost and continue to do business, yet in meeting their competition you will have to do this very thing and show your customers that their scheme is merely to use the cost price as a temporary bait to catch them on profitable lines, and that probably the next time they want the same article they would have to pay more for it than your regular price.

H. A. COLE.

Hardware Price Current.

AUGURS AND BITS	
Snell's.....	70
Jennings genuine.....	25&10
Jennings imitation.....	60&10
AXES	
First Quality, S. B. Bronze.....	5 00
First Quality, D. B. Bronze.....	9 50
First Quality, S. B. S. Steel.....	5 50
First Quality, D. B. Steel.....	10 50
BARROWS	
Railroad.....	\$12 00 14 00
Garden.....	net 30 00
BOLTS	
Stove.....	60&10
Carriage new list.....	70 to 75
Plow.....	50
BUCKETS	
Well, plain.....	\$ 3 25
BUTTS, CAST	
Cast Loose Pin, figured.....	70&10
Wrought Narrow.....	70&10
BLOCKS	
Ordinary Tackle.....	70
CROW BARS	
Cast Steel.....	per lb 4
CAPS	
Ely's 1-10.....	per m 65
Hick's C. F.....	per m 55
G. D.....	per m 45
Musket.....	per m 75
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 30
Corrugated.....	1 25
Adjustable.....	dis 40&10
EXPANSIVE BITS	
Clark's small, \$18; large, \$26.....	30&10
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List	
New American.....	70&10
Nicholson's.....	70
Heller's Horse Rasps.....	60&10
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16.....	17
Discount, 70-10 to 75.....	
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, F. 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 80
Wire nails, base.....	1 90
20 to 60 advance.....	Base
10 to 16 advance.....	05
8 advance.....	10
6 advance.....	20
4 advance.....	30
3 advance.....	45
2 advance.....	70
Fine 3 advance.....	50
Casing 10 advance.....	15
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	25
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel 1/2 advance.....	85
PLANES	
Ohio Tool Co.'s, fancy.....	250
Sciota Bench.....	60
Sandusky Tool Co.'s, fancy.....	250
Bench, first quality.....	250
Stanley Rule and Level Co.'s wood.....	60
PANS	
Fry, Acme.....	60&10&15
Common, polished.....	70&5
RIVETS	
Iron and Tinned.....	60
Copper Rivets and Burs.....	45
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 1/2¢ per pound extra.	
HAMMERS	
Maydole & Co.'s, new list.....	dis 35 1/2
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 40&10
Wagon's Solid Cast Steel.....	20 1/2 70
Blacksmith's Solid Cast Steel Hand 30c list 50&10	
HOUSE FURNISHING GOODS	
Stamped Tin Ware.....	new list 75&10
Japanese Tin Ware.....	20&10
HOLLOW WARE	
Pots.....	60&10
Kettles.....	60&10
Spiders.....	60&10
HINGES	
Gate, Clark's, 1, 2, 3.....	dis 60&10
State.....	per doz. net 2 1/2
ROPES	
Sisal, 1/2 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, '88.....	dis 50
SASH WEIGHTS	
Solid Eyes.....	per ton 20 00
TRAPS	
Steel, Game.....	75&10
Oneida Community, Newhouse's.....	50
Oneida Community, Hawley & Norton's 70&10	
Mouse, choker.....	per doz 15
Mouse, delusion.....	per doz 1 25
WIRE	
Bright Market.....	75
Annealed Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 40
Barbed Fence, painted.....	2 00
HORSE NAILS	
Au Sable.....	dis 40&10
Putnam.....	dis 5
Capnell.....	net list
WRENCHES	
Baxter's Adjustable, nicked.....	30
Coe's Genuine.....	40
Coe's Patent Agricultural, wrought.....	75
Coe's Patent, malleable.....	75
MISCELLANEOUS	
Bird Cages.....	41
Pumps, Cistern.....	75
Screws, New List.....	85
Casters, Bed and Plate.....	50&10&15
Dampers, American.....	50
METALS—Zinc	
600 pound casks.....	8
Per pound.....	8 1/2
SHOT	
D on.....	1 45
B B and Buck.....	1 70
SOLDER	
1/2 @ 1/4.....	17
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
TIN—Melyn Grade	
10x14 IC, Charcoal.....	\$ 5 75
14x20 IC, Charcoal.....	5 75
20x14 IX, Charcoal.....	7 00
Each additional X on this grade, \$1.25.	
TIN—Allaway Grade	
10x14 IC, Charcoal.....	4 50
14x20 IC, Charcoal.....	4 50
10x14 IX, Charcoal.....	5 50
14x20 IX, Charcoal.....	5 50
Each additional X on this grade, \$1.50.	
ROOFING PLATES	
14x20 IC, Charcoal, Dean.....	4 50
14x20 IX, Charcoal, Dean.....	5 50
20x28 IC, Charcoal, Dean.....	9 00
14x20 IC, Charcoal, Allaway Grade.....	4 00
14x20 IX, Charcoal, Allaway Grade.....	5 00
20x28 IC, Charcoal, Allaway Grade.....	8 00
20x28 IX, Charcoal, Allaway Grade.....	10 00
BOILER SIZE TIN PLATE	
14x56 IX, for No. 8 Boilers, (per pound.....	10
14x56 IX, for No. 9 Boilers, (per pound.....	10

The Boys Behind the Counter.

Stanton—Claude Howell, of South Lyon, who for several years was the popular salesman in the store of the J. N. Cruse Co., was in town last week visiting old friends. He has taken a position as salesman in a wholesale dry goods house in Detroit and will enter upon his duties this week.

Mt. Pleasant—Robert Patterson, of St. Johns, has taken a position in P. C. Taylor's drug store.

Benton Harbor—Will Moore has taken a position in the office of Cooper, Wells Co., St. Joseph.

Otsego—Chas. A. Sams, pharmacist in J. D. Woodbeck's drug store, was called to Petoskey last week by the serious illness of his little son. Word was subsequently received from Mr. Sams that the little one died the night before his arrival.

Mt. Pleasant—Mynard Butts has retired from the position of prescription clerk for P. C. Taylor, to accept a similar position with F. G. Thiers.

Flint—Elmer J. Peachy has resigned his position as manager of Foster, Post & Co.'s bazaar store here and will seek employment elsewhere.

Bellaire—Hugo Hintze has taken the position in Chas. Weiffenbach's grocery store recently given up by T. R. Dunson after a number of years of faithful service.

Rochester—George A. Axford, for the past year with H. J. Taylor, has engaged with Mr. Winans, successor to F. H. Burr, and C. W. Case has taken his place until March 1, when Stone & Case will succeed to Mr. Taylor's business.

Shepherd—E. C. Slocum, of Mt. Pleasant, has taken a position in E. A. Wisdom's hardware store.

Springport—Wesley Dodd is clerking in G. H. Ludlow's grocery.

Bellevue—Geo. G. Spaulding has engaged as salesman in the implement department of H. M. Weed.

Flint—C. A. Holiday has resigned his position with J. H. Gotshall & Co., to take the management of D. Jacobson's dry goods establishment at Greenville.

Manufacturing Matters.

Graafschap—The Daisy Creamery Co. has declared a dividend of 8 per cent from the profits of the past year.

Bay City—Bousefield & Co. are doing the largest business on record at their woodenware factory and are running 300 hands.

Orleans—The Orleans Creamery Association has declared a dividend of 8 per cent from the profits of its first year's business.

Manistee—The Manistee Lumber Co. has absorbed the plant of the Eureka Lumber Co. Both mills will be run to their full capacity.

Marshall—This city can secure a car coupler factory if it will put up a cash bonus of \$5,000 in addition to a free site and free water power.

Otsego—M. C. Woodgate has purchased the broom business of Avery Wolcott and will continue the same under the style of the Union Broom Co.

Menominee—The Kirby-Carpenter Company has only one more year's sawing for its three mills. At the end of that time they will be idle unless arrangements are made for more timber. The Ludington, Wells & Van Schaick Co. will finish cutting all its timber this year, making another large mill in Menominee that will be idle. There are none of the other concerns in the city which have much standing timber except the Girard Lumber Co.

Loomis—S. C. Zeiter is putting in a full stock of logs and shingle timber for his mill at this place.

Saginaw—Gardner & Peterman have purchased 1,500 acres of hardwood timber in Presque Isle county of George F. Reynolds, the consideration being \$10,000.

Munising—Gideon Nadeau is building a shingle and tie mill here for H. M. Loud & Sons, of Oscoda. The plant will turn out 80,000 shingles and 1,800 ties daily.

Garth—The Garth Lumber Co. has sold its cut for the coming season, amounting to 28,000,000 feet of pine lumber, to the Edward Hines Lumber Co., of Chicago.

Traverse City—Richard Rounds & Son have purchased the A. W. Wait factory, at Traverse City, and will start in the foundry business as soon as the weather will permit.

Benton Harbor—W. H. Ray & Co. have opened a factory at this place for the purpose of making stipling machines for berry boxes. They will also manufacture electrical machinery.

Grand Ledge—Torrence & Sullivan is the firm name of the proprietors of the Model Iron Works. They have leased the Beech foundry and will do a complete machine and foundry business.

Roscommon—J. B. Redhead has nearly finished building a new shingle mill at this place and a sawmill is to be added to the outfit. A stock of timber has been secured for the shingle mill.

Detroit—The Detroit Register Co. has been incorporated to manufacture warm air registers; capital stock, \$15,000; in incorporators, Byron H. Edwards, 200 shares; Charles W. Chapman, 299; Junius I. Bruce, one share.

Ann Arbor—Charles A. Sauer, a successful architect and builder, has engaged in the retail lumber business here under the style of Charles A. Sauer & Co. He will also build and operate a planing mill in connection with his yard.

He Sold the Dog.

Brown lived between Gray and Green Gray had a barking dog that was the torment of Brown's life. One day, in his desperation, he told Gray that if he would get rid of the dog he would give him five dollars. "All right," said Gray; "I'll do it." Meeting Gray down town that afternoon, Brown asked: "Have you done what you agreed to do and got rid of that dog?"

Gray: Yes, I've got rid of him.

Brown: Thank goodness! Now I shall sleep nights. By the way, what did you do with him?

Gray: I sold him to Green. He gave me three dollars for him. Not so bad, eh?

In the Market for a Stove.

Put me down as a well-wisher Of my honest old friend, Fisher, He who had my stove in storage when the fire swept it down; I was warm beneath the collar Till he paid me every dollar; Now I want to speak of Fisher as the grandest man in town.

If he starts another storage Place for stoves and other forage He can have my new base-burner, and a lot of other wreck; He can have my china dishes And the closet, if he wishes; He can store the cottage organ and the spotted cow called Speck.

When the first news of the burning Set these wheels of mine to turning, I would hate to place on record all the words that I gave vent; I proclaimed myself disgusted With the man whom I had trusted, That he'd pocket the insurance and I'd never get a cent.

I was wrong, the fact divulges; Now my right-side pocket bulges With the hard, unyielding dollars that are precious in my sight; I am thankful and forgiving, And consider life worth living— And I'll buy a brand new burner of the man who sells it right.

WANTS COLUMN.

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

BUSINESS CHANCES.

FOR SALE—THREE LOTS AND DESIRABLE residence property at 37 Arthur avenue, Grand Rapids. Property cost \$3,500 at low valuation. Will sell cheap for cash or exchange for clean stock of merchandise. B. N. Pickard, Leland, Mich. 890

WANTED—ENERGETIC SALESMAN for our lubricating oil- and boiler compound; experience and energy required; liberal inducements; position permanent. Mohawk Refining Co., Cleveland, Ohio. 859

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 free from January 1 to July 1, '99; no trade considered; will sell for cash only; failing health reason for selling. Address P. O. Box 204, Negaunee, Mich. 848

CLERKS WANTED TO SELL A LINE OF merchants' specialties; easy work; big commission; work after business hours. Address W. R. Adams & Co., 35 Congress St., W., Detroit, Mich. 856

FOR SALE—STOCK OF DRUGS AND GROCERIES, about \$1,000. Will sell id us or groceries or both; good trade; reason for selling, ill health. Address S. & D. B. Anchard, Mich. 855

FOR SALE GENERAL STOCK LOCATED at good trading point convenient to market; fine farming country; place a really tributary to large trade in butter and eggs. Address for particulars J. C. McLaughlin & Co., Montgomery, 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, inventory about \$200. Will sell cheap for cash. J. Schlichter, Jr., New Salem, Mich. 852

SHINGLE MILL FOR SALE, WITH OR WITH out 1.0 acres of land, situated in cedar timber section. Conveniences for boarding men and stabling horses. Address N. & D. C. Jarman, 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. Reason for selling, poor health. Address Mrs. Augustin Leins, 1227 Chisholm St., Alpena, Mich. 849

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

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. 859

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

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 lot), one 40 horse Kimble engine; also one portable bake oven in first-class condition. J. A. Hawley, Leslie, Mich. 832

FOR SALE—TUFT'S SODA FOUNTAIN. Complete, in good order, with three draught tubes and ten syrup tubes and 5x8 foot marble slabs. 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

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

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

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 hold over. Plymouth. 814

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

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

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

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

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, Ka-mazoo, Mich. 810

WE PAY \$100 CASH ON TRUCK 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

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

MISCELLANEOUS.

WANTED—POSITION BY A REGISTERED pharmacist, with a view to buying the stock; married; nine year's experience with country and city trade. Address No. 841, care Michigan Tradesman. 811

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

WANTED—POSITION BY A REGISTERED pharmacist of seven years' experience; young man 25 years of age, single; best of references furnished. Address No. 847, care Michigan Tradesman. 847

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

The "Concave" Washboard

GLOBE CRIMP,
Per Doz., \$2.

SAVES THE WASH.
SAVES THE WASHER.

Travelers' Time Tables.

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

Chicago.
Lv. G. Rapids..... 7:30am *11:45pm
Ar. Chicago..... 2:10pm 9:15pm 7:25am
Lv. Chicago..... 11:45am 6:50am 4:15pm *11:50pm
Ar. G'd Rapids..... 5:00pm 1:25pm 10:30pm * 6:20am
Traverse City, Charlevoix and Petoskey.
Lv. G'd Rapids..... 7:30am 8:05am 5:31pm
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 Feb. 5, 1899.)

GOING EAST
Saginaw, Detroit & N.Y. 6:45am * 9:55pm
Detroit and East..... 10:16am * 5:07pm
Saginaw, Detroit & East..... 3:27pm * 12:50pm
Buffalo, N.Y., Toronto, Montreal & Boston, L'd Ex. 7:20pm * 10:16am
GOING WEST
G'd. Haven Express..... *10:21am * 7:15am
G'd. Haven and Int. Pts. *12:38pm * 3:19pm
G'd. Haven and M. Milwaukee..... * 5:12pm * 10:11am
Eastbound 6:45am train has Wagner parlor car to Detroit, eastbound 3:20pm train has parlor car to Detroit.
*Daily. *Except Sunday.
C. A. JUSTIN, City Pass. Ticket Agent,
97 Monroe St., Morton House.

GRAND Rapids & Indiana Railway Feb. 8, 1899.

Northern Div. Leave Arrive
Trav. City, Petoskey & Mackinaw..... 7:45am * 5:15pm
Trav. City & Petoskey..... 1:50pm * 10:45pm
Cadillac at accommodation..... 5:25pm * 10:55am
Petoskey & Mackinaw City..... 11:00pm * 6:35am
7:45am train, parlor car; 11:00pm train, sleeping car.

Southern Div. Leave Arrive
Cincinnati..... 7:10am * 9:45pm
Ft. Wayne..... 2:04pm * 1:20am
Cincinnati..... 7:00am * 6:30am
Vicksburg and Chicago..... *11:3pm * 9:0am
7:10am train has parlor car to Chicago and parlor car to Chicago; 2:00pm train has parlor car to Ft. Wayne; 7:00pm train has sleeping car to Cincinnati; 11:30pm train has coach and sleeping car to Chicago.

Chicago Trains.
TO CHICAGO.
Lv. Grand Rapids..... 7:10am 2:01pm *11:30pm
Ar. Chicago..... 2:3pm 8:45pm 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; 11:00pm coach and sleeping car.
Train leaving Chicago 3:02pm has Pullman parlor car; 11:32pm sleeping car.

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

GOING EAST.
Lv. Muskegon..... 8:10am *11:45am *4:00pm
Ar. G'd Rapids..... 9:30am 12:55pm 5:20pm
Sunday train leaves Muskegon 5:30pm; arrives Grand Rapids 6:50pm
*Except Sunday. *Daily

C. L. LOCKWOOD,
Gen'l Pass. and Ticket Agent.
W. C. BLAKE,
Ticket Agent Union Station.

DULUTH, South Shore and Atlantic Railway.

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

EAST BOUND.
Lv. Duluth..... *6:30pm
Ar. Nestoria..... *11:15am 2:45am
Ar. Marquette..... 1:30pm 4:30am
Lv. Sault Ste. Marie..... 3:30pm
Ar. Mackinaw City..... 8:40pm 11:00am
G. W. HUBBARD, Gen. Pass. Agt. Marquette.
F. C. ORLAND, Trav. Pass. Agt. Grand Rapids.

MANISTEE & Northeastern Ry. Best route to Manistee.

Via C. & W. M. Railway.
Lv. Grand Rapids..... 7:00am
Ar. Manistee..... 12:05pm
Lv. Manistee..... 8:30am 4:10pm
Ar. Grand Rapids..... 1:00pm 6:55pm

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.

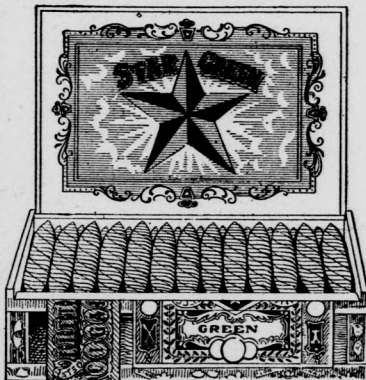
Every druggist, grocer or other person who shall sell and deliver at retail any gasoline, benzine or naphtha without having the true name thereof and the words "explosive when mixed with air" plainly printed upon a label securely attached to the can, bottle or other vessel containing the same shall be 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.**

ALWAYS A WINNER!



\$35.00 per M.

H. VAN TONGEREN, Holland, 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, Cadillac, Big Rapids, Grand Haven, Traverse City, Ludington, Allegan, Howard City, Petoskey, Reed City, Fremont, Hart, Whitehall, Holland and Fennville

Highest Price Paid for Empty Carbon and Gasoline Barrels.

ENGRAVERS

BY ALL THE
LEADING PROCESSES

PORTRAITS, BUILDINGS,
MACHINERY,
STATIONERY HEADINGS,
EVERYTHING.

HALF-TONE
ZINC-ETCHING
WOOD ENGRAVING

TRADESMAN COMPANY GRAND RAPIDS, MICHIGAN.



Awnings and Tents

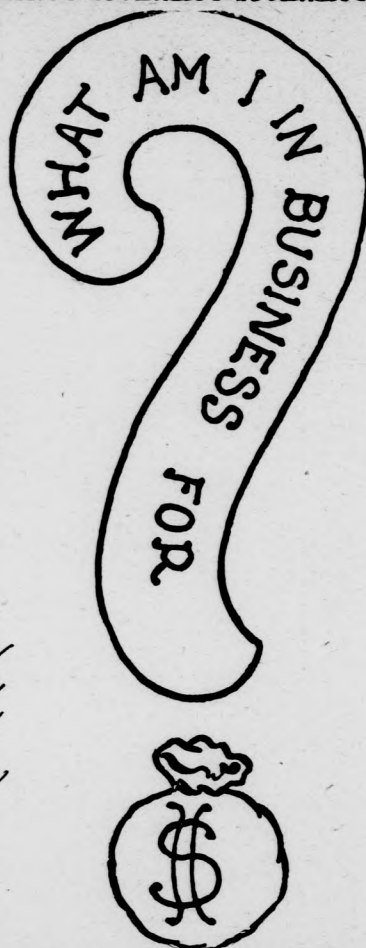
Best goods and lowest prices
in the State. All work guaranteed. Send for prices.

**CHAS. A. COYE,
11 PEARL STREET.**

SYSTEM IN BUSINESS IS GOOD.

The EGORY 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 Egory 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.



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 Scale Co.,

Dayton, Ohio.

Epp's Cocoa

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

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.