

STANDARD OIL CO.

DEALERS IN

ILLUMINATING AND LUBRICATING

OILS

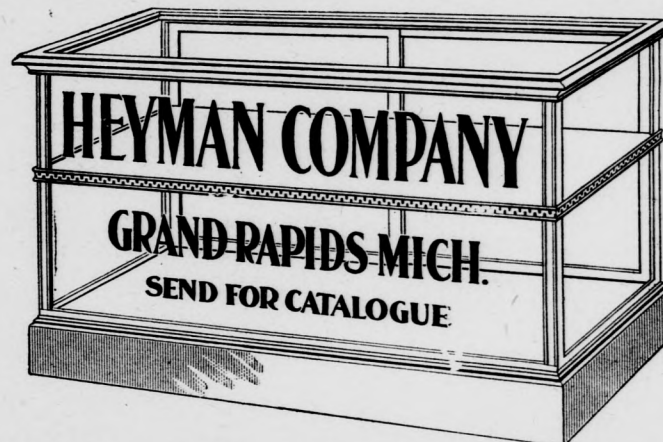
NAPHTHA AND GASOLINES

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

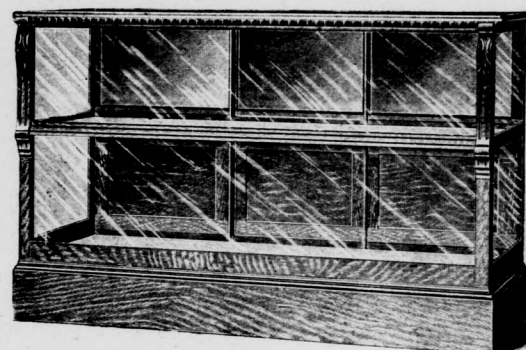
Highest Price Paid for Empty Carbon and Gasoline Barrels.



This Showcase only \$4.00 per foot.

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

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.

WORLD'S BEST

S.C.W.

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

DO YOU RUN A STORE

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

TRADESMAN COMPANY, Grand Rapids, Mich.

BROWN & SEHLER

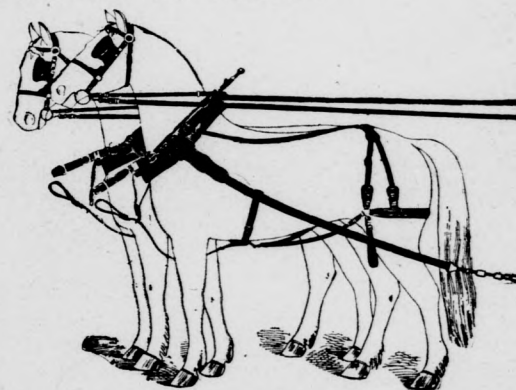
WEST BRIDGE ST.,
GRAND RAPIDS, MICH.

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.



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.

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.



Awnings and Tents

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

CHAS. A. COYE,
11 PEARL STREET.

Sample Incident

Recently a merchant was sampling our cinnamon. As he poured some of it into his hand the superb pungency and aroma inspired the admiration of a couple of ladies standing near by.

"O!" exclaimed one, "I must have some of that."

"But," said the merchant, "I have not ordered it yet. Will you take some if I do?"

"Most decidedly," answered the lady. "And so will I," said the other.

That merchant is now one of our best customers, having discarded all other lines of spices except the Northrop brand.

NORTHROP, ROBERTSON & CARRIER,
LANSING, MICHIGAN.

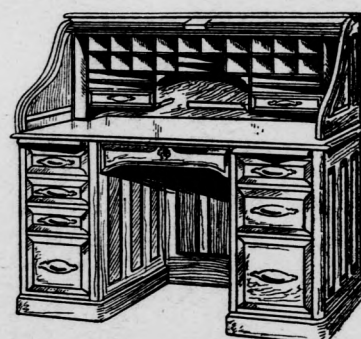
A DESK FOR YOUR OFFICE

We don't claim to sell "direct from the factory" but do claim that we can sell you at

Less than the Manufacturer's Cost

and can substantiate our claim. We sell you samples at about the cost of material and guarantee our goods to be better made and better finished than the stock that goes to the furniture dealers.

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



SAMPLE FURNITURE CO.

JOBBERS OF SAMPLE FURNITURE.

PEARL AND OTTAWA STS.

GRAND RAPIDS, MICH.

PHOTO-ZINC ENGRAVING HALFTONE ENGRAVING WOOD ENGRAVING

The leading modern methods are
The Tradesman Company is fully equipped with complete machinery and apparatus for the rapid production of illustrations by any of these methods. Best results guaranteed in every case.

TRADESMAN COMPANY

GRAND RAPIDS, MICH.

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.

MICHIGAN TRADESMAN

Volume XVI.

GRAND RAPIDS, WEDNESDAY, FEBRUARY 22, 1899.

Number 805

SPRING SUITS AND OVERCOATS

Herringbones, Serges, Clays, Fancy Worsteds, Cassimeres. Largest Lines; no better made; perfect fits; prices guaranteed; \$3.50 up. Manufacturers.

KOLB & SON

OLDEST FIRM, ROCHESTER, N. Y.

Stouts, Slims a Specialty. Mail orders attended to, or write our traveler, Wm. Connor, Box 346, Marshall, Mich., to call, or meet him at Sweet's Hotel, Grand Rapids, March 9 to 14. Customers' expenses paid.



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.....	457,734 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.

Widdicombe Bld'g, Grand Rapids, Mich.

Books arranged with trade classification of names. Collections made everywhere. Write for particulars.
L. P. WITZLEBEN Manager.

Tradesman Coupons

Save Trouble.
Save Money.
Save Time.

OLD-TIME TALE.

Pioneer Experience of a Drummer Forty Years Ago.

"Well," said an ex-drummer to a group of his succeeding juniors, who were swapping yarns in an interval of business, "you fellows have a pleasant time generally in these days of modern improvement in trade and travel, but according to your stories, this rushing through the country on fast trains, taking possible orders from retail merchants who take no stock in you personally and don't care a cent for the man behind the samples, is not in it with such a life as I remember, when it was possible, and also profitable, to combine business and sociality. When I traveled South for X & Co. in the 50s, it was as a gentleman tourist, taking no orders and soliciting none. My little game was to extend the scope of my personal acquaintance, making new friends and keeping solid with old ones. Western North Carolina had no railroads, and, of course, no freight or express lines. The transit of mails and passengers was by stagecoaches, and a trip to or from tidewater was more of an undertaking than a present passage to Europe. It was not easy to go often to market or procure goods, except in quantities, consequently stocks were rarely renewed oftener than semi-yearly, being shipped to the nearest port and hauled thence by long cartage in the wagons of the country. These limited business facilities compelled the interior merchants to make large purchases at their somewhat rare visits to Northern cities. Such trading trips also afforded opportunity for enjoying in moderation the pleasures of the metropolis, and this was assisted by the company of residents, who were capable pilots among the city's nocturnal sights and sounds. Here was where the previously acquainted salesman got in his influence and harvested the fruit of his Southern itinerancy, securing customers as much by politeness as prices.

But I am getting off the track of original intention, which was to tell about old-time methods of going after trade by the indirect way of cultivating social relations. For reasons I have mentioned, interior travel by public conveyance was limited and precarious, schedule time being subject to the casualties of corduroy roads, weary horses and overladen coaches. It was better for the drummer, on arrival at some Northern connected port, to invest in an equestrian outfit, consisting usually of a horse, saddle, bridle, blanket, and in place of trunk or grip, a pair of saddle bags. With these he was independent of time-tables, and a go-as-you-please cavalier of the road, sure to find a hospitable reception, with free entertainment, at private houses, hotels being few. It was a good deal of a picnic, with some business flavor, and pledges of friendship over "old peach and honey" were followed by "hope to meet you later in New York." I always carried weapons, more because it was the custom of the country than on account of confidence in their protection. Never

but once was I inclined to use them defensively.

It was in a wild border country that night overtook me on an unknown road on the way to the country town where I intended to relieve myself of the care of a considerable sum of collected money, by depositing it in a bank. As it grew dark and cloudy I doubted my ability to make it; therefore I looked somewhat anxiously for some inhabited stopping place. It seemed a long way between houses, and the hour was late when I pulled up within bailing distance of a light. "Halloo the house," said I, and a man came out with a blazing pin knot. He greeted me with "How d'ye, stranger," and answering my enquiry for shelter, said, "Well, we ain't keepin' no hotel an' the 'commodations is rather poor. Still, if yer a min' to light down an' come in, you'll at least keep dry, for I reckon there's a storm comin'." Following the torch-bearer into a clearing where stumps and girdled trees were prominent, we came to a small log cabin, through whose uncurtained windows the blaze of a fire gleamed brightly. After telling me to hitch my "criter" in the lee of a fodder stack, my guide pulled the latch string and invited me in. I found there three other men of the mountaineer type, and dressed alike in homespun. Each one of the quartet carried a hunting knife at his side, and there were four long rifles leaning against the wall of the single room, which was entirely without furniture and only lighted by pine knots burning in the wide fireplace. They were not effusive in their greetings, but proffered some fresh-made sandwiches of dried venison and corn bread, also saying, as a bottle was passed to me, "Help yourself to the corn juice, stranger; if you don't like it straight, there's water in that gourd."

My thanks for the lunch were received without response, and it seemed to me that I was considered an intruder. While I ate, my thoughts were busy and my curiosity was alert. What were they there for? Was I in danger of robbery, or worse? My first mental question was answered as they seated themselves on the puncheon floor and resumed a game of cards, which I now learned my arrival had interrupted. The second was not easy to settle; so far there had been little cordiality, yet less cause for apprehension. My enforced visit could not have been anticipated, or the fact of my temporary flush of money known to them. Still, the time, the place, their occupation, and especially their looks were suspicious, and I wished I was well out of their company, repenting that I had invited myself into it. With the remark that I would like to see to my horse, I went out and debated in thought whether to mount and "light out of there," as the local vernacular would put it, or remain and risk the possibilities. Reflecting that if their intentions were hostile my ignorance of the road gave them an advantage, I concluded it was better to make as much defensive preparation as possible and face the chances inside. So I went in again, carrying my horse furnishings,

also a small pistol in each side pocket of my riding coat, and taking a position near the wall to prevent an attack in rear. I spread the blanket, fixed the saddle for a back rest, and sat down to watch the card players, with each hand in a pocket grasping a concealed pistol. No attention was paid to me and all talk was about the game, at which considerable money was lost and won, while I wondered who had been robbed to furnish it, and when a demand, emphasized by the blade of a knife or the muzzle of a rifle, would be made on me to contribute to the stakes. The scene grew monotonous and the strain of expectancy wearisome, until I slept, in spite of my fears, nor waked until the morning sun showed that I was alone, with my person and property intact, besides enough bread, meat and drink left for my breakfast. Well, my first thought was to mentally kick myself, the next that men may not always be taken for what they appear, and finally to remember that gambling was prohibited by statute in any dwelling-house, store, shop or other permanently inhabited building. The lone cabin was neither of these, and I had only briefly interrupted a quiet quartet of card players for keeps.—Uncle Joe in the Springfield Republican.

Will S. Jones, the bright and shining light of the Minneapolis Commercial Bulletin, is a man of many parts. Not content with publishing one of the best trade papers in the world, of achieving international distinction as an expert whist player and of receiving the commendation of the general manager of a great railroad system for his distinguished services in heading a gang of snow shovelers and releasing the passengers of a stalled train from impending starvation, he has now added to his laurels by becoming an after dinner speaker and association advocate, which is likely to make fresh demands on his time hereafter. Mr. Jones does not yet aspire to take rank with Chauncey M. Depew or Sapolio Stevens, but expects, in the course of time, to eclipse both gentlemen in the roles they have so long and so successfully played in their respective fields of usefulness. It is reported—but on authority which the Tradesman deems hardly worthy of consideration—that Mr. Jones formerly paid for the privilege of making post prandial and association speeches, because he realized that he ought not to practice on people without giving them adequate compensation for the privilege; but, now that he has become an expert and has attained something more than a local reputation in both capacities, he is considering the matter of making a fixed charge for his services, except where the occasion is a charitable one and the proceeds are devoted to eleemosynary purposes.

The quality of the stock counts, and the quantity of the stock counts, and the price counts, and the fundamentals count, but the little things, both collectively and individually, count, and count much more than most folks think that they count.

Dry Goods

The Dry Goods Market.

Prints—The rapid advance in print cloths, a steady supplementary demand, and small available supplies of printed goods are forcing a steady upward movement in the latter which promises to carry prices 5@10 per cent. above their present average level before the supplementary demand reaches its height. Almost the entire market, with the exception of some of the more staple lines of prints, are 2½@5 per cent. higher than they were a week ago. Goods in stock are small and in most instances can still be had at old prices, but goods to come from machines that have not been openly advanced are held "at value." Only a few printers are willing to part with the more staple lines at old prices; the majority can not afford to do it, and are out of the market for the present.

Ginghams—Staple ginghams are in several cases advanced ¼c, although no change has been made in open prices. These and dress styles are very hard to find at any price in any quantities.

Linings—Linings in special finishes for dresses, with silk effects, are particularly prominent now. Kid finished cambrics have been rather slow; plain and fancy silesias have shared a more general demand, and orders for future delivery are not generally wanted by jobbers. The clothing trade is taking somewhat larger quantities than last week of both cotton and cotton warp linings.

Blankets—Cotton blankets are nearly all open, and show advances of 2½@7 per cent. over last year. The early business has been good, and one or two houses report that they are nearly sold up. The report that some lines opened at a reduction of about 10 per cent. was a blow at the beginning, but it proved to be stock goods that it was best to dispose of early. These are out of the way, and nothing stands in the way of business now.

Dress Goods—Some very fair reorders are going forward on spring-weight dress goods, although there is nothing unusual in the present situation; serges are, of course, figuring well in the re-ordering; suiting goods have moved particularly well, and promise to hold a prominent place in the fall business. Broadcloths, Venetians, neat fancy checks, etc., are all going well; plaids, mohair weaves, crepons, stripes, etc., are also holding their own in buyers' favor, although there is no let up to the ordering in plain goods in black. The foreign dress goods people are doing little, and do not anticipate much business for two or three weeks or until they get their lines open; they are at present between "hay and grass," but think the prospects are favorable for an extensive business on fall lines. They talk confidently of the prospects of crepon goods, fine serges, mohair effects, poplin weaves, neat checks, plaids and dotted goods; the Eastern trade is expected to run principally to plain goods, although fancies are expected to receive consideration; the Western buyers will probably include a considerable range of fancies in their operations; as regards fabrics there will probably be few departures from the previous season's styles.

Hosiery—The importers are full of life and business is constantly increasing. True, there is not yet as much as was hoped for, but nevertheless, it is

full of promise, and great hopes are entertained. Low grade, seamless hosiery is still in the depths, and but little demand is found. In the finer grades business is satisfactory.

Carpets—The carpet manufacturers in many instances are well employed on the cheaper grades of ingrain carpets, and occasionally mills running on standard all-wool, extra super ingrains report business improving on the latter class. One mill, at least, has had the courage recently to advance prices 2½c per yard, as most of the goods sold average 42½c per yard or under, when 45c is asked. It has had the effect of narrowing the business in standard grades down to a moderate amount. However, the manufacturers feel more encouraged regarding future conditions and feel quite confident that the unusual concessions made this season will be the last, as the outlook for next season already bids fair to be more favorable to all the carpet manufacturers in general. The advance in prices of the leading mills engaged on tapestries has tended to restore confidence. The latest notice received by the trade referred to the fact that the Roxbury (Mass.) Carpet Co. will advance its tapestry carpets 2½c per yard from March 1. All orders received prior to that time will be filled at old prices. With the marked improvement in many lines of general business, the carpet trade has for some time anticipated a change for the better. It is true that the mills are filling orders generally at old prices, but this season marks the change in the tide, when the manufacturer will look forward with more confidence and find easier sailing. Tapestry and velvet carpets are selling fairly well, and while there is not the activity some would like to see, the enquiry is along the line of better goods, including Wiltons. There is no doubt that some mills are perfectly satisfied to continue to accept only moderate orders during the remainder of this season, as prices this season are too low to permit of more than a very small margin of profit.

Upholstery—The jobbers continue to report a moderate business on medium grades of velours and corduroys. The up-to-date manufacturers are constantly bringing out some new effects in this class of goods, which gives a needed variety, and while it is true that there is a growing enquiry for better grades of goods, the velours bid fair to continue in popularity for a long time to come.

The Average Man.

When it comes to a question of trusting
Yourself to the risks of the road,
When the thing is the sharing of burdens,
The lifting the heft of a load,
In the hour of peril or trial,
In the hour you meet as you can,
You may safely depend on the wisdom
And skill of the average man.

'Tis the average man and no other
Who does his plain duty each day,
The small thing his wage is for doing,
On the commonplace bit of the way.
'Tis the average man, may God bless him,
Who pilots us, still in the van,
Over land, over sea, as we travel,
Just the plain, hardy average man.

So on through the days of existence,
All mingling in shadow and shine,
We may count on the everyday hero,
Whom haply the gods may divine,
But who wears the swarth grime of his calling,
And labors and earns as he can,
And stands at the last with the noblest,
The commonplace average man.

MARGARET E. SANGSTER.

A Priceless Souvenir.

"I presume you carry a memento of some sort in that locket of yours?"
"Precisely; it is a lock of my husband's hair."
"But your husband is still alive."
"Yes; but his hair is all gone."

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.



CORSETS

Summer Corsets from \$2.25 to \$4.50 per doz., Waists \$4.50 to \$9 per doz., and all the leading makes of Corsets at lowest prices. If interested, write for samples.

P. STEKETEE & SONS, Grand Rapids, Mich.

We Pride Ourselves

On the line of Muslin and Silk Caps we are able to show this season.

Big values at 90c per dozen.

VOIGT, HERPOLSHEIMER & CO.
WHOLESALE DRY GOODS,
GRAND RAPIDS, MICH.



Egry Autographic Registers

Insure systematic accounting of all money received for sale of goods, a record of all money paid out, a check against all business transactions. Issue at one writing: 1 Printed check bearing itemized bill. 1 Carbon copy of same on blank paper; 1 Carbon copy securely rolled up and locked up, or a summarized record thereof. In fact, the

Egry Autographic Register System

Insures that system in business necessary to its success.
Prices of Registers: \$7.50, \$15, \$20, \$25, \$30, \$35, \$40.
Supplies cheaper than same results can be obtained by any other method. Write for full particulars to

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

Factory: DAYTON, OHIO.
The Egry Autographic Register Co.

TRADESMAN ITEMIZED LEDGERS

SIZE—8 1/2 x 14.
THREE COLUMNS.

2 Quires, 160 pages..... \$2.00
3 Quires, 240 pages..... 2.50
4 Quires, 320 pages..... 3.00
5 Quires, 400 pages..... 3.50
6 Quires, 480 pages..... 4.00

INVOICE RECORD OR BILL BOOK

80 double pages, registers 2,880
invoices \$2.00

Tradesman Company
Grand Rapids, Mich.

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

Around the State

Movements of Merchants.

Marine City—The Colwell Mercantile Co. will remove to Flint March 1.

Almont—Hugh H. Mair succeeds Mair & Cathcart in general trade.

Saginaw—Charles Foster & Co. have discontinued the furniture business.

Hillsdale—Henry C. Langdon has sold his hardware stock to F. B. French.

St. Joseph—Henry Wertz & Co. have sold their grocery stock to Ed. King.

Crystal Falls—The John Tufts Co. succeeds John Tufts in general trade.

Bellevue—The Bellevue Produce Co. has engaged in business at this place.

Tecumseh—Wm. Witherell continues the vehicle business of Witherell & Jones.

Daggett—Dunham & Collette are succeeded by John Dunham & Co. in general trade.

Hillsdale—C. H. & E. D. Sales have engaged in the grocery business at this place.

Wyandotte—Mace, Martin & Craig succeed James Mace in the hardware business.

Shepherd—M. C. Lathrop has purchased the grocery and bazaar stock of Squire Wessels.

Owosso—E. G. Westlake, of Chicago, will open a grocery store here within the next two weeks.

Detroit—C. F. Pennewell & Co. succeed Pennewell, Cowan & Co. in the dry goods business.

Stanton—J. W. Stearns succeeds Strouse & Stearns in the agricultural implement business.

Chelsea—Geo. Harper has retired from the general merchandise firm of Trim, McGregor & Harper.

Port Huron—The J. C. Botsford Co. succeeds J. E. Botsford & Co. in the wholesale grain business.

Marcellus—L. & C. Munger & Co. have sold their agricultural implement stock to C. E. Carpenter.

Lansing—Convis & Hayt have purchased the grocery stock of Leo Ehrlich, at 214 Washington avenue.

Manistique—Norval & Anderson is the name of the new grocery firm which succeeds Falk & Anderson.

Manistique—C. B. Mersereau & Co., proprietors of the Schoolcraft County Bank, have discontinued business.

Jackson—Meade & Durrant succeed Andrew J. Meade in the men's furnishing goods and hat and cap business.

Crystal Falls—The John Trifts Co. has purchased the dry goods and grocery stock of A. L. (Mrs. Martin) Bach.

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

Delray—Connor & Murdoch have opened a men's furnishing goods store here under the name of the New Emporium.

Port Huron—Chas. Robinson, of this city, and Albert Lunger, of Mt. Clemens, have opened a grocery store on Huron avenue.

Hillsdale—Geo. J. Kline has purchased the interest of his partner, Frank B. Gage, in the dry goods firm of Geo. J. Kline & Co.

Tecumseh—Karner Bros. have sold their shoe stock to J. J. Belcher, of Leslie, who will continue the business at the same location.

Hillsdale—The shoe stock of the J. C. Joiner estate was bid in at auction sale by Bert E. Hinkle, who has been manager of the business since the purchase of the stock some months ago.

Ann Arbor—Mack & Schmid, dry goods and carpet dealers, will shortly erect two brick store buildings, 20x70 feet in dimensions.

Henderson—Wm. Johnston, of Rush, has purchased the meat market of Henry Huber and will continue the business at the same location.

Winn—G. O. Adams, general dealer at this place, has admitted his son, Bert M., to partnership, the style of the firm being Adams & Son.

Coldwater—The stock of bazaar goods belonging to Mrs. Mary E. Morgan has been placed in the hands of H. C. Lovelidge as trustee for the creditors.

Escanaba—L. N. Schemmel and Carl Johnson have formed a copartnership under the style of Schemmel & Johnson and engaged in the hardware business.

Durand—H. W. Mann, dealer in wall paper, books and stationery at this place, has opened a branch store at Durand, placing E. B. Shultz in charge thereof.

Hastings—H. M. Erb has sold his interest in the grocery and crockery firm of Phillips & Erb to his partner, who will continue the business under the style of S. E. Phillips.

Lansing—The loss by fire to Birney & Walters' grocery stock has been adjusted and they have again opened up for business at the old stand, corner Washington avenue and Kalamazoo street.

Manistee—J. A. Johnson, who has conducted a mercantile business in this city for the past thirty years, has departed for the Alaska gold fields. He says he will be absent two or three years.

Marion—C. M. Kilmer has sold his grocery stock to J. H. Game and his stock of dry goods and furnishings to A. H. Corwin and C. L. Arndt. Mr. Kilmer will devote his time to buying and selling stock.

Port Huron—The shoe dealers of this city now breathe easier. They feared that B. C. Farrand would inaugurate a fire sale, but were reassured on learning that the insurance company took the stock and will ship it to Chicago.

Holland—D. J. Sluyter has associated himself with John Meeboer, merchant tailor at this place, and will open a men's furnishing goods and hat store about March 1. Mr. Meeboer will have charge of the tailoring department.

Manistee—Miss Edith Smith, who has been in the employ of P. N. Cardozo for several years, will embark in the millinery business this spring. Miss Smith has secured the store formerly occupied by Miss Klaiber and her Easter opening will occur the latter part of March.

Escanaba—City Clerk Henry Wilke, for many years connected with the grocery firm of F. H. Atkins & Co., has purchased the grocery stock of Mashek & Arnold, and will continue the business at the old stand. Mashek & Arnold will devote their entire attention to their lumbering interests.

Saginaw—The millinery stock of Mrs. S. L. Warford, on South Washington avenue, is being moved to Buffalo. Mrs. Warford came to Saginaw in 1853 and has been in business continuously since. There is not another person in business now on the Saginaw River who was in business forty-five years ago. Mrs. Warford's only son, Clarence W. Hammond, Cashier of the People's Bank of Buffalo, is here superintending the removal of his mother to that city. He has purchased a residence for his mother at Springville, thirty-one miles

from Buffalo, where she will take up her residence about May 1, and where she will spend the evening of her years in peaceful content after a long and active business career.

Sault Ste. Marie—Fred W. Roach has purchased the interest of his father in the boot and shoe and men's furnishing goods firm of F. W. Roach & Co. and will continue the business under the same style. A. B. Roach withdraws from the firm in order to devote his attention to other interests.

Owosso—Will H. Payne, of the firm of Crowe & Payne, and Miss Emma Hicks, of Corunna, were married at the home of the bride's parents in Corunna. The wedding was a quiet one, but few besides the immediate family being present. The bride is well known in Corunna and also in Durand, where she assisted her sister for some time in a millinery store.

Saginaw—Wyman Paxson, teller at the Commercial National Bank, and Arthur G. Schoenberg, book-keeper at the First National Bank, have purchased the hardware stock of Biesterfeld Bros., at 213 North Hamilton street, the style of the new firm being Paxson & Schoenberg. Mr. Paxson will retain his position at the bank, Mr. Schoenberg assuming the active management of the business.

Muskegon—Charles Schoenberg, the well-known meat dealer, will erect a two-story brick veneered building at the corner of McKinney avenue and Jefferson street, Muskegon Heights. The block will be 35x70 feet in dimensions and will be occupied by E. C. Bramble of that village with a stock of boots and shoes, dry goods and groceries. He at present occupies the corner store in the Schoenberg block at the Heights.

Manufacturing Matters.

Plymouth—Eddy & Betty succeed Chas. A. Frisbee in the lumber business.

Hardwood—J. E. Reinger has engaged in the cedar post and shingle business.

Horr—B. J. Shourds has been succeeded by Shourds & Denslow in the lumber business.

Clayton Center—The Clayton Cheese & Butter Co. will sell its factory at public auction Feb. 28.

Clare—The Valentine-Clark Company has engaged in the lumber business here and at Pinconning.

Otsego—The William Sebright Co. has been succeeded by Sebright, Hale & Co. in the lumber business.

Albion—Lewis Hunt has leased the creamery at this place and will shortly begin the manufacture of butter.

Ravenna—The Ravenna Creamery Co. has secured the services of Fred Barge-well as buttermaker for the coming season.

Hopkins—Frank P. Mankin, of Kent City, has purchased the C. D. Carpenter cheese factory, and will begin manufacturing for the season April 1.

Greenbush—J. Van Buskirk, who has operated a sawmill near this place a number of years, is putting in a stock of hemlock and cedar this winter.

Detroit—The Detroit Timber & Lumber Co. has been incorporated with capital stock of \$40,000 by Uriel L. Clark, John G. Ferguson and Ward B. Clark.

Menominee—The Lindsley Bros. Co. has been incorporated with capital stock of \$25,000 by G. L. Lindsley, Edward A. Lindsley and A. L. Lindsley. The corporation will deal in cedar exclusively.

Pontiac—M. Halfpenny & Co., manufacturers of sulkies, have merged their business into a corporation under the style of The Martin Halfpenny Vehicle Co.

Bellevue—J. W. French & Sons, railroad contractors and manufacturers of and wholesale dealers in hardwood lumber, have engaged in business at this place.

Sault Ste. Marie—The Sault Ste. Marie Cigar Co. has been organized with a capital stock of \$10,000. James Cohen has been secured as manager of the enterprise.

Saginaw—The Berst Manufacturing Co., which manufactures toothpicks and dowels, is getting 3,000,000 feet of hardwood logs from the Mackinaw division of the Michigan Central.

Flushing—The milling firm of Call & Packard has been dissolved, Fred Whitely purchasing the interest of Mr. Call. The business will be continued under the style of C. L. Packard & Co.

Wayland—Hicks & Clark, planing mill operators and lumber dealers, have sold out to Arthur J. Lincoln and Fred D. Quinlan, who will continue the business under the style of Lincoln & Quinlan.

Manistee—The situation in the lumber line grows more embarrassing for the buyer. It has reached a point now where he has to have the stock and does not know where it is to come from; and all that the possessor of lumber in pile has to do is to sit quietly in his office and receive and turn down offers for his stock, which is so much more valuable than it was last fall.

Manistee—Repairs at the sawmills will be in full blast by the first of the month, and all are sure to be ready by April 1 should conditions be favorable for sawing at that time, but it does not, at this writing, look as though we could have a very early spring, as there is more ice in Lake Michigan than has been known for years, and that is bound to have an effect for some time to come.

The Boys Behind the Counter.

Eaton Rapids—Henry Hogan has severed his connection with J. W. Slater & Bro.'s furniture store. He is succeeded by Amaziah Hubbell.

Lowell—Earl Hunter, who has been employed in the Winegar shoe store for the past six years, left Lowell Feb. 22 for a trip to Atlanta, Georgia, with a view to locating where the weather clerk does not try to knock the bottom out of the thermometer for three weeks in succession.

Kalkaska—Adolph Anspauch succeeds Max Glazer as clerk in L. Glazer's dry goods store. Max goes to Mancelona where he has secured a position in the general store of P. Medalie.

Belding—Frank Hicks has returned from Asheville, N. C., and resumed his former position with Kingsley & Co.

Flushing—H. B. Freeman, who for some time has been in the employ of Herriman & Fox, has secured a position in the mercantile house of Smith, Bridgman & Co. at Flint.

Ontonagon—Miss Bell Robinson has taken a clerkship in the dry goods store of Ada L. Coombe.

Owosso—Carl Beuter has resigned his position with Lyon & Pond to accept a much better position with Edson, Moore & Co., of Detroit. He will at first have charge of the shirt waist department. He is succeeded by John Collins, who has been identified with H. L. Kendrick, of St. Johns.

Grand Rapids Gossip

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at the office of the Michigan Tradesman, Tuesday evening, Feb. 21, Julius J. Wagner presided.

Five new members were elected, as follows:

Simmer & Ryan, Butterworth avenue and Straight street.

Rademacker & Mantie, 141 West Bridge street.

D. S. Gray, 57 West Leonard street.

Bloom & Turnvall, 137 West Bridge street.

Michael Tansey, 356 Second street.

The Committee on Trade Interests made a somewhat lengthy report on the flour matter, detailing the work it had done since the last meeting and the substance of an interview it had had with the city millers, who have agreed to use moral suasion to influence the cutters to get into line. The report was adopted.

The following communication was received from the Secretary of the Jackson Association:

At a meeting of the Association held Feb. 7, the following resolution was unanimously adopted:

Resolved—That the hearty thanks of the Jackson Retail Grocers' Association are due and are hereby tendered to the members of the Grand Rapids Retail Grocers' Association for their courteous and gentlemanly treatment of Messrs. Helmer, Lewis, Branch and Hill on the occasion of the banquet held at Grand Rapids Jan. 23.

The Secretary reported that \$90 had been collected for the legislative fund, of which \$50 had been forwarded to the Detroit headquarters of the propaganda.

The Secretary read letters from a half dozen soap manufacturers who were written to in regard to the adoption of the rebate method or some other good system to secure for the retailer a reasonable profit on soap. The substance of the letters was that the writers would cheerfully co-operate with the Association in any movement which appealed to their good judgment and which received the sanction of a majority of the best part of the trade.

A member complained that the local representative of Lautz Bros. & Co. had loaded up the trade with Acme soap on the basis of \$4 per box and then sold the Morse department store a quantity of the same brand at a price that enabled him to sell it for \$3.80 and \$3.90 per box. The offense seemed so flagrant and the affront to the retail trade was so manifest that the Secretary was instructed to write Lautz Bros. & Co., in the name of the Association, expressing the indignation of the members over the transaction.

Will S. Jones, editor of the Minneapolis Commercial Bulletin, who was present by invitation, addressed the Association at some length on the subject of the card price method, by means of which the Minneapolis grocers have been able to secure uniform prices and profits on flour, sugar, oil and package coffee. He described at some length the methods pursued in his home city and cited as an example of the benefits of the card method the fact that there were but three failures among the grocery trade of Minneapolis during 1898, four failures in 1897 and but five failures in 1896. Even during the panic year of 1893 there were only eighteen failures. He stated that the millers entered into the flour agreement with due caution and much trepidation, but were so well pleased with the results of the arrangement at the end of the first year that their local organization sent the Retail Grocers' Association a check for \$1,000 as a token of their esteem for the method inaugurated by the grocers to secure uniform profits. Mr. Jones also described the way in which the sugar, oil and package coffee cards were inaugurated and maintained and made some suggestions along the lines of the soap problem, which his audience appeared to appreciate. At the conclusion of his remarks, which were well received,

he was thanked by Chairman Wagner, who also asked him, in behalf of the Association, to accept the thanks of the members for his courtesy in attending the meeting and giving the members the benefit of his experience and advice.

There being no further business, the meeting adjourned.

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.

Bananas—The movement of bananas, both locally and at Southern points, has been almost at a standstill, owing to the cold weather. Unloading at New Orleans and Mobile was impossible, because of the chill. The market will rule firm and probably advance during the coming week.

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

Beets—25c per bu.

Butter—Factory creamery is strong at 20c. Dairy grades continue strong and scarce, fancy rolls easily fetching 15c.

Cabbage—Higher and very scarce, on account of amount of stock frozen. The market has moved up to \$20 per ton and is likely to go still higher in the very near future.

Carrots—20c per bu.

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

Cranberries—The market is without charge. Cape Cods command \$7 per bbl., Wisconsin fetch \$6 and Jerseys are slow sale at \$5.50.

Cucumbers—Hothouse stock has advanced to \$1 per doz.

Eggs—Stock is scarce and all receipts are picked up as soon as they arrive on the basis of 18@20c. The cold wave appears to have had a peculiar effect on the hens, in that it suspended the laying of eggs.

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 rules firm. While the supplies have been very liberal the demand has also been large, thus offsetting a possible chance for a decline. Californias are in moderate receipt.

Lettuce—14@15c per pound.

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

Onions—Dealers meet no difficulty in getting 50c for red and 60c for yellow.

Oranges—The supply of naval oranges in California is nearly exhausted, as about 90 per cent of the entire crop has been shipped from the State. Of other varieties there is also a very light supply, many of the Eastern markets drawing upon California because of the recent frosts in Florida which practically destroyed the entire crop. The crop of late Valencias will also be short and when marketed will command good prices. The local movement of two weeks past has been curtailed by the cold weather, but will probably be revived with the coming of warmer weather.

Parsley—Chicago dealers are taking all they can get at 40@50c per doz., in consequence of which local dealers have been compelled to advance their quotations accordingly.

Parsnips—50c per bu.

Pop Corn—1 3/4@2c per lb.

Potatoes—The market is in a waiting condition, due to lack of knowledge as to the amount of stock actually injured by frost. Local dealers are paying 30c per bu. at outside buying points and holding at 40c here.

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

Sweet Potatoes—Illinois Jerseys are in fair demand at \$3.50.

Thos. H. Hart has sold his grocery stock at 254 South Division street to Arthur L. Smith.

The Grocery Market.

Sugar—The raw sugar market is very strong at 1-16c advance, a large block of 66 deg. test centrifugal having been sold yesterday at 4 3/4c. Refined is much stronger and it is announced that all guarantees have been withdrawn.

Coffee—All grades have been rather quiet, with a steady tone to the market. Medium grades of bulk roasted are quoted nominally higher in this market, but the advance has not been pronounced and the situation practically remains unchanged.

Canned Goods—The buying of futures continues and the future market for corn, tomatoes and peas is strong, with most of the favorite brands of tomatoes entirely sold out. Spot peaches are from 5@10c per dozen higher, on account of the extra demand occasioned by the recent reports as to damage done to the coming crop by the late cold snap. There is a good enquiry for gallon apples, but none are for sale by packers and those jobbers who have any surplus stock are holding for higher prices. Sardines are again higher. Reports from Baltimore say that the Bay is still frozen over and that no oysters are being canned and will not be for several weeks. Stocks in packers' hands are light and prices are very firm.

Dried Fruits—Currants are again lower. Prunes are in better demand and the market is very strong. Peaches are about 1/2c higher. Dates are unchanged. Apricots are about out of market. Advices from the Coast say that Pacific ungraded raisins are controlled by speculators, who have advanced the price 1/4c, but this advance has not yet affected the Eastern market.

Nuts—Advices from California say that walnuts are entirely cleaned up, the last car having been shipped about two weeks ago. There are a few still being offered by the Eastern trade, but it is only a question of a few weeks before the market will be bare of this article. Grenobles are firmly held, as the importers are aware of the California situation and intend to get their own price for what few goods they have. The crop was a failure and the imports were not heavy. Peanuts are 1/4c higher. The crop is reported to be much less than early estimates.

Tobacco—Values remain the same as last week, with no change likely to be made for the present. The situation is practically featureless.

Salt Fish—The market is rather quiet, compared with a year ago. This is probably due to the higher prices which prevail for all the better grades of salt fish due to the short catch the past season and the relatively lower value of fresh water fish. It is believed that more activity in this line will be noticeable during the coming week.

Soap—Several advances have been made during the past week, and the announcement has been published in the daily papers that a combination of the principal soap manufacturers of the country is now assured.

The Grain Market.

Dullness appears to prevail in all cereals, owing particularly to the extremely cold weather, which has restricted the movement from first hands, and to the apathy of buyers. Some traders have gone over to bonds and stocks where the speculative field seems to yield better results than in grains. It makes little difference what the speculation touches; let it be railroad bonds or stocks, industrial stocks or bonds, corporation bonds

or even copper stocks—all have a boom, and large ones at that; consequently grain is neglected. There were little spurts upward, but it lacked staying quality and prices sagged off as quick as they advanced. All we can say is that wheat is at the same point in wheat centers where it was one week ago. One change we can note that ought to have given the market some strength—we had a decrease of 543,000 bushels, where another increase was expected. There is also more or less damage talk. However, this is all talk and it has been the same talk of winter wheat generally at this time. In this locality wheat is all right yet.

Corn has slumped more than wheat, which is just the opposite from what traders looked for, and, as the market weakened, a large lot of long corn was sold out, which caused a weakness all around.

Oats shared the same fate and this is the first week in a long time that this cereal showed a weakness. However, we must expect variation in prices now until spring opens.

Rye is the only grain that has not shared in the weakness but remained firm.

Receipts are very moderate, being 46 cars of wheat, 34 cars of corn and 12 cars of oats.

Millers are paying 68c, being 1c advance, as we want to see if farmers will sell.

C. G. A. VOIGT.

Hides, Pelts, Furs, Tallow and Wool.

Hides are poor in quality and high in price. The market is a little lower and there is a demand for all offerings. A syndicate is in prospect among the tanners of uppers, which, like all other syndicates, will pay more for hides and sell leather at a less price than regular dealers.

Pelts are in no supply and are selling at nominal figures.

Furs are in good demand at fair prices, which are not likely to change before the March 10 sales.

Wool is firm at old prices, with small sales. There is considerable enquiry, although not of much consequence.

WM. T. HESS.

The Tradesman appears to have been a little premature in announcing, last week, that the Jas. Stewart Co. had consolidated with the Phipps, Penoyer Co. and that James Stewart had retired from the wholesale grocery business. Such an announcement was apparently justified by the fact that negotiations were in progress and that it was confidently expected that the deal would go through without any hitch. It appears, however, that Mr. Stewart succeeded in blocking the game by securing an option on the stock of the corporation held by Col. A. T. Bliss and the Tradesman is authorized by Mr. Stewart to state that he expects to be able to secure a controlling interest in the corporation in due time and maintain his position as manager of the business indefinitely.

Geo. M. Brown has purchased the interest of his partner, Wm. W. Eaton, in the grocery firm of Brown & Eaton at 701 South Division street.

G. W. Paul, general dealer at Thompsonville, has added a line of hardware. The Clark-Rutka-Jewell Co. furnished the stock.

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

Woman's World

Some of the Drawbacks of the Womanish Man.

Every now and then we meet with one of those freaks of the times—the manish woman. She always proclaims her aspirations after the unattainable from afar, by the way she wears short hair and bobby skirts and stiff shirts and collars and discusses with freedom topics that other women only handle with the tongs. She is absurd enough, heaven knows, but when it comes to being a misfit in creation, she doesn't challenge comparison with the womanish man. He is simply the funniest thing that ever happened.

And he isn't such a rarity, either. Of course, he isn't so conspicuous as the manish woman and he doesn't borrow anybody else's clothes. Nobody is idiotic enough who wasn't born that way to want voluntarily to assume dresses that hook invisibly on the shoulder and take a contortion act to get into, but there are plenty of other ways in which his feminine proclivities display themselves.

As a young man, he is one of those model youths who are the stay and prop of all the beauless girls in his neighborhood. Just let a girl of his acquaintance want to go anywhere and she feels as free to ask him to take her as if he were 80 years old and her grandmother to boot. He it is that we see meekly escorting crowds of girls to the theater or conveying them to the balls, where they meet other men and ignore his existence until it is time to go home. He fetches and carries and mails letters and packs bundles and goes to pink teas and church sociables and nobody accounts it unto him for righteousness, any more than if he were a woman and was expected to do what he didn't like and didn't want to. At parties he is tolled off to talk to the dull girls and dance with ugly girls whom no one wants, but who have to be invited because of their families. People wouldn't dream of asking Tom, Dick or Harry to make such martyrs of themselves, but there is some subtle feminine quality of self-sacrifice about the womanish man that makes his acquaintances always offer him up as a victim on the altar of friendship.

But it is no more the admirable womanly virtues that the womanish man copies than it is the best manly qualities that the manish woman imitates. It is woman's faults and weaknesses, and when a man gives his mind to developing and exhibiting these, he can so far excel any woman that ever lived that it makes her want to shut up shop and go out of business.

Just take the matter of coddling one's self, for instance, and imagining one is ill. Women are bad enough at that, but they don't know the rudiments of the game compared to a man. Just let one fancy he is sick and he makes a walking apothecary shop of himself and goes around with a thermometer taking his temperature every two minutes of the day. Nothing short of the patience of Job would suffice to those who must live with him. Let the conversation waver a moment from his symptoms and he looks injured and hurt. Try to cheer him up by saying you have seen sicker people and you make an enemy for life. He is morally certain that no other human being ever suffered like he does and that it is nothing on earth but his heroic

fortitude that enables him to eat three good meals a day.

Sometimes it takes the form of being particular about his personal belongings, and then the womanish man can give any old maid points on fussing. Let a coat come home from the tailor and he squirms and wriggles before the mirror trying to see imaginary wrinkles in the back. A crease in the wrong place almost sends him into hysterics, and a bag at the knees of his trousers would cause him to shed tears if he wasn't ashamed. To change his chair from one side of the fire to another is to bring a storm about the household that leaves them limp and frightened. I once heard a man like this gravely complaining of his son. "Tom is a good boy," he said, "but he is a great trouble to me. For twenty years my brushes on my dressing table have stood precisely in the same way, with their handles pointing in just exactly the same direction, and notwithstanding he knows how excessively it worries me, he will come into the room and move them. I have had to lock the door to keep him out, and forbid him the room, as, of course, I can not endure such an annoyance."

Now and then—and it is really the most aggravated form of the trouble—the womanish man has the shopping mania and thinks he understands the art. He is strong on knowing linen and things all wool and a yard wide, and you meet him in the department stores under signs reading "marked down from," clawing over socks and unlaundered shirts, and salesmen tell you that a sale of reduced neckwear attended by the bargain hunting man is enough to drive anybody crazy. Of course, so long as he confines himself to his own clothes, it is all right, but he won't stop there, and the first thing you know he comes up with something in the way of a dress or a hat that you wouldn't be seen dead in and you have to decide right then and there between wounding the heart that loves you and making a Mardi Gras out of yourself. And you can think of about seven million things you wanted you could have bought with that same money.

As a general thing the womanish man is the kind of man that other women who are not married to him hold up as an example to their own husbands. "Mr. Blank is such a nice man," they say. "He takes so much interest in his home. He always dresses the salad at the table," or "Mr. Blank helps his wife with the children. He always puts them to bed," or, perhaps, "It is no wonder Mrs. Blank looks so nice when Mr. Blank takes so much interest in her clothes, etc." A close observer may notice that Mrs. Blank never seems as enthusiastically appreciative of the treasure of a husband fate has given her as she might, and one might guess that there were even times when she would be glad to swap off some of the blessings other women envy for just a plain, everyday sort of man who took things as they came without knowing too much about them.

"It's all very well to talk about what a help that kind of a man is," said a woman who was married to a womanish man, "but I can tell you there is another side of the story, too. Just let a man get an idea that he knows anything about cooking and he eats his dinner with the expression of a professional wine tester trying to find faults in the vintage he is sampling. John takes a mouthful, and rolls his eyes up to the

ceiling, and I wait for criticisms. 'Mary, I believe there is a grain too much salt in this soup.' 'Mary, will you never learn that the proper salad to be served with game is so and so?' I am a patient woman, but I declare there are times when I wish I belonged to the class of society that can throw soup plates at each other without getting in the papers. And worse than all, every now and then he undertakes to regulate the servants, and the invariable result is that the cook goes into the sulks and the housemaid has hysterics and the nurse puts on her bonnet and quits. Then about the children. Of course, I want their father to help bring them up and all that, but I do wish I could give them a dose of medicine or buy them a pair of shoes or send them to the dancing class without a long argument over the way his mother used to do in Podunk Corners fifty years ago. And as for my clothes! It's nice of John, of course, to want me always to look nice, but think of the wearing agony of having a critic on your hearthstone who is always wondering why you don't do your hair like Mrs. Smith and who sees and calls your attention to every wrinkle in your bodice and has a fit every time you come to breakfast in a wrapper. Not long ago, after John had been particularly aggravating, I turned to him and said: 'Look here, I don't interfere with your business and I want you to quit interfering with mine. I'm going to run this house without any more suggestions. You are as bad as a woman, and if I'd wanted to live in the house with another woman, I'd have married her to start with!' And that settled him. I don't know what people want to get out of their class for," added the woman with a sigh; "it takes so much thought and effort and determination to be a real first-rate woman, it looks to me like it is work enough to satisfy any woman, while any man who attends to his own business has his hands full without bothering with a woman's privileges and perquisites."

DOROTHY DIX.

American Extravagance.

In contrast with other countries there is a prevailing tendency in the United States to allow expenses to run ahead of the income. This disproportion in the expenditure and acquisition of money is by no means confined to people in one walk of life, but to almost everyone. The average merchant himself is not exempt from this deplorable and unfortunate delinquency, but joins the vast procession which shares in the universal difficulty of making both ends meet. No one can entirely escape the influences of his environment. Goethe has said: "As if goaded on by invisible spirits, the sun horse of time rushes on with the light vehicle of our destiny, and nothing remains for us but to resolutely hold the reins and guide the wheels sometimes to the right, sometimes to the left, from a stone here or a precipice there. Whither it is going who knows? It can hardly be remembered whence it came." It is an age of artificial wants—no one can deny that—and in addition it might be said that it is also a period of emulation. This spirit, which in moderation is very laudable, can work great injury when carried to an excess. The love of display, of pretended wealth, where the reality does not exist, can extend into mercantile as well as social circles and do much harm. Merchants frequently labor under the delusion that a great show of goods is impressive, and leads

people to think that the resources of the store are inexhaustible and therefore most desirable as a center of trade. This lavish display, however awe-inspiring it may be in itself, is not altogether satisfactory in its results to the merchant who finds himself confronted with a large share of the surplus stock left over at the end of a season when it should have been, in large part at least, disposed of. At such a rate as this, no matter what the business of the store may be, the result is the same at the end of the year. There are little accounts to pay or to be put off at a dozen places about town as well as asking extension of time by jobbers. Nothing is held in reserve for the rainy day. Instead, much is done to precipitate the approach of that dark period. In every business, as well as by every man, there should be laid aside a reserve fund both of financial and mental strength which will be of use when the crisis comes. The improvident method of using and managing by which the future is left unprovided for or disregarded entirely can not be too severely denounced. "Waste not, want not" should be the motto.

New Uses for Corn Pith.

One result of our recent war promises to be a new impetus to an industry of great value to the agriculturists of our country. It has been discovered, as an outcome of our naval battles, that cellulose is an immensely valuable factor in the construction of warships. This, as is well known, is the product of the corn stalk. This product is already an article of commerce, and those who control the patents assert that there is practically no limit to the demand for it. The pure pith of the stalk is worth several hundred dollars a ton.

After a series of experiments extending over two years, the United States Government has found in this new discovery a method of making our warships practically unsinkable. It is by placing over the inside of the hull a packing of this corn pith along the water line. The simple device is more than a match for the most powerful shell from an enemy's gun. It does not stop the projectile. It simply allows it to go clear through both sides of the ship if it can, while the holes made in the ship's side close up as if the shell had gone through a sponge. Strange as this may seem, it is accounted for by the fact that this corn pith lining swells up as soon as the water enters the hole made by the projectile. Before the inrush of water has penetrated halfway through this three-foot belt the corn pith has swelled and completely closed the hole, so that not a drop of water enters the ship.

This removes one of the most dangerous features of steel warships—that is, their tendency to sink almost instantly on being pierced by a projectile below the water line. The old wooden war vessels in previous times could be fairly riddled with holes and yet keep afloat. The swelling of the wood and the ease with which they could be plugged made it hard to sink them.

The new battleships which were launched during the past year, the Illinois, the Kentucky, the Alabama, the Kearsarge and the Wisconsin, have all been provided with this lining of corn pith. On these big battleships, designed to be the finest ships of their class in the world, the corn pith is packed in cofferdams three feet thick. They are not placed behind the heavy armor, but extend from the ends of the armor, which protects the middle portions or vitals of the ship, clear around the bow and stern. This thick lining is four feet above and three feet below the water line. The corn pith is packed to a density of six pounds to the foot.

Another new industry has recently developed from the product of corn stalks. This is a process that has been discovered for making paper of corn husks and corn stalks. The process is a very cheap one, and as a good staple grade of paper can be manufactured from this product, the success of the patent is certain.

OLD HAND STILL AT THE HELM

James Stewart Maintains that He Is Still Manager of The James Stewart Co., Limited, and that No Consolidation Has Taken Place.

Saginaw, Mich., Feb. 20—James Stewart's earnest desire is to live and die a credit to the memory of his grand old father, of whom it was said, "He never betrayed friend or foe; a man who feared God only; a man who was true as steel to his friends, who never forgave an insult and was feared by his enemies until his dying day."

Your obituary of myself in the last issue of the Tradesman contains kind words, for which the writer thanks you; at the same time it contains words that will bear correction. Writer has not retired from the role of a wholesaler grocer. He is, in fact, the liveliest corpse in Michigan to-day and will prove this assertion before this century goes out. As to competency, writer has an easy \$100,000 stored up in his head and will gradually convey it to his pocket.

As to his not having received a proper remuneration for his eighteen years' services with this company, that is a truth applicable, not only to writer, but to many others in the same line of business. The disasters that have overtaken a number of old firms prove this. The disasters that are impending over others only go to show that you are right in a general sense.

What has caused all this? Betrayal of confidence and want of faith in one another! The allowing of travelers to cut prices until it has forced a fight for commercial supremacy all over the United States. Three years ago writer cut loose from the old-established credit system of doing business and attempted to convert his customers to the cash method. His company has always been a cash institution and he saw the grand results that could be achieved in this manner. The cash system meant lower prices, closer prices, naturally, than credit.

The first attempt was made in the city of Saginaw. When The Stewart Co. declined to sell goods only to such retailers as were in a position to discount their bills, it raised a howl, not so much from the retailers themselves as from our competitors.

The placing in business of a young man whom the writer had brought up from a boy and who had been in his service sixteen years brought matters to a head. Our competitors joined hands and started out on a crusade against The Stewart Co. Their committees visited every retail grocery, and every grocery even within the limits of the Saginaws, urging them to declare war upon The Stewart Co. It resulted in a general boycott, but a few of writer's friends refused to enter into the nefarious plan. They are still doing business to-day, whereas over forty of the other side have "gone where the woodbine twineth."

The young man who caused all this trouble conveyed his homestead to The Stewart Co. in order to establish his credit firmly and buy his goods at cash prices. He was compelled under written agreement, to sell for cash and cash only and to turn over the proceeds of his sales at least twice a week. The boycott placed upon The Stewart Co. by the retailers, at the instigation of the wholesale trade, now compelled the company

to repeat the cash system upon the East Side of the city. What was the final result of three years' warfare? The Stewart Co. has increased its city sales 300 per cent., is still in the field happy and prosperous, able to discount its bills and defy all competition. Turn from the situation in the city to the country. Defeated in their nefarious work at home, new tactics were employed by our competitors, their travelers were instructed to lose no opportunity to malign, to slur, to bring into contempt The James Stewart Co. Bare-faced lies were concocted every week and spread broadcast, both by employer and employee. It had its effect on men who did not know James Stewart. Small retailers in the country who took it as a compliment to be called into the confidence of the great firms of the Saginaws ceased buying goods from The Stewart Co., but, thank God, the old friends of the writer did not fail him and never believed nor took any stock in the lies. On the contrary they sent in larger orders and despised these men for their hellish purpose. Ask such men as Baker, of Midland; Rogers, of Alma; Adams, of Dushville; Liken, of Sebewaing; Fields, of St. Louis; Crawford, of Reese; Harper, of Edenville; Dolph, of Temple; Martini, of Akron; Secretary of State, Justus S. Stearns; David Ward, of Detroit; Charles Hackley, of Muskegon, and scores of other upright, honorable men, what they think of James Stewart and his methods of doing business. Their answers would hold up the men who have attacked the honor of writer and his firm to the derisive scorn and utter contempt of every right-minded man in the United States.

Writer will say right here that the traveler who informed his firm that he considered himself engaged to sell groceries and not for mud-slinging against an honorable firm redeemed the craft of which he was a member in the eyes of writer, and this company will engage him at a handsome salary whenever he desires to better himself. One honorable traveler is the leaven that leaveneth the whole lump.

The James Stewart Co. has done an honorable business for the past eighteen years. It has failed to declare a dividend in only one year during this period. The last dividend was 6 per cent per annum, the highest one 80 per cent., which was declared at the close of the first year's business. Upon a capital of \$30,000 the business showed net earnings of \$27,000.

The outcome of all this talk for the past three weeks as to the consolidation or absorption of The James Stewart Co., by a certain West Side firm, is an utter failure. It was found impracticable. It has since been made an impossibility. It took \$100,000 cold cash to buy the firm's business. It is much easier to buy a peanut stand. The firm that started in to buy The Stewart Co. wound up by buying the peanut stand. James Stewart is to-day in supreme control of The Stewart Co.'s business interests. His management is covered by a strongly-worded contract during the limitation of the company. James Stewart holds to-day an option upon nearly

every dollar of the stock of the company, and before that option expires his friends have assured him that he will be placed in position to purchase all the stock. The policy of James Stewart has not been a failure. The management of James Stewart has not been a failure. The directors of the company ascertained from the books of the company that the losses of the company during the past five years and bad debts had been \$2,638 on sales of upwards of one and one-half million dollars. Only one customer failed during 1898 and that firm only owed the company \$319. The directors also found that the accounts receivable were worth 93 per cent., after a close scrutiny. The inventory of the firm was brought seriously into question, as to its face value, by the would-be purchasers.

The story was circulated that it was a shop-worn stock of odds and ends, that Stewart's art department ran away up into the thousands. This report was thoroughly exploded when Col. A. T. Bliss was offered by reliable parties 100 cents on the dollar for every dollar of goods in the company's possession and a check for \$10,000 put up as a forfeit to show that the offer was made in good faith.

James Stewart wishes to announce to his many friends that the business will be carried on at the old stand in the usual aggressive and honorable manner. The present officers are Dr. L. W. Bliss, President; Hon. A. T. Bliss, Treasurer; James B. Peter, Secretary. The latter is a prominent attorney in this city and a son-in-law of the Hon. Wm. L. Weber. James Stewart is the man who presses the button, and a score of old and trusty employees stand ready to do the rest to do their duty in a faithful manner, and push the interests of the old firm to the best of their ability.

The oldest employe with Mr Stewart has been with him twenty-seven years; others have been twenty, fourteen, twelve, eleven, nine, eight and seven years respectively. The remainder of the force have been only a short time with the house. James Stewart was described a few days ago as a man who is highly aggressive, arbitrary and egotistical. No firm can hope in these days to succeed unless it is aggressive. Every self-reliant man is arbitrary. As to the last charge, any man aware that he possesses brains must be more or less egotistical. The secret, underhanded work carried on against Mr. Stewart will not be discussed in this communication. It may be brought to the surface at some future time and made public; on the other hand, it may never be disclosed. Time alone will tell.

Mr. Stewart takes this opportunity to thank his friends and customers for the kind messages he has so freely received; also those noble friends who tendered him munificent financial aid when they thought he so sorely needed it. The business of The Stewart Co. will hum from this time on and, when the time comes, if ever it does come, that the name goes down, rest assured, friend Stowe, that, when the battle is over and the dead are ready for burial, your humble servant will not be the only corpse.

JAMES STEWART.



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E. A. STOWE, EDITOR.

WEDNESDAY, - - - FEBRUARY 22, 1899.

AS TO BEET SUGAR.

The growth of the beet sugar industry in the United States indicates that the day is not far distant when we will produce our own sugar.

The production in 1898 is estimated at 43,000 tons, an increase since 1890 of about 40,000 tons. This is largely due to the system of bounties offered by the principal sugar beet growing states. New York pays a bounty of 1 cent a pound on beet sugar grown in the State and made into sugar at a factory within the State. The appropriation for 1897 and 1898 was \$75,000. The American Agriculturist estimates that \$100,000 will be required for 1899. Michigan pays 1 cent per pound for 90 per cent. crystallized sugar produced from beets grown in the State for which not less than \$4 per ton has been paid. One factory at Bay City made in 1898 some 7,500,000 pounds of sugar. Wisconsin offers exemption from taxation for all sugar beet factories for five years from 1897, except local assessments. Wyoming exempts from all taxation for ten years; Minnesota offered a bounty of 1 cent per pound, but the law is now practically a dead letter; Washington offers 1 cent per pound on 90 per cent. crystallized sugar from beets realizing to the farmer not less than \$4 per ton.

Utah and Nebraska paid a bounty of 1 cent per pound on beet sugar for several years, with the proviso that farmers should be paid at least \$5 per ton for beets. The factory near Eddy, N. M., is said to have had a prosperous year and will increase its output this year. California is expected to largely increase her production this year. The Spreckles factory at Salinas will consume 3,000 tons of the beets daily. Four other factories will consume about 3,200 tons daily.

When it is considered that the enormous crop of sugar of the world's production, say about 8,000,000 tons, meets an active demand, it will be seen that the beet sugar production affords a good field for diversified farming in all regions of the country adapted to sugar beet culture. Michigan certainly has a large extent of territory as well suited for this production as New York or California. The elevation, climatic conditions, class of soil and fertility are harmonious with the necessities for the production of a strong sugar percentage.

The world's production of beet sugar is about 4,500,000 tons, Germany being the leading producer and marketing a

large part of her crop in this country. Austria ranks next to Germany. France, Russia, Belgium and Holland together about equal the Austrian output. The indications point to an increased production in 1899. It is stated that during the next season twenty-two new factories will start in Russia. The bounty system will likely continue in the great sugar growing countries of Europe until modified by some mutual agreement, the effort to secure which seems thus far to have been unavailing.

The total imports of sugar into the United States in the year 1898 were 2,689,920,851 pounds. This enormous import certainly leaves great scope for home production of both beet and cane sugar.

The manufacture of calcium carbide from sawdust has been successfully undertaken by the Ottawa, Ont., Lumber Company. The experiment was entered upon some weeks ago, shortly after the plant was established at New Edinburg. It had long been a problem with this company how to dispose of its sawdust. Some time ago a law was enacted forbidding the dumping of sawdust in rivers. Then a genius devised a plan to get rid of the stuff. The new process occupies the same position in the conversion of the cellulose tissue of wood into carbon that the Bessemer process does in eliminating carbon in the manufacture of steel. The Emerson method, which is used, aims to first produce the carbon from the sawdust and then to electrically smelt this with lime to form calcium carbide. It is claimed that by this process carbon can be produced in a better state of purity than by other means, and more cheaply than coal can be mined. Coke and charcoal have more or less sulphur, slate, silica, etc., which are objectionable in the manufacture of iron and steel as well as calcium carbide.

Nearly 1,000,000,000 yards of ribbon of all shades and colors is consumed by the fair sex in general of the continent of Europe every year. Of this huge amount France alone takes one-third, it being a well-established fact that French women are particularly prone to anything of a showy color. Britain comes next, but a very long way behind, with 30,000,000 yards, and the rest is divided principally between Spain, Italy, Germany and Belgium and smaller principalities. Blue and the higher pinks and scarlet are the favorite shades.

The warm-hearted man is quick to put his hands in his pockets when an appeal for charity is made to him. The cold-hearted man hears the appeal and puts his hands in his pockets and keeps them there until the appeal has passed by.

Foreign subjects in this country have no more rights than American citizens; but some of them may think they have, especially those who come from despot-ruled countries where personal liberty is at a discount.

A German paper contains the following unique advertisement: "Any person who can prove that my tapioca contains anything injurious to health will have three boxes of it set to him free of charge."

The election of President in France came and passed so quickly that the political wire workers did not have time to arrange their batteries. Now they are kicking themselves.

DEWEY TO BE AN ADMIRAL.

During last week the Naval Affairs Committee of the Senate presented a bill, which was promptly passed, providing for the revival of the grade of Admiral of the Navy. The officer nominated to this office is not to be retired, except at his own request, and the office is to terminate with the death of the person upon whom it is conferred.

It is, of course, understood that the grade of Admiral of the Navy is to be revived for the purpose of rewarding Rear Admiral Dewey. Admiral Dewey is now the ranking officer of the Navy, but in the ordinary process of law he would be retired for age in another year. Should the bill pass creating the grade of Admiral he will not have to retire at all, but may remain in active service as long as he lives.

There is no difference of opinion, either among the people or among public men, as to the value of Admiral Dewey's services. All accord him the palm as the hero of the war with Spain, and the conferring of high honor proposed will meet with unanimous approval. It was Dewey's victory at Manila on May Day, soon after the outbreak of war, that made it apparent from the very start that Spain's cause was hopeless. The courage and dash with which Dewey sailed into the Bay of Manila and destroyed the Spanish fleet set an example for the other naval commanders, and the overwhelming success of the Navy at all points was undoubtedly greatly helped by the model set up at Manila. The motto of the Navy, after Dewey's victory, was to attack and destroy the enemy's vessels wherever found.

The American people believe that Admiral Dewey has well earned the distinction it is proposed to confer upon him, and that for years to come he will set a shining example to the other officers of the Naval service. It is generally felt that to retire such a man at the usual age of 62 would be to deprive the country of valuable aid from an officer who has demonstrated his ability to meet a great crisis with conspicuous skill and daring.

But few officers of the Navy have held the rank of Admiral; in fact, the only ones were Admirals Farragut and Porter. The rank was created specially for these two officers and lapsed at the death of Admiral Porter. One officer only has so far held the rank of Vice Admiral, namely, Admiral Rowan, and, as in the case of the higher rank, the position died with him.

There has been some talk of reviving the grade of Vice Admiral, but owing to the unfortunate controversy as to the relative merits of Admirals Schley and Sampson, it is not probable that Congress will take any action in that direction, for the present at least.

GENERAL TRADE SITUATION.

While it is impossible that such a long and widely-extended wave of frigidities, culminating in severe blizzards, cutting off communication with the Eastern trade centers, should be without effect on the volume of business, it is a commentary on the general strength of the situation that its passing has been followed with almost instantaneous recovery.

The reactive tendency in the stock market, which had held the average with a variation of but a few cents for three weeks, ended with the storm and a substantial gain has been scored since, although the upward movement is slow,

with a more critical attitude on the part of buyers, which has caused a considerable sagging in the less reliable securities. The general strength is manifest in that transportation stocks, notwithstanding the interference with earnings caused by lessened traffic and cost of keeping lines clear, take the lead in the advance.

The iron industries easily hold their place in the substantial advance. With production far exceeding all records, stocks are not gaining and orders are booked in many cases as far as the producers care to enter them. It is estimated that the actual consumption for January exceeded by 4,000 tons that of any corresponding period. Orders are especially heavy for rails for delivery in the last half of the year and for plates for car and railway works.

The wheat movement continues unexpectedly heavy, considering the interference with supplies, exports exceeding those of last year by about 50 per cent. for the first three weeks of February. The outgo for the seven months ending with January was over 140,000,000 bushels, against 136,000,000 bushels for the corresponding period of the previous year. The price has shown little variation for some time past, gaining in the last ten days about 2c.

In the textile world there is generally a better feeling, on account of the increased demand of the cold weather for heavy weight woollens and the general improvement in the cotton goods trade, although there are still hesitation and uncertainty as to the future in wool, with exception of the grades used in worsteds and chevots. There is also a better feeling in the boot and shoe trade, although the movement is still less than last year or '95.

In spite of the interference of storms the export movement of general merchandise continues very heavy and the growing balances in our favor are causing a considerable inflow of the yellow metal, nearly a million having come from Europe and another million being reported on its way from Sydney.

On account of the scarcity of raw material for the paper mills of Holland they now use the stalks of the potato plant, which can be bought of the farmers for four shillings per ton.

The man who means well is always making trouble. He may do the best he knows; but when he doesn't know anything he carries a narrow margin for reliable friendship.

It costs \$25 to call a man a liar in Nebraska, according to a recent court decision in that State. Time has been when such pleasantries in Nebraska cost lives.

The tongue of a young giraffe is considered a great delicacy by African epicures. The meat of the animal is said to taste somewhat like veal.

The women of Manila have no occasion to go shopping; but as they must eat they go to market, without any dry goods on to speak of.

There is not much encouragement in trying to find a job for a man who does not want to work. He is too particular.

Strangers who are nobody in particular at home seem most anxious to impress you with their greatness.

If one cannot forgive his enemies he had best forget them; for they are not worth remembering.

FLOCKING TO THE CITIES.

The tendency of population in this wonderful age of machinery and electricity is towards the gathering of people in towns and cities. It is true of all new countries settled by the civilized races, as of those of the Old World, where centers of population have existed for thousands of years.

The first census of the United States was made in 1790. There were then a little less than 4,000,000 people in the country, and there were six towns containing 8,000 inhabitants and upwards. Those towns held 3.35 per cent. of the total population of the Union. The last census, in 1890, showed that in 100 years the total population had grown to over 62,000,000, while the towns and cities of 8,000 population and upwards numbered 448, and they contained 29.20 per cent. of all the people.

Dr. E. L. James, of the University of Chicago, who has been making a study of urban populations, thinks that towns containing 1,000 persons or more ought to be taken as the standard of social aggregation, where people live under conditions wholly different from those that prevail in country life, and if his view be taken as the basis of observation, it will appear that there are 3,715 such places in the United States, and that they contain 41.69 per cent. of the total population of the Union.

Towns and cities of 8,000 and upwards were taken as the starting points of urban population, because such towns usually have public arrangements for water, lighting, police protection and municipal government, which are or organized agencies that are not commonly enjoyed in country life or smaller towns. The very existence of such accommodations and conveniences are among the causes which draw people to towns. Then the social or gregarious instinct has a good deal to do with it.

The idea prevails that people flock to cities because it is easy to get employment there; but there is always more need of help on farms in the summer than there is in towns, and during the agricultural season of the year there is commonly a scarcity of laborers in the country. People who have to work for a living do not, as a rule, like the drudgery and long hours of farm life and they seek urban conditions because they suppose they can secure clerkships and other situations with the work lighter and the surroundings more agreeable. Once in the city, they are frequently exposed to hardships and privations of which they never dreamed, and they forbear, for many reasons, to return to country life, although it would be far better for them to do so. There is a fascination in the bustle and stir of a crowd and there is always hope of something better. Then the city is the only place where criminals can hide and ply their nefarious trades with any sort of success.

Farm life is dreary in the winter, where the roads are more or less impassable and the population is scattered so that facilities for social gatherings are meager. Thus is explained the growth of cities in the more sparsely-settled states. The appearance of such urban agglomerations as Minneapolis and St. Paul, Omaha, Kansas City, etc., in what are chiefly agricultural states, is one of the most striking facts of our social life. The three Pacific States, with a remarkably sparse population on the whole, showed in 1890 a population of 901,644 in cities of 8,000 or more inhabitants, while the remainder of the

population, rural and village together, only amounted to 969,643. A similar state of things exists in Australia, where a still larger percentage of the population than in the United States live in towns and cities.

The drifting of population from the country to the cities will continue in the same rapid proportion as in the past, and the movement will be promoted, as it has been, by the use of improved machinery in agriculture, enabling a smaller number of persons to produce the articles of necessity which are consumed by the population.

One of the inevitable developments of this extraordinary urban growth will be a necessity for the establishment in the country of state and municipal farms, to which the excess of city population made up of those classes that are unable to secure employment, and those who are physically able to work, but will not, must be transported and forced to earn a support in the production of agricultural food and forage crops.

The number of persons in cities who pretend to be seeking employment, but who never intend to do a stroke of honest work, and who prey upon society in one way or another, is very much greater than is imagined. There are in this city many able-bodied men pretending that they can get no employment and begging for money with which to buy food. They will not accept gifts of food, but only want money to spend on their depraved appetites. Not unfrequently, when such fellows have been taken to public houses to be fed, they have begged the proprietor to give them in money half the value of the proffered meal, as they did not want to eat. Nine times out of ten, the able-bodied loafer who pretends that he can not get employment will refuse work offered to him, and when he begs for a dime or nickel with which to buy a loaf of bread, he would be greatly disgusted if bread were offered him.

Of course, in times of great financial panics and public calamity, from droughts, extraordinary visitations of cold, floods or storms, or of strikes and lockouts, there will always be great numbers of worthy and industrious workers out of employment; but they are so only temporarily. However, the remedy in all such cases is state and municipal farms, where work can always be had at wages that will at least sustain life until better times can be realized. As to the constitudinal loafers and able-bodied beggars and tramps, they should be gathered up and forced to work under guard and under a rule that they who do not earn by labor shall not eat.

In this way there will in time be a counterflow of population from the overcrowded cities to the country. Provision should also be made for the sale of small farms to those who desire to become landowners, upon some system of installment or partial payments. Many a man who is in virtual slavery to poverty in cities could become independent if he could get the opportunity to work in the country on such a basis.

Wheat is now grown farther north than ever before. At Fort Providence, on the Mackenzie River, 200 miles farther north than Sitka, Alaska, a splendid wheat crop was grown last season in the fields belonging to the Roman Catholic mission.

The man who is generous to a fault should be good to his own faults.

OUR MERCHANT MARINE.

In the early years of this century the British shipbuilder, unable to resist his prejudices, refused to follow the models of the American marine architects. The old British shipbuilder and the old British seadog shivered their timbers and refused to surrender to the blooming beggars of Yankees. Steadily and surely the superior American craft took the carrying trade, until, in 1850, they had one half. Would you believe that, in the period from Howe to Nelson, the French built better ships than the British? In these good old days stout British ships of the line had "hogged" bottoms; that is to say, their structure sagged down at the stern and bow. Collingwood complained bitterly of the behavior of his ships. The famous India merchantmen were unwieldy tubs. The ambitious American builders were urged to greater endeavors to produce fine lines in ships, being filled with just pride for their famous vessels.

Then came the civil war and, about the same time, the change from wood to iron. Various good reasons are assigned for the dispersing of the merchant marine of the United States, but, among other facts, the American shipbuilders clung to their wooden triumphs, and, with prejudice in their hearts, looked with disfavor upon the new marine designs which were driving the oaken hulls from the sea. They refused to turn their ship yards into iron mills, and now, except in the coastwise trade, there is practically no American merchant marine.

EDUCATING THE MASSES.

There is quite an active controversy going on in Chicago over the public school and particularly the courses of education taught there.

The Chicago Chronicle says the controversy is based on the fact that in the public schools a great many departments of advanced science, fancy and ornamental branches, mere accomplishments, "fads" and freak studies, not forming a part of a good common school education, are maintained at great expense and to the exclusion from full school privileges of large numbers of children, especially of the poor, who seek instruction only in the common branches of learning.

This is the trouble in many public school systems, which, instead of insuring to all the children instruction in the necessary branches, squander the money of the people in the teaching of matters that are of no practical use to the majority of the people. Ambitious school boards are often carried away with the notion of multiplying the number of high schools, and as appropriations for schools are never as great as are needed, the result is that many children are denied the simple rudiments of an education in order that a few may indulge in the higher branches of learning. The object of the State should be to fit its sons to be honest and useful citizens. To perform such functions they need absolutely the essentials of reading, writing and arithmetic. Fancy studies and higher branches are not requisites, nor can they be given to more than a limited number, who are thereby made the subjects of a sort of favoritism at the expense of the great majority.

William A. Clark, United States Senator-elect from Montana, will be an interesting personality even among that collection of most interesting personal-

ities that makes up the distinguished body of rulers to which he will go as the accredited representative of the State of Montana. This is not solely because he is enormously wealthy, but also because of the qualities which have enabled him to amass his riches, he having won his vast fortune by purely personal effort and by seizure of opportunity. At a fair estimate, Mr. Clark's wealth may be stated to be about \$30,000,000, and his daily income about \$5,000. Its accumulation began when he was a mere boy at labor. Now his capitalistic operations reach from one tidewater to the other. In old Mexico is the impulse of his resources felt. In Europe painters and sculptors know his name and respect his judgment. He owns mines of gold and silver; he extracts sugar from beets; he operates coal mines and railroads; he owns a factory for the manufacture of copper wire; he is beginning to grow coffee, sugar cane and rubber, and may become a grower of tea; he is a broker and a stock grower. His one ambition since Montana was admitted to the Union has been to represent the State in the United States Senate. He was elected by the first Legislature, but the Senate seated his Republican contestant. Again, in 1892, he made the race, but his unrelenting enemy, Marcus Daly, forced a deadlock, and Mr. Clark failed to win by two votes, after a fight of sixty days. This time he has beaten his old enemy, although he had to go outside of his own party for help to do it.

A very great many persons in this country have come to accept "Anglo-Saxons" as meaning white persons who speak the English language, and as embracing all such persons. A gentleman connected with the Bureau of Ethnology in Washington points out that the word has no such meaning, and that there would be just as much reason in including among the "Anglo-Saxons" of the United States the negroes who are born here, and who know no other tongue than English, as there is for including indiscriminately all English-speaking white persons. The writer asserts, indeed, that the Anglo-Saxons in the United States make up less than 10 per cent. of the total population.

It is stated that there are now 73,800 postoffices in this country, or one office for every 1,019 inhabitants, while in 1861 there was only one office to every 54,000 inhabitants. This seems almost incredible, but, if true, argues an increase not only in population, but in the average intelligence of the country. The figures, if correct, argue the existence of immense ignorant and non letter writing areas of country in 1861 that do not exist now. There are few better indications of the civilization and enlightenment of a country than the number of postage stamps it uses.

A German doctor who has been collecting information about the habits of long-lived persons finds that the majority of those who attained old age indulged in late hours. Eight out of ten persons over 80 never went to bed until well into the small hours, and did not get up again until late in the day.

It is a rule at the well-known banking house of Coutts & Co., London, that none of the bank clerks wear mustaches. It has long been considered a point of business etiquette that all the gentlemen employed at the bank should wear frock coats during business hours.

Fruits and Produce.

Growing Oranges in More Northern Latitudes.

Man is seeking to improve nature's work upon the orange and it is likely that he will be able to do it. If success crowns experiments now in progress the orange will become a hardy fruit, able to grow and bear even as far north as Canada, with skin that will peel off as easily as a tangerine's and perhaps devoid of the seeds that now threaten the perils of appendicitis.

Such a re-creation of this luscious fruit—for that is what it would amount to—would deserve to rank with the greatest marvels of the end of the century. It would revolutionize and expand the orange growing industry almost beyond the limit of the imagination and remove all danger from the frosts and freezes that now from year to year either blight in large degree or entirely destroy the trees and their fruit in the states where they are grown.

The freeze in the Southern States in 1894 and 1895 destroyed every orange tree, causing a loss upon the crop expected of nearly \$5,000,000, and a damage to the industry in general that has been computed at the extraordinary figure of \$75,000,000. It will be five years yet before orange growing is on a paying basis and ten to fifteen years before the orange crop is as large as it was at the time of the disastrous weather.

Since that time the Agricultural Department has been experimenting in the cross fertilization of oranges in the hope of producing one or more varieties that will resist the attacks of frost and that will possess the other qualities not found in the fruit of to day.

The practical part of the work is being conducted in a greenhouse back of the Department building, in the mall, under the constant direction and supervision of H. J. Webber and W. T. Swingle, special agents of the Division of Vegetable Physiology and Pathology.

Up to the present the experimental processes have been productive of the results expected, but the most interesting and delicate stages are yet to come. In the greenhouse there are at least 1,000 hybrid growths from the seeds that have been crossed, and next spring many of these will be taken to the Southern States and grafted on the orange trees growing there. Then at least three years must elapse before the grafted trees will begin to bear the fruit that is to be hardy, sweet, loose skinned and perhaps seedless.

The history of the experiments is of rare interest. In 1892 Messrs. Webber and Swingle were in the South studying the diseases that affect oranges, and there the need of a hardier orange than the usual varieties was brought to their attention. This was emphasized by the disastrous frosts of 1894 and 1895. The growers had sought to overcome their foe by selecting for planting and development seeds from only the hardiest of the trees growing in their fields, but even these succumbed to the severe attacks of the invading cold.

In the meantime experiments conducted by Mr. Webber turned out unfavorably, through no fault of his own. Therefore, it was not until 1897 that he succeeded in hybridizing the orange in a way to insure the favorable result of planting or grafting. He had found, prior to the hybridizing, that the Japanese trifoliate orange, although its fruit is small and of little value except for

preserves, is deciduous, and so hardy that it can be grown without protection so far north as Philadelphia. A number of these trees had been planted in the Department grounds and in spite of cold had borne fruit, which, however, was so small and bitter as to be good only for preserving. It occurred to him to cross the Japanese variety with the different kinds that flourish in the South to get the hardy quality. The practical work of hybridizing then commenced, and the mature buds of the trifoliate and of the other kinds were selected when they were nearly ready to open. The tips of the corolla were carefully pried apart until the stamens were exposed. In these flowers the anthers, or male element, are attached to the filaments by very slender threads, which are easily broken, and the simplest method of removing the stamens was to pull them off with fine pointed forceps. This process is termed emasculation, and during it great care had to be exercised not to open the stamens and accidentally pollinate the flower.

After emasculating the flower a bag of paper was passed over the twig bearing the flower and tied around the stem in such a way as to effectually exclude all insects and foreign pollen. In a few days, when the pistils had time to mature, the sacks were removed and the pistils pollinated by rubbing the stamens over them. Then the sacks were replaced and allowed to remain until fecundation took place and all danger from the action of foreign pollen was over. The seeds of the fruit resulting were taken and properly labeled, after which they were planted in the greenhouse, where in less than two years they have grown and thrived in temperate temperature. In many cases the perfect crossing of the varieties can be observed by examining the leaves. The trifoliate has a leaf that is small and pear shaped, while the ordinary orange leaf is longer and larger. The hybrid that wholly unites the two has a leaf that is larger than the trifoliate, but has the latter's chief characteristic.

If the seedlings that are grafted on the Southern trees develop a fruit that can not be killed in blossom or maturity by the winters in that section the scientists will feel that they have been sufficiently repaid for all their efforts. Orange growing then would not be attended by the great risks that now encompass it. In addition, if a hardy orange can be produced that will live in the North and yet have the sweetness and juiciness of the Southern fruit, then the work of nature will have been wholly improved by the hand and intelligence of man.

Citrus Fruits in Chicago.

According to late reports Chicago handled 40 per cent. more citrus fruits in the year just closed than during the preceding twelve months. There was little or no increase in deciduous fruits handled, and the increase in California fruits was estimated at 10 to 15 per cent. The great increase in the quantity of California citrus fruits handled was owing to the enormous crop of oranges in that State. For the first time in the history of the trade there was no line of demarcation between the old crop and the new. It appears that the total for the month now closing is fully equal to, if not in excess of, the same period last year. A good deal of the fruit which was expected to come to this market has been kept in the West, and Chicago has taken the bulk of it.

The darkest hour is always when you can't find the matches.

FIELD SEEDS

POTATOES-BEANS-ONIONS ETC.

SEND SAMPLE BEANS WHEN ANY TO SELL

MOSELEY BROS.

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

BEANS

We are in the market every day in the year for beans; car loads or less, good or poor.

Write us for prices, your track. The best equipped elevators in Michigan.

C. E. BURNS, Howell, Mich.

SEEDS

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

ALFRED J. BROWN SEED CO.

24 and 26 North Division Street,

Grand Rapids, Mich.

Extra Fancy Navel Oranges

Car lots or less. Prices lowest.

Maynard & Reed,

54 South Ionia Street,

Grand Rapids, Michigan.

HARVEY P. MILLER.

EVERETT P. TEASDALE.

MILLER & TEASDALE CO.

WHOLESALE BROKERAGE AND COMMISSION.

FRUITS, NUTS, PRODUCE

APPLES AND POTATOES WANTED

WRITE US.

835 NORTH THIRD ST.,
830 NORTH FOURTH ST.

ST. LOUIS, MO.



FREE SAMPLE TO LIVE MERCHANTS

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

GEM FIBRE PACKAGE CO., DETROIT.

Hermann C. Naumann & Co.,

353 Russell Street, Detroit, Mich.
Opposite Eastern Market,

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

HARRIS & FRUTCHEY

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

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, Feb. 18.—Perhaps the less said about the markets here the better, if strict accuracy is to be maintained. Of course, there have been some buying and some selling, but the volume of deliveries must be mightily curtailed. Never has the city been in worse condition as to its streets. The snow is piled from one to five feet deep throughout the wholesale district, topped with mud, or ashes or matter not so cleanly, with rivers of slush like pea soup at the base. To take a step is likely to land one ankle deep in—not clear, clean ice water, but the aforesaid soup. And to see the vain endeavors of drivers to get through or over or around the snow banks and to avoid other wagons is comical. Rivers are so full of ice that it is almost impossible for lighters to land and the fog hangs low and thick. Altogether, New York is in a condition of serious trouble and, if the doctors do not reap a harvest it will be a wonder.

While deliveries have necessarily been retarded, the tone of the coffee market has not been especially encouraging in other directions. Buyers seem to be taking only what they need for current wants and sellers are in a somewhat passive mood. Rio No. 7 remains at 6½c and the quotation is firmly held at that. Invoice trading is dull, as might be expected. Receipts continue to be large at primary points, amounting on Thursday to 23,000 bags at Santos and Rio. The amount in store and afloat of Rio on the 17th aggregated 1,377,720 bags, against 1,151,772 bags at the same time last year. West India growths are dull and the market is uninteresting. Fancy sorts move with some freedom; but they are somewhat limited in supply and fetch full quotations. The market is steady for East India growths, with not very much business going forward.

The tea market is quiet. Orders from out-of-town dealers have been of the fewest in number and for the smallest quantities—just enough to tide over the blizzard with. Sales generally have been of tea for price, and the market for invoices has been quiet. Prices show no weakness and dealers generally feel that the future has some "plums" in store, so they are taking matters quietly.

The American Sugar Refining Co. announces that it will guarantee prices for 30 to 60 days on orders for 500 barrels and upward. This has been about the only item in the sugar market of note during the week. The announcement causes a little better feeling in the market, but the volume of business going forward is very small and jobbers are not taking stocks ahead to any great extent. It was impossible to make shipments with any degree of celerity until Thursday. Conditions are steadily improving in this direction and there are few orders untilld.

Supplies of really desirable domestic grades of rice are not large, but still seem sufficient to meet present wants. Full values are insisted upon by the holders of the best sorts. Lower grades are steady and the market is quite firm all around, although the demand is not at all overwhelming, nor is it expected to be at this time of the year. Prime to choice Southern, 5½@6¼c; Japan, 4½@5½c.

Sinapore black pepper is worth 10¼c and is very firmly held. Aside from this article the whole line shows no special change, nor does the situation warrant any further comment.

Molasses and syrups have been in only everyday request. The very best grades have sold with some freedom, but there is still room for improvement. The weather conditions have doubtless made themselves felt in the molasses market.

Contract sales of canned goods so far exceed in 1899 any former season. Most all packers have sold their '99 pack and this is especially true of the packers of fancy peas. Tomatoes are steady and quiet, with Jerseys, spot goods, held at 82½@85c. Futures are firm at 80c. In-

diana cans of 35, it seems, are not as large as the Jersey cans and the Hoosier State can send 35 here for 75c. They have sold over a million cases for next season's delivery. Future delivery of peas has been large and the prices vary from 65c up to \$1.40.

Best Western creamery commands 25c and is hard to get. It is impossible to give any fair statement as to the status of the market, as the whole situation is so demoralized. Shipments are delayed and next week will, it is hoped, bring order again.

The cheese market is about unchanged. A little has been done in an export way in the fancy grades, but delays have occurred to such an extent up the State that deliveries are very uncertain.

The egg market has advanced for the best grades and this stock will fetch at present about 30c. A few days of warmer weather will bring in such supplies as will materially make a lower rate all around.

Florida Orange Growers Changing to Hay and Tobacco.

From the New York Sun.

Three years after the memorable frost that killed three-fourths of her orange trees down to the roots a cold wave has again invaded Florida, her orange industry is once more prostrated, and the damage can not be repaired for several years.

Last season was a poor orange year, but fruit from the trees that sprang from the old roots was coming into the market and the crop was about half as great as that yielded the year before the disaster. About 40 per cent of the orange growers, disheartened by their former misfortune, had abandoned the business. Those who hopefully kept on find all hopes of profit blasted again for years to come. In the large orange district of Deland, about 100 miles south of Jacksonville, all the trees have been killed, and in the more southern districts the groves are said to have been badly hurt.

Orange growers said last year that the Florida crop would not reach its former proportions for ten years, and many believed that the crop would never again reach its old magnitude. The result of this new misfortune will be to increase the present tendency in Florida to substitute other crops for oranges. Many orange growers have already turned their attention to other products and have prospered. They are growing tobacco and hay, and not a few have gone into stock raising. More attention is now given to pineapples, and although the pineries were damaged by this cold wave, the loss will not be very great, for the plant is grown partly under cover to protect it from the fierce Florida sun.

Of course there will now be a fresh boom in California orange culture. The present tariff on all citrus fruits has practically stopped orange importations, but even if Florida goes out of the business we may still grow all the oranges we can consume. California's crop last year, about 6,000,000 boxes, was larger than the world's output not many years ago.

A Wall Paper Trick.

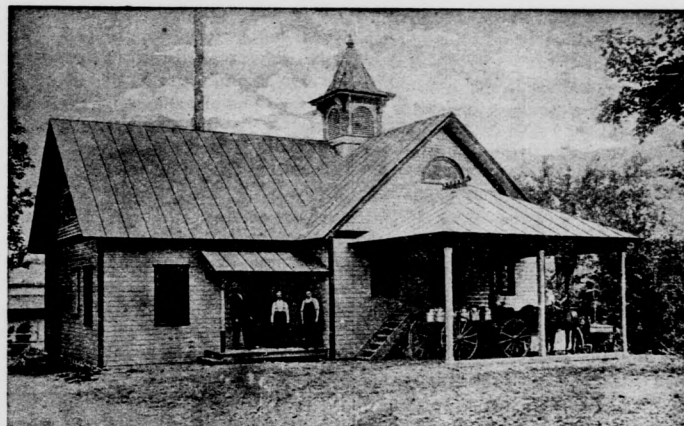
"An old fellow came along the other day," says a Philadelphia restaurant keeper, "who gave me a pointer I had never dreamed of. He came in and offered to patch up all the bad places in my wall paper, and so skillfully that I couldn't find a place after it was done. Well, I hadn't any patching to do, but I bet the old chap a quarter and his dinner that he couldn't do what he said. I tore a patch out of the wall paper, and when he was through eating he went to work."

The first thing he did was to cut a piece of blank wall paper big enough to cover the hole and paste it over. Next he took a brush and painted a ground the same as the other paper. Then, kick me if he didn't take other brushes and colors and paint in the design of the paper. I willingly yielded up a quarter with the dinner and was satisfied when I saw the alacrity and ease with which the fellow did his work."

Creameries

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

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



A MODEL CREAMERY.

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

Creamery Package M'f'g Co.,

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



BEANS, HONEY AND POPCORN
POULTRY, VEAL AND GAME

Consignments Solicited.

Quotations on Application.

98 South Division St., Grand Rapids



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.

We are Headquarters for Onions

If you have any stock, we will buy it.
If you want any stock, we can supply it.

Vinkemulder Company, Grand Rapids, Mich.

JOBBERS OF FRUITS AND PRODUCE.

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.

MEN OF MARK

W. L. Freeman, President of the Worden Grocer Co.

It is comparatively easy to write an extended sketch of a man who has traveled the country from one end to the other, a globe trotter who has scaled the Alps, penetrated into the regions of the midnight sun, explored darkest Africa, or a man who has been prominently identified with numerous enterprises in the course of a lifetime, but the man who has lived in but two places in his life and has been connected with but one house, although with several changes of names and administrations, during a period of twenty-six years, can hardly be expected to prove a rich field for the biographer; and this uneventful career will naturally compel his biographer to exercise greater brevity in the narration of the important events of his life than he would wish.

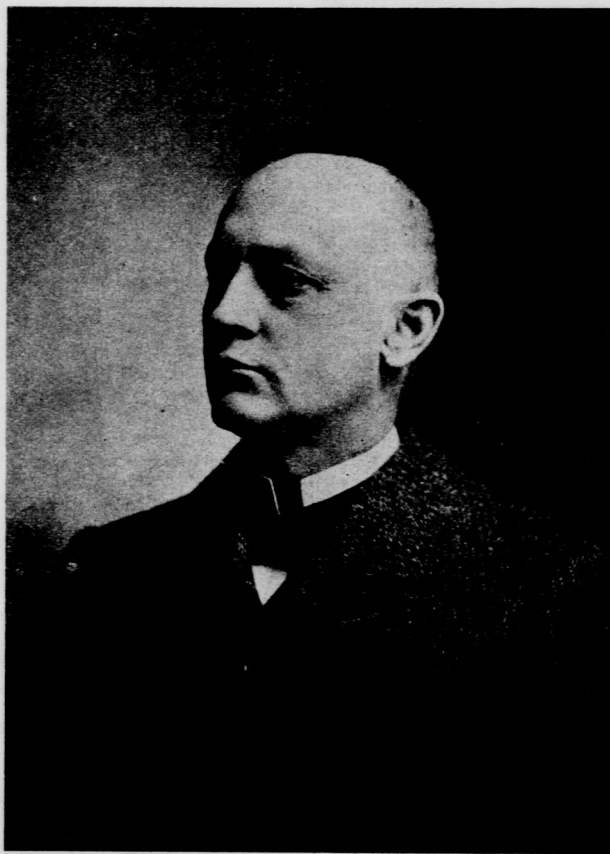
William Leslie Freeman was born in Halton county, Ontario, May 12, 1853. The place of his birth is now known as the village of Freeman and was given the name in honor of his father, who was a Nova Scotian of English descent and moved westward, settling near the shores of Lake Ontario on a farm. His mother was descended from good Welsh stock and he appears to have combined in his make-up the sturdy qualities of persistence, steadfastness and tireless energy which the annals of history tell us have enabled these two races to play so important a part in the world's civilization. He was the eleventh child of a family of twelve children—six girls and six boys—of which three girls and three boys survived the vicissitudes of childhood and passed into the world of manhood and womanhood, taking an active part in their respective spheres of life. William Leslie passed his youth on his father's farm, performing such work as might be expected of a country boy and obtaining such education as he could from the district school, which he attended regularly until August, 1873, when he made a visit to his brother, Thomas S. Freeman, who was at that time engaged in the wholesale grocery business under the firm name of L. H. Randall & Co., the pioneer grocery house of Grand Rapids. The Great Republic, offering more brilliant prospects for an ambitious young man to succeed in life than the Canadian Dominion at that time, allured him. He liked the town and the people, the enterprise and push of the young Furniture City, and quickly made his choice. Within a week he was installed in a minor position in the establishment in which his brother was then connected as manager and buyer. A year later he was promoted to the position of billing clerk, and filled the post most satisfactorily until March, 1878, when he reluctantly accepted a temporary assignment as traveling salesman for the house, covering a territory extending from Reed City to Little Traverse, now known as Harbor Springs. He was so successful in this capacity that the firm induced him to continue traveling for three years, when he was again called into the office, as assistant book-keeper and house salesman. Any old traveling man who visited the Northern Michigan retail trade in the early 'seventies,' when railroads were few and far between, can testify to the fact that the life of the "drummer" was no picnic and traveling in the early days was considered more of a privation than a pleasure. The subject of our

sketch was no exception. He found that there were but four places on his route where he could get a decent meal or find a comfortable place to sleep and the necessities of his vocation compelled him to take many long and tedious drives which at the present time can hardly be imagined. Where now are good hotels, good roads and sunlight then were crooked trails through sunless forests of pine, and he has many vivid recollections of exhausting trips, one in particular which he made to Vogel Center in the face of a blinding snowstorm. He started from Cadillac in the morning behind a pair of Indian ponies in the expectation that he would make Falmouth and get to Lake City for the night, but the storm so increased in severity that he did not reach Falmouth until 10 o'clock at night, having spent fifteen hours in an open sleigh without food or shelter, except that afforded by the continuing stretch of pine forest

carries with it the general management of the business.

Mr. Freeman was married Dec. 7, 1877, to Miss Evelyn Graham, of Grand Rapids, and is the father of four charming daughters, the eldest of whom is pursuing a musical education in Brooklyn under the direction of the Misses Peck. An only son died about ten years ago as the result of bursting a blood vessel. The family reside in their own pleasant home at 17 South Prospect street. Mr. Freeman was a member of the Methodist church in Canada, but after his removal to this city he became an Episcopalian and is an adherent of St. Mark's Church. He is a member of De Molai Commandery, Knights Templar, and has taken all the Masonic orders up to the 32d degree. He is not much of a club man and seldom permits outside attractions to take him from his own hearthstone.

Mr. Freeman is inclined to be modest



through which the trip was made

Mr. Freeman remained in continuous active work with the five houses respectively succeeding the original firm of L. H. Randall & Co.—Freeman & Hawkins, Freeman, Hawkins & Co., Hawkins & Perry, Hawkins, Perry & Co. and Hawkins & Co.—he being the company of the last two firms, Hawkins, Perry & Co. having been organized in 1887 and Hawkins & Co. in 1890.

On the organization of the Worden Grocer Co., in January, 1895, he was elected Treasurer and had charge of the buying as well as the pricing of the goods, and largely to his thorough knowledge of the business in the minute details of the office work, as well as practical experience on the road, can the success of the Worden Grocer Co. be attributed. On the death of Mr. Worden, the late President of the company, he was unanimously elected to the presidency of the corporation, which office

in attributing his success to any particular quality of his own, unless it be to hard work. He likes to be busy and says he never feels better than when his desk is piled full of work, but those who know him best and realize the faithful service he has given the establishment with which he has been connected for so many years appreciate the fact that not alone to his love for work, but to his mental and physical capacity, his social disposition and congenial qualities should be attributed what success he has met in the commercial world, and his many friends rejoice that, as the reward of twenty-six years of continuous service with one house, he has reached a position where he will be able to demonstrate that his experience has not been for naught; that he is quite as able to direct the destiny of a large jobbing house as he was to carry forward the work of a subordinate position, and his many friends among the trade, both wholesale and retail, will join the Tradesman in the hope that his relations with all concerned may be as pleasant and profitable in the future as they have been in the past.

"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.

HAD THEIR PAPERS.

Adventure of a Salesman in a Country Town.

Written for the TRADESMAN.

"I never make light of a poor cigar, not even when my wife purchases for me a box of them solely to match the tint or hue of my smoking jacket. You may discredit it, gentlemen, but it's no chimerical pipe-dream. It's no extemporary effusion when I remark that if it had not been for a lot of poorly-made cigars your humble servant would be wearing a lawn tennis suit in the Illinois penitentiary this very small particle of time that hangs so wearily over our heads."

The man with the Maduro-colored hirsute appendages dextrously lighted a match on the edge of his steam-laundried cuff.

The gentleman with the Claro-tinted filaments unconsciously manicured his finger nails by rubbing them over the many bumps of self-esteem that jagged his otherwise symmetrical head. Turning to the speaker he said:

"I might say the same thing myself. I happened to be smoking one of those weeds once and the young lady I was talking with suddenly thrust her finger through one of the rings of smoke and considered herself engaged; and she came near suing me for a breach of promise."

The owner of the Maduro whiskers laughed so heartily that the ashes of his cigar tumbled and slid down the polished surface of his shirt front.

"What I was speaking of, gentlemen, is no joke, but on the contrary came near proving a very serious thing for me."

"As it wants an hour of train time what's the matter of you giving it to us?" spoke the Claro-whiskered man.

"Yes, by all means let's hear it," chimed in the Maduro-bearded man.

"Well, gentlemen, you see I had just started out for a Chicago house and it was on my maiden trip for the firm. It was all new territory for me, and it was for the house for that matter. I called on town after town without the least possible success when finally one morning I stopped off at a little town in Illinois of perhaps three or four hundred inhabitants. As I got out at the tumble-down looking depot I observed that my watch had stopped, so, putting down my grip, I went in and set my time-piece with the railroad clock. On coming out I thought my grip had been moved, but gave it no further concern and enquired the way to the hotel.

"As I went into the caravansary they appeared to be holding some kind of an

indignation meeting. A crowd was collected around an old-fashioned iron safe. The man who was doing the most talking was a granger-looking personage and he was swinging his arms like a brakeman making a running switch.

"It didn't take me long to catch onto the fact that he of the red face was a stock buyer, that the night previous he had given his host \$700 for safe keeping and during the night some one had gone through the old iron box and abstracted it. Just then the drover caught sight of me

"Well, Cap', we've been wonderin' where ye went so d—m suddin. It 'pears ter me ye made yerself mighty scarce this mornin'. Ain't goin' 'way, air ye?"

"Evidently I was mistaken for someone else and I blushed to the roots of my hair.

"Mr. Whatever-your name is, I've just come in on the morning train. You undoubtedly take me for someone else."

"Ther' hain't so many folks stop here but what it's dead easy ter remember 'em all. I'll admit ye got a pretty good-sized jag onto me last night, but I'm all here this mornin'. P'r'aps ye know suthin' 'bout this here robbery?"

"It was getting interesting. It was impossible to convince the enraged stock buyer that I was not the person who had been buying the drinks the night previous. Even the bar-keeper got on his ear and said when I got the whisky out of me I probably could recollect all about it. This made me hot and I punched him one, whereupon the crowd jumped onto me. In the scuffle my grip was opened and—would you believe it—in it was not only the missing money, but the finest kit of burglar tools you ever laid eyes on!"

At this the Claro-whiskered man sighed, "Oh, I don't know."

"Well, gentlemen, it appeared to be all up with me, and I was about to be placed in the village bastille when the landlord of the hotel, who went away the night previous on business, returned. They told him what was up. He came closer to me, smiled and turning to the crowd said: 'Gentlemen, you have the wrong man. Although this fellow is capable of the crime, and even of worse things, yet his story is undoubtedly correct. The villain who has been stopping here for the past two days probably left on the same train that this man came in on and, as he says, in his hurry changed grips while he was regulating his watch.'

"Did they capture the rogue?" asked the Maduro whiskered man.

"That's what they did; and it would have puzzled my own mother to have

picked me out. He was the perfect counterpart of myself. You see, when I set my grip down and went into the depot he came out of the other door with his grip and had the agent check it. The agent checked the wrong valise. They were exactly the same kind of grip. Yes, the crook got ten years, which would have certainly been dealt out to me if the landlord hadn't known me."

"How was he so dead sure it was you when you say it would have puzzled your own mother to have picked you out?" asked the Claro-whiskered man.

"Well, that's where the funny part of it comes in. About eight years before that time I was running a small cigar factory in Kutztown, Pennsylvania. I discharged one of my men, but of course gave him two weeks' notice. During that two weeks he worked on a brand of handmade cigars which I called 'Charlie's Best,' named after myself. Instead of having a lithograph label I had the photographer strike me off some photographs, which I pasted on the covers of the boxes. They were first-rate likenesses. This same hotel man ran a hotel in a small town near Kutztown. I sold him a thousand of this brand and saw no more of him. But what had that cigarmaker done for those last two weeks he was with me but twisted the fillers of every one of 'Charlie's Best' he made; and that landlord got hold of 'em in those I sold him. He moved from Pennsylvania to Ohio; from Ohio to Indiana, and from there to the town in Illinois. Every where he went he took those cigars; and

he had a box of them in the case when I struck the town. He said he would have known me if he had seen me in sheol!"

"Yes, I believe I would have known you if I had seen you there," observed the Maduro-whiskered man.

"What's that?"

"You don't know me, eh? Why, I am the landlord that ran the hotel! I've been to the Klondike and am now President of a mining company. Look here!" and the Maduro-whiskered man took from his pocket a green lithographed looking paper which bore his name and the amount of stock he held.

"Well, I am glad to hear of your success. I myself have since become a member of the firm I travel for and here is the amount of stock I hold."

The Claro-whiskered gentleman had also brought out a paper.

"I, gentlemen," he quietly said, "am not any stockholder, but, as I see it is necessary for a man to produce his papers for what he says, please glance over this pardon from Governor Altgeld. I am the burglar! But I have reformed and am now traveling for a safe company."

CLYDE W. FRANCIS.

Justifiable Homicide.

Magistrate: Why did you commit this unprovoked assault?

Prisoner: I wanted to get my picture in the papers.

Magistrate: Well, will you be good if I let you go?

Prisoner: I am afraid not. I now want to kill the artist who made the pictures.

HARVEY F. MILLER EVERETT F. TEASDALE

MILLER & TEASDALE CO

Wholesale Brokerage and Commission.

FRUITS, NUTS, PRODUCE.

300 N. THIRD STREET.

ST. LOUIS.

District Agents
SOUTHERN CALIFORNIA FRUIT EXCHANGE.

EXCHANGE	UNITED STATES	CODES
INTER-STATE	CALIFORNIA	
ARMORY	BACON	
BAKER'S POTATO		

St. Louis, Mo., Feb. 20, 1899.

Mr. E. A. Stowe,
Editor Michigan Tradesman,
Grand Rapids, Mich.

Dear Sir—We have been using your paper as a medium for advertising our business for the past two years, and must say that it gives us pleasure to attest to the very satisfactory results which we have received. Hardly a day passes but that we receive some communication from Michigan, stating that the writer saw our advertisement in the Michigan Tradesman and desired to correspond with us, and we have secured many valuable shippers in this way.

The writer, E. F. Teasdale, traveled through Michigan, visiting our shippers in that State during the summer of 1897. He found a copy of the Michigan Tradesman in every store and business house where he went. One of our representatives, who traveled through Michigan in our interest the summer and fall of 1898, makes the same report.

We are doing a large business as shippers' agents, representing the largest shippers in all parts of the country, handling fruits, nuts and produce. It is our business to market what they grow and ship, and we have been successful in this line. We are advertisers in all of the fruit and produce publications in this country and, while we cannot always figure direct results from all of them, we are pleased to state that the Michigan Tradesman is an exception in this respect, inasmuch as we can trace many pleasant and profitable business relations to correspondence which resulted from our advertisement in your publication. We are glad to make this voluntary and unsolicited statement in your behalf.

Yours truly,
Miller & Teasdale Co.

Dio. E.P.T.

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

Shoe Polishes and Dressings.

There are a great many different kinds of shoe polishes on the market, both good and inferior. Competition has driven many firms to making a cheap article; for low-priced goods must be poor in quality to compare with the prices, and, like everything else, will have their run, while standard goods will always have their market value.

Men of sound judgment are fast becoming aware of the fact that it is to their advantage to keep only standard polishes, which they can recommend as beneficial to their goods.

In buying or using a polish for one's shoes, the first thing is to enquire for a polish which will be beneficial to the leather—one which will soften, preserve and give a genteel polish, and will also keep the shoe as waterproof as possible. Polishes, to do this, must be free from acids and all injurious substances that would antagonize and depreciate the quality of the shoes. Such a polish should be a soft and flexible solution which when applied will lubricate the pores and, acting as rubber, resist moisture, and keep the shoe from becoming hard and cracking. This happens in the use of the old-style paste blacking; but when the paste washes off the pores of the leather absorb the moisture, driving out the oil, and when dry we find the leather hard and ready to crack. Paste blackings are a thing of the past. To-day liquid polishes of the non-acid stamp, applied with a sponge or brush-dauber and polished with a brush, are the correct thing.

There are other so-called waterproof polishes on the market. These are liquids applied with a sponge and dry themselves, and act more like a varnish when applied to one's calf shoes than anything else. Stop and reason! Is anything that will dry and harden beneficial to the leather just because it gives a shine?

In a few instances there are polishes, commonly called dressings, which give a dry shine after having been applied with a sponge. In the quality of these there has been a great improvement of late, the dressing leaving the leather soft and glossy. These dressings are designed only for ladies' and children's bright or glaze shoes, commonly called French kid, which are almost free from absorbing pores, and leave a thin coat of polish which readily dries and leaves the shoe soft and bright. Dull leathers should never have a dry-shine dressing applied to them. The liquid, friction polish is the only correct one for use on ladies' and gentlemen's calf shoes.—Geo. H. Pike in *Boots and Shoes Weekly*.

Early Inventions for Shoe Manufacture.

In 1809 David Meade Randolph obtained a patent for fastening the soles and heels to the innersole by means of little nails. The lasts he used were covered at the bottom with plates of metal, and nails that were driven through the innersoles were turned and clinched by coming against the metal plates. To fix the soles to the lasts during the operation the metal plates were each perforated with three holes, in which wooden plugs were inserted, and to these the insoles were nailed.

In the following year (1810) the inventor, M. I. Brunel, patented a range of machinery for fastening soles and uppers by means of metallic pins or

nails; and the use of screws and staples was patented by Richard Woodman in same year.

The various sewing machines by which uppers are closed and their important modifications for uniting soles and uppers are principally of American origin. The patent secured by Thomas Saint, in the English Patent Office, in 1790, while it foreshadowed the most important feature of the modern sewing machine, indicated more particularly the device now adopted in sewing leather. After the introduction of the sewing machine for cloth work its adoption for stitching leather, both with plain thread and heated wax thread, was a comparatively simple task. The first important step in the more difficult problem of sewing together soles and uppers by machine was taken in the United States by Lyman R. Blake in 1858. Blake's machine was ultimately perfected as the McKay sole sewing machine, one of the most successful and lucrative inventions of modern times. Blake secured his first English patent in 1859, and the original machine was very imperfect and was incapable of sewing around the toe of a shoe; but a principal interest in it coming into the hands of Gordon McKay, he, in conjunction with Blake, effected most important improvements in the mechanism, and they jointly, in 1860, procured United States patents, which secured to them the monopoly of wholly machine-made boots and shoes for twenty-one years. On the outbreak of Civil War in America a great demand arose for boots, and there being simultaneously much labor withdrawn from the markets, a profitable field was opened for the use of the machine, which was now capable of sewing a sole right around. Machines were leased out to manufacturers by the McKay Company at a royalty of one-half to three cents on every pair of soles sewed, the machines themselves registering the work done. The income of the association from royalties in the United States alone increased from \$38,746 in 1863 to \$589,973 in 1873, and continued to rise until the main patents expired in 1881, when there were used in the United States about 1,800 Blake-McKay machines, sewing 50,000,000 pairs of shoes yearly.

The monopoly secured by the McKay Company barred for the time the progress of the invention, notwithstanding which many other sole sewing machines were patented. Among the most important of these is the Goodyear-McKay machine for welted shoes, the first mechanism adopted for sewing soles on lasted boots and shoes. These machines originated in a patent obtained in United States by August Destroy for a curved-needle machine for sewing outsoles to welts; but the mechanism was not successful until taken in hand by Charles Goodyear, son of the well-known inventor in India-rubber fabrics.

Is Every Inch a Man.

He went up the pathway singing;
I saw the woman's eyes
Grow bright with a wordless welcome,
As sunshine warms the skies.
"Back again, sweetheart mother!"
He cried and bent to kiss
The loving face that was lifted
For what some mothers miss.

That boy will do to depend on.

I hold that this is true—
From lads in love with their mothers
Our bravest heroes grew.

Earth's grandest hearts have been loving hearts,
Since time and earth began!
And the boy who kissed his mother
Is every inch a man!

Some old-fashioned folks, like ballet girls, keep their fortunes in their stockings.

Making New Shoes Second Hand.

"I knew a man once," said a man who was getting his shoes blacked to his neighbor in the next chair, "that had a new pair of shoes every week for a year, and they never cost him a cent."

"Why, how was that?" the other man asked.

"He used to wear new shoes for a second-hand shoe dealer."

"What did he do that for?"

"So as to put some signs of wear on 'em and make 'em second-hand bargains. It left 'em literally as good as new, and the dealer could truthfully say that there was a pair of shoes that had never been worn half a dozen times in the world, and anybody could see that that was a fact. Blacked up in good shape they'd look slick as could be, and sell as a bargain in fine second-hand shoes, and bring about what such shoes would sell for new."

Geo. H. Reeder & Co.,

19 South Ionia Street,
Grand Rapids, Mich.

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

HEROLD-BERTSCH SHOE CO.

MANUFACTURERS AND JOBBERS
OF

RELIABLE FOOTWEAR

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

5 AND 7 PEARL ST., GRAND RAPIDS.

Rindge, Kalmbach, Logie & Co.,

12, 14 and 16 Pearl Street,

Grand Rapids, Michigan.

Manufacturers and Jobbers of

Boots and Shoes

Agents Boston Rubber Shoe Company.

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

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

Be sure and see them before placing your order.

1899 Net Price List on Combinations

Combination "Uncle Sam"

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

	Net per case. 12 prs each.
Men's Knit Boots	
With 2 bkl. Gum Perfections.	\$25 00
With Duck Perfections.	24 00
With Gum Perfections.	22 00
With Gum Hurons, Heel.	21 00

Boys' Knit Boots
With Gum Perfections.

Youths' Knit Boots
With Gum Hurons, no Heel.

Terms, Nov. 1, 30 days, net.

Combination "A"

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

	Net per case. 12 prs each.
Men's White Felt Boots	
With Duck Perfections.	\$23 00
With Gum Perfections.	22 00

Men's Gray Felt Boots
With 2 bkl. Gum Perfections. 23 00
With Duck Perfections. 22 00
With Gum Perfections. 20 50
With Gum Hurons, Heel. 20 00

Boys' Grey Felt Boots
With Gum Perfections. 18 50
With Gum Hurons, Heel. 17 50
Youths' Gray Felt Boots
With Hurons, no Heels. 13 00

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

Essential Features of a Successful Generator. *

Used, as I have been, to chemical actions of all kinds, more especially in the development and use of gases, I shall never forget the impression made upon my mind when, in the autumn of 1894, I first generated acetylene by the action of water upon calcic carbide, obtained from Mr. Willson in America. There was something almost "uncanny" in the development of this wonderful gas from the simple contact of the carbide with water, and I was the more impressed by it as I had spent several years in researches necessitating the making of considerable volumes of acetylene, and had realized to the full the laborious and unsatisfactory nature of all the earlier methods for its production. It was with this carbide that I then made the experiments detailed by me in a paper read to the Society in January, 1895, when I showed, for the first time in this country, the reactions which had caused me such keen delight, and also showed, for the first time in any country, how the gas could be consumed so as to develop to the full its marvelous illuminating power.

There are manifestly two methods by which the carbide and the water can be brought together—either by adding water to carbide, or carbide to water; while a light amount of novelty can be introduced by allowing the water to rise in contact with the carbide from below, by bringing the water to the bottom of the carbide instead of to the top.

I showed these three methods of procedure when I first described acetylene, and at the time thought that the question of generators was practically done with; but within a few months the idea arose of making automatic generators, so that the space necessary for a small holder should be saved by making the apparatus only generate the gas as it was needed, and a multitude of devices for stopping the generation of the gas when the consumption ceased were designed and placed upon the market. Unfortunately, the designers of these machines, although gifted with much ingenuity and mechanical skill, had but little idea of the properties of the body with which they were dealing; and as a result many of the generators, if not actually dangerous, are so arranged as to generate the gas in anything but its purest form, while some give a far smaller yield of gas per unit weight of carbide decomposed than others constructed on more rational principles.

The different forms of apparatus shown at the exhibition at the Imperial Institute, held this summer under the auspices of the Society, may be taken as representing the best types on the market, and when, in a few weeks hence, the report of the committee is published, much interesting matter will be found in it, as, a uniform quality of carbide being used throughout the exhibition for over a month's continuous working, direct comparison between the performances of the various generators becomes possible.

In considering the various forms of apparatus it will be well to divide them, in the first place, into two classes: 1, The automatic, in which the storage capacity for acetylene is less than the total volume of gas the charge of carbide is capable of generating, and which depends upon some special arrangement for stopping the action of water on the carbide when the consumption ceases; 2, the non-automatic, with which there is a holder of sufficient size to contain the whole of the gas generated from the charge of carbide which is used.

Each of these classes may be subdivided under three heads:

a. Those in which water is, by various devices, allowed to drip or flow in a thin stream onto a mass of carbide, the evolution of the gas being regulated by the stopping of the water feed.

b. Those in which water in volume is allowed to rise in contact with the carbide, the evolution of the gas being regulated by the water being driven

back from the carbide, by the increase of pressure in the generating chamber, or by the rising bell of the gas holder drawing the carbide up out of the water.

c. Those in which the carbide is dropped or plunged into an excess of water.

The points to be attained in a good generator are:

1. Low temperature of generation.
2. Complete decomposition of the carbide.
3. Maximum evolution of the gas.
4. Low pressure in every part of the apparatus.
5. Ease in charging and in removal of the residues.

6. Removal of all air from the apparatus before generation of the gas.

An important point was noticed in these experiments—the large excess of water required to insure complete decomposition of the carbide over and above the theoretical quantity; and the excess of water needed was largely dependent upon the form of generator employed. According to theory, 64 parts by weight of carbide require only 36 parts by weight of water to completely decompose them and convert the lime into calcic hydrate. This would mean that each pound of carbide needs a little under $\frac{1}{2}$ pint of water to complete the action. In practice, however, owing to the evaporation due to the heat of the action, half the added water is driven off as steam with the acetylene or left mechanically adhering to the lime, and the smallest quantity likely to complete the action would be one pint to one pound of carbide, while in reality the only safe way is to add sufficient water to drown the residue. If this is not done, the lime forms so protective a coating to the carbide that small quantities often remain undecomposed, and if the residues are thrown into a drain or cesspool, the evolution of acetylene would give an explosive mixture, which, on account of its low point of ignition, would be a serious danger.

The second subdivision of generators (b.) in which water rises to the carbide, is very popular, and overheating can be avoided in these, provided they are so arranged that the water is never driven back from the carbide, and that the charge of carbide used is not too great. Under these conditions, the slowly rising water is always in excess at the point where it decomposes the carbide, so that the evaporation, by rendering heat latent, keeps down the temperature, and although the steam so formed partly decomposes the carbide in the upper portion of the charge, the action is never sufficiently rapid to give any very great rise of temperature. In order to fulfill these conditions it is necessary that there should be a holder of considerable capacity, and that the leading tube conducting the gas from the generator to the holder should be of sufficient diameter to freely take away the gas, the water being allowed, at the same time, to rise in the generator so slowly as to do away with any risk of overgeneration. In the best generators of this class these conditions are more or less approached, and it is usual to find that the melting point of tin—228 degrees C.—has been reached in the charge of carbide during decomposition.

Where apparatus of this class is automatic and has no rising holder to take the gas, it is found that it works satisfactorily when supplying the number of lights for which it is designed; but if it is overdriven and the action becomes too violent, excessive heating takes place, while the turning off of the gas and consequent driving back of the water from the carbide also has a tendency to cause it. If, however, the water has risen sufficiently slowly, the carbide below the surface has been practically all decomposed, so that the heating only takes place over a limited zone.

The generators of the third class are those in which carbide is allowed to fall into an excess of water, and these have many advantages. In such generators, as long as there is water present, it is impossible to get above a temperature of 100 degrees C., unless lime sludge is

allowed to collect at the bottom, when the carbide will get hot enough to sometimes melt zinc, while with a properly arranged tank the temperature never exceeds the air temperature by more than a few degrees. Under these conditions the absence of polymerization and the washing of the nascent and finely divided bubbles of gas by the lime water in the generator yield acetylene of a degree of purity unapproached in any other form of apparatus. The one thing that has militated against it is that it is not easy to design such a generator which shall be automatic, and as this seems to be the craze from which all generator makers are at present suffering, its advantages have been apparently overlooked by them, although fully recognized by all scientific men.

This form of generator, however, although exhibiting the great advantages enumerated above, has the drawback of being one of the least economical in the output of acetylene per pound of carbide used, as the gas, having to bubble through the water, is rapidly dissolved by it, while in an apparatus in which only the surface of the water touches the gas the amount dissolved is comparatively small. The result of this is that with generators of this class the generation rarely exceeds 4.2 cubic feet of acetylene per pound of carbide, instead of over 5 cubic feet per pound.

[CONTINUED NEXT WEEK]

Handicapped by His Trousers.

Husband—My dear, these trousers are frayed at the bottom.

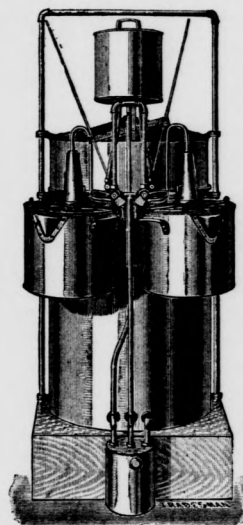
Wife—They are the best you've got, John, except your dress trousers.

Husband—Well, give those to me. I have an important interview to-day in which I expect to be at different times proud, haughty, indifferent, dignified and perhaps a trifle disdainful. A man can't be all that successfully with fringe on the bottom of his trousers.

Time is money—until you take a Waterbury watch to the pawnbroker.

ACETYLENE GAS

By the



Kopf Double Generator

Send to the manufacturers for booklet and prices.

**M. B. WHEELER
ELECTRIC CO.,**

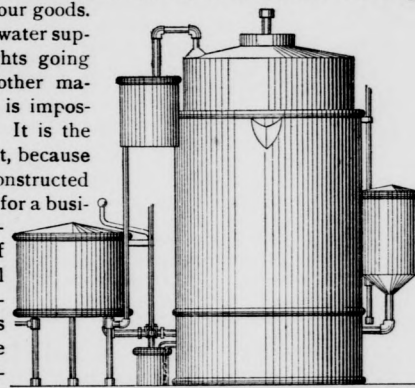
99 Ottawa Street,
Grand Rapids, Mich.

The Bruce Generator Is the Machine of all Machines to Buy

No more smoke nor dust to destroy your goods.

No ratchets nor levers attached to the water supply to get out of order and your lights going out. No blowing off of gas as in other machines. Its capacity is such that it is impossible for the machine to waste gas. It is the highest priced machine on the market, because it is made of the best material and constructed in a factory that makes gas machines for a business, and will last a lifetime if properly cared for. Look into the merits of the Bruce before buying. We sell Carbide to users of all machines, giving manufacturers' prices. All orders promptly filled, as we carry a large stock on hand constantly. For information and prices, address,

THE MICHIGAN AND OHIO ACETYLENE GAS CO., Ltd, JACKSON, MICH. A. F. PEAKE, Secretary.



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.

*Lecture by Prof. V. B. Lewes, before British Society of Arts.

These Be the Leaders!

Pillsbury Spring Wheat Flour
Emblem Winter Wheat Flour



❁❁ By Their Fruits You Shall Know Them ❁❁

Pillsbury's Flour produces more loaves of bread to the barrel than any other Spring Wheat Flour made.

Emblem Flour enables the housewife to make better pastry than any other Winter Wheat Flour on the market.

Pillsbury's Flour is celebrated the world over as the Leader of its class.

Emblem Flour has been on the market but a short time, but the duplicate orders received indicate that it has come to stay.

If you are not already handling one or both of these famous brands, we should be pleased to communicate with you.

Clark-Jewell-Wells Co., Grand Rapids

Commercial Travelers

Michigan Knights of the Grip.

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

Michigan Commercial Travelers' Association.

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

United Commercial Travelers of Michigan.

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

Michigan Commercial Travelers' Mutual Accident Association.

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

Lake Superior Commercial Travelers' Club.

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

Gripsack Brigade.

A. J. Brummeler (Wm Brummeler & Sons) has returned from Chicago, where he made a number of contracts for goods.

Thomas Quinlan, of Petoskey, has engaged to cover the retail trade of Northern Michigan for J. H. Prout & Co., the Howard City flour millers.

Wm. Brummeler & Sons have a new traveling representative in the person of Henry Stodt, of Zeeland, who will confine his attention to the city and suburban trade.

David Lichtenstein has sold his interest in the New York Cap Manufacturing Co., in the Kortlander Building, to his partner, Oscar J. Levy, who will continue the business.

Port Huron Times: J. F. Bourke, who for the past twelve years has been identified with the Singer Manufacturing Co. in this city, has been tendered and has accepted a position as traveling representative for the company from its general office in Jackson. Mr. Bourke has many friends in the city who wish him well in his new position.

Marquette Mining Journal: P. C. Hetzell, the traveling man who is usually designated "the mackintosh man," had quite an experience with a big dog here the early part of the week. It was the first warm day of the present spell and Mr. Hetzell was feeling so good because it had finally warmed up that to relieve his feelings he attempted to fondle a large dog that he met in his travels. The animal turned on him and bit him in the hand, inflicting quite a painful wound.

Greenville Call: Even the traveling men don't always have what some people appear to think a soft snap. The following gives one an idea of what W. B. Burris, the hustling salesman of the Bradley Cigar Co., did one day last week: He left Marion at 5:30 a. m. on a drive, the mercury 33 degrees below; at 6:30 a. m. Park Lake, 33 degrees below; 8 a. m. McBain, 26 degrees below; 9 a. m. Lucas, 15 degrees below; 10:30 a. m. Jennings, 10 degrees below; 12 m. Lake City, just zero. A drive of 38 miles, made six towns, took orders for 6,550 cigars, and ready to go it 50 miles across the next day if necessary!

Don'ts for the Man Who Sells the Goods.

Don't allow drummers to smoke in your store.

Don't give out an order for merchandise without first entering it in your own book with every detail of price and terms.

Don't treat the traveling men with discourtesy.

Don't allow your clerks to clean their finger nails in the presence of customers.

Don't allow dirty labels on your boxes. Don't wear your hat while in the store.

Don't allow anything to interfere with the work of keeping your show cases clean and bright. Finger marks on show cases cheapen the goods displayed in them.

Don't have a set day to wash windows and allow them to become a "sight" between times. Have them washed every day if necessary.

Don't have a clerk come into your employ without first giving him or her full instructions as to your policy and methods.

Don't allow your clerks to give out samples in a manner that indicates that the clerk thinks the customer a sample fiend.

Don't toss any article toward a customer.

Don't remind customers of the great mistakes they are making in not having so and so. Let the customer give the opportunity for you to express your idea by asking for your opinion.

Don't persuade a customer that what she asks for is not what she wants. She is apt to think you haven't what she wants, and she is likely to think right.

Don't get it into your head that you are invaluable to your employer. He might think otherwise. It's better to think that you need him as much as or even more than he needs you.

Don't do bad work. Samuel Smiles says bad work is lying. It is thoroughly dishonest. Do well every task you undertake.

Don't defraud yourself of opportunities to study. "The first and worst of all frauds is to cheat oneself."

Don't spend all your salary, if you get only \$5 a week. Save something each week, if it is only 25 cents. The habit will avail you much profit in a lifetime.

Don't talk store secrets with anybody but your employer. Learn in this way to keep all advantages from competitors.

Don't get into an argument with any customer if you can possibly avoid it. It is much more pleasant and much more sensible to agree with your customers on little matters.

Don't be afraid to miss a meal occasionally for the sake of making a sale. You'll have a heartier appetite than if you had missed the sale. Perhaps you owe your proprietor an hour or two anyway.

Pay Your Small Bills.

Merchants who would never think of allowing a note or a large account to stand open are too frequently careless in regard to small accounts. After all, we are judged by small things, and what good is it if a man meets his bank obligations promptly and he causes a number of people to whom he owes petty accounts to go about talking of how hard it is to get him to pay up. Be as particular about the little accounts as the larger ones. Have a special file for these matters, and rather send around and pay them yourself than have people run after you. Do not snub a collector because he calls for a small account when it is due. It is your fault that he has to call. Some people are funny in this respect that they resent either being drawn upon or called upon for a small bill. They forget it is the other fellow who ought to do the kicking, as he has to stand the expense and trouble of collecting. Be as prompt in collecting your own accounts as in paying others. If the losses made each year by small debts neglected because they are small could be recovered, there would be handsome dividends in most businesses.

Department Store Methods in Dentistry

"I noticed an attractive advertisement in the paper this morning," said Mr. McBride to his wife.

"Was it a millinery opening?"

"No, it was a dentist's advertisement; and what particularly struck me was the announcement that under no circumstances would he furnish more than one set of teeth to a customer at the reduced figure."

DRUMMERS' MASCOTS.

How Disaster Invariably Followed Their Use.

"No, sir, I don't believe in mascots," remarked the dry goods drummer, as he got settled down for a long and steady pull at a good cigar. "I know that most of the boys have a leaning that way, but I got over it two years ago. I know a chap traveling out of Boston who would no more start out without his rabbit's foot than he would without his hat, and yesterday I was with a Chicago drummer who had the wishbone of a chicken in a morocco case. I have jogged about with men who believed that a horse chestnut would keep off rheumatism, and I have met fellows who were carrying all sorts of coins as lucky pieces. It's all right if they think so, but I have quite lost my faith in talismans.

"No, I don't mind relating a few of my experiences," continued the drummer, as several of us looked at him in an encouraging way. "My first mascot was a bullet which had cut a lock of hair off a baby's head and buried itself in the wall. It had been fired by accident. No photograph of the baby accompanied the bullet, but I thought it cheap at \$2. That bullet went with me on my first trip in this line, and I started out feeling perfectly guarded from all kinds of accident. I had to exhibit my trophy and brag about it, of course, and I found several persons who offered me double price for it. I had carried it two weeks, and luck had come my way in everything, when I got off the train at a small town in Indiana one night. There was a long platform with one end up in the air, and I walked off that end and got a fall which sent me to the hospital with a broken leg. So much for the bullet. It got lost in the shuffle, and when I was able to take to the road again I found an old darkey who was willing to sell me a rabbit's foot for \$10 in cash. Of course the rabbit had been killed in a graveyard in the full of the moon and all that, and with that foot in my pocket I did not see how I could get smashed up on the railroad or burned out in a hotel. A rabbit's foot is soft and silky and pleasing to the touch and the eye, and it's wonderful how much faith you come to have in its protection after carrying it around for a month. One day, after I had had it about six weeks, I sat down and figured out that it had saved my life at least four times, and that the drummer who didn't carry one in his vest pocket deserved any fate which might overtake him. I had that mascot in my hand when I started downstairs to play a game of billiards. At the head of the stairs I tripped in a hole in the carpet, and when they picked me up at the bottom I was booked for another two months in the hospital.

"That rabbit's foot ought to have warned me of the hole in the carpet, or shifted the stairs down the hall a few feet, but as it rather led me on to destruction I threw it aside and invested in a Kentucky goose-bone. Of course you have seen them? The genuine talisman is a piece of the breast-bone shaped like a heart. To be genuine it must come from a perfectly white goose, and the darkey who fashions it must do his work at midnight with a jack-knife found on the highway in the second quarter of the harvest moon. A St. Louis drummer who had never had anything but good luck put me onto the goose-bone racket, but I

had to do a lot of hunting around and pay out \$15 to get one. I didn't give that talisman my confidence all at once. I remembered how the baby bullet and the rabbit's foot had served me, and I paid out rope as I went along and watched to see what would happen. It was only after I had taken three or four old customers away from a Philadelphia drummer and just missed two railroad wrecks and a hotel fire that I gave that goose-bone due credit as a mascot. I had a dozen good offers to part with it, but I would as soon have sold my grandmother's tombstone. I had just figured out that my luck would make me a junior partner in the firm in about two years more, when down came my house of cards. The train on which I was whizzing over the soil of Ohio missed a rear-end collision by less than ten feet and landed me safely at Bucyrus, but I hadn't been in that town two hours when I was run over by a 25-cent express wagon driven by an old negro, and had four ribs broken and my shoulder dislocated. The talisman was broken into fine fragments, but I didn't mourn for it. The goose-bone adherents have tried to excuse and explain, but they have failed to convince me.

"Just once more. I wanted to give the mascot business a fair trial, and so I invested in the claw of a crow. I don't know who originated the idea or belief that a crow's claw would bring luck to the possessor. The man who put me onto it was a Baltimore drummer. He wouldn't part with the one he carried, because it had saved his life on numerous occasions, but he knew of a man who might be induced to sell his, and in due time I had a crow's claw in my pocket. No written guarantee accompanied it, but I had the word of several possessors that its virtues were known 2,000 years B. C. Nothing out of the routine happened for a month or so, and I was standing neutral and waiting for developments when the claw gave me the dull thud. I got up one morning to find that I had been robbed of \$250 in cash, and while I was raising a row about it there came a telegram announcing that my firm had failed and I was left stranded on a cold world. I haven't fully recovered from that shock yet, but I am not hunting for mascots to help me. I don't say that a rabbit's foot won't help certain men to reach the top of the ladder, or that the goose-bone or the crow's foot won't chase away the shadow of death, but there are men who have to depend on their own exertions, and I am one of them. If any of you are carrying a button from the vest of Jack the Ripper, or have pinned your faith to a pebble picked up in the Garden of Eden, I'll look at them as curiosities, but don't ask me to invest. I've got through.—Boston Herald.

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Superstitious Remedies Still Used to a Surprising Extent.

When one hears this subject mentioned he almost unconsciously thinks of some "dark age" in the history of our profession; he perhaps thinks of centuries ago, and it does not occur to him that superstition may even now be playing a part in our daily life. It is a fact, however, that superstition, credulity, and skepticism have had their molding influences and are not now altogether blotted out from our profession. People have always seemed to have an unaccountable propensity for believing the improbable or supernatural. "In the opinion of the multitude," says Bacon, "witches and impostors have always held a competition with physicians." Diseases, the cause of which were not immediately understood, were usually attributed by the ignorant to the wrath of heaven, a displeased deity, or an offended god; hence we had wearing of charms and amulets, and various forms of sacrificing.

When one hears of these superstitious remedies and sees them in use, witnessing the firm belief people have in their efficacy, the question naturally suggests itself, "Where did they get that notion?" and "Has experience proved its usefulness?" Now people who use these remedies do not admit their failure from inefficiency of the remedies themselves, but hedge the failure in with various excuses, so that repeated failures do not seem to lessen belief. A great many of these remedies can be traced to very remote times, and those in use now may be but modifications of these older ones. When we know that precious stones were introduced into the materia medica as a dwelling-place for good spirits because of their purity and splendor, and were even administered internally, shall we wonder at the practice of negroes who wear coral as a charm for preventing diseases, believing that its color indicates the health of the wearer, being red or rosy when he is healthy and pale when he is sick?

It was the common custom of the Druids of Gaul and Britain, who were priests and physicians, to gather the mistletoe with a golden knife, only when the moon was six days old, to wrap it in white napkins, and then with certain rites to consecrate it. It was then used as an antidote to poisons and a preventive of sterility. The Vervain (verbena), after libations of honey, was to be gathered with the left hand only and at the rising of the dog-star, when neither sun nor moon shone; when thus prepared it was said to vanquish fevers and other distempers, to be an antidote to serpent bites, and a charm for retaining friendship.

Although superstition flourished better among the ignorant it is not confined to them, however. Lord Bacon with all his learning showed an inclination to believe in charms and amulets, and we read that Boyle actually recommended the thigh bone of an executed criminal as a powerful remedy. We also read that Sir Theodore Mayerne, physician to three English sovereigns and known to commentators as the Dr. Caius of Shakespeare, used the secundines of a woman in labor with her first male child, the bowels of a male cut open alive, and mummy made of the lungs of a man who had died a violent death!

Let it not be thought that all of these superstitions were without some good results; the use of the Sympathetic Powder of Sir Kenelm Digby, Knight of Montpelier, shows that they were sometimes beneficial. The treatment of a wound inflicted by a weapon was as follows: This powder was applied to the weapon, which was then covered with an ointment and afterward dressed three or four times daily. The wound was meanwhile washed thoroughly, its edges brought together, bound in clean linen rags and allowed to remain undisturbed during the treatment of the weapon, which usually lasted seven days. If the weapon was properly treated, the wound would heal. This might have been the first suggestion of healing by first intention!

The old practice of using scorched linen was really an advanced idea of antiseptic dressings, although of course not understood as such. The rust of the spear of one of Homer's warriors was said to be a cure for the wounds made by that spear, but as copper was one of the metals so largely used for weapons in that time it has been suggested that it was the impure copper acetate that was effective. People at one time thought that the drug and its antidotes always grew in close proximity, frequently side by side. This is illustrated in the belief that the heads, legs, and wings of cantharides were an antidote to its body; we have even now a saying that "The hair of the dog is good for the bite." Ancients also believed that poisons attracted and absorbed other poisons, and when suspended from the body prevented disease. In the celebrated plague of London, arsenic was worn to prevent infectious diseases. Asafetida is now worn largely in this State by both high and low with the notion perhaps that foul odors cause disease, and that therefore asafetida will absorb these kindred odors and so prevent disease.

A great many false ideas arose from the notion that new substances gave certain outward indications of their usefulness in their shape, color, or taste. This notion, known as the doctrine of signatures, was an early suggestion, and at the end of the Fourteenth Century had assumed the importance of a theory. People thought, and even now think, that green, yellow, etc., are indications that substances are "pisen," and also that bitter and disagreeable tastes indicate special efficiency. Some illustrations of this belief are as follows:

Turmeric was used for jaundice because of its yellow color.

Poppies were thought to be good for the diseases of the head.

Eyebright was used for dimness of vision.

Nettle tea for nettle-like eruptions of children.

Rose petals for blood diseases.

Rhubarb and saffron for bilious effects.

Pomegranate seed, from their resemblance to teeth, were used in toothache.

Lungwort, from its spongy appearance, was used in lung trouble.

Mention has already been made that the age of superstition is by no means a past age. There is much of it even today. Beside the instances of this may be mentioned the superstitions which are now practiced in this country.

An iron ring is used for rheumatism, as is also a leather band around the wrist for cramps.

A dirty sock is worn around the neck for sore throat.

For consumption dog grease is used.

For "foot asleep" the tip of the finger is wet with saliva and a cross mark made on the shoe.

To produce bravery gunpowder and whisky are used.

For sprains clay and vinegar are used.

For jaundice nine live head lice are made into a pill with crumb of bread and swallowed.

The forefinger is poisonous, hence never scratch a sore with it.

For nausea lie flat on the back and balance an egg in the depression of the neck.

Rabbit brains rubbed on the gums insure easy teething.

For the cure of thrush some one who has never seen the baby's father is to blow in its mouth.

Eel skin placed around the leg is a sure preventive of cramps.

Always rub a painful limb down, never up.

For rheumatism carry a "buckeye" or an Irish potato in the pocket; or use buzzard grease, snake oil, fishingworm oil, or frog grease, the last of which is made by digesting live frogs in a cup of lard.

For "shingles" blood from the tip of a black cat's tail is used.

"To talk fire out of burns" is a gift possessed by a few. One man can not impart it to another, but has to tell it to a member of the opposite sex!

Sore eyes can be caught by looking into the eyes of some one having them.

For frost-bite apply hot turnip or pine tops.

For toothache a person touches the tooth with the hand with which he has smothered a mole.

For snake bit cut open a chicken and place the warm flesh against the wound; the poison will be extracted and the chicken will turn green.

For permanent cure of hernia in babies split open a small tree, wedge it apart, pass the baby through it from father to mother, allow the tree to come together, and if it unites the baby will recover.

For chills, count the number of chills had, take small pebbles equal to this number, and tie them in a bag to the hind foot of a toad; the toad will have the chills and the patient will recover. Another remedy is to mark with a poker the number of chills on the back of the fireplace.

When a nail is stuck in the foot withdraw it, grease it carefully, wrap it up in a cloth, and it will prevent inflammation of the wound.

For splinter wounds, pick out the splinter, rub it in hair until it is lost, and the soreness will be prevented.

Urine of the patient is good for coughs.

A pan of water under the bed prevents night sweats.

Bee-tea is used as a diuretic; made by pouring one pint of hot water over three honey bees.

For measles "nanny-berry tea" is used.

It is terrible luck to take ashes out of the room of a puerperal woman.

For the relief of "after-pains" place some cutting instrument under the woman's bed, such as knife, axe, scissors, etc.

Left hind foot of a graveyard rabbit is a sure "hoo doo" when properly used.

In conclusion I may say that although the majority of these remedies seem so absurd, and the superstitions so ridiculous, yet they are really practiced to-day in this State, and great dependence is placed upon them, not alone by our negro population either. A large part of them have been encountered and noted by a prominent physician; the remainder I have observed myself.—E. V. Howell in Bulletin of Pharmacy.

The Drug Market

Opium—Is quiet but firm in primary markets.

Morphine—Is unchanged.

Codeine—Is in large demand, on account of la grippe, and firm at the advance noted last week.

Quinine—Manufacturers would not accept orders the first of the week, awaiting news from the bark sale at Amsterdam. Prices paid at that sale were a large advance over previous purchases and manufacturers immediately advanced prices 4c per ounce. Stocks are low and the article is very firm.

Epsom Salts—Are in light supply and the price is advanced.

Gum Camphor—Has again advanced 1c per pound.

Glycerine—Has advanced 1c per pound.

Cocaine—Is very firm at the late advance and, on account of higher prices for cocoa leaves, another advance of 25c is probable.

Goldenseal Root—Is very scarce and has advanced.

Linseed Oil—Is steady at unchanged prices.

The Triumphs of Medical Science.

They sawed off his arms and his legs,

They took out his jugular vein;

They put fancy frills on his lungs,

And they deftly extracted his brain.

'Twas a triumph of surgical skill

Such as never was heard of till then;

'Twas the subject of lectures before

Conventions of medical men.

The news of this wonderful thing

Was heralded far and wide.

But as for the patient there's nothing to say—

Excepting, of course, that he died.

Dying in poverty is easy enough. It's living in poverty that comes hard on a fellow.

No Confectioner's Stock Is Complete

without a line of Hanselman's Famous Chocolates. Put up in Souvenir, 1/2, 1 and 2 pound packages; Sweet Violets, 1/2 and 1 pound packages; Favorites, 1/4 pound packages. Also full line packed in 5 pound boxes.

HANSELMAN CANDY CO., Kalamazoo, Mich.

WHOLESALE PRICE CURRENT.

Advanced— Declined—							
Acidum				Conium Mac.			
Aceticum.....	60	3		Copaiba.....	1 15	25	
Benzolium, German	70	75		Cubeba.....	90	1 00	
Boric.....	2	16		Exechthios.....	1 00	1 10	
Carbolicum.....	20	41		Erigeron.....	1 00	1 10	
Citricum.....	48	50		Gaultheria.....	1 50	1 60	
Hydrochlor.....	3	5		Geranium, ounce.....	2	75	
Nitrosum.....	8	10		Gossypii, Sem. gal.....	50	60	
Oxalicum.....	12	14		Hedoma.....	1 00	1 10	
Phosphorum, dil.....	2	15		Juniper.....	1 50	2 00	
Salicylicum.....	60	65		Lavendula.....	90	2 00	
Sulphuricum.....	14	15		Limonia.....	1 40	1 50	
Tannicum.....	1 25	40		Mentha Piper.....	1 60	2 25	
Tartaricum.....	38	40		Mentha Virg.....	1 50	1 60	
Ammonia				Morruus, gal.....	1 10	1 25	
Aqua, 16 deg.....	40	6		Myrica.....	4 00	4 50	
Aqua, 20 deg.....	60	8		Olive.....	75	3 00	
Carbonas.....	18	14		Picea Liquida.....	10	12	
Chloridum.....	18	14		Picea Liquida, gal.....	92	35	
Aniline				Ricin.....	92	1 00	
Black.....	2 00	2 25		Rosmarini.....	2	1 00	
Brown.....	80	1 00		Rose, ounce.....	6 50	8 50	
Red.....	45	60		Succini.....	40	45	
Yellow.....	2 50	3 00		Sabina.....	90	1 00	
Bacca.				Santal.....	2 50	7 00	
Cubeba..... po. 18	13	15		Sassafras.....	55	60	
Juniperus.....	6	8		Sinapis, ess., ounce.....	2	65	
Xanthoxylum.....	25	30		Tigili.....	1 70	1 80	
Balsamum				Thyme.....	40	50	
Copaiba.....	50	55		Thyme, opt.....	1	60	
Peru.....	2	75		Theobromas.....	15	20	
Terabin, Canada.....	45	50		Potassium			
Tolutan.....	50	55		Bi-Carb.....	15	18	
Cortex				Bichromate.....	13	15	
Ables, Canadian.....	18	18		Bromide.....	5	57	
Cassia.....	18	18		Chlorate, po. 17@19c.....	12	15	
Cinchona Flava.....	30	30		Cyanide.....	18	18	
Eunonymus atropurp.....	18	18		Iodide.....	2 40	2 50	
Myrica Cerifera, po.....	12	12		Potassa, Bitart, pure.....	28	30	
Prunus Virgini.....	12	12		Potassa, Bitart, com.....	15	15	
Quillaja, gr'd.....	12	12		Potass Nitras, opt.....	10	12	
Sassafras..... po. 18	12	12		Potass Nitras.....	10	11	
Ulmus..... po. 15, gr'd	15	15		Prussiate.....	20	25	
Extractum				Sulphate po.....	15	18	
Glycyrrhiza Glabra.....	24	25		Radix			
Glycyrrhiza, po.....	28	30		Aconitum.....	20	25	
Hæmatox, 15 lb box.....	11	12		Althe.....	22	25	
Hæmatox, 1s.....	13	14		Anchusa.....	10	12	
Hæmatox, 1/8s.....	14	15		Arum po.....	2	25	
Hæmatox, 1/4s.....	16	17		Calamus.....	20	40	
Ferru				Gentiana..... po. 15	12	15	
Carbonate Ferrous.....	15	15		Glycyrrhiza, pv. 15	16	18	
Citrate and Quinia.....	2 25	25		Hydrastis Canad.....	2	80	
Citrate Soluble.....	75	75		Hydrastis Can., po.....	18	20	
Ferrocyanidum Sol.....	15	15		Hellebore, Alba, po.....	18	20	
Solut. Chloride.....	40	40		Inula, po.....	3	90	
Sulphate, com'l, by.....	2	2		Ipecac, po.....	3 90	4 00	
Sulphate, com'l, by.....	7	7		Iris plox..... po. 3@38	35	40	
Sulphate, pure.....				Jalapa, pr.....	25	30	
Flora				Maranta, 1/8s.....	35	40	
Arnica.....	12	14		Podophyllum, po.....	22	25	
Anthelm.....	20	25		Rhei.....	75	1 00	
Matricaria.....	30	35		Rhei, cut.....	1	25	
Folia				Rhei, pv.....	75	1 35	
Barosma.....	23	28		Spigelia.....	35	38	
Cassia Acutifol, Tin.....	18	25		Sanguinaria..... po. 15	13	15	
Cassia Acutifol, Alx.....	25	30		Serpentaria.....	30	35	
Salvia officinalis, 1/8s.....	12	20		Senega.....	40	45	
Ura Ursi.....	8	10		Similax, officinalis H.....	40	40	
Gummi				Smlax, M.....	25	25	
Acacia, 1st picked.....	2	65		Scilla..... po. 35	10	12	
Acacia, 2d picked.....	2	45		Symplocarpus, Fœti.....	25	30	
Acacia, 3d picked.....	2	38		Ussu, po.....	25	25	
Acacia, sifted sorts.....	2	30		Valeriana, Eng. po. 30	25	25	
Acacia, po.....	60	80		Valeriana, German.....	15	20	
Aloe, Barb. po. 18@20	12	12		Zingiber.....	12	16	
Aloe, Cape.....	12	12		Zingiber j.....	25	27	
Aloe, Socotri. po. 40	12	12		Semen			
Ammoniac.....	55	60		Anisum..... po. 15	2	12	
Assafœtida..... po. 30	25	28		Apium (graveolens).....	13	15	
Benzoinum.....	50	55		Bird, is.....	40	6	
Catechu, is.....	13	13		Cardam..... po. 18	10	12	
Catechu, 1/8s.....	14	14		Cardam.....	1 25	1 75	
Catechu, 1/4s.....	16	16		Cardam.....	1 25	1 75	
Campophora.....	53	59		Cannabis Sativa.....	4	10	
Euphorbium..... po. 35	10	10		Cydonium.....	75	100	
Gamboge.....	65	70		Chenopodium.....	10	12	
Galbanum..... po. 25	30	30		Dipterix Odorata.....	1 40	1 50	
Guaiacum..... po. 25	30	30		Feniculum.....	70	9	
Kino..... po. 83.00	3 00	3 00		Fœnugreek, po.....	70	9	
Mastic.....	60	60		Lini.....	34	44	
Myrrh..... po. 45	40	40		Lini, gr'd..... bbl. 34	40	44	
Opil..... po. 55.10@5.20	3 50	3 61		Phalaris.....	30	40	
Shellac.....	25	35		Phalaris Canarian.....	40	44	
Shellac, bleached.....	40	45		Rapa.....	4	10	
Tragacanth.....	50	80		Sinapis Albu.....	30	10	
Herba				Sinapis Nigra.....	11	12	
Absinthium.....oz. pkg	25	25		Spiritus			
Eupatorium.....oz. pkg	25	25		Frument, W. D. Co.....	2 00	2 50	
Lobelia.....oz. pkg	25	25		Frument, D. F. R.....	2 00	2 25	
Majorum.....oz. pkg	25	25		Frument.....	1 65	2 00	
Mentha Pip.....oz. pkg	23	23		Juniperis Co. O. T.....	1 75	3 50	
Mentha Vir.....oz. pkg	23	23		Juniperis Co.....	1 75	3 50	
Rus.....oz. pkg	39	39		Saacharum N. E.....	1 90	2 10	
Tanacetum Voz.....	22	22		Spt. Vini Galli.....	1 75	6 50	
Thymus, V. oz. pkg	25	25		Vini Oporto.....	1 25	2 00	
Magnesia.				Vini Alba.....	1 25	2 00	
Calcedin, Pat.....	55	60		Sponges			
Carbonate, Pat.....	30	30		Florida sheeps' wool.....	2 50	2 75	
Carbonate, K. M.....	30	30		carriage.....	2 00	2 25	
Carbonate, Jennings.....	35	36		Nassau sheeps' wool.....	2 00	2 25	
Oleum				carriage.....	2 00	2 25	
Absinthium.....	3 75	4 00		Velvet extra sheeps'.....	2	1 25	
Amygdale, Dulc.....	30	50		wool, carriage.....	2	1 25	
Amygdale, Amars.....	8 00	8 25		Extra yellow sheeps'.....	2	1 00	
Anisi.....	1 94	2 50		wool, carriage.....	2	1 00	
Aurant Cortex.....	2 40	2 50		Grass sheeps' wool.....	2	1 00	
Bergamili.....	3 00	3 20		carriage.....	2	1 00	
Califfud.....	75	80		Hard, for slate use.....	2	75	
Carophylli.....	35	40		Yellow Reef, for.....	2	1 40	
Cedar.....	35	40		slate use.....	2	1 40	
Chenopadi.....	2 75	3 00		Syrups			
Cinnamomi.....	1 60	1 70		Acacia.....	50	50	
C n r nelli.....	45	50		Auranti Cortes.....	50	50	
				Zingeb.....	50	50	
				Ipecac.....	50	50	
				Rhei Iod.....	50	50	
				Rhei Rom.....	50	50	
				Smlax Officinalis.....	50	50	
				Senega.....	50	50	
				Sella.....	50	50	

Morpha, S.P. & W.	2	20	2	45	Sinapis	②	18	Linseed, pure raw	43	46
Morpha, S.N.Y.Q. & C.	2	10	2	35	Sinapis, Macaboy, De	②	30	Linseed, boiled	44	47
Moschus Canton	65	80	2	35	Voas	②	34	Neatfoot, winter	65	70
Myristica, No. 1	65	80	2	35	Snuif, Scotch, DeVo's	②	34	Spirits Turpentine	49½	55
Nux Vomica...po.20	15	10	2	18	Soda Boras, po.	9	22			
Os Sepia	15	10	2	18	Soda et Potass Tart.	26	28			
Pepsin Saac, H. & P.	②	100			Soda, Carb.	1½	2			
D. Co.	②	100			Soda, Bi-Carb.	3	5			
Pleis Liq. N.N.½ gal. doz.	②	200			Soda, Ash	3½	4			
Pleis Liq. quart.	②	100			Soda, Sulph.	②	2			
Pleis Liq. pints.	②	50			Spts. Cognac	②	60			
Pil Hydras	8	15	30	50	Spts. Ether Co.	50	55			
Piper Nigr. po. 22	7	3	2	10	Spt. Myrcia Dom.	②	00			
Piper Alba...po. 35	7	3	2	10	Spts. Vini Rect. bbl.	②	54			
Plix Burgun	②	100			Spts. Vini Rect. ½ bbl.	②	59			
Plumbi Acet.	10	12	10	12	Spts. Vini Rect. 10gal	②	62			
Pulvis Ipecac et Opli	1	10	120	120	Spts. Vini Rect. 5gal	②	64			
Pyrethrum, boxes H. & P. D. Co., doz.	②	125			Less 50 gal. cash	10	45			
Pyrethrum, pv.	25	30	10	125	Strychnia, Crystal.	1	40			
Quassia	8	10	10	125	Sulphur, Subl.	2½	4			
Quina, S.P. & W.	37	40	10	125	Sulphur, Roll.	2½	3½			
Quina, S. German.	30	40	10	125	Tamarinds	60	10			
Quinia, N.Y.	3	7	40	48	Terebenth Venice	25	30			
Rubia Tinctorum	12	14	20	48	Theobroma	4	48			
Saccharum Lactis pv	18	20	20	48	Vanilla	9	00			
Salicin	3	00	3	10	Zinc Sulph.	7	2			
Sanguis Draconis	40	50	10	125						
Sapo, W.	12	14	12	125						
Sapo, M.	10	12	12	125						
Sapo, G.	②	15	20	22						
Sedlitz Mixture	20	22	20	22						

PAINT AND ARTIST'S BRUSHES

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

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

All qualities at satisfactory prices.

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

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

GROCERY PRICE CURRENT.

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

AXLE GREASE. Aurora, doz. 55 6 00 Castor Oil, doz. 60 7 00 Diamond, doz. 50 4 00 Fraser's, doz. 75 9 00 LXL Golden, tin boxes 75 9 00 Rice, tin boxes 55 6 00 Paragon, doz. 55 6 00 BAKING POWDER. Absolute. 1/2 lb cans doz. 45 1 lb cans doz. 85 1 lb can doz. 1 50 Acme. 1/2 lb cans 3 doz. 45 1/2 lb cans 3 doz. 75 1 lb cans 1 doz. 1 10 Bulk 10 Arctic. 6 oz. Eng. Tumblers. 85 El Parity. 1/2 lb cans per doz. 75 1 lb cans per doz. 1 20 1 lb cans per doz. 2 00 Homa. 1/2 lb cans 4 doz case 35 1 lb cans 4 doz case 55 1 lb cans 2 doz case 90 JAXON 1/2 lb cans, 4 doz case 45 1/2 lb cans, 4 doz case 85 1 lb cans, 2 doz case 1 60 Jersey Cream. 2 00 9 oz. cans, per doz. 1 25 6 oz. cans, per doz. 85 Our Leader. 1/2 lb cans. 45 1 lb cans. 1 50 Peerless. 1 lb. cans 85 Queen Flake. 3 oz., 6 doz. case 2 70 6 oz., 4 doz. case 3 20 9 oz., 4 doz. case 4 80 1 lb., 2 doz. case 4 00 5 lb., 1 doz. case 9 00 BATH BRICK. American 70 English 80 BLUING. CONDENSED PEARL BLUING Small, 3 doz. 40 Large, 2 doz. 75 BROOMS. No. 1 Carpet. 2 10 No. 2 Carpet. 1 95 No. 3 Carpet. 1 65 No. 4 Carpet. 1 30 Parlor Gem 2 25 Common Whisk 80 Fancy Whisk 80 Warehouse 2 50 CANNED GOODS. Tomatoes 80 90 Corn 80 21 00 Hominy 80 Beans, Lima 70 21 30 Beans, Wax 75 Beans, String 70 Beans, Baked 75 21 00 Beans, Red Kidney 75 21 00 Succotash 85 21 00 Peas 85 21 00 Peas, French 2 25 Pumpkin 75 Mushroom 15 22 Peaches, Pie 1 00 Peaches, Fancy 1 40 Apples, 3-lb. 1 90 Apples, gallons. 2 75 28 80 Cherries 90 Pears 70 Pineapple, grated 2 40 Pineapple, sliced 2 25 Pineapple, Farren 1 70 Strawberries 1 10 Blackberries 80 Raspberries 85 Oysters, 1-lb. 85 Oysters, 2-lb. 1 45 Salmon, Warren's 1 40 21 60 Salmon, Alaska 1 25 Salmon, Klondike 90 Lobsters, 1-lb. Star 3 20 Lobsters, 2-lb. Star 3 90 Mackerel, 1 lb Mustard 10 Mackerel, 1-lb. Soused 1 75 Mackerel, 1-lb Tomato 1 75 Shrimps 2 00 Sardines, 1/2 domestic 3 40 Sardines, mstrd, dom 5 1/4 7 1/4 Sardines, French 8 22	CANDLES. 8s. 7 16s. 8 Paraffine 8 Wickling 20 CATSUP. Columbia, pints 2 00 Columbia, 1/2 pints 1 25 CHEESE Acme 12 Amboy 12 1/4 Emblem 12 1/4 Gold Medal 12 Ideal 12 Jersey 12 1/4 Riverside 12 Brick 12 Edam 70 Leiden 17 Limburger 13 Pineapple 50 Sap Sago 17 Chicory. Bulk 5 Red 7 CHOCOLATE. Walter Baker & Co.'s. German Sweet 23 Premium 35 Breakfast Cocoa 46 CLOTHES LINES. Cotton, 40 ft, per doz. 1 00 Cotton, 50 ft, per doz. 1 20 Cotton, 60 ft, per doz. 1 40 Cotton, 70 ft, per doz. 1 60 Cotton, 80 ft, per doz. 1 80 Jute, 60 ft, per doz. 80 Jute, 75 ft, per doz. 95 COCOA SHELLS. 20 lb bags 2 1/4 Less quantity 3 Pound packages 4 CREAM TARTAR. 5 and 10 lb. wooden boxes 30 Bulk in sacks 29 COFFEE. Green. Rio. Fair 9 Good 10 Prime 11 Golden 12 Peaberry 13 Santos. Fair 12 Good 13 Prime 14 Peaberry 15 Mexican and Guatamala. Fair 15 Good 16 Fancy 17 Maracalbo. Prime 19 Milled 20 Java. Interior 19 Private Growth 20 Mandehling 21 Mocha. Imitation 20 Arabian 22 Roasted. Clark Jewell-Wells Co.'s Brands Fifth Avenue 29 Jewell's Arabian Mocha 29 Wells' Mocha and Java 24 Wells' Perfection Java 24 Sancesbo 21 Breakfast Blend 18 Valley City Maracalbo 18 1/4 Ideal Blend 14 Leader Blend 13 1/4 Package. Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package, also 1/2 c a pound. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases. Arbuckle 11 00 Jersey 10 50 McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago. Extract. Valley City 1/2 gross 75 Felix 1/2 gross 1 15 Hummel's foil 1/2 gross 85 Hummel's tin 1/2 gross 1 48 CLOTHES PINS. 5 gross boxes 40 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 35 Dime 3 25 COUPON BOOKS. Trademan Grade. 50 books, any denom. 1 50 100 books, any denom. 2 50 500 books, any denom. 11 50 1,000 books, any denom. 20 00 Economic Grade. 50 books, any denom. 1 50 100 books, any denom. 2 50 500 books, any denom. 11 50 1,000 books, any denom. 20 00 Superior Grade. 50 books, any denom. 1 50 100 books, any denom. 2 50 500 books, any denom. 11 50 1,000 books, any denom. 20 00 Coupon Pass Books. Can be made to represent any denomination from \$10 down. 30 books 1 00 50 books 2 00 100 books 3 00 250 books 6 25 500 books 10 50 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 Checks. 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. Sun-dried 2 1/4 Evaporated 50 lb. boxes 2 9/4 California Fruits. Apricots 2 Blackberries 2 Nectarines 9 2 10 Peaches 9 2 10 Pears 2 Pitted Cherries 2 Raspberries 2 California Prunes 2 4 100-120 25 lb boxes 2 5 90-100 25 lb boxes 2 5 1/2 80-90 25 lb boxes 2 5 1/2 70-80 25 lb boxes 2 6 1/4 60-70 25 lb boxes 2 6 1/4 50-60 25 lb boxes 2 9 40-50 25 lb boxes 2 10 30-40 25 lb boxes 2 10 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 Muscatels 2 Crown 5 Loose Muscatels 3 Crown 6 Loose Muscatels 4 Crown 7 L. M., Seeded, choice 8 L. M., Seeded, fancy 9 1/2 FOREIGN. Citron. Leghorn 12 Corsican 13 Currants. Patras bbls 6 Vostizas 50 lb cases 6 1/4 Cleaned, bulk 6 1/4 Cleaned, packages 7 Peel. Citron American 10 lb bx 13 Lemon American 10 lb bx 10 1/4 Orange American 10 lb bx 10 1/4 Raisins. Ondura 28 lb boxes 2 Sultana 1 Crown 2 Sultana 2 Crown 2 Sultana 3 Crown 2 Sultana 4 Crown 2 Sultana 5 Crown 2 Sultana 6 Crown 2 Sultana packed 2 FARINACEOUS GOODS. Farina. 24 1 lb. packages 1 50 Bulk, per 100 lbs 3 50 Grits. Walsh-DeRoo Co.'s Brand. Wheat-Grits 24 2 lb. packages 1 80 100 lb. kegs 2 70 200 lb. barrels 5 10 Hominy. Barrels 2 50 Flake, 50 lb. drums 1 00 Beans. Dried Lima 4 1/4 Medium Hand Picked 1 10 Maccaroni 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 Rolled 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 Tapioca. Flake 5 Pearl 4 1/4 Anchor, 40 1 lb. pkgs. 5 1/2 Wheat. Cracked, bulk 3 1/4 24 2 lb packages 2 50 Salt Fish. Cod. Georges cured 2 4 Georges genuine 2 5 Georges selected 5 1/4 Strips or bricks 6 9 Herring. Holland white hoops, bbl. 9 25 Holland white hoop 1/2 bbl 5 25 Holland white hoop, keg. 70 Holland white hoop mchs 80 Norwegian 3 10 Round 100 lbs 3 10 Round 40 lbs 1 40 Scaled 14 Flackerel. Mess 100 lbs 15 00 Mess 40 lbs 6 30 Mess 10 lbs 1 65 Mess 8 lbs 1 35 No. 1 100 lbs 5 60 No. 1 40 lbs 1 48 No. 1 10 lbs 1 48 No. 1 8 lbs 1 20 No. 2 100 lbs 11 50 No. 2 40 lbs 4 90 No. 2 10 lbs 1 30 No. 2 8 lbs 1 07 Trout. No. 1 100 lbs 5 25 No. 1 40 lbs 2 40 No. 1 10 lbs 68 No. 1 8 lbs 87 Whitfish. No. 1 No. 2 Fam 100 lbs 7 00 6 00 2 75 40 lbs 3 10 2 70 1 40 10 lbs 85 75 43 8 lbs 71 63 37 FLAVORING EXTRACTS. JENNINGS' FLAVORING EXTRACTS ESTABLISHED 1872 Jennings's. D.C. Vanilla 2 0 D.C. Lemon 2 0 3 oz. 1 20 2 0 3 oz. 1 50 3 0 4 oz. 2 00 4 0 6 oz. 3 00 6 0 No. 8 4 00 No. 8 2 40 No. 10 6 00 No. 10 4 00 No. 2 T 1 25 No. 2 T 80 No. 3 T 2 00 No. 3 T 25 No. 4 T 2 40 No. 4 T 1 60 Pure Brand. Lem. Van. 1 20 2 oz. Taper Panel 75 3 oz. Oval 75 2 oz. Taper Panel 1 35 4 oz. Taper Panel 1 60 2 25 HERBS. Sage 15 Hops 15 INDIGO. Madras, 5 lb boxes 55 S. F., 2, 3 and 5 lb boxes 50 GUNPOWDER. Rifle—Dupont's. Kegs 4 00 Half Kegs 2 25 Quarter Kegs 1 25 1 lb. cans 30 1/2 lb. cans 18 Choke Bore—Dupont's. Kegs 4 25 Half Kegs 2 40 Quarter Kegs 1 35 1 lb. cans 34 Eagle Duck—Dupont's. Kegs 8 00 Half Kegs 4 25 Quarter Kegs 2 25 1 lb. cans 45 JELLY. 15 lb pails 35 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 MATCHES. Diamond Match Co.'s brands. No. 9 sulphur 1 65 Anchor Parlor 1 70 No. 2 Home 1 10 Export Parlor 4 00 POLASSES. New Orleans. Black 11 Fair 14 Good 20 Fancy 24 Open Kettle 25 25 Half-barrels 2c extra. MUSTARD. Horse Radish, 1 doz 1 75 Horse Radish, 2 doz 3 50 Bayle's Celery, 1 doz 1 75 PIPES. Clay, No. 216 1 70 Clay T. D. full count 65 Cob, No. 3 85 POTASH. 48 cans in case. Babbitt's 4 00 Penna Salt Co.'s 3 00 PICKLES. Medium. Barrels, 1,200 count 3 75 Half bbls, 600 count 2 38 Small. Barrels, 2,400 count 4 75 Half bbls 1,200 count 2 88 RICE. Domestic. Carolina head 6 1/4 Carolina No. 1 5 Carolina No. 2 4 Broken 3 1/4 Imported. Japan, No. 1 5 1/4 6 Japan, No. 2 4 1/2 5 Java, fancy head 5 2 1/2 Java, No. 1 5 2 Table 2 SALERATUS. Packed 60 lbs. in box. Church's 2 30 Deland's 3 15 Dwight's 3 30 Taylor's 3 00 SAL SODA. Granulated, bbls. 75 Granulated, 100 lb cases 90 Lump, bbls. 75 Lump, 145 lb kegs 85 SAUERKRAUT. Barrels 4 75 1/2 Barrels 2 60 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 1/4 Mustard, white 5 Poppy 10 Rape 4 1/4 Cuttle Bone 20 SALT. Diamond Crystal. Table, cases, 24 3-lb. boxes 1 50 Table, barrels, 100 3 lb. bags 2 75 Table, barrels, 40 7 lb. bags 2 40 Butter, barrels, 250 lb. bulk 2 50 Butter, barrels, 20 14 lb. bags 2 50 Butter, sacks, 25 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 10 lb. sacks 3 50 56 lb. linen sacks 32 56 lb. linen sacks 60 Bulk in barrels 2 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 20 Savon 2 50 White Russian 2 35 White Cloud, laundry 6 50 White Cloud, toilet 3 50 Dusky Diamond, 50 8 oz 2 10 Dusky Diamond, 50 8 oz 3 00 Blue India, 100 1/2 lb. 3 00 Kirkoline 3 50 Eos 2 50 Allen B. Wrisley's Brands. Old Country, 80 1-lb. bars 2 75 Good Cheer, 60 1-lb. bars 3 75 Uno, 100 1/2-lb. bars 2 50 Doll, 100 10-oz. bars 3 06 Scouring. Sapolio, kitchen, 3 doz 2 40 Sapolio, 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.	25
Cassia, Batavia in bund.	12
Cassia, Saigon in rolls.	32
Cloves, Amboyna.	14
Cloves, Zanzibar.	12
Mace, Batavia.	55
Nutmegs, fancy.	50
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	18
Ginger, China	13
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	10
Good	16
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	4 1/2
40 and 50 lb boxes	3
Barrels	3

STOVE POLISH.



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

SUGAR.

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

Domino	5 25
Cut Loaf	5 50
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 00
Extra Fine Granulated	5 13
Extra Coarse Granulated	5 13
Mould A	5 25
Diamond Confection A	5 00
Confection Standard A	4 88
No. 1	4 63
No. 2	4 63
No. 3	4 63
No. 4	4 63
No. 5	4 63
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.

Ruhe Bros. Co.'s Brands.

Double Eagles, 6 sizes, 55@70	00
Gen. Maceo, 5 sizes	55@70
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	5
Malt White Wine, 80 grain	13
Pure Cider, Red Star	12
Pure Cider, Robinson	11

WICKING.

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

Crackers.

The National Biscuit Co. quotes as follows:

Butter.

Seymour XXX	5 1/2
Seymour XXX, 3 lb. carton	6
Family XXX	5 1/2
Salted XXX	5 1/2
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 Wafer	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
Nic Nacs	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.W. Mich. Hdlt	10
W.W. Michlgan	9 1/2
Diamond White	8 1/2
D. S. Gas	12 1/2
Deo. Naptha	12 1/2
Cylinder	20
Engine	21
Black, winter	8

Candies.

Stick Candy.

Standard	6 1/2
Standard H. H.	6 1/2
Standard Twist	7 1/2
Cut Loaf	8
Jumbo, 32 lb	6 1/2
Extra H. H.	8 1/2
Boston Cream	10

Mixed Candy.

Grocers	6
Competition	6 1/2
Standard	7
Conserve	7 1/2
Royal	7 1/2
Ribbon	8 1/2
Broken	8 1/2
Cut Loaf	8
English Rock	8
Kinderarten	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	275
H. M. Choc. Lt. and	
Dk. No. 12	290
Gum Drops	230
Licorice Drops	275
A. B. Licorice Drops	250
Lozenges, plain	250
Lozenges, printed	250
Imperial	250
Motatoes	255
Cream Bar	250
Molasses Bar	250
Hand Made Creams	80 @ 90
Cream Buttons, Pep.	
and Want.	265
String Rock	260
Burnt Almonds	1 25
Wintergreen Berries	250

Caramels.

No. 1 wrapped, 2 lb. boxes	235
No. 1 wrapped, 3 lb. boxes	250
No. 2 wrapped, 2 lb. boxes	

Fruits.

Oranges.

Fancy Navels	23 25
Choice	23 00

Lemons.

Strictly choice 360s.	23 50
Strictly choice 300s.	23 50
Fancy 360s	23 75
Ex. Fancy 300s	24 00
Ex. Fancy 360s	24 00

Bananas.

Medium bunches	1 00 @ 1 25
Large bunches	1 50 @ 1 75

Foreign Dried Fruits.

Fig.	
California Fancy	214
Choice, 10 lb boxes	213
Extra choice, 10 lb boxes new	218
Fancy, 12 lb boxes	222
Imperial Mikados, 18 lb boxes	2
Pulled, 6 lb boxes	2
Naturals, in bags	2 7

Dates.

Fards in 10 lb boxes	210
Fards in 60 lb cases	2 8
Persians, P. H. V.	2 6
1 lb cases, new	2 6
Sais, 60 lb cases	2 5

Nuts.

Almonds, Tarragona	216
Almonds, Ivaca	214
Almonds, California	215
soft shelled	215
Brazils new	2 8
Filberts	210
Walnuts, Grenobles	213
Walnuts, Calif No. 1	211
Walnuts, soft shelled	212
Calif.	212
Table Nuts, fancy	211
Table Nuts, choice	210
Pecans, Med.	2 7 1/2
Pecans, Ex. Large	2 9
Pecans, Jumbos	212
Hickory Nuts per bu.	21 60
Ohio, new	24 00
Cocoanuts, full sacks	24 00
Chestnuts per bu.	24 00

Peanuts.

Fancy, H. P., Suns	2 6 1/2
Fancy, H. P., Flags	2 6 1/2
Roasted	2 6 1/2
Choice, H. P., Extras	2 4 1/2
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.	
Flour in bbls., 25c per bbl. additional.	

Spring Wheat Flour.

Clark-Jewell-Well's Co.'s Brand.	
Pillsbury's Best 1/2s	4 60
Pillsbury's Best 1/4s	4 50
Pillsbury's Best 1/8s	4 40
Pillsbury's Best 1/16s	4 40
Pillsbury's Best 1/32s	4 40
Pillsbury's Best 1/64s	4 40
Ball-Barnhart-Putman's Brand.	

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

Pillsbury's Best 1/2s	4 60
Pillsbury's Best 1/4s	4 50
Pillsbury's Best 1/8s	4 40
Pillsbury's Best 1/16s	4 40
Pillsbury's Best 1/32s	4 40
Pillsbury's Best 1/64s	4 40

Ball-Barnhart-Putman's Brand.



Duluth Imperial.

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

Olney & Judson's Brand.

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

Meal.

Feed and Millstuffs.

St. Car Feed, screened	16 50
No. 1 Corn and Oats	16 00
Unbolted Corn Meal	15 10
Winter Wheat Bran	14 00
Winter Wheat Middlings	15 00
Screenings	13 00

Corn.

Oats.

Hay.

Fish and Oysters.

Fresh Fish.

Whitefish	Per lb.
Trout	8
Black Bass	12
Halibut	15
Ciscoes or Herring	5
Bluefish	11
Live Lobster	22
Boiled Lobster	10
Cod	24
Haddock	8
No. 1 Pickerel	9
Pike	8 1/2
Perch	6
Smoked White	8
Red Snapper	8
Cold River Salmon	12
Mackerel	18

Oysters in Cans.

F. H. Counts	238
F. J. D. Selects	270
Selects	27
F. J. D. Standards	22
Anchor	20
Standards	18
Favorites	16

Bulk.

Counts	210
A Selects	190
Selects	120
Anchor Standards	130
Standards	100
Clams	125

Shell Goods.

Oysters, per 100.

Clams, per 100.

Swift & Company quote as follows:

Barreled Pork.

Mess	10 00
Back	10 50
Clear back	10 00
Short cut	10 00
Pig	13 75
Bean	9 50
Family	11 00

Dry Salt Meats.

Bellies	5 1/2
Briskets	5 1/2
Extra shorts	5 1/2

Smoked Meats.

Hardware

Forty Years in the Hardware Business.

In May, 1858, green from the farm, I started in to learn the complicated hardware business. The changes that have taken place both in the manner of doing business and in the goods handled are phenomenal. Perhaps in no other trade or business has the ever-inventive Yankee brought about such remarkable and sweeping changes.

Most of the hardware that passed over the counter of the hardware merchant forty years ago was of English and German make. We sold such articles as Wade & Butcher's razors and files, English chain, Wostenholm farrier and pocket knives, English butcher knives, and Peter Wright's anvils and halter chains; all imported articles and articles that to-day are made by Americans at a greatly reduced price.

In thinking of the more everyday articles in which there has been a remarkable change, I mention the common everyday screw. Forty years ago the only screw that was in use was the one with a blunt point and required a bradawl or gimlet to start them. Then there were the locks. They were mostly Rim Janus faced and were for the most part made in Pittsburg. The common knob in use at that time was the mineral or porcelain, but for the better class of houses glass knobs were the proper thing, and retailed for \$1.50. The lock used for store doors, halls, and schoolhouses was a large one on a board about 6x8, with two heavy brass keys which required a weight in the opposite pocket.

The door hinges were mostly cast with fast joints, but later on the old style of reversible butts with rights and lefts made their appearance.

Iron cut nails were the only ones in use at that time. They retailed at \$.05 per pound, and \$.06 for 3-penny, and by the keg brought \$4.50 from 10 penny to 60 penny, and \$.25 advance on each additional size down to 3-penny, with an advance of \$.50 for the 3 penny. Bar iron sold at \$.05 base and Swedish iron at \$1.10; American cast steel at \$.22 and English steel at \$.30 per pound, and Manila rope brought \$.18 per pound for the larger sizes.

The cooking stoves which were used were the old-fashioned Premium and elevated oven stoves; the Premium stoves with two griddle holes in front, then, going back, an elevation of about 6 inches and two griddles behind, and the oven was about 18 inches square. They were made by Vincent, Hinrod & Co., of Erie, Pa., and the elevated ovens were for the most part made by Jewett & Root, now Sherman S. Jewett & Co., of Buffalo, N. Y. The Premium cooking stove retailed at \$18 and \$20, with the trimmings. There was a great demand for stoves in those early times, as the early settlers did not bring their stoves with them, they being too heavy. The firm I was with sold one hundred Premium stoves in three weeks, giving a due bill for the trimmings.

During the years 1859 1860 the square stove, Hathaway patent, came into use, and completely revolutionized the business. They were a great improvement on the old style, and were the first stoves to be introduced which threw the heat under the oven.

The heating stoves used in those early times were the old style box and the sizes ranged from 18 to 48 inches. Then, too, there was the air-tight self-

regulator, made with cast top and bottom, with linings of sheet iron, and with genuine Russian iron on the outside. These stoves retailed at from \$20 to \$25.

The stove pipe was all hand made from No. 24 sheet iron, and sold at 12½ cts. per lb. or 37½ cts. per joint. Common square elbows sold at 37½ cts. and the genuine Russian at 75 cts. And the pipe made of Russian iron retailed at 35 cts. per pound.

As all of this ware, together with all the tin and copper ware, was made by hand, there was naturally a great demand for tinmiths, and they demanded from \$1 to \$1.50 per day.

Perhaps in nothing has there been a greater change than in wash boilers. They were all made by hand in those days, copper boilers. They sold for 62½ cents per pound, or about \$7.50 apiece. Harrow teeth were made from 7/8 and 1-inch square iron, and sold for 10 cents per pound.

In those times the hardware merchant did not carry horse shoes or horse nails, as the blacksmiths made their own; but this made a great demand for Esopus shoe shape and U. B. nail rod.

As lumbering was the chief occupation in this section of the country in those times, and from the way in which it was carried on, that is, by establishing a lumber camp in the woods and working from that center, it of course naturally follows that one of the chief resources of the hardware merchant was the fitting out of these lumber camps. This made a great demand for the articles needed in camp. The most important of these were axes, cross-cut saws, logging chains, ox yokes, large sheet iron heaters, and the old fashioned bake ovens. Last, but not least, was the tin punched lantern, used with a short piece of candle, and the fact still remains to be solved whether you can see better without than with it.

For three or four years things ran along in the channels indicated above. Then came the Civil War, and the hardware merchant who had weathered the storm realized a rich harvest. Prices went up "out of sight." The question was not so much a matter of price as it was an ability to furnish goods.

The following are the prices that some of the more common articles brought during this period:

Bar iron.....	10 to 12½ cts. base.
Swedish iron.....	20 cts.
Shoe shape.....	15 cts.
Nail rod.....	20 cts.
English steel.....	40 cts.
Ames' shovels.....	\$2.00 each
Plain 3-tined forks.....	\$1.25
Stropped forks.....	\$1.50
Cut iron nails.....	10 cts. per lb.
Loather carpet.....	10 cts. per paper.

Everything in the hardware line rose in proportion. Every one had plenty of money and the high prices were paid without flinching. After the war prices sank almost as rapidly as they had risen. Notwithstanding this fact, business continued to be good.

From 1865 to 1875 were the banner years in the hardware business. If I could be assured the same business and margins of profit for another decade I would be content to retire without a pension. Although prices fell after the war, yet the prices of hardware from 1865 to 1875 were somewhat different than at the present time. To give an idea of the wholesale price of hardware I take the following figures from an invoice book dated 1875:

Wire cloth.....	5 cts. per sq. ft.
Mineral knobs.....	\$2.25 per doz.
Porcelain Japd. knobs.....	\$3.00 per doz.
Cut iron nails.....	\$3.25 base.
Axes, per box.....	10 75
Clipper scythes.....	10-50 per doz.
Refined borax.....	15½ cts. per lb.
Manila rope.....	15 cts. per lb.

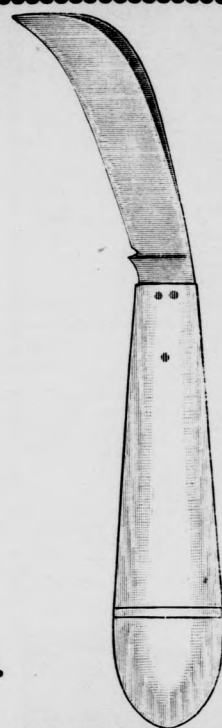
Tree=Pruning Utensils



KNIVES, SAWS,
SHEARS and
everything useful.



FOSTER, STEVENS & CO.
GRAND RAPIDS, MICH.



SYRUP AND SUGAR MAKERS' SUPPLIES



We make
everything.

Write for prices.

Wm. Brummeler & Sons
Grand Rapids, Mich.

POTATO SHIPPERS

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

RED CAR PAPER

Write us for sample and price

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

ENGRAVERS

BY ALL THE
LEADING PROCESSES

PORTRAITS, BUILDINGS,
MACHINERY,
STATIONERY HEADINGS,
EVERYTHING.

HALF-TONE
ZINC-ETCHING
WOOD ENGRAVING

TRADESMAN COMPANY
GRAND RAPIDS, MICHIGAN.

Shelf and heavy hardware followed the same trend, and were equally high in proportion.

From 1875 to the present time the changes have been great and marvelous. Looking at the period as a whole, I would say that the most noticeable change has been in builders' hardware. Goods that were staple and salable a few years ago are now relegated to some remote corner, and receive but slight attention when the annual inventory is taken. The latest fad is old copper and blast and oxidized silver and rustless iron, superseding the old standard No. 3 finish and plain bronze.

Another notable introduction is the steel range with four and six holes, and with two plates of steel, lined with asbestos. And we must not forget the High Art self-feed, with duplex grate and a profusion of nickel plate. This and the improved surface burners seem to be the favorites to-day.

I presume it is safe to say that seven-eighths of the shelf hardware, stoves and belting, both rubber and leather, are made in this country. The articles of importation that we now carry in stock are Peter Wright anvils, halter chains and cow ties, carpenters' pinchers, Wostenholm farrier knives, Wilson's butcher's knives, German pocket knives and some English and German razors. I think the hardware man of the near future will live to see everything in the line, both heavy and shelf hardware, manufactured in this country. The crude rubber for the manufacture of belting and hose and Manila hemp that is now used in the manufacture of rope and cordage will have to be imported.

The terms on hardware and stoves at that time were six months without interest, and 6 per cent. for six months longer, and if payments were made prior to the six months interest would be allowed thereon at the rate of 6 per cent. per annum.

Money commanded 18 per cent. at the banks, and money brokers could easily get 2 per cent. per month. This, undoubtedly, seems strange to the hardware man of to-day, with the fluctuating market and the intense competition.

The traveling salesman, who is so much in evidence nowadays, was at that time an unknown quantity, and that possibly was one reason why the jobbers could give such liberal terms.

Our advancing civilization with its cut-throat competition has made it necessary for both jobbers and retail merchants to change their mode of doing business, for it is only the progressive hardware merchant and the hustler who are at all "in it" these times.

W. H. HAY.

The Hardware Market.

General trade is very fair, although the extreme cold weather of the last few weeks has had a very serious effect upon the retail trade in the various towns tributary to Grand Rapids. In the Eastern markets, and among manufacturers generally, everything is running at full blast and prices are advancing faster than the ordinary merchant can keep track of them. On many goods it is not believed that there will be any further decline, as prices made previously were considered far below the cost of production.

Barbed and Plain Wire—The many advances that have taken place on these articles have now brought it up so that jobbers are quoting painted barbed wire

at \$2, galvanized at \$2.40 from stock, and price from mill is generally 20 cents less. The advance on galvanized wire has been made 40c, instead of 35c, as formerly, and this applies to all kinds of plain wire, the same as barbed.

Wire Nails—In sympathy with the general advance in wire and steel, the present price on wire nails, shipped from stock, is from \$1.85@1.90, depending on quantity, and from mill at \$1.70.

Miscellaneous—All kinds of sleigh shoe and cutter steels have advanced in the neighborhood of 20c per cwt. Galvanized tubs and pails have advanced from 25c@51 per dozen. Poultry netting is firm at 85 per cent. off. Wire cloth has advanced \$1 per hundred square feet. Galvanized iron has advanced so the bottom price now obtainable is 75 per cent. discount from list. Copper rivets are held firmly at 45 per cent. discount. All kinds of tinware, both pieced and pressed, are 15@20 per cent. higher. There has been no advance as yet on steel goods, but one is looked for early in the season. Wrought single-tree iron and wagon hardware have advanced 20 per cent. Deep well and cistern pumps of all kinds, as well as cast sinks, are 15 per cent. higher than formerly. A general advance of \$1 per dozen has been made on all kinds of wheelbarrows, which now makes the cheapest kind with wood wheel at \$12 per dozen, and \$1 extra for steel wheels. In fact, there is hardly a thing in the hardware business to-day which is not feeling the effects of advances that have taken place in all lines of steel and many other products.

Behind the Times.

"Who is that?" asked the school-boy's father as he glanced through the textbook.

"Why, that's Atlas. He was supposed to hold the whole world on his shoulders."

"H'm. He wasn't up to date. If he had lived in history he would have organized a few corporations and tried to put it in his pocket."

No Comparison.

"I suppose," said Uncle Jerry Peebles, "the hottest place on earth is the stove-hole of an iron battleship in action."

"There is one hotter," remarked Uncle Allen Sparks. "It's the place where a young husband sits when he carves his first turkey for company."

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.

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. Steel	5 50
First Quality, D. B. Steel	10 50

Railroad	\$12 00 14 00
Garden	net 30 00

BOLTS	
Stove	60&10
Carriage new list	70 to 75
Flow	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 50
Corrugated	1 25
Adjustable	dis 40&10

EXPANSIVE BITS	
Clark's small, \$15; large, \$25	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 30; 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

KNOBBS—New List	
Door, mineral, jap. trimmings	70
Door, porcelain, jap. trimmings	80

MATTOCKS	
Adze Eye	\$16 00, dis 60&10
Hunt Eye	\$15 00, dis 60&10
Hunt's	\$18 50, dis 20&10

MILLS	
Coffee, Parkers Co.'s	40
Coffee, P. S. & W. Mfg. Co.'s Malleables	40
Coffee, Landers, Ferry & Clark's	40
Coffee, Enterprise	30

MOLASSES GATES	
Stebbin's Pattern	60&10
Stebbin's Genuine	60&10
Enterprise, self-measuring	30

NAILS	
Advance over base, on both Steel and Wire	

Steel nails, base	1 80
Wire nails, base	1 90
30 to 60 advance	Base
10 to 16 advance	06
8 advance	10
6 advance	20
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85

PLANES	
Ohio Tool Co.'s, fancy	250
Scotch Bench	80
Sandusky Tool Co.'s, fancy	250
Bench, first quality	250
Stanley Rule and Level Co.'s wood	60

PANS	
Fry, Acme	60&10&10
Common, polished	70&5

RIVETS	
Iron and Tinned	60
Copper Rivets and Burs	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 1/2c per pound extra	

HAMMERS	
Maydole & Co.'s, new list	dis 83 1/2
Kip's	dis 25
Yerkes & Plumb's	dis 40&10
Moore's Solid Cast Steel	20 11 1/2
Blacksmith's Solid Cast Steel Hand	30c list 50&10

HOUSE FURNISHING GOODS	
Stamped Tin Ware	new list 75&10
Lapanned Tin Ware	20&10

HOLLOW WARE	
Pots	60&1
Kettles	60&10
Spiders	60&10

HINGES	
Gate, Clark's, 1, 2, 3	dis 60&10
State	per doz. net 2 50

ROPES	
Sisal 1/4 inch and larger	8 1/2
Manilla	9 1/2

WIRE GOODS

Bright	80
Screw Eyes	80
Hook's	80
Gate Hooks and Eyes	80

I PVELS

Stanley Rule and Level Co.'s	dis 70
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SQUARES

Steel and Iron	70&10
Try and Bevels	60
Mitre	50

SHPET 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 28	3 10	2 65
No. 27	3 30	2 75
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.		

SAND PAPER

List acct. 19, '86	dis 50
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SASH WEIGHTS

Solid Eyes	per ton 20 00
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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, nickeled	30
Coe's Genuine	40
Coe's Patent Agricultural, wrought	75
Coe's Patent, malleable	75

MISCELLANEOUS

Bird Cages	40
Pumps, Cistern	70
Screws, New List	85
Casters, Bed and Plate	50&10&10
Dampers, American	50

METALS—Zinc

600 pound casks	8
Per pound	8 1/2

SHOT

D op	1 45
B B and Buck	1 70

SOLDER

1/4@1/2	17
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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.

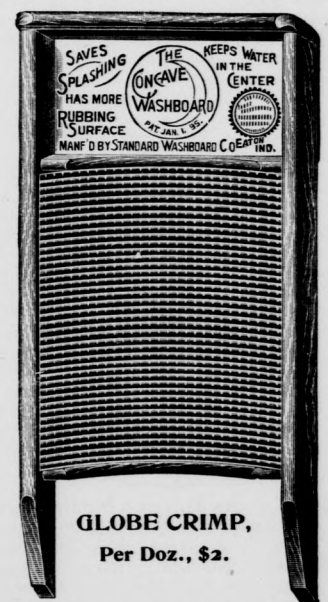
ROOFING PLATES

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 "Concave" Washboard



SAVES THE WASH.
SAVES THE WASHER.

The Cost of Labor.

From the New York Sun.

We have not as a people begun to realize until recently the full truth and meaning of the economic axiom that the cost of labor is to be measured not by the wages paid but by the value of the product. We may pay much higher wages than any country of Europe, but the labor cost of our manufactures is less than that of Europe, because by superior machinery and more highly trained skill in managing it one of our workmen can turn out a better product and a good deal more of it in a day.

Last year, when a Philadelphia iron firm underbid British manufacturers for the supply of 1,000 tons of iron piping to the city of Glasgow, it was surmised by Glasgow's astounded City Council that the Philadelphia firm was paying smaller wages to its workmen. It was found that higher wages were paid to the American workmen, who, however, produced, per man, in the same time, over 25 per cent. more piping than the British. The Americans could sell their product in Glasgow, 3,000 miles away, at the smaller price.

Mr. Jeans, Secretary of the British Iron Trade Association, said recently that the labor cost of making a ton of billets and rails in America is now from 25 to 35 per cent. less than in Great Britain.

Operatives making a certain grade of shoes in Massachusetts receive three times the wages of German operatives, but our shoemaking machinery has reduced the cost of the American product to 40 cents a pair, while the same grade of shoes made in Germany costs 58 cents a pair.

This country is competing successfully with the rest of the world, not by demanding from its workmen twelve hours' labor at meagre wages, but by using well-paid labor and the best machinery to improve the quality and increase the quantity of its products. We are increasing the economy of labor without reducing the wages of the artisan.

Orange Industry of Louisiana Ruined.

New Orleans, Feb. 19.—It is now possible to form some estimate of the amount of damage done by the late cold wave and it proves to be far greater than was at first imagined. The investigation conducted has shown that the orange industry of Louisiana is completely at an end. Both old trees and young have been absolutely killed by the freeze and will never bear again. The orange groves of Plaquemine parish, which produced about \$750,000 worth of oranges a year ago, represent an investment of \$4,000,000 to \$5,000,000. A very large number of young trees had been planted this year. Whether the planters will plant again is doubtful. The crop, which was cultivated without loss for a hundred years, has met with two heavy blows in the past nine years, and is today totally annihilated.

The report as to sugar cane is bad, but not quite as serious. Investigations conducted by Prof. Stubbs at the United States sugar experiment farm at Audubon Park, a specially well-protected locality, where the cane is safer than at almost any other place in Louisiana, showed that the ground was completely frozen to a depth of eight inches. The stubble cane, that which was cut down and which sends out a second, third and even fourth year's growth, was destroyed. The plant cane held over for planting, which was to begin this month, is frozen, and at least half the eyes, or sprouts, have been killed by the cold. This means a loss of 150,000 tons of sugar as compared with an average year. The actual loss from this source will not be less than \$5,000,000.

Status of the St. Louis Potato Market.

St. Louis, Mo., Feb. 20.—The market is active here. The movement in every kind of fruit and produce has been heavy since the weather moderated. The late cold spell and blizzards have been the most severe ever known here, doing much damage and causing heavy losses. Owing to the intensely cold weather, no shipping could be done; in

fact, not a wheel turned, and it has made a rush for stuff temporarily. The market is now assuming normal proportions. During the cold weather, the thermometer ranged close to zero and down to 24 degrees below constantly, with no let-up.

The market on potatoes is very unsettled. Holders of stock hardly know what price to ask. It all depends on how anxious a buyer is and how badly he needs stock. Stock free from frost is sought after, but most of the stock carried on track through the severe cold spell is more or less frosted and such has to be sold according to condition and quality. Stock carried so long on track under heavy fire does not look as well as fresh loaded potatoes. Since the weather moderated last week, the local demand has been good. Varieties made but little difference. There has been a wide range of prices and the market has not settled to a safe basis, and it is too soon after the cold weather to predict what the market is going to do, but the general impression seems to be that after the market settles, old prices before the freeze will again prevail.

We hear some reports of damage to potatoes in "cellars and pits," mostly from Central Michigan, but from what we hear from reliable sources, we do not believe much stock is destroyed—not enough to cut any figure in the market. Reports say the movement at loading stations has commenced, and in a few days all markets will again be well supplied and old prices prevail.

MILLER & TEASDALE CO.

Remarkable Record for a Banker.

From the Marshall Statesman.

Gen. Gorbam's record as a banker is an enviable one, indeed. The General relates with just pride, although without boasting, that he opened up a small banking institution in Marshall in 1840. In 1865, by special request of the Banking Department at Washington, he associated with him twelve representative citizens and organized the First National Bank, with a capital of \$100,000. Notwithstanding the boodoo numeral the institution was lucky from its very inception. Gen. Gorbam was its first President, and for thirty-two years he held down the job, having been succeeded by his son, S. H. Gorbam, about a year ago. During the sixty-five years Gen. Gorbam was connected with the bank it never had a piece of paper dishonored or discounted and never borrowed any money. This is a claim few banks of so long standing can make.

The James Stewart Co. to Continue in Business.

From the Saginaw Courier Herald, Feb. 16.

The Courier-Herald stated some days ago that negotiations were pending for the sale of the stock of the wholesale grocery house of the James Stewart Co., which was true, but these negotiations have fallen through. Yesterday Col. A. T. Bliss received an offer in cash for the entire stock of the Stewart Co., as per inventory, at 100 cents on the dollar, with a lease of the building at a rental of \$2,500 per annum, but this was declined, and the business will be continued at the old stand, as heretofore.

A doctor recently hurried into a Monroe street drug store. "I've just been called to attend the Croesus baby," he said, "and I've given a prescription that calls for nothing but paregoric. When they send it over here you must tell them it will take at least an hour to put it up, and the cost will be \$3.50. That's the only way to make them think I'm any good, the medicine's any good and you're any good, and I want to keep their business."

G. E. DeGolia has purchased the interest of his partner, Chas. A. Payne, in the grocery firm of Payne & DeGolia at 3 Robinson avenue. Mr. Payne has formed a copartnership with Jessie A. Merrill and opened a grocery store at 38 South Division street under the style of J. A. Merrill & Co.

The Arm as a Trade Emblem.

From the New York Sun.

The brawny arm of man, holding an uplifted hammer, is often seen in one place and another, painted or in sculptured form, and as a trade emblem. There is at least one instance in the city of the use of the more graceful feminine arm for this purpose. In this case the arm holds an uplifted flatiron, and it appears painted upon the side of a laundry wagon.

Grand Rapids—Rufus Boer, for many years salesman and floor walker for the dry goods firm of Voigt, Herpolsheimer & Co., has taken a position as salesman in the wholesale department of the millinery establishment of Corl, Knott & Co.

Shelby—J. Mikesell & Co., proprietors of the canning factory at Charlotte, offer to remove their factory to this place, providing a bonus of \$3,000 is forthcoming.

A man in poor circumstances is out lecturing on "The Money of the Future." He expects to get it.

In Russia you must marry before 80 or not at all, and you may marry only five times.

The man who plays slot machines for a living will find himself financially in a hole.

There are many poor families who can keep fat dogs.

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—HALF INTEREST IN OLD ESTABLISHED at market, located in excellent residence district of Grand Rapids. Investigation solicited. Address No. 86, care Michigan Tradesman. 866

FOR SALE—BEST GROCERY BUSINESS in Grand Rapids. Stock clean and active. Trade well established. Right man can easily clear \$3,000 per year. Terms easy. Rent low. Address No. 864, care Michigan Tradesman. 861

FOR SALE—DRUG STOCK AND FIXTURES. Including a fine soda fountain, which will invoice about \$2,500. Will be sold at great reduction if taken at once. Located in one of the finest corner blocks in a town of 4,000 inhabitants. For information address H. F. Marsh, Allegan, Mich. 861

SALESMAN—ENTLEMAN OR FIRM OF undoubted qualifications for sole patentees and manufacturers of folding baby carriages and go-carts; commission basis; must carry stock. Full particulars, Patent Folding Carriage Co., 139 Broadway, New York. 812

FOR SALE—CLEAN HARDWARE STOCK located at one of the best trading points in Michigan. Stock will inventory about \$5,000. Store and warehouse will be rented for \$30 per month. Will sell on easy terms. Address No. 868, care Michigan Tradesman. 868

FOR SALE—DRUG STORE. 10-YEAR-OLD stand, with a good business in a live city of 4,000 inhabitants and 100 miles east of Chicago; must sell on account of death of manager; a good opening for some man who wishes to invest about \$1,300. Address Lock Box #61, Dowagiac, Mich. 867

KALAMAZOO S. STERN, WHO HAS OPENED a wholesale paper house at 217 East Main street, will conduct the business under style of the Star Paper Co.

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. 860

WANTED—ENERGETIC SALESMAN FOR our lubricating oil and boiler compound; experience easily acquired; liberal inducements; position permanent. Muhawk 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

FOR SALE—GENERAL STOCK LOCATED at good trading point convenient to market; fine farming country; place naturally tributary to large trade in butter and eggs. Address for particulars J. C. McLaughlin & Co., Montgomery, Mich. 864

FOR SALE—STOCK OF DRUGS AND GRO-ceries, about \$2,000. Will sell drugs or groceries or both; good trade; reason for selling, ill health. Address S. & D., B. Anchar, Mich. 855

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

FOR SALE—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 & Carner, Perrinton, Mich. 853

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. REA-son 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—A SHINGLE AND SAW MILL with 30 horse power engine and boiler, all in good order. Would trade for general merchandise. For particulars, address Box 7, Mt. Pleasant, Mich. 839

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

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

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

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

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

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

DRUG STORE FOR SALE OR TRADE IN A town of 8,000 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

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

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

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

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

COUNTRY PRODUCE

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

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

WANTED—1,000 CASES FRESH EGGS, daily. Write for prices. F. W. Brown, Ithaca, Mich. 556

FIREPROOF SAFES

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

MISCELLANEOUS.

WANTED—FIRST-CLASS GROCERYMAN, one capable of managing business. Address No. 86, care Michigan Tradesman. 865

WANTED—POSITION IN GROCERY OR general store, country preferred. Have had long experience. Address Box 174, Manclona, Mich. 863

WANTED—POSITION BY A REGISTERED pharmacist, with a view to buying the stock; married; nine years' 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

Travelers' Time Tables

CHICAGO and West Michigan R'y Feb. 5, 1899.

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

DETROIT, Grand Rapids & Western. Nov. 13 1898.

Detroit.
Lv. Grand Rapids..... 7:00am 1:35pm 5:25pm
Ar. Detroit..... 11:40am 5:45pm 10:05pm
Lv. Detroit..... 8:30am 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 9:30p
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..... 10:15am + 5:07pm
Saginaw, Detroit & East..... 3:27pm +12:50pm
Buffalo, N Y, Toronto, Montreal & Boston, L'd Ex 7:20pm *10:16am
GOING WEST
Gd. Haven Express..... *10:21am * 7:15pm
Gd. Haven and Int. Pts..... +12:58pm + 3:19pm
Gd. Haven and Milwaukee..... + 5 12pm +10:11m
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. C'y, Petoskey & Mack... 7:45am + 5:15pm
Trav. City & Petoskey..... + 1:50pm +10:45pm
Cadillac 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 00pm + 1 30p
Cincinnati..... 7 00pm * 6:30p
Vicksburg and Chicago..... *11:30pm * 9:0 am
10 am train has parlor car to Cincinnati and parlor car to Chicago; 2:00pm train has parlor car to Ft. Wayne; 7:40pm 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 00pm *11 30pm
Ar. Chicago..... 2 30pm 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 +5:40p
Ar. Muskegon..... 9:00am 2:10pm 7:05m
Sunday train leaves Grand Rapids 9:15am; arrives Muskegon 10:40am.

GOING EAST.
Lv. Muskegon..... 7:10am +11:45am +4:00pm
Ar. G'd Rapids..... 9:30am 12:55pm 5:20p
Sunday train leaves Muskegon 5:30pm; arrives Grand Rapids 6:50pm
+Except Sunday. *Daily.

C. L. LOCKWOOD,
Gen'l 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. Nestora..... 5:20pm 12:45am
Ar. Duluth..... 8:30am

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

MANISTEE & Northeastern Ry. Best route to Manistee.

Via C. & W. M. Railway.

Lv. Grand Rapids..... 7:00am
Ar. Manistee..... 12:05pm
Lv. Manistee..... 8:30am
Ar. Grand Rapids..... 1:00pm 6:55pm

LABELS FOR GASOLINE DEALERS



The Law of 1889.

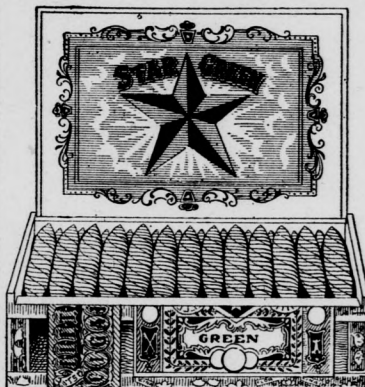
Every druggist, grocer or other person who shall sell and deliver at retail any gasoline, benzine or naphtha without having the true name thereof and the words "explosive when mixed with air" plainly printed upon a label securely attached to the can, bottle or other vessel containing the same shall be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

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

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

Tradesman Company,
Grand Rapids, Mich.

ALWAYS A WINNER!



\$35.00 per M.

H. VAN TONGEREN, Holland, Mich.

Dwight's Cleaned Currants

If you want nice, fresh, new stock, buy Dwight's. If you want cheap trash, don't look for it in our packages. All Grand Rapids jobbers sell them.

Wolverine Spice Co.,
Grand Rapids.

"A Good Snap"

The accompanying cut shows you our latest and best "SNAP" in small barrels. We guarantee them the very best ginger snap.



American Beauty Snaps

A small delicate ginger snap in small barrels at \$2.40 per doz. which is an extremely low price. Manufactured by

NATIONAL BISCUIT CO., 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 satisfactory 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. It is a condition of the office that the article be patentable and that the patent be 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.

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.

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.

WILLIAM REID

Importer and Jobber of

POLISHED PLATE
WINDOW
ORNAMENTAL

GLASS

PAINT

OIL, WHITE LEAD,
VARNISHES
BRUSHES

GRAND RAPIDS, MICH.



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



The laziest man in Slumberville
Opened and closed his store at will.
"No system in mine," he always said,
"Just give me my good old comfortable bed."

He knewed his business an' knowed it well,
Needn't no Agent attempt to tell
Him how to run a grocery store
Cause he'd been in this business afore.

"I'm makin' a livin'," he'd always say,
"An' ef folks don't like my easy way
Of gettin' along an' runnin' a shop,
They can deal somewhere else ef they want ter stop."

But it wasn't long until right next door
A fellow he dubbed "A Dude from Lenore"
Had opened a shop with goods bright and new
With the Money Weight System right in view.

It's needless to tell what became of the man
Who tried to get on without any plan.
He's perhaps sleeping yet in some desolate place,
For he hadn't a System to help him keep pace.

Write to **THE COMPUTING SCALE CO.,**
Dayton, Ohio, for full particulars about the
Money Weight System, easy payments, etc.