

Do You keep

Faust Oyster Crackers

If Not, Why Not?

They are delicate and crisp and run a great many to pound, making them the best and at the same time the cheapest Oyster Crackers on the market. Packed in boxes, tins or in handsomely labeled one pound cartons. Send us a trial order.

National Biscuit Company,

Grand Rapids, Mich.

SEARS BAKERY.

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.

DO YOU RUN A STORE

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

TRADESMAN COMPANY, Grand Rapids, Mich.

WORLD'S BEST

S.C.W.

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

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.

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.

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.

A DESK FOR YOUR OFFICE

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

Less than the Manufacturer's Cost

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

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



SAMPLE FURNITURE CO.

JOBBER'S OF SAMPLE FURNITURE.

PEARL AND OTTAWA STS.

GRAND RAPIDS, MICH.

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.

PLUM PUDDING



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

GRAND RAPIDS CANDY CO.

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.

FOLDING PAPER BOXES

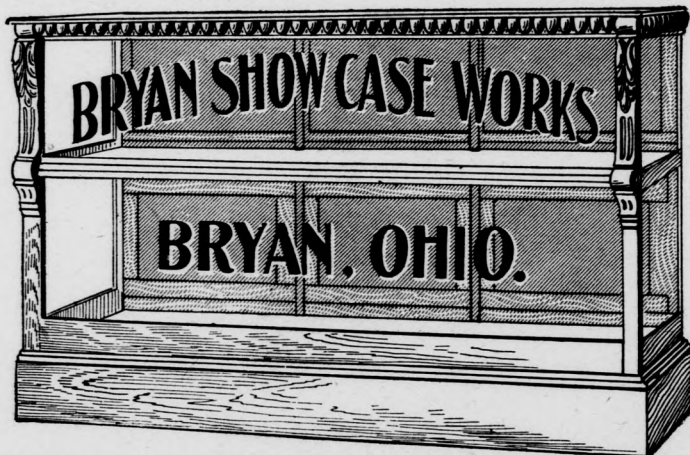
Printed and plain for Patent Medicines, Extracts, Cereals, Crackers and Sweet Goods,

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

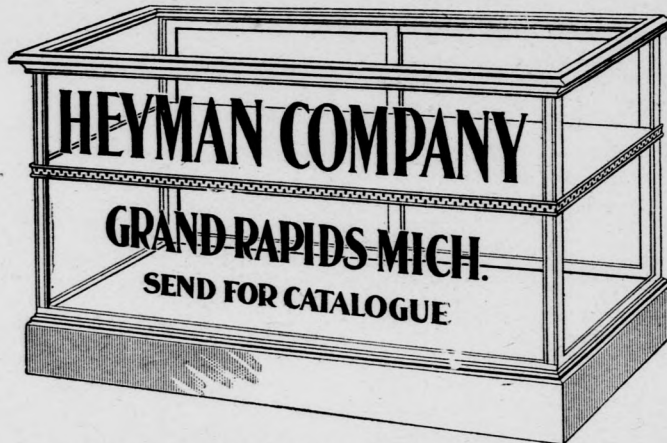
GRAND RAPIDS PAPER BOX CO.

PHONE 850.

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



Manufacturers of all styles of Show Cases and Store Fixtures. Write us for illustrated catalogue and discounts.



This Showcase only \$4.00 per foot.

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

BROWN & SEHLER

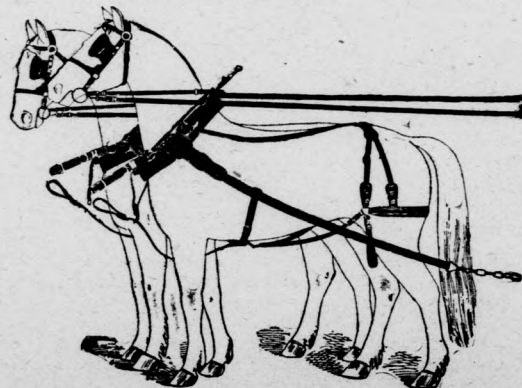
WEST BRIDGE ST.,
GRAND RAPIDS, MICH.

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.



MICHIGAN TRADESMAN

Volume XVI.

GRAND RAPIDS, WEDNESDAY, MARCH 1, 1899.

Number 806

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.

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.

Commercial Credit Co. Ltd.
 Private Credit Advances
 Collections and Commercial Litigation
 GRAND RAPIDS, MICH.

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



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

BARLOW BROS., Grand Rapids.

The Preferred Bankers Life Assurance Company of Detroit, Mich.
 Annual Statement, Dec. 31, 1898.
 Commenced Business Sept. 1, 1893.

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

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

Tradesman Coupons Save Trouble. Save Money. Save Time.

The Lost Fortune.
 To most of us there is nothing else in life so forlorn and pathetic as those who have seen better days. Always to have been lonely and poor is bad enough, heaven knows, but how much sadder seems the lot of those whose very memories furnish them with a standard by which to measure, hour by hour, their misery. It is theirs to learn, through bitter tears, the strange, hard ways of poverty, to sit by cold and desolate hearths, where once were warmth and cheer, and to think through solitary years of clinging arms that no longer enfold, and kisses that are but memories on old and unloved lips. Far better, one would think, never to have known the sunshine, if one must be doomed to leave it behind him. Yet there is another and a broader philosophy than this, and, curiously enough, an old negro woman was a few days ago its prophet. She lives in the outskirts of the city in a little shanty-like house, which, poor as it is, still makes some pretence of style among its humble surroundings. For one thing there is a fence, and a gate, kept religiously closed, instead of standing hospitably and shiftlessly open to invite any idler to stop and gossip, as is the custom in that easy-going community. For another, Aunt Dinah, while a ministering angel in times of sickness, holds herself with a certain aloofness, and only associates with her neighbors on terms of distinct condescension and patronage. "You see," she sometimes explains, "it ain't like I was always poor and ain't never knowed what it was jest to have oodlins of money. Dese yere niggers, dey was born poor, and dey nas hilt dere own ever sense, an' scusin' 'le s'ciety don't bury 'em when dey dies, de corporation will have to. But me, I been rich, an' I'm gwine to live up to rich folks' ways, an' pick an' choose my company. Huccome you ain't never heered 'bout dat time I drew money in de lottery? Hit was lak dis: One day I was gwine up to Miss Simmons' to git de washin', jest as I been doing all de time, when, lo, and behold, I found a dollar right in de middle of de street, a lyin' beside a ole horse shoe. Well, any fool would a knowed dat was luck money, an' I des went as fas' as I could go to a lottery shop and buy me a ticket. De ticket was 13 somethin'—I forgot now—but, anyway, it begun wid 13, and shore enough when de drawing come off it drew \$5,000. My ole man, Jake, he was a working down town, and when he bears it he des flings down de saw he was sawing wood wid, and come on home to tell me. I was standin' by de stove frying liver for supper, and I jest eased de skillet over to de side of de stove so it wouldn't burn, and we set down to spend dat money. Jake, he was for buying a pink shirt and yaller shoes and a gold watch, and I was set on havin' a melogeu. Course I don't know how to play on hit, neidermore did Jake, but neider more does de white ladies dat is got dem piannys, an' to my mind dey ain't nothin' got so much style to it as a melogeu, wid a red

kiver over hit. Well, we sot dere, and we sot dere, a talkin' and at las' Jake says to git de ticket an' less look at hit, an', lo, an' behold, when we try to find hit hit was gone. We looked everywhere, but hit 'twarn't no use. Hit was gone, an' de money wid hit. An' I went back to fryin' de liver, and Jake, he went back an' hunted up his saw an' went to sawin' wood agin. Jake, he was powerful discouraged, but I don't look at hit dat way. 'Tain't everybody dat kin lose dat much money, an' he ought to be proud he done got de chanst. Me, I sets here in de evenings jest as ca'm an' satisfied, an' I t'inks 'bout what I done had an' now rich I been, an' 'tain't like I done been all my life one dese here folks dat ain't never had nothin'. I done seen better days, an' dere's a whole heap of comfort in dat."

New Departure in the Shoe Trade.
 C. M. Henderson & Co., of Chicago, have made a new departure in the shoe trade by discarding the sale of all leather goods made by other manufacturers. Hereafter all their goods will be made at Dixon, Ill., where the house has three large factories. Shipments of leather goods will be made direct from factory hereafter.

The reputation for honesty and patriotism so long enjoyed by the new President of France is standing in his favor now and commanding the confidence of the conservative forces in the republic. There is never much to fear from honesty and patriotism in office.

Travelers in Australia complain that almost the only trees in the continent are eucalyptus, and they afford little shade, as they have learned to turn their leaves edgewise to the sun. The botanical gardens in the cities are, however, declared to be dreams of beauty.

A bill to reduce telegraph rates in Indiana to 20 cents for ten words has been voted down in the Senate. The opposition was on the ground that "to cut the already meager profits of the telegraph companies in small towns would mean to close the offices."

A scheme is under way to connect Liverpool with all the manufacturing towns within a radius of seventeen miles by electric street railroads, which will carry passengers in the daytime and freight at night.

Emperor William claims to hold his position by divine right; but fault-finding people claim that if he had been especially created to rule the German empire the Creator would have made a better job of it.

Maine has seventeen spool factories, and the white birch trees of that commonwealth annually supply the material for 300,000,000 spools, on which is subsequently wound about 50,000,000,000 yards of thread.

A man suffering from gout never gets the sympathy his sufferings deserve.

The new bankruptcy law is likely to prove to be anything but satisfactory to the jobbing trade, who have come to realize that it must necessarily result in keeping their lines of credit down lower than they have in the past. In spite of the good times and the improved condition of business generally, the losses of the jobbing trade are likely to prove larger this year than during the period of depression and poor business, because of the number of merchants who are availing themselves of the provision of the law providing for legal discharge from further obligation. Attempts to enforce collection at this time naturally precipitate unexpected losses, and unless the law is amended to change this feature it will become so unpopular that there will be a universal clamor from the jobbing trade for its repeal. This is simply a repetition of previous experience, no bankruptcy law having been long-lived in this country.

The son of the great Worth of Paris, after a calculation of the amount spent in France upon ladies' dresses, estimates the average yearly expenditures for gowns and mantles at the sum of \$200,000,000! Fifty millions of this is paid by American, English and Russian women. This recalls the fact that it was the French dressmakers who first denied the reports that France was unfriendly to the United States during the early days of the war with Spain.

A natural soap mine and a paint mine have been found in the foothills near Asbcroft, B. C. The soap mine is really several lakes. Their bottoms and shores are incrustated with a natural washing compound, made up of borax and soda. It is as good as the washing powders in common use. Trials by blacksmiths and farm workmen show that it will remove grease and dirt more quickly than soap.

Mrs. Alice Freeman Palmer says that in 1840 there were but seven occupations open to women in the way of wage-earning, whereas now the field includes several hundred branches of industry. Sixty-one per cent. of the women of Massachusetts between the ages of 15 and 35 years are wage-earners, domestic servants forming a much smaller class than other occupations.

Wellington, Kan., built a new jail last year, and the authorities determined to name it after the first prisoner who might be confined in it. This prisoner proved to be a woman, Mrs. Horton, and the institution was promptly named "Horton jail." Now it has been proven that the woman was innocent, and she proposes to sue the Wellington authorities for damages.

Old Gomez was given a royal welcome in Havana and for the time overshadowed all other prominent characters in that city. In the midst of his triumph, however, he should not forget that, but for the interference of the United States in Cuba, every Cuban soldier who marched behind him last Friday would have long ago been dead from starvation or immured in Spanish bastilles.

Dry Goods

The Dry Goods Market.

Staple Cottons—The staple cotton division of the market is exceptionally firm, and business has been of good proportions during the past few days. Bleached cottons are stiffening, and higher prices will be quoted soon. There is a moderate demand for coarse, colored cottons; prices are firm, and holders are apparently without any anxiety with regard to sales.

Prints and Gingham—The tendency of prices in printed goods is still upward, and for future delivery they are expected at value only. Fine printed goods, staple ginghams, dress style ginghams, and all napped goods are very strong and entirely against buyers.

Underwear—All the manufacturers have enough orders now to keep them busy until April, and some way into May, and, although they are working overtime, deliveries are late, much to the dissatisfaction of the retailers, who are asking for earlier shipments than usual. Some large orders have been placed for the great midsummer sale, which are becoming equally as important as the winter ones, and the general opinion is that those buyers who wait until late in the season before placing orders will not only have to pay higher prices, but, in many cases, will not be able to get any underwear at all, or, at the best, have to wait until perhaps July, when the season is practically over. Some of the large houses selling the popular-priced goods will advance their prices this month, while those who are making the finer grades of undergarments are holding off a while, but they will not be able to renew orders at old prices when their present stock of white goods and embroideries gives out, as both of these markets are very high at present, and the narrow margin on which underwear is sold will not permit their paying more for the materials without changing the price. Another reason for the great rush among the manufacturers is due to the fact that many of them have turned their attention to the making of white shirtwaists, which they find more satisfactory, as the sales are large and the profits greatly in excess of that of underwear.

Hosiery—There has been a small but fairly steady demand for cotton hosiery during the week, including both staple lines and fancies in hose and half hose; prices are quite irregular, and consequently no quotations are made. The market seems to be in the buyers' favor, and they are easily able to place orders, either for spot delivery or for the future. For the immediate future there seems to be evidence of an over-supply, but it must be remembered that the cotton crop did not come up to expectations this season, and further, that the recent severe weather has injured the crops that were in the ground. This will undoubtedly have the effect of strengthening the cotton division of the market, although, as the present supplies are large, the effect may not be immediate. Wool hosiery has maintained its price on a steadier basis, and there has been a fair amount of trading accomplished.

Dress Goods—There is no particular feature to be noted in connection with the dress goods situation. Things are moving along without any particular hitch or hindrance, the general grist of reorders on spring weight fabrics being very fair; stock goods are being steadily

reduced, and by the time fall lines get well under way, the market will be pretty well cleaned up on many important lines. Nothing has been done as yet on spring lines, unless it has been in a very quiet way, and until such a time as the fall goods are being put before the buyer for his inspection, things will necessarily pass along rather slowly. In the reordering on spring weights, plain dark fabrics hold their prominent position; tasty serges, neat plaids, striped and dotted effects are being taken; suiting fabrics in small checks, broadcloths, mohair goods, etc., are still in the swim. There has, in fact, been no change in the character of the demand during the week. A confident tone pervades the market regarding the fall season; everything gives promise of a good, sound season's trade, both on domestic and foreign fabrics, in the various lines of ladies' wear. While, of course, it is very largely a matter of guess work, it is the general expectation that popular fabrics will be much the same as last season, modified in certain respects. Storm serges, it is believed, will have a good hold on the ordering during the approaching season; these fabrics are very neat and desirable, having many points of excellence; suiting fabrics are expected to play an important role also, many believing that such goods, in a large variety of shades and designs, are going to dominate the market.

The Menace of the Catalogue House.

Coloma, Feb. 27—I wish you would please call the attention of the country merchants, through the columns of your valuable magazine, to the fact that the poor trade of the present and the past is due to the catalogue houses selling direct to the consumer.

In some small villages, the amount of goods received by the consumer from some foreign market is equal to the amount received by the merchants. It is very easy to see where the outcome of the small dealer will be in a short space of time at the present rate of speed.

The traveling man of to-day wonders why the dealers do not buy so many goods as they have bought a few years back. The catalogue houses can answer the question with little difficulty.

The wholesaler already sees that his relation with the retailer is declining every year. If the retailer can't sell, he certainly can not buy. Is there a remedy? I think so. Let the jobber refuse to buy goods of the manufacturers that sell to said houses. I am told that E. C. Atkins & Co., saw manufacturers, refused a ten thousand dollar order from a catalogue house.

Please use the matter in any way you prefer, as you know your publication is a friend of every jobber and retailer. If you can find any ideas of importance in this conglomeration worthy of publication, you are at liberty to do so.

This matter is of vital importance to the retailer, also to the jobber.

I understand that the nail trust has refused to sell nails to said houses, so there is one trust of all trusts that is a benefit to small dealers. E. A. HILL.

The grievance referred to by Mr. Hill presents a serious aspect, because, unless it is checked by legislation or some other equally effective method, it will result in the ultimate curtailment of the trade of the country merchant to that extent that it will no longer be profitable for him to continue in business. The menace of the department store to the city merchant is not greater than that of the catalogue house to the country merchant. Both abuses are an outgrowth of the competitive system, which has greatly increased in fierceness during the past half dozen years. There is a remedy for both the department store and the catalogue house in countries

where paternal governments prevail, like Germany, but in a republic, like the United States, where freedom is frequently carried to the extent of mockery and liberty is only another name for license, the problem is more serious. There must be a solution to the problem, and any one who can devise a system by which the competition of the catalogue house can be extinguished or even curtailed will be entitled to the

gratitude of every retail merchant. With a view to stimulating agitation along these lines, the Tradesman cheerfully offers its subscribers cash prizes of \$5, \$3 and \$2, respectively, for the best three contributions on this subject. Any merchant who has any suggestion to offer in the premises is also cordially invited to co-operate with the Tradesman and its readers in endeavoring to reach a solution of this perplexing problem.

HANDKERCHIEFS



We have a fine line of ladies' and gents' handkerchief ranging in price from 12 cents to \$2.25 per dozen.

Send sample order.

P. STEKETEE & SONS,

GRAND RAPIDS

New Ideas



in Kid Gloves and Veilings are always trade winners with the ladies.

In gloves we are showing the newest shades in Grays, Tans, Greens and Reds to retail at a dollar. In

Veilings we have the white with black spots or figures; also a good assortment of blacks from 12½ cents upward.

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



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

THE WHITE CITY BRAND



CUSTOM TAILOR MADE

THE WHITE HORSE BRAND



READY TO WEAR

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

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

**FREIGHT
SHIPPING
BILLS** Triplicates at
One Writing

THE EGRY AUTOGRAPHIC SHIPPING SYSTEM

issues three documents at one writing

1st. The Original - 2nd. Shipping order - 3rd. Copy

A complete Bill of Lading in Triplicate.

RESULTS Entirely Satisfactory **PRICE** Always Cheapest **SPEED** Easily Doubled

Address orders or inquiries to

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

TIME TO ACT.

Michigan Grocers Awakening From Their Lethargy.

Clare, Feb. 27—I would like very much to ask every retail grocer in Michigan if it is not time for us to make one grand move, with a solid front, perfectly united, upon some basis agreeable to all, for a complete organization of all the retail grocers of Michigan, so that we may be able to keep step with the era of trusts and combines? The wholesale grocers have spent a great deal of time during the past two months in trying to form a more perfect combine—for just what purpose I am not positive—and there have been representatives to meetings held in New York and also Chicago from Michigan and, if we have been properly informed by the press, these meetings have been in connection with representatives of other large combines, such as the sugar trust. As nearly everything the grocer sells to-day of manufactured goods is controlled or handled by trusts or combines, I believe the retailer should awake and be up to date and have a voice in his business, and if it is to the best interests of our business and the State that these combines are right and proper, let us also combine and help perpetuate the same; and, if not, let us be fearless and condemn them as dangerous.

While the retail dealer may feel very weak, financially, to face combines representing millions, yet we are the means used for distributing the output of these combines and trusts and pay whatever prices they may ask, as supply and demand do not always fix the price with trust or combine goods.

We are informed that four big meat firms of Chicago actually fix the retail price of meat in Boston. How long, at the present rate of combines, will it be before the trusts will make the price for the grocer, both in buying and in selling?

Grocerymen, wake up and speak. Shall we continue to sell and push the sale of trust-made goods, such as crackers, soaps, tobaccos, sugars, spices and many other articles?

Would it not be well for the retail grocery trade of the State to ask President Wisler to call a mass convention of the Michigan Retail Grocers' Association, to be held in Grand Rapids sometime in March or April, for the purpose of discussing these matters face to face, with a view to reaching conclusions and planning a campaign against the continuance of existing abuses?

I am disposed to make this suggestion in the columns of the Tradesman, because it is taken by nearly every groceryman in the State and is everywhere regarded as the candid and faithful friend of the retail dealer, never having led the trade astray by bad advice or poor example.

J. F. TATMAN.

The Tradesman is pleased to receive the communication from Mr. Tatman, because he never undertakes a movement of this kind except from the spur of necessity. When the wholesale grocers undertook to exact cartage and boxing some years ago, it was Mr. Tatman who issued the call for the first convention of Michigan grocers, as a result of which the Northern Michigan Retail Grocers' Association was ushered into existence. This organization was afterward merged into the Michigan Retail Grocers' Association, which has done excellent work in several directions. The Tradesman cordially seconds Mr. Tatman's suggestion that a special meeting be called to be held in this city in the course of a few weeks, because there are several matters, including needed legislation, which should be taken up and discussed by the retail grocery trade with as little delay as possible. With a view to making the social feature of the proposed meeting as pleasant as possible, the Tradesman will take pleasure in inviting the grocers who attend the convention to par-

ticipate in an informal spread at one of the city hotels.

The views of the Tradesman on the subject of organization are well known to every Michigan merchant, inasmuch as this publication was the pioneer in the West in advocating organization among retail dealers and its editor assisted very materially in the organization of the hundred local business men's associations which flourished in Michigan a dozen or fifteen years ago. No longer ago than last week, in sending his regrets to the Port Huron grocers on account of his inability to attend their annual banquet, he expressed himself as follows:

It is an unfortunate fact that grocers as a class do not derive all the benefits they might from organization, because of the lack of co-operation, lack of enthusiasm and lack of persistent efforts along certain well-defined lines. I believe that if the retail grocers of Grand Rapids or Port Huron or Detroit or Saginaw or any other city were to stand together as one man in the advancement of their best interests and in opposition to abuses and trade wrongs, they would revolutionize present methods in less than ten seconds. Why grocers as a class do not stand together, when their welfare depends on such a union, I am unable to understand. With 300 grocers in the city of Grand Rapids and about 150 enrolled on the membership roll of the Retail Grocers' Association, the regular meeting which was held last Tuesday evening was attended by exactly twenty members; yet subjects were introduced and discussed which were of vital interest to every grocer, large or small, rich or poor. As I looked over the twenty gentlemen who attended the meeting, I could not help feeling that if the gathering comprised 300, instead of twenty, and there was one-tenth part of the enthusiasm in the entire membership that characterized the faithful few who were there, the cutter, the dead-beat, the jobber who sells the consumer, the manufacturer who sells the department store and every other barnacle which stands in the way of the success of the grocer would disappear instantly.

It Was a Dream.

Husband (at breakfast)—I had an awful dream last night.

Wife—What was it, John?

Husband—I dreamed that your mother was out riding and the horses ran away. Just as they approached a frightful precipice, with a sheer declivity of 500 feet—

Wife (pale-faced)—Oh, John, that was awful!

Husband—I woke up and found it was all a dream. It was simply terrible.

'Twas Ever Thus.

"How women change!" said the man who had been married a year. "My wife used to write to me and send me a bushel of kisses in her letters."

"Um," said the man who had been married a quarter of a century.

"But now when I leave for the office she just gives me a peck, and a short one at that."

Behind Lock and Key.

Jones—Dear me! You say you often lay down the law to your wife. How do you go about it?

Bones—Why, all you need is firmness. I usually go into my study, lock the door and do it over the transom. All you need is firmness—in the door!

"My dear," said a frightened husband in middle of the night, shaking his wife, "where did you put that bottle of strychnine?" "On the shelf next to the peppermint." "Oh, Lord!" he groaned, "I've swallowed it." "Well, for goodness' sake," whispered his wife, "keep quiet, or you'll wake the baby."

Every workman in Japan is ticketed the labels attached to his cap and back bearing his name, his business and his employer's name.

Feed

Corn and Oats

Our feed is all made at one mill. It is all ground by the same man. He thinks he knows how to do it right because he has been doing it for a dozen years. We believe he does it right or we would get another man. Our customers evidently think he does it right because they keep on ordering, and our feed trade has been enormous this winter and doesn't seem to let up. We don't want it to "let up," and your order will help along. Send it in. We'll give you good feed at close prices.

Valley City Milling Co.,

Grand Rapids, Mich.

Sole Manufacturers of "LILY WHITE,"
"The flour the best cooks use."

LABELS FOR GASOLINE DEALERS



The Law of 1889.

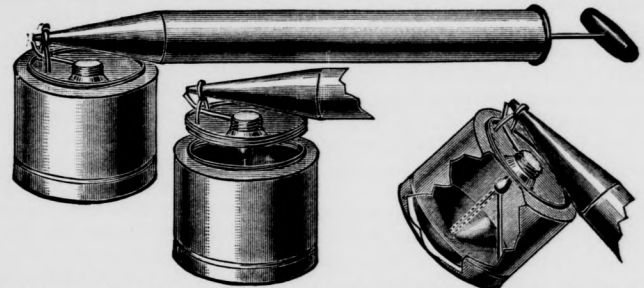
Every druggist, grocer or other person who shall sell and deliver at retail any gasoline, benzine or naphtha without having the true name thereof and the words "explosive when mixed with air" plainly printed upon a label securely attached to the can, bottle or other vessel containing the same shall be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

SPRAYERS



We make the best Sprayers on earth. Get our circular and prices before buying elsewhere.

Wm. Brummeler & Sons, Patentees and Manufacturers
260 S. Ionia St., Grand Rapids.



Do Not Overlook

The fact, for it is a fact, that the easiest lime to sell is the

Petoskey Standard

It gives perfect satisfaction for every class of work. If you do not handle Petoskey Standard Lime, you should investigate its merits at once. Write us.

PETOSKEY LIME CO., Bayshore, Mich.

Around the State

Movements of Merchants.

Bancroft—Conrad Frye succeeds Kent & Frye in the meat business.

Escanaba—Chas. Gruner, meat dealer, has sold out to F. Brunner.

Ida—P. D. Woodring succeeds P. D. Woodring & Co. in general trade.

Mt. Pleasant—Piper Bros. have removed their bazaar stock to Marion.

St. Joseph—Bert W. Ricaby succeeds Ricaby & Failing in the drug business.

Detroit—C. Francis Stewart has purchased the drug stock of W. Gaynor & Co.

Benton Harbor—W. L. Hogue has purchased the general stock of M. Mindel.

Flushing—Chas. E. Penoyer has purchased the grocery stock of J. S. Thompson.

Sand Beach—David Comar has removed his drug stock back to Marine City.

Coldwater—H. A. Wirley succeeds Gamby & Wirley in the grocery business.

Armada—E. D. Arnold has removed his stock of furniture into the Robertson block.

Ida—Albright & Hanson succeed Chas. Hanson in the meat and grocery business.

Quinnesec—D. J. Basso succeeds Farrell & Basso in the grocery and meat business.

Brooklyn—A. C. Coffin has sold his boot and shoe and grocery stock to M. G. Every.

Detroit—J. H. Sammer & Co. have purchased the hardware stock of Lemuel Hulbert.

Charlotte—Prindle & Co., Limited, succeed A. J. Prindle in the clothing and shoe business.

Menominee—W. H. Ball has removed to Charlotte and engaged in the flour and feed business.

Jackson—The store building vacated by E. C. Greene will be occupied by C. B. Farnham, clothier.

Escanaba—G. Inetti & Pierce, furniture dealers and undertakers, have sold out to J. C. Maynard.

Pontiac—H. H. Wilson & Co. succeed Henry H. Wilson in the grocery and boot and shoe business.

Durand—F. B. Sabins & Co. is the name of the hardware firm which succeeds Sabins & Brewster.

Buchanan—Richards & Emerson succeed Geo. B. Richards in the furniture and undertaking business.

Fennville—P. L. Soloman has removed his stock of clothing to Grand Junction, his former home.

Allegan—The Home Bakery is the style adopted by Mrs. Flora Thompson, successor to Mrs. L. S. Turner.

Hillman—The late John Murphy, proprietor of the Hillman Hardware Co., is succeeded by Wm. M. Levyn.

Battle Creek—W. A. Wattles has purchased the agricultural implement and harness stock of Frank H. Latta.

Lansburg—Miss Bertha Throop has sold her bazaar stock to Mrs. Edith Eaton and Miss Georgie Robrabacher.

Armada—Fred A. Kipp and Morton Torrey have formed a copartnership and embarked in the grocery business.

Jackson—F. D. Hamilton, who occupied the building purchased by E. C. Greene, has sold his crockery and grocery stock to W. H. Hamilton, of Battle Creek, who will dispose of as much of the stock as possible and add the remainder to his stock at Battle Creek.

Sault Ste. Marie—J. L. Sandelman has leased a store building and opened a clothing and men's furnishing goods store.

Albion—Robert L. Staples will hereafter conduct the boot and shoe business of Amidon & Staples in his own name.

Niles—The H. E. Lowry grocery stock has been turned over to Kidd, Dater & Co. who have shipped the goods to Benton Harbor.

Owosso—C. S. Allison & Co. have purchased the H. W. Mann store building and will occupy same with their jewelry stock.

Quincy—M. J. Condra bid in the boot and shoe stock of J. C. Joiner at auction sale and will continue the business. His bid was \$585.

Carson City—M. Medler has sold his interest in the general merchandise firm of Medler Bros to his partner and will remove to Alma.

Ludington—Geo. Adams and Jas. Rye have resigned their positions in the Big Store and embarked in the dry goods business on their own account.

Alpena—Benj. Kramer, who has been engaged in business here for nineteen years, will remove his tailoring establishment to Bay City early in March.

Mason—H. S. Holmes, of Chelsea, has leased the store building vacated by the Mills Dry Goods Co. and will occupy it about April 1 with a stock of dry goods.

St. Joseph—Edward J. King, who has resided in Chicago for some time, has returned to this place and purchased the grocery stock and meat market of Strelow & Co.

Hillsdale—Oscar Hancock, who has conducted the grocery business at his present location for nearly forty years has sold out to Lawrence & Co., of Syracuse, N. Y.

Ionia—G. F. Whitney & Son have leased the Gorham store building and are making extensive improvements before removing their dry goods and grocery stock therein.

Hillsdale—W. H. Woodward, employed as salesman by C. S. Wolcott, piano dealer, has removed to Cincinnati, where he will engage in the music business on his own account.

Lansing—Frank McKinley, clerk at the New Grand Hotel, and J. Lewis Warren of this place, have formed a copartnership and engaged in the tailoring business at Jackson.

Bay City—Frank A. Tepoorten has just celebrated the 20th anniversary of his entrance into the drug business. For the past eight years he has been located at 500 Lafayette avenue.

Elkton—D. G. Neuber writes the Tradesman that the report that he was offering 50 cents on the dollar is untrue; that he has paid 100 cents on the dollar and proposes to continue to do so.

Charlotte—F. A. Goldsborough, recently of Mt. Pleasant, will shortly erect a building in which he will embark in the marble business. Chas. E. Henion will represent him as soliciting salesman.

Greenville—The stationery, furniture and crockery firm of Nelson & Wilson has been dissolved, W. G. Nelson and Charles Wilson each taking a share of the goods and opening separate establishments.

Charlotte—W. B. Harmon has purchased the interest of his partner, S. B. Rathbun, in the North End Grocery. Mr. Rathbun will probably take a position as traveling salesman for a Chicago house.

Shepherd—Frank R. Lathrop has purchased the grocery and bazaar stock of Squire Wessels and will continue the business under the management of M. C. Lathrop, formerly engaged in general trade at Riverdale.

Montague—Geo. Mindrop has assigned his grocery stock to W. E. Osmun. The total indebtedness is \$1,183.40, of which about \$800 is owing Geo. Hume & Co., of Muskegon. The assets inventory \$790.40.

Fennville—Geo. F. Goodrich has sold his drug and paint stock to Mrs. E. A. Andrews and Dr. R. W. Harrold, of Chicago. The firm name will be E. A. Andrews & Co. The business will be conducted by Mrs. Andrews.

Hancock—S. D. North & Son have incorporated under the same style to continue the general merchandise business. The capital stock is \$65,000, all paid in. The incorporators are Geo. S. North, W. H. Whittle and Frederick F. Wagener.

Jackson—E. C. Greene has purchased of W. H. Hamilton the building known as the Diamond T store at 115 East Main street. He has also leased the Morrison building adjoining and will convert both into one large store, removing his clothing and men's furnishing goods stock therein.

Big Rapids—The stock of the Big Rapids Hardware Co., owned by the Saginaw Hardware Co., will be removed to some other location about April 1. A. B. Jackson has had the management of the business. M. A. Wells & Co. have leased the building and will occupy it with their clothing stock.

Detroit—Henry Allen, Charles H. L. Allen, William Y. Allen and Barto Belworthy have become incorporated under the firm name of Henry Allen & Sons, and will deal in cloths, woolens, tailors' trimmings, etc. The capital stock is not stated in the articles of association, but Mr. Belworthy, who is a special partner, has put in \$8,000 cash.

Houghton—B. T. Barry is closing out his drug and stationery stock, pending the erection of a three-story block which will shortly be erected by Mrs. Sheldon on the site of his present location. Mr. Barry will occupy the corner store in the new block, and during his vacation will devote his time to exploiting Parke, Davis & Co.'s line in the Upper Peninsula.

Breedsville—B. J. Robertson, who was formerly engaged in the drug and grocery business here, will shortly resume business at this place on a larger scale than ever before, handling a half dozen different lines. So far he has purchased stocks as follows: Groceries from B. Desenberg & Co.; crockery from H. Leonard & Sons; shoes from Rindge, Kalmbach, Logie & Co.; clothing from Ideal Clothing Co.

Houghton—The Lake Superior Produce and Cold Storage Co. has been organized to engage in the business of buying and selling at wholesale and retail all kinds of merchandise, etc. Authorized capital, \$65,000. Capital subscribed, \$65,000. Paid in, \$9,750. Incorporators: Adolph J. Ruhl, Adolph J. Ruhl, trustee, Houghton; Johnson Vivian, Jr., Opechee; John P. Peterman, Allouez; Henry L. Baer, Hancock.

Middleville—Dr. Nelson Abbott has filed a voluntary petition in bankruptcy, which action was precipitated by the foreclosure of a \$500 mortgage on his drug stock, held by Cornelius Crawford. Appraisal of the stock while it was in the hands of the sheriff shows total as-

sets of \$1,700 and liabilities in excess of \$3,200. It is alleged that the transfer of a branch stock to the father of Mr. Abbot was made with fraudulent intent, and this claim will be the basis on which his creditors will act in opposing his discharge from bankruptcy.

Manufacturing Matters.

Clarksville—Thaddeus Mercer has begun operations for the season in his cheese factory, with Mr. Love as maker.

Detroit—The Davidson Pipe and Novelty Co. has changed its corporate name to United States Chemico Wood Co. and increased its capital stock to \$25,000.

Lansing—The Lansing Cooperage Co. has been organized to manufacture, purchase and sell cooperage with a paid in capital of \$6,000. Incorporators: Jacob F. Schultz, John Warner, J. Fred Schultz, Christine Schultz.

Calumet—The Calumet & Heckla Mining Co. has purchased of the John Spry Lumber Co. several tracts of pine and hemlock land for a consideration of \$100,000. Some of the land is situated in the eastern portion of Luce county and a portion in Whitefish township, Chippewa county.

Wayland—The Wayland Creamery Co. has been organized to secure and manufacture milk and its products. Authorized capital, \$5,000. Capital subscribed and paid in, \$5,000. Incorporators: Arthur H. Clark, L. F. Wallbrecht, F. E. Pickett, U. S. Kenfield, E. O. Hanlon, E. F. Clark, E. W. Pickett.

The Boys Behind the Counter.

Menominee—Frank Williams, who has been employed as clerk in the hardware store of the Northern Hardware & Supply Co. for a number of years, has resigned his position and will work in the same capacity for Herman Bertholdt in his new store.

Traverse City—W. E. Wilson, salesman in J. W. Slater's house furnishing store, has returned to his home in Grand Rapids on account of sickness.

Cadillac—Al. Letts is now employed at the Wilcox Bros. grocery store.

Escanaba—Eugene Godin has taken a position with Matt Smith, who will soon open a men's furnishing goods store at 813 Ludington street.

Eaton Rapids—N. D. Carlton, who has been employed as clerk for the firm of Stirling & Crawford for the past four years, has severed his connection with them and has commenced clerking for the Knapp Grocery Co.

Albion—Dwight W. Robinson has taken a position in the dry goods store of Geo. T. Bullen.

Paw Paw—E. Smith & Co. have a new clerk in their clothing store in the person of J. I. Huff, of Decatur.

Howard City—John B. King is now employed in Bradley & McGeorge's grocery store.

Ishpeming—C. G. Senecal, of Marquette, has taken the management of the dry goods department of Kahn & Skud.

St. Joseph—Louis E. Finn, prescription clerk for Howard & Pearl, was married recently to Miss Orab Rust, of Lockland, Ohio. The ceremony took place in Chicago.

Middleville—W. B. Brown has severed his connection with M. C. Hayward & Son to take a more responsible position with F. L. Burdick & Co., at Sturgis.

Henry Meijering succeeds Stephen Ford in the meat business at 45 Fountain street. He was formerly a resident of Jamestown.

Grand Rapids Gossip

The Grocery Market.

Sugars—Raws are stronger and higher. Refined grades are weak and slight concessions are being made from quotations.

Tea—The tea trade has not been active. A fair business has been done, considering the circumstances. The market is fully as strong, however, as it has been, and no concessions are possible.

Coffee—Dealers are beginning to feel that the heaviest trade of the year for the present season is practically over. Figures will show that the sale of package coffee in this territory was slightly in excess of a year ago for the three heaviest months in the year, November, December and January. This was no doubt due to the severe cold weather which prevailed during these three months and the natural increase in demand, as well as the fact that consumers generally have been better able to purchase than they were the preceding year.

Canned Goods—Tomatoes are practically unchanged. Corn has been dull, generally speaking, although some fair-sized blocks have moved out. Prices show no change. Peas are very quiet and nothing is doing except on regular brands that the trade must have. Standard grades of peas are not abundant in supply. Peaches are rather slow. There is some enquiry for Baltimore seconds at full prices and California goods are moving in a fair way. There have been no changes in price, and a better demand is expected.

Dried Fruits—Prunes are the best sellers on the list and prices are firmly held at the advance noted last week. Small sizes are getting rapidly cleaned up and further advances are not unlikely. Peaches are rather quiet, the radical advance of a few days ago having killed the sale to a great extent. Currents are unchanged and the demand for the cleaned variety is fairly good. Raisins are in rather small demand, the bulk of the calls being for the ungraded variety. The announcement of the dissolution of the raisin trust has not yet affected the secondary markets. Apricots are not moving very well, but prices are firm.

Molasses—The values on molasses continue firm, with only a fair movement, such as is required for the immediate needs of the retail trade. A difference of opinion prevails as to the effect of the recent Southern frosts on the Louisiana cane crop. Some of the more optimistic are inclined to believe that no great amount of injury was done to the crop. Others, however, take contrary view of the situation. If the prospective crop was injured to any great extent it ought to have a future influence on prices, with a tendency to advance them.

Salt Fish—Some changes have been made in the prices of several lines of salt fish the past week. They have for the most part been toward an easier basis. This is true of the highest grade of herring, in which there has been a decline amounting to about \$1.50 per barrel, and smaller lots in proportion. The salt fish market is beginning to show a trifle more activity than was noticeable last week and as the Lenten season progresses it is more than likely that trade will improve.

Rice—The movement of rice is only fair. High grade imported lines of rice are reported to be in good demand

in the Eastern markets with a very firm undertone of feeling that may result in better prices.

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—Supplies are more liberal, but not yet equal to the demands of the trade. A brisk demand continues from city and country buyers.

Beans—Handlers pay 50@75c for unpicked, holding city picked mediums at 90c@\$1.10.

Beets—25c per bu.

Butter—Factory creamery is strongly held at 20c for fancy and 19c for choice. Fancy dairies are scarce, due to the interruption of shipments incident to the cold weather, readily commanding 15@16c. Ordinary grades of dairy are in plentiful supply at 10@12c.

Cabbage—Scarce and higher, due partially to the large amount of stock frozen. Dealers hold at \$30 per ton.

Carrts—25c per bu.

Celery—18@20c 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 is still held at \$1 per doz.

Eggs—The past week has been an exciting one, quotations having kited to 40c in some markets and to 30c in this market. The result was that consumption ceased almost instantly. Locally, eggs have declined to 20c, with indications of a further decline to 15c by the end of the week. Country merchants should be careful not to be led astray by temporary quotations and pay higher prices than can be realized when the eggs are sent to market.

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—Eastern advices are to the effect that it has been several days since any fresh arrivals of stock and in the larger produce markets the opinion is quite general that the market will take on better prices before long, unless receipts within the next few days are liberal. Californias are in moderate receipt in this market. Prices rule firm.

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 movement out since the shipping weather developed has been decidedly heavy. Local trade has also increased since the fresh stock came in. Fully three quarters of the orange crop is reported to have been harvested and crop statistics give tone to the belief that the grand totals for the season will be much smaller than they were a year ago.

Parsley—The market is still hovering around 50c per doz., due to the enormous consumptive demand of the Chicago market.

Parsnips—50c per bu.

Pop Corn—50c per bu.

Potatoes—The market is decidedly stronger and higher, but no one appears to be able to form a definite conclusion as to the outcome. Local dealers are paying 30@35c at outside buying points, holding at 40@45c for city trade. The situation at St. Louis is thus described by the Miller & Teasdale Co. under date of Feb. 28: "The market is very strong, indeed. We anticipate even higher prices in the next week or ten days, but we do not believe that prices can be maintained long. We may be wrong, but it is our opinion that as soon as the movement begins at loading stations prices will decline."

Poultry—Scarce. Chickens, 12@13c; fowls, 10@11c; ducks, 11@12c; geese, 10c; turkeys, 12@14c.

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

The Telephone Situation.

While the local telephone situation has attracted much attention during the past three years, the last sixty days has been of greatest interest, for with the advent of the new year came a new management on the part of the Michigan Telephone Co. The cherished traditions of the past were suddenly and dramatically thrown aside by the Bell Co. and an aggressive activity of new methods, new plans, new promises, new theories and new threats was heralded by the leading newspapers in every city and town in the State. Where heretofore the Bell Co. refused to patronize the newspapers, at the beginning of the new year a new leaf was turned and on the ledger appears a new account. Contracts were made with every daily paper of importance in the State for one year's advertising for a daily announcement and special rates for special matters. Payments were made in advance, as a rule, for the entire year's advertising. Judging the remainder of the State by the amount of space contracted for and used in this city during the past two months, the Bell Co. will pay over \$20,000 to Michigan newspapers during 1899.

* * *

Why do corporations whose existence depends on securing from the public unreasonable profits and unjust charges ever parade their "millions!" The \$2,000,000 Erie Co.'s bonds offered in January and the \$2,500,000 Michigan Co.'s bonds offered in February can not fail to impress the public with the fact that the independent companies have thoroughly threatened the overthrow of the Bell Co., and that only by the most liberal use of money to create public opinion unfavorable to the independent companies; by rebuilding much of its property to enable it to compete in quality of service with the independent companies; by installing in this city a modern switch board and other apparatus, and the keeping of a large number of professional solicitors in the field, can the Bell Co. ever hope to regain its lost prestige and patronage.

* * *

The struggle between the Bell Co. and its opponents is most severe in Michigan and in all the State no company has had the attacks made upon it so persistently and savagely by the Bell Co. as has the local Citizens Co.—and no company is better prepared to withstand the assault. Every prophecy made by the Bell Co. three years ago has proved false. The Citizens Co. has grown and prospered, while the Michigan Bell Co., rather than abandon the field a bankrupt, has reorganized since January 1. Stock in the Citizens Co. is eagerly sought at par and better, and pays 2 per cent. quarterly dividends with the regularity of clockwork. Stock in the Bell Co. pays no dividends and is going begging, no one wanting it at any price. In spite of the fact that the Bell Co. has had from two to twelve solicitors after subscribers at any rates (or no rates if only it could secure contracts), this company has to-day less than 1,200 instruments in service in this city, including both the free and paid telephones. Previous to the Citizens Co. beginning service the Bell Co. had 1,481 telephones in this city. Of the subscribers using Bell telephones previous to the beginning of service by the Citizens Co., and who to-day use telephones, but twenty-five offices and fifty-one residences do not use the Citizens instruments. Of the 2,600 Citizens tel-

ephones in service in Grand Rapids 1,980 are in offices and residences not using any other telephone.

* * *

Last month (February) the Citizens Co. took 102 new contracts, being the largest number in any one month in two years. Of these contracts, sixty-five were secured during the last fifteen days of January—seventeen being taken on Feb. 28. The Citizens Co. has maintained its rates—being \$20 anywhere in the city for residences and \$30 for business places within one mile of exchange—and has paid all expenses of operation and maintenance and 2 per cent. dividends each quarter for the past two years.

* * *

The Citizens Co. has kept its promises with our people. It gives good service. It has more toll line telephones in Western Michigan than has the Bell Co. It has established and maintains as low rates as it is possible to make and give first class service and by its franchise from the city has guaranteed its rates. The Bell Co. has no franchise limiting or guaranteeing rates. Where there is no competition the Citizens Co. makes the same reasonable and low rates as to points having competition. The Bell toll rates are low only where there is competition. The improvement in service and reductions in rates were brought about by the Citizens Co. Can any Grand Rapids business man afford to bestow his telephone patronage in such a way that if others follow his example the local company would be driven out? In this, the greatest struggle the people have yet had with corporation rule, shall there be any question as to the attitude of any Grand Rapids citizen? Shall the 300 local business men who own the Citizens Co. continue to receive the support of this community, or will some considerable number of unworthy citizens aid a company whose record is one of extortion and insult, simply because of temporary, less-than-cost rates?

The Herold-Bertsch Shoe Co. authorizes the announcement that Russell W. Bertsch will cover the trade heretofore visited by the late Albert C. Wetzel. Alonzo Herold will cover the lake shore territory formerly visited by Mr. Bertsch and S. H. Simmons will also enlarge his territory. These changes will render unnecessary the employment of an additional salesman at this time.

Lucas H. Mulder has purchased the grocery stock at the corner of Lagrave street and Wenham avenue formerly conducted by G. Van Dam, who has retired from trade to embark in agricultural pursuits. Mr. Mulder was formerly engaged in the grocery business under the style of Kloet & Mulder.

The style of W. C. Hopson & Co., wholesale dealers in tin and tinner's supplies at the corner of Louis and Campau streets, has been changed to the Hopson-Haftenkamp Co., not incorporated.

O. A. Fänckboner, who recently sold his drug stock at 427 East Bridge street to D. T. Paulson, has opened a 5 and 10 cent store on East Main street, Kalamazoo.

Peter Jasper, meat dealer at the corner of North Coit and Palmer avenues, has added a line of groceries.

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

Woman's World

Putting Yourself in His Place.

The gray and ashen days of Lent are upon us, and you have been thinking, my dear little girl, of the way in which you could best observe the penitential season. You have danced the soles off your dainty satin slippers; you have screamed and screeched at teas and receptions until you were hoarse; you have talked nonsense at dinners until you disgusted yourself, and flirted at the theater until you were deadly weary of it all, and felt that you could cry out with the preacher of old, "Vanity of vanities, all is vanity and vexation of spirit."

But underneath the apparent frivolity there is the true and womanly heart of you, just as the sound wine lies under the froth and bubbles on the top of the glass, and you feel that you would like to be of some real use in the world and to know that some one was the better and happier for your having lived. Sometimes in the morning when you first awaken, or in the quiet dusk, you think that you have gotten pretty far away from the ideals with which you started out so short a time ago and that you would blush to meet, face to face, the lofty sentiments about a woman's career that you expressed in your graduating essay. Then you intended to go into society only enough to keep in touch with your fellow creatures. You had no idea of letting it absorb all thought and feeling and ambition and strength. On the contrary, it was to be merely a diversion and not interfere with your serious purposes and profound study. You did not know then, as you do now, that there is no halfway ground for a girl, and that she must be either swept along with the current in the swim of society or else stay safely out high and dry on the bank, and you smile, as older and wiser people have done, to realize how little we can fit our theory of life to the actual conditions.

Now, however, you have time to think quietly, and to ask yourself in the words of the politician, "What are we here for?" And I would like to suggest that about the best thing along the line of righteousness that any girl can do is to try the experiment of putting herself in other people's places and attempt, for a time at least, to do as she would be done by. It may not sound romantic or picturesque, but to most girls who have only thought of themselves it is likely to be a startling novelty.

Suppose you try putting yourself in your mother's place, for instance. You have never thought there was anything especial about her. She was simply a watchful providence that stood between you and unpleasant things, and you have taken her devotion as such a matter of course it wasn't worthy of mention. But think of it now. Do you remember in the old days, before your father had made his fortune, how in order that you might go with richer girls and not be ashamed she slaved all day long and half the night over your clothes, making them dainty and fine? Nobody knows the self-sacrifice of those years when she did the work of seamstress and cook and nurse and chambermaid, and wore made-over clothes to save for her children's sake. She loved pretty things. She had a taste for books and a beautiful talent for music, but she let them rust out, that the fine new house and the piano and the luxury might be all for you. Don't you think

if you had done all that for another person that you would wait some return for it? Don't you think it seems bitter hard that she should get nothing now but snubs, that her opinion should be derided as old-fashioned and that there should never even be a word of gratitude for all that she has sacrificed? If you were in her place, wouldn't you like to feel kisses on your work-worn hands and to know that in your children's loving eyes there was a halo about your gray old head?

Then there's your father. Try putting yourself in the place of a hard-headed business man and see what sort of an investment you must seem to him. He spent thousands of dollars on your education and must have looked forward to some returns in the way of companionship. What does he get? The privilege of signing checks. Nothing more. If he asks you to sing, you are always tired or too out of voice or too something. If he wants to talk you are in a fidget to get off with some giggling girls or addle-pated dudes, and so far as he can see, you haven't an idea in the world above a cotillion favor. Don't you think, just as a mere matter of business, it must seem to him that he has gotten a pretty poor return for his money?

It ought to be easy enough to put ourselves in other women's places and do as we would be done by, seeing we all want the same things and have the same grievances, but when we really do it the millennium will be in sight. Just consider, for instance, if you were a hostess, how you would like a girl who apparently thought that you gave entertainments for no other purpose than to furnish her with a picturesque background for her flirtations, and who was sulky and full when routed out from behind the palms? If you were an elderly lady, what would you think of a girl who took no pains to hide the fact that she was bored to death by having to spend a few minutes in your company? If you were a married woman, how would you like for a pretty young girl to try to get up a flirtation with your husband and ridicule you for being jealous when you resented it? If you were a homely girl, would you enjoy having the popular girl spend the time recounting her triumphs and what this man said and the other man thought, and how theater parties and candy and flowers were lavished upon her? You know very well that you would get tired of it very quickly. We may do many of these things thoughtlessly, but no one is dull when it comes to their own feelings, and when in doubt about any line of conduct a safe guide is to make a personal test. If it would be unpleasant to us we may be pretty sure it would be to other people.

Then, for goodness' sake, put yourself in the place of the average young man and refrain from hinting. Try to remember that his entire salary for a month would not pay for one of your silk-lined frocks, and out of that he must settle with his landlady and washwoman, and that it doesn't allow any margin over for extras. Every time you inveigle him into sending you violets or candy or roses you are sending him to the lunch counter or into debt. There is a general theory that every man is a millionaire and has money to burn. Nothing is so far from the truth. We can count all the rich men in town by name, and there is something infinitely pitiful in the way so many girls force a man either to spend money on them or seem mean. When a man is in love

with a girl, and wants to please her, it takes the courage of a hero for him to have enough determination to resist her hints, and many a man makes his first start on the downward road of dishonesty to gratify his sweetheart's silly desire to be able to brag about presents her best beau sent her. Put yourself in a man's place, girls, and think of how much more respect he must have for a girl who will not hint, and how heartily grateful he must be to one who will not receive any kind of a present.

Lent, as you have observed, little sister, is a time of sermons intended for other people, and perhaps this one is no exception to the rule. We can all see how other sinners ought to profit by them and feel very self-righteous as we make the application and think how conscience-smitten our neighbors ought to feel. There is Mary Smith, who is so envious, and Susie Perkins, who is such a horrid little gossip, and Elsie Perkins, who is such a fibber. As for us, thank heaven, none of these things apply to us, and we run over the catalogue of our virtues as complacently as a merchant "O. K.-ing" the items of a good account. But there are times when we preach sermons to ourselves from which there is no escape, and we never get nearer the very heart of all true goodness and charity than when we take as our text the golden rule, and try to do unto others as we would that they did unto us.

DOROTHY DIX.

The Texas Legislature is considering a bill which is of interest to liars there and everywhere else. If this becomes a law, proof that a man has been called a liar will become a full defense in assault and battery—that is to say, the man with the battered nose, blackened eye and battered front teeth will learn in a court of justice that it "served him right." The laws governing liars in other states vary. In Kentucky it is a misdemeanor punishable by a \$20 fine to call any man a liar, and a police justice of Louisville has declared from his bench that a lie in Kentucky means a blow. This memorable declaration was given in discharging honorably a man who had knocked down another fellow for calling him a liar and had been brought into court to answer. In Virginia, by the law of 1896, a man who calls another man a liar is guilty of a misdemeanor, and on conviction may be fined not more than \$25. In Georgia it is slander, punishable by \$1,000 fine or a year in the penitentiary, or both, to call a man a liar unless you can prove that he is one, in which case you get clear. The Georgia courts hold that a lie constitutes the first blow and justifies a violent response. In Arkansas passing the lie is a misdemeanor punishable by a fine. In Mississippi insulting words are civilly actionable. In South Carolina and West Virginia the same.

Since the cultivation of rice first began, in the early eighties, in Russia, there has been a steady increase in its production, and the annual product now amounts to about 50,000 tons. It is now quite generally used by the peasants, and the quality of the native article is reported to be equal to the imported.

An ordinance has been introduced in the Indianapolis Common Council prohibiting any street car company or employe from demanding a fare of a passenger to whom a seat can not be given in the car. For any violation of the ordinance a fine of not more than \$25 is provided for each separate offense.

Old-Fashioned Remedy.

In these highly civilized and humanitarian days, when it is proposed to rule the world, and convert sinners from the error of their ways by ethical means instead of force, many good, old-fashioned customs have fallen into disuse. Among these is the shake. Not even naughty children are shaken now when they are bad, although it used to be found a potent and effective means of grace, so of course the feasibility of applying it to grown people is unhappily entirely out of the question.

But how many women one knows who could be so much benefited and made so much more agreeable by a real good shaking! There is the complacent woman, for instance, who goes through life with an assumption that she is incarnate wisdom, and perfectly capable of deciding everybody's affairs for them better than they can do it for themselves. She makes her family eat what she likes, she forces them to believe in her particular brand of theology, she compels them to follow the careers she picks out for them, and to conform to her ideas in all respects. In clubs and church societies she must rule or die, simply because she knows she knows better than any one else. Generally she is a good woman and an intelligent woman, and she would be a real benefit to any community if she could only get a good jar that would shake her self-conceit.

Then there is the woman who is always imagining herself ill. She makes a career of invalidism. It is an excuse for all she does and leaves undone. Her children are neglected, her servants waste and destroy, but she feels that she has excused everything by moaning something about "my poor head" or "my poor nerves." Of course there are women who are hopelessly afflicted. No pity nor patience is too great to extend to these sufferers, but nine tenths of the women who go complaining around, making life a burden for all about them, are invalids simply because they are too lazy and self-indulgent to be well. They just need something to shake them up, out of their lethargy. All of us have known women who had been invalids for years who were cured by some great shock. The death of the husband or father, who had borne with their whims and complaints, forced them to become bread winners, and they suddenly found themselves cured.

Every now and then we meet some dissatisfied woman. Sometimes she is a girl, the indulged and petted daughter of adoring parents, sometimes she is a wife and mother with a good home, but she scorns the simple peace and plenty in which she lives, and yearns for a career. She thinks only of dazzling the world, and does not realize how few succeed and how many fail, or how long and bitter, and beset with weary labor, and tears, and toil, is the pathway of those few who do reach the top of the ladder. What a shaking up she needs to make her appreciate the blessings that have fallen to her lot. Sometimes, indeed, fate takes the business into its own hands, and through bitter sorrows a woman learns the value of what she has despised. She sees her confident judgment overthrown, she feels the tender care that surrounded her taken away, over a little grave she learns how precious was the clinging of the little arms that once wearied her, and it is this that makes so many women in later life so much sweeter and better than in youth.

CORA STOWELL.

C. M. Henderson & Co.

Chicago, Ill.



Announcement

March, 1899

After forty-seven years' successful experience in the wholesale boot and shoe business, and after careful consideration, we have decided upon a most radical change from the old and traditional lines of doing business.

FIRST. In leather goods we shall handle exclusively the product of our own factories.

SECOND. This product will include everything in footwear.

THIRD. We shall manufacture for and sell to retail merchants only.

FOURTH. We shall give to our patrons the benefits to accrue from doing away with the profit required by the middleman.

FIFTH. Our goods will be shipped direct from our consolidated factories.

SIXTH. We shall continue to carry a full line of rubbers.

SEVENTH. Our general business offices, including our financial department and sample rooms, will be maintained at our present location on the corner of Adams and Market streets (where we have been for fourteen years) in the city of Chicago, where we have been engaged in business for forty-seven years. We are Chicago merchants.

Some of the Reasons

FIRST. Our factory plants, consolidated at Dixon, near Chicago, are completed to the

point where we are able to make all styles and grades of boots and shoes.

SECOND. The capacity of these plants is 10,000 pairs daily.

THIRD. The present demand on the part of the retailer is for freshly made goods shipped direct from the factory, thus avoiding the cost entailed by handling through the middleman. We have been manufacturing and selling our own product to retailers for years, and we have established the fact that a superior general line of boots and shoes can be made here in the West, with Western labor and Western skill, and sold to much better advantage to the retailer than it is possible to supply them to him from Eastern factories through middlemen or any other channels.

FOURTH. The railway and mail facilities of to-day, the advanced methods in all departments of trade, and the universal demand from every quarter for the production of the necessities of life at a fair price with no unnecessary middleman to control their distribution, conclude us in the belief that we, with our magnificent factories, unexcelled if equalled in the United States, should at once set the pace—should unhesitatingly pioneer this method of doing business in the West. Will you join us?

Faithfully yours,

C. M. Henderson & Co.



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Published at the New Blodgett Building,
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ONE DOLLAR A YEAR, Payable in Advance.

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E. A. STOWE, EDITOR.

WEDNESDAY, . . . MARCH 1. 1899.

NEW PROBLEMS FOR AMERICA.

The problems confronting the American people, who are proposing, for the first time in the history of their country, to undertake the control and exploiting of tropical countries, are many and strange.

Disregarding the troublesome questions that attend at every step the devising of governmental and political systems for the people of the East and West Indian countries that have fallen into the hands of the American people, it may well be asked how those countries are to be made profitable to the Great Republic to which they are expected to owe allegiance or submission. In order to gain material or pecuniary benefits out of Puerto Rico and the Philippines, it is necessary that they should furnish a large and profitable trade to the American people or that they should pay adequate tribute into the National Treasury over and above all the money spent in maintaining control and administration over them.

It is plain that such territories must be made self-supporting or else they will be a burden to this country. Then they must furnish tribute, either in the form of an internal or tariff revenue, or in some other way, in order to make it worth while to keep them and spend money on them. No direct revenue can be expected from such colonies, however, for all the money that can be raised from their people by taxation will be required for local administration and public improvement. As those countries now are, they can not be expected to afford any large markets for American products, since the bulk of the population of the Philippines is made up of semi savages and barbarians.

The only way in which any special pecuniary benefits are to be derived from the possession of those islands is in exploiting and developing their wealth. How is this to be done? The East and West Indian Islands under consideration are agricultural countries. They have no important mineral wealth. Whatever is got out of them must be done by cultivating the soil. Americans can go there and purchase and operate plantations for the growth of cotton, sugar, rice and tropical fruits, for foreign trade; but in order to do this they must have labor. That is lacking.

It is no solution of the difficulty to say that the Philippine Islands have some ten millions of population. The fact

remains that the natives of tropical islands will not work, save in a most irregular and desultory way. They will do just what is necessary to furnish a bare subsistence, and beyond that they will not labor. The Spaniards early discovered that the native islanders in the East and West Indies could not be relied on as laborers, and so they imported negroes from Africa to work in the mines and cultivate the fields. Later, when slavery was abolished in the Spanish West Indies, Chinese laborers were carried in great numbers to Cuba and Puerto Rico, while Chinese are the only reliable laborers in the Philippines. There are 100,000 of those Asiatics there, and in their hands are the principal industries. In Cuba and Puerto Rico the freed negroes can not be depended on to do any work. Chinese who are there under contract are the only laborers who can be depended on. It should also be noted that most of the labor in the Hawaiian Islands is done by Chinese, Japanese and Portuguese. As to the natives, they are, like all such islanders, easy-going, indolent and self-indulgent.

Here, then, at the very beginning, comes up the all-important question of labor in any consideration of the exploiting and developing of the wealth of the newly-acquired Spanish islands. The West Indian negroes can not be depended on. Those in Cuba make up the bulk of the Cuban army, and the wild, free, brigandish life of their alleged campaigning places them out of the question as laborers. Negroes from the Southern States of the Union could be sent to the West Indies; but in the Philippines the entire dependence would have to be on Chinese contract labor.

W. Alleyne Ireland, writing in the February Popular Science Monthly, declares that, after ten years of life in the British tropical countries, the dependence for work of all sorts is on imported contract labor. Such labor is used in British Guiana, Trinidad, Jamaica, Queensland, the Fiji Islands, the Straits Settlements and Mauritius. The coolie system in use in the British colonies is under governmental control. The coolies imported for labor are bound to their contract for five years. Under the system in use, the laborers must be furnished with houses, rent free, and water. The planter is bound to pay to the men a minimum wage of 24 cents a day and to each woman 16 cents.

Such is the sort of business to which the Americans who shall undertake to settle and develop new tropical possessions will have to engage in. It would be the beginning of a new sort of slavery and the establishing of social and political abuses without end. Regarded no matter from what point of view, the task of controlling and developing the tropical regions surrendered by Spain is full of difficulty and peril and must be approached with extreme care.

The Tradesman heartily commends the suggestion of a Clare merchant that a special meeting of the Michigan Retail Grocers' Association be held in Grand Rapids this month or next to consider matters of vital interest to the trade. The suggestion is so pertinent that the Tradesman trusts that President Wisler will conclude to authorize a call for the convention at an early date.

A Chicago justice has fined a man \$25 for lying. If this punishment should become general, the revenue from such fines would support a city government without other assessment.

RETURNING OUR STOCKS.

According to the financial reports from New York, large blocks of American securities have been recently returning from Europe to be delivered to purchasers on this side of the Atlantic. This is rather a new thing, within certain qualifications, and, consequently, is deserving of more than passing mention. For a long time after the panic of 1893, large blocks of American securities were unloaded by Europe; but these securities belonged, for the most part, to the speculative class, many being non dividend-paying stocks, and bonds hardly ranked among the gilt-edged properties. The present movement in this direction consists of investment stocks—that is, securities paying dividends and otherwise classed as gilt-edged.

Referring to this matter, Bradstreet's, which is an authority on matters financial, mentions a circumstance which has attracted no little attention. It is that such a large proportion of the securities which London has thus sold to New York represent investment holdings, being, as can be readily seen from the character of the actual certificates and the names in which they stand, dividend-paying stocks held for investment, in many cases for a number of years past, but which have been brought out by what their European owners considered the extravagantly high prices that have prevailed here.

Bradstreet's further points out that, if Europe has been willing to part with good dividend-paying securities, there has been a demand more than sufficient to absorb them on this side of the Atlantic. The transfer involves, not only a return of the property to American ownership, but a paying out at home of the large income involved, instead of its shipment abroad.

The homeward movement of good American stocks means also that the difference between the earning capacity of capital between this country and Europe has undergone a change. Evidently European investors find American stocks which we buy eagerly no longer desirable as investments at current rates of money. On our part, money having become so abundant as to earn but small interest in the loan market, we are disposed to invest in securities and pay for them prices which even Europe considers high.

Whatever may be the ultimate result of the recent great activity and rapid rise in securities in this country, there are no signs that a material reaction is near at hand. In a country like this it takes a long period of inflation to produce top-heaviness. Moreover, it must be remembered that the past season was a period of abundant crops and great prosperity throughout the country, and that the demand for securities is the legitimate outcome of the fact that the masses of the people have surplus money to invest.

GENERAL TRADE SITUATION.

The remarkable feature of the month's business record just closed is that, while the unusual inclemency and severe storms must have materially affected the volume, there was yet so favorable a showing as compared with all corresponding periods of the past. Thus the daily payments through the clearing houses have averaged \$300,000,000, against \$232,000,000 last year and \$206,000,000 in 1892, the largest previously reported.

Interest in the stock market has

shifted largely from the transportation to the industrial stocks, the former losing interest because of the natural tendency to decline on account of the effect of the weather on earnings. There has been but slight variation in transportation prices, however, showing that as securities their value is too well fixed, but the spirit of speculation has led to an unusual interest in industrials. The tobacco combine which was consummated a week ago was followed by a rise of \$31.25 per share and the same speculative tendency carried wire forward \$10.87 per share and sugar \$3.75. Indeed, the influence on industrials was so general that it carried the average up \$2.90, while transportation declined about 80 cents. The natural reaction from the industrial speculations is already manifest in this week's trading, giving the entire market a decided tendency to decline.

The wheat movement has shown unexpected volume during the month considering the interference of storms. The price tendency has been upward, as would be natural on account of reports of damage and interruptions to supplies, culminating in a more decided advance in the last few days.

The iron and steel industry still continues to take the lead in all the elements of strength. With orders for the majority of the works booked to July, demand is offering more contracts than can be cared for and consequently prices are advancing with considerable rapidity. Since January 1 the increase in grey forge and Bessemer is 16.5 per cent, and in bars, plates, steel rails and structural shapes 17.6 per cent. It would seem inevitable that the advance must have its effect in a diminution of foreign orders soon.

The cotton and cotton goods situation shows more of hopefulness, as to prices, than for many months, or even years, in the past. The price of the staple has steadily advanced for several weeks, the increase since January 1 being about 13 per cent. Sales of wool continue only moderate. Increased movement is reported in the boot and shoe trade, with a slight lowering in quotations which dealers seem to have been demanding and awaiting for some time.

Attention is directed to the offer of \$10 for the best series of articles embodying practical suggestions relative to the curtailment of catalogue house competition, which has come to be a serious menace to the country merchants of Michigan. The prizes are offered in the belief that good will result from the agitation and that possibly some plan may be suggested which will be sufficiently feasible to justify its adoption at the hands of the retail trade. Some idea of the magnitude which the traffic has reached may be inferred from the statement that the amount of freight from catalogue houses received at many towns exceeds in tonnage the receipts of merchandise by the regular retail trade.

The Roads Improvement Association of Great Britain is being revived after being in a moribund state for several years, and its scope is to be broadened. It will deal with every subject that relates to the improvement of the roads, not only as regards the surface, but also in such matters as the provision of milestones, signboards, seats and shelters. It will distribute pamphlets of instruction to road repairers, as well as gauges to test the size of stones to be placed on the roads.

SOLVED THE PROBLEM.

How the Dry Goods Clerk Became Self-Supporting.

Written for the TRADESMAN.

Katherine Graves' castles in Spain were dissolved in a single day. Her father left home in the morning well and in usual spirits. Two hours later he dropped, a victim to heart failure, and all efforts to resuscitate him were in vain. A messenger had been dispatched to inform his wife of his illness, but she was in no way prepared for the shock of later revelations.

It had never occurred to Mr. Graves that such a contingency was possible to him, for he had always been well and strong. Years before he had taken out a \$2,000 life insurance policy and he had kept the premiums paid up. He had had always a large salary, so his family were able to live in the best style and be leaders in society. It is true they were always several hundred dollars in debt, but his credit was good anywhere. He was a plain, substantial sort of man, who would have been contented to live in a simpler manner. On the other hand, he was proud of his handsome wife and attractive daughter and he was thankful to have the strength and ability to enable him to furnish all the accessories of life which seem so necessary to the happiness of so many natures.

Each year he hoped to get ahead and lay by a small nestegg. Each year ended with a long list of unpaid bills. He comforted himself with the assurance that he was still a young man. Even if he did not begin to save until he was 50 he could on his salary lay up enough for old age. Just now was the important time in Katherine's life. No one had a lovelier daughter and he wished to see her married to a man who could appreciate her charms and do more even than he had been able, for she was fitted to grace a high position. As soon as Katherine was gone there would be an excuse for them to move into smaller quarters, although how Mrs. Graves would accept such an arrangement was a question. Katherine was popular and had plenty of devoted admirers; but she was still young and having such a good time that she was in no hurry to give up her freedom. Her greatest desire was a trip abroad and her father was considering its feasibility for the following summer when the end came.

Mother and daughter had loved Mr. Graves devotedly, still they had wished him different and more like their ideal of husband and father. He had worked with might and main to provide for their innumerable wants and had had little chance for self-cultivation. When he came home at night he was exhausted in mind and body and went reluctantly to the social functions which were their very life. Now they realized for the first time how indispensable he was, for they were as practical as a pair of children.

For the next six weeks theirs was a harassed existence. The insurance had been paid, but every mail brought a bunch of bills and there was nothing for them to do but pay. At last they were square with the world; but poverty stared them in the face, for not more than a thousand dollars stood between them and actual starvation.

It was now impossible to remain over a month longer in their house. They rented one near town and tried to keep boarders; but experience and competition were against them and patronage came so slowly that their expenses were several times their receipts and they

were compelled to sell their furniture at auction to pay the rapidly-accumulating debts. They were able to save only the smaller and less pretentious pieces, but they were enough to furnish a small house in a quiet street. To their neighbors, a postman on one side and a motorman on the other, they presented a grand appearance; but they felt themselves living like cattle, it was such a box of a house.

To think of having such neighbors! To think of having to give up everything! They could no longer consult their tastes as to food even and were thankful not to go hungry. Their mourning dresses were not made for wear and tear and with the greatest care were becoming so shabby as to be fit for the ragbag; yet no others would be forthcoming. No longer was a carriage at their command and even carfare seemed a luxury. They advertised for lodgers and soon their rooms were full; but with all their planning they could not make both ends meet and Katherine realized that she must get to work.

The simplest and most natural solution seemed to be for her to teach. At home she had attended a fashionable school, where she was much petted and made to feel that she was remarkably bright. Not that she had studied hard, but she had tact and knew how to shirk the disagreeable and still make a brilliant impression; in fact, everything was so easy that she had not considered it worth her while to graduate. It seemed gallant now to come down to teaching where she had so recently been a leader; but there was no other way for her than to put her pride in her pocket and live above her circumstances.

The Misses Graham met her with exceeding cordiality, but assumed most superior airs when she stated her errand. The one opening in the school would require a person of long and tried experience and of course she would be out of the question in an institution of such high standing. However, they felt sorry for her misfortunes and would be glad to furnish her with a testimonial as to character and work completed with them. She beat a hasty retreat, for her wrath was rising fast. They were crazy to suggest such a thing as her character or ability being questioned! She, Katherine Graves, daughter of Sydney Graves, Cashier of the Third National Bank! Thank her lucky stars she was not dependent on them for her bread and butter. She guessed there were plenty of other schools and where a lady would be recognized.

However, there proved to be only one other private school, one which had always been in competition with the Misses Graham's. The principal was not in the first time she called and so she had to make the two weary miles a second time. Professor Long was a plain, thickset, comfortable looking individual whose imagination did not appear to reach beyond pancakes and problems. He did not invite Katherine to sit down, and dismissed her without a question. But she did not turn quickly enough for him not to notice the corners of her mouth droop and the slight quiver in her voice. He called her back, for he was not cold-hearted enough for her beauty not to attract him, and he said rather gruffly, "You are probably a stranger in the city. I would advise you to go to the training school connected with the public schools. They furnish positions to all their graduates." And when she had gone he might have been

heard to remark under his breath, "That's a remarkably handsome girl and she has chosen pretty tough lines."

Katherine saw one member of the school board, but she saw no chance for herself in the public schools, for only graduates were admitted to the corps of teachers and it was an utter impossibility for her to spend a year in the training school. She must try for something which would offer immediate returns. She did not feel qualified for newspaper work, still she presented herself as an applicant at one of the large offices. She climbed the narrow dark dirty stairs and entered the editorial rooms reeking with tobacco smoke and nasty underfoot. There was a deafening clatter of machinery. She stood several minutes without any one looking up. Then a rough looking man with his hat on the back of his head leaned back in his chair, squirted a mouthful of tobacco juice through his teeth and demanded her errand. She trembled from head to foot, and was thankful to get once more into the fresh air.

Her chances now narrowed themselves to clerking and after repeated efforts she secured a position as assistant in the lace department of one of the large stores.

And so she was to be a working woman. Her mother wrung her hands in despair and moaned, "To think of any of my family sinking so low as to become a shop girl! My dear father and mother would as soon have gone to prison as to associate themselves with such beggars." There was nothing for Katherine to say, so she was wise enough to keep silent. She would never let her mother know how she felt. It was the inevitable and there was nothing left but for her to bear the ordeal with all the fortitude she could command.

She scarcely slept during the night, but in the morning she was at the store at the required time.

How awkward she felt behind the counter. The clerk next her did not look more than three or four years her senior, yet how comfortable and at her ease she appeared. She was short and had a dumpy figure. Her forehead was concealed under a thick bang of bushy black hair. Her dress was of cheap material, but there was a certain style and "go" about it which suited the individual and was in keeping with the quantities of cheap jewelry. She flirted and talked slang incessantly, yet she showed a warm heart at the bottom. At most her first question was to ask Katherine whether she "had a young man." She seemed always standing around and fooling, yet when she was busy she worked with a vim and not the slightest detail escaped her attention. She explained rapidly about the arrangement of goods and showed Katherine how to display the laces to the best advantage. She laughed over the newcomer's awkwardness and remarked, "You're green as borseradish leaves, but if you stick like a horsefly you'll catch on by peach time."

Katherine tried to freeze out such effrontery, but her companion remained unabashed. To think of a girl of that coarse stamp daring to criticize her!

The day seemed an eternity, but it finally dragged to its weary end. She could have dropped in a heap where she stood, and wondered if she would be able to get home alive. How her companions chattered as they put on their wraps. Some of them were jubilant over the prospect of going to the theater that evening. There was a great hurry and

flurry, yet several of the girls stopped to ask Katherine how her first day had gone and assure her each day would become easier. There were some hard, determined faces, but there were more gentle, refined ones and melodious voices which seemed more fit for the parlor.

When she reached home there was not a light to be seen downstairs. As she entered the door a querulous voice issued from the depths of the darkness: "Is that you, Katherine? I thought you would never get here; I am so sick."

Katherine found her mother in bed with her head all bandaged and her eyes red and swollen from weeping. To her daughter's anxious enquiry she explained, "I have gone to pieces with a raging headache. The stupid servant has made outrageous blunders until I was wild and fled to bed for protection. Nothing would induce me to eat anything. I am too miserable to live. I presume there is enough on hand for Sibilla to arrange you a little lunch, but I have paid little attention to what is in the house, for eating is the least of my troubles."

The kitchen, too, was dark. She lighted a lamp, which displayed the wild disorder. The luncheon dishes had not even been piled up, the fire had gone out in the range and pots and kettles stood around half full of dirty water. She climbed the steep back stairs to the servant's room. Sibilla was in a heap by the window, her head in her lap, crying for all she was worth. She got up slowly and was the picture of forlornity as, with her head dropped, she came toward Katherine.

"I was for waiting," she sobbed, "till you come home and then I goes at once. I'm not after working for a lady as your mother. She never shows me how she wants, and she scolds me when I works wrong."

Katherine could have cried from vexation and exhaustion; but she knew this was no time to give way to her feelings. She could not allow an impudent servant around, still it was worse to have none at all. Sibilla was not far wrong, for Mrs. Graves knew nothing about work until it was done; but Sibilla must not understand this nor be allowed to feel that she was a necessity, so she must be careful what she said.

"As you like, Sibilla. Here is your money up to to-night. But it is stormy out and if you care to do so you may remain until morning."

The girl calmed down at once and concluded she would not be in such a hurry. Together they managed to concoct a nice little supper and even Mrs. Graves, in the midst of her mountain of pillows, seemed suddenly to regain her appetite. As for Katherine she was simply famished and was ready to devour dishes and all. She went to bed immediately and her mother, who was wakeful and wanted some one to talk to, could not rouse her.

She was up early, for all responsibility now hung on her shoulders. Mrs. Graves was large-eyed and irritable. She had decided she was threatened with that panacea of women too lazy to exert themselves—nervous prostration—and concluded to remain in bed until she was "rested." Sibilla was meekness itself and declared she "never could think of leaving Miss Katherine with her mother sick in bed and all the work to be done."

From that time on all the planning devolved on Katherine, but she seemed to be equal to the emergency. She could

work like a beaver and her spirits were seldom oppressed except by her mother's wailings.

"Your father, Katherine, had no heart else why should he have allowed us to undergo this disgrace? Everybody else, too, has forsaken us in our time of bitter trial. Well, I am sure I can stand it if they can; but it shows how little people's friendship is to be depended upon."

If Katherine had any misgivings she never expressed them, but tried to get her mother off this morbid strain; and her spirits rose with each effort; sometimes she almost felt happy and tried to hum one of the old tunes. Experience made her work at the store lighter. There was a certain excitement and fascination about business and it gave an opportunity to study human nature. More and more was she impressed with the amount of energy, character and tact necessary to become a successful saleswoman. And she found much to attract her toward her associates. They, too, suffered and enjoyed, had their aspirations and disappointments. The clerks, for their part, were all fond of her; went to her for help and suggestions or for sympathy in their troubles, and she exerted a good influence over them. As a natural result a club was formed of the girls in the store and she made its first President. Its purpose was literary, but the most practical subjects were not ignored—dress, manners, modulation of the voice, correct speech—all received their proper attention. It created a different atmosphere about the establishment and the clerks were sought after by other firms.

Katherine herself had all sorts of experiences. After the novelty had worn off the work many times was monotonous and wearisome. Some of the old acquaintances, when they recognized her at all, tried to patronize her, and young men to flirt with her. But her womanliness repelled all such advances.

One day a traveling man representing a New York firm came on business to the store. She did not need an introduction to know that it was Jack Bemis. As children they had been most devoted friends, and used to talk about "when they grew up and were married." But while he was still a young boy his father moved to another state and the children lost sight of each other.

Now he could only exclaim, "Why, Katherine Graves! To think of your being the first friend I should meet on reaching my old home!" And he stayed over a train in order to have a visit with her in the evening.

He seemed to renew his affection for his former home, for all his trips were planned to bring him thither. One evening he appeared unusually sober and for a time had little to say, but at last the truth came out:

"Katherine, I have decided not to travel any more and so this is my last trip. I return to New York to accept a partnership with the firm I work for. I have been successful far beyond my expectations and have saved up money; and I now have only one wish to be gratified. But that is the dearest of all. Can you not guess what it is? I have come this evening to reclaim the promise made me when you were in pinafores and I in knickerbockers. We are grown up now and you know I have always loved you, and I always shall. There is only one way, but it is for you to say the word."

Her answer was only audible to Jack's ears; but there was a quiet little

wedding six weeks later. To-day Mrs. John H. Bemis is mistress of one of the fine homes of New York City. She is loved alike by the rich and poor of her acquaintance. She is both a social leader and a literary success. People sometimes wonder how she has ever, in her position, been able to retain such simplicity and genuineness of character. Her hobby is shop girls and she is ever ready to fight their cause. She has introduced model homes and clubs and enriched the opportunities of many a working woman until they look up to her as a veritable saint. And her own life is just so much enriched and blessed.

U. E.

The Man With the Lady's Hand.

Written for the TRADESMAN.

"Beg pardon, Madam, but if you'll be so kind as to take my knife and reduce this piece of roast beef to masticable sizes, you will have my everlasting gratitude."

The words came from a respectful but queer looking gentleman. They were addressed to a refined middle-aged appearing lady who sat next to him.

If the lady had that minute been on the block in a Circassian slave market she would certainly have brought a high price, as blushing women command a high figure among Circassians.

Was some escaped lunatic exercising his larynx in accordance with the mental conception of some insane idea that staggered blindly over the miniature golf links of his brain?

The lady and the stranger were the only ones at the table and she looked anxiously at one of the waiters across the room.

"I am no base ball player with a glass arm, but this kid glove covers an artificial hand. I think in the course of a few weeks I will be able to manage it. You'll notice it's a lady's hand. It was the only one they had in stock—the male hands were all on a strike in that institution. I suppose if it had been a man's hand I could have managed it, but so delicate a piece of mechanism as a lady's hand baffles me—although I presume I am not the only gentleman who has had a false feminine hand bestowed on him."

Certainly the man's mind was unhealthy, the exercise of reason impossible with him and the non-development of the faculty of good breeding only too plain to be seen.

"If you will kindly form the fingers of this hand so that they will be able to grasp a fork I will excuse you from further manual labor."

The lady did as he requested, but hurriedly finished her meal and left the room.

* * *

A queer looking man appeared in front of the cashier's desk in an uptown bank with a check for \$5,000. The check contained no signature, but on the line left blank was the mark of a lady's thumb. The cashier took the check, passed a magnifying glass over it and, comparing it with another similar mark, O. K.'d it.

"That 'signature' always waives identification," said the cashier as he handed it back to the stranger, who passed it in to the paying teller and received the amount of the check.

The stranger had not been gone more than an hour when an elderly lady came into the bank. She walked up to the cashier's desk and engaged in a short conversation.

"By the way, Mrs. Briston, I see that you are now placing your 'thumb-mark'

on the end of the signature line instead of the center as formerly."

"Certainly not," replied the lady. "I beg to differ with you," politely said the cashier, flushing. Going to the paying teller, he returned with the \$5,000 check. "Doesn't that look like it?" he asked, handing her the once valuable piece of paper.

A queer expression came over the woman's face. "I never uttered that check!" she exclaimed.

"It is certainly your 'thumb mark.' Here—look at it through this glass."

"Yes, it's my 'thumb-mark' without a question of a doubt, but I never placed it there."

"You certainly must have done so—could you have a photograph taken of yourself and not be present?"

"Of course I placed it there—what am I thinking about? But I positively can not remember doing it. I had about bargained for the piece of property adjoining me and the amount of this check was the price agreed upon."

"That's what I supposed this check was for," replied the cashier. "I heard you speaking about the deal when you were in here last."

"Describe the man who presented it." The cashier did so, but before he finished the woman exclaimed, "It's the man with the lady's hand!"

* * *

The stranger was never found nor the mystery cleared up until the other day when the lady received a letter dressed in mourning. She opened it and found the following:

Dear Madam: Ten years ago I was a struggling dentist in your city. I read an account in the papers of your unique way of signing your checks. When you helped the queer looking man with his false hand(?) you unconsciously

left the imprint of you delicate thumb on the inside of my wax-coated glove. It was very easy, with the aid of a vulcanizer, to produce an imprint of your thumb. Yours,

MAN WITH A LADY'S HAND.
P. S. This letter will be mailed a week after my demise.

CLYDE W. FRANCIS.

The Chinaman's Diagnosis.

A Chinaman is speaking to himself as he irons a shirt. Picks up a shirt showing evidence of having been well cared for and says:

"Blachelor. Him landlady flix him." "Picks up another, buttonless and all frayed at the wrists and neck.

"Mlallied man."

Well-dressed clerks, but of course not "dudey" clerks, but clerks well brushed and with clean linen, add character to the store, and make sales easier. The appearance of the seller counts.

We make a specialty of

Store Awnings Roller Awnings Window Awnings Tents, Flags and Covers

Drop us a card and we will quote you prices.

Chas. A. Coye,

11 Pearl Street,
Grand Rapids.

Our Bicycle Traveler



may not have been able to reach you as yet, but if you will drop us a line we shall be glad to send him promptly or else mail you a WORLD Catalogue and talk about Agency. We are selling agents in Michigan for different factories and can quote prices that will no doubt be interesting. Better write us.

Adams & Hart,
12 West Bridge Street, Grand Rapids, Mich.

Have you our '99 catalogue of Bicycle Sundries?

Shoes and Leather

Pertinent Hints to Progressive Shoe Dealers.

There is a class of retailers on Eighth street in Philadelphia that rush into blood curdling headlines telling of the "Greatest Shoe Values on Earth," using superlative upon superlative in the descriptions of their reductions. Better avoid such buncombe. The shrewd retailer will not allow himself to be carried away with enthusiasm in the telling of his store news. He will stick to the confidence-inspiring style of advertisement that has held him in such good stead on all other occasions. Look at the Wanamaker style of writing. Pointed, chatty, descriptive, conservative. Such a method of writing store news never fails to draw the expected business. It will not be his fault, nor the fault of the advertising, if the retailer who adopts this style doesn't get along well.

* * *

An old-time custom shoemaker, who, some years ago, had fallen from grace as a retailer of shoes to the humble position of a mere cobbler, was buried in Trenton last week. There is a story about his career that was told to the writer and that should serve to remind the retailer and the clerk of the value of a good temper and a pleasant smile. The old cobbler's death has deprived the town of one of its most familiar figures. He had not always been a cobbler, for it was only a few years ago that he had a double store and a rating of \$4,000. He finally failed. He made several attempts after he failed to keep a more ambitious place of business than his cobbling shanty afforded. But he always came to grief and regularly returned to his shop on a side street. The cause of all his failures was a lack of the amiability necessary to retain the good will of the persons who came to buy from him. It became established at an early stage of his career that his temper was bad, but experience seemed a possible teacher that might ultimately compel him to be polite to his customers. That day never came. He was well known by sight to so many people and was such an established figure about the town that he might have prospered had it not been for the infirmities of temper that made contact with him so disagreeable.

* * *

Another thing was told to the writer while he was in Trenton last week: A certain wide-awake retailer of the town, it was said, makes it a practice to look over the marriage license list in the daily papers every morning and then to mail to each woman a circular in which he assures her of his best wishes for her future married bliss and suggests that economy will be conserved by her making his store her trading place. This scheme, it was said, has been used to good advantage by the retailer for over a year. It would probably not be successful in every instance, however, the results depending largely upon the class of trade addressed. While one class of people would think such a circular very nice, others would be apt to be offended.

* * *

Have you ever looked over an English newspaper and noticed the difference between their advertisements and ours? Have you observed that there is less variety of style of address in them than we see in our newspapers, just as there is greater sameness in the typography and make-up? If you haven't noted

these, do it next year, when you go to the Paris Exposition. There is not so wide a divergency between the French and American methods, however, for some forms of advertising are decidedly American in appearance, apparently heralding a marked change in the Paris way of addressing possible customers. The old-time assertion, "They do things better in France," will, therefore, scarcely hold good to-day with reference to display advertisements. The Paris advertisement writer, unlike Wanamaker's ad-smith, does not make use of any introductory remarks in order to induce the reading of his announcement.—Shoe and Leather Facts.

Telling Rubber Advertisement.

The following announcement of rubber goods appeals so forcibly to the women that the Tradesman feels no hesitation in recommending it to its friends in the shoe trade:

Now and then one finds a woman who objects to wearing rubbers because they make her feet look large and untrim. It was only a few years ago that many, many women objected to wearing rubbers because they detracted from the trim appearance of the foot. But everybody knows that nothing else ruins the health so quickly as wet feet, and the only possible way to have dry feet, especially in winter, is to wear rubbers. So rubbers have come back into style as indispensable to good health. The added fact that rubbers are now so much more shapely and graceful in their lines than they were a dozen years ago, and that they are now made in such infinite variety, has served, of course, still further to increase their popularity. But there remain a few fastidious women, mostly of the younger generation, who still adhere to the old prejudice against rubbers. They do not, however, belong to the new woman class. There was a time, not so many years back, when it was not quite fashionable to appear too robust. They would have been thoroughly up-to-date if they had been old enough to flourish in those days, for a little languor was considered rather becoming in a young woman. But that day has passed. The pale, drooping, indoor girl, who wears no rubbers on the street, has given way to the riding, walking, golf-playing girl. Health has received the seal of fashion.

Wise Sayings.

Cold coffee is apt to make the boarders hot.
The smaller a man's mind is the less he seems to know it.
For a merciless critic commend us to the unsuccessful author.
The man who is in love with himself has no fear of being jilted.
The rooster is a tidy bird. He invariably carries a comb with him.
Men sometimes worship women because they are unable to understand them.
Culture doesn't always make a gentleman. Some very large beets are cultured.
The water shark bites a man's leg off, but the land shark merely pulls it.

Retort Courteous.

"I punish you, my child, to show my love for you."
"It isn't necessary for your love to work overtime on my account, ma."

An Honest Admission.

"So you want to marry my daughter, young man? What are your prospects?"
"Pretty poor, unless you give your consent."

A city man, who had just moved into the country, was trying to milk a cow, his wife standing by and looking on admiringly. After a time, the husband exclaimed: "Oh, dear! I wish I knew how long cows ought to be milked!"
"Why the same as short ones, my love," said his wife, with an air of superior wisdom.

1899 Net Price List on Combinations

Combination "Uncle Sam"		Combination "A"	
(1st quality Rubbers and 1st quality Knit Boots)		(1st quality Rubbers and 1st quality Felt Boots)	
Men's Knit Boots	Net per case. 12 prs each.	Men's White Felt Boots	Net per case. 12 prs each.
With 2 bkl. Gum Perfections.	\$25 00	With Duck Perfections.....	\$23 00
With Duck Perfections.....	24 00	With Gum Perfections.....	22 00
With Gum Perfections.....	22 00	Men's Gray Felt Boots	
With Gum Hurons, Heel.....	21 00	With 2 bkl. Gum Perfections.	23 00
Boys' Knit Boots		With Duck Perfections.....	22 00
With Gum Perfections.....	20 00	With Gum Perfections.....	20 50
Youths' Knit Boots		With Gum Hurons, Heel.....	20 00
With Gum Hurons, no Heel..	14 50	Boys' Grey Felt Boots	
Terms, Nov. 1, 30 days, net.		With Gum Perfections.....	18 50
		With Gum Hurons, Heel.....	17 50
		Youths' Gray Felt Boots	
		With Hurons, no Heels.....	13 00

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

HEROLD-BERTSCH SHOE CO.
MANUFACTURERS AND JOBBERS OF
RELIABLE FOOTWEAR
Our Spring line is a Winner; wait for our travelers and "win" with us.—When in the city see our spread.—Agents for Wales Goodyear Rubbers.

5 AND 7 PEARL ST., GRAND RAPIDS.

Rindge, Kalmbach, Logie & Co.,
12, 14 and 16 Pearl Street,
Grand Rapids, Michigan.
Manufacturers and Jobbers of
Boots and Shoes
Agents Boston Rubber Shoe Company.
A full line of Felt Boots and Lumbermen's Socks.
We have an elegant line of spring samples to show you.
Be sure and see them before placing your order.

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.

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.

Fruits and Produce.

The Demand for Uniformity in Butter.
From the St. Louis Interstate Grocer.

"The demand for fine butter is exacting," said W. N. Tivy, the North Third street commission merchant, "and it is wanted the same all the time in color, flavor, salt, etc. Give the retailer of such butter a single tub that is off, and he will soon fire it back to you, or invite you in no uncertain tones to send for it at once, probably a distance of three or four miles. The grocer himself may not have noticed it when received, but as he may probably dish it out to as many customers as there are pounds in the tub, about 60, it is very soon discovered and returned to him. Often in anger he dumps it back in your tub, in anything but a careful manner, as he feels that this poor butter has hurt his trade, and forced some of his customers to go elsewhere to get what suited them, to his loss. You may try to excuse it, but it is a hard matter to try to even pacify him for the injury done, and he cautions you never to send him a tub like that again, or he will quit trading with you altogether. In fact, you are lucky if he has not decided on that already, and got a tub elsewhere. You may offer him another tub "of the same brand," and the probability is that he will never look at it, or take any chances on it. There are grocers in St. Louis so particular that they will go short of butter a day or two rather than change from what has been pleasing and has increased trade. Such butter as this finds ready and constant sale to the same party, while an irregular make has to hunt a buyer and coax him by low prices instead of quality. It remains with the farmers, therefore, to crowd out the sale of butterine. As long as they are content with marketing an inferior grade of butter, they must be content with inferior prices and to put themselves on a level with butterine competition. Say what they will, the butterine manufacturers depend upon prices to sell their goods. Of course, they make their products as attractive as possible and use every means within their power to convince the public that the spurious article is as healthy and as palatable as the genuine, but they would not find willing converts if they were not backed up by their low prices and the low grades of country butter placed on the market. To bring about this desired end every state should have a competent dairy commissioner, and until we secure the appointment of such commissioners the dairy interests will suffer."

Effect of the Oleo Industry on Kansas.
From the Topeka Daily Capital.

The statesmen who conducted the oleomargarine business for the benefit of the downtrodden masses have involved the public in much mystery concerning the merits and demerits of the butter question, many people being persuaded that butter is a more or less dangerous product. The oleo makers have confined their demands in legislatures within what they consider very conservative limits, but their success will inspire them to new exertions and in a few years we will probably see reformers pressing bills against the tyrannical buttermakers, crowding them off the earth in the interest of the poor man's friend, the packing house combine.

Buttermaking has of late made such a stand against the oleo trust that the latter, long suffering as it is, will not endure it without a mild protest. Measures will be introduced into the legislatures requiring dairymen to color their butter green and to stamp the name, age and previous condition of the cow from which the article purports to be derived. The name, sex, age and color of hair of the milkmaid will also be required, with a picture of the red-cheeked damsel printed on the package, showing her head closely shaven or her curly locks securely enclosed in a net. Affidavits will be required showing how often the milk pail is cleaned, together

with a certificate from the Secretary of the Live Stock Commission testifying to the good health of the cow. These requirements being met all that the oleo philanthropists will demand in addition will be a small tax of a few cents a pound on all butter brought to market.

The oleo makers establish themselves on the principle that butter is a relic of barbarism, while the only simon-pure, fin de siecle article is the new product of oleomargarine. What is oleomargarine? Assistant Commissioner of Agriculture Kracke states that it is made of different kinds of fat, cotton-seed oil, chemicals, sometimes other products, colored to represent pure butter. On his recent trip from New York to the National Congress at Texas, they were fed exclusively on oleomargarine except in the dining cars. If oleomargarine were driven out of the market, the average price for butter would be from 2 to 3 cents a pound higher than it is. He said that some of it runs into New York City yet; that it comes in largely in the night-time in hearses, paint barrels and similar packages. He showed a sample of paraffin wax which weighed 35 grains, which had been taken out of less than an ounce of oleomargarine. This is at the rate of six to seven pounds to 100 pounds of butter. It gave a stiffness to the oleomargarine, to make it better represent butter. Paraffin wax is insoluble and indigestible, and, in fact, is not affected by acids.

Oleomargarine consists largely of lard, cottonseed oil and other soft fats, to which paraffin wax is added to make the product "stand up" like butter. The oleomargarine point out that if their product is not encouraged by legislation and if the people are not taught to eat it in preference to butter the cattle business will go to the demit on bowwows. Oleo statistics prove that the cattle raisers of Kansas get 25 cents a head more for their cattle because of the oleomargarine industry. But oleo statistics ignore the fact that three-fourths of oleomargarine made in this country is shipped abroad, so that if no oleo were sold at all in this country the total loss to cattle raisers would not be over 6 cents a head on cattle. It is not believed that a fall of 6 cents a head would ruin the cattle business and it is known that some of the leading dairymen in Kansas are selling their herds and going into the cattle business, being discouraged with the outlook for butter and alarmed at the encroachments of oleomargarine, backed as it is by gigantic capital. The cattle business will suffer more from the destruction of the dairy industry than from the reasonable regulation of oleomargarine, prohibiting these manufacturers of spurious butter from coloring their paraffin to resemble yellow butter.

Florida Orange-Growers See Some Light.

F. B. Keith, District Passenger Agent of the Chicago, Milwaukee and St. Paul Railroad, just returned from a tour through Florida, said, concerning the damage done the orange groves by the storm: "The impression generally prevails that the older trees are saved. Old orange-growers with whom I discussed the situation told me that in their opinion the young trees were killed, but the old trees would be able to do their full productive duty in the future. Orange gatherers are now plucking the fruit from the grove near the Tampa Bay Hotel, and the oranges seem to be in good condition. I have an orange grove at Dade City, and the reports I receive from it are to the effect that the trees stood the test better than they did in 1894, and that in all probability all the old trees are safe."

How She Came To Hold Him.

Policeman—I don't see how a little woman like you succeeded in capturing and holding a big burglar like that.
Little Woman (weakly)—It was dark, and I—I thought it was my husband trying to—elope with the servant girl.

Have what the people want and they will want to buy of you.

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.

FIELD-SEEDS

A SPECIALTY LOWEST PRICES
ALWAYS IN THE MARKET FOR
POTATOES, BEANS, ONIONS, ETC.
ESTABLISHED 1876
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

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

WRITE US.

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.

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, Feb. 25—We are once more "on deck" here and everything is jogging along merrily. Business is good and a very large number of out-of-town buyers are here looking over the ground for spring trade.

Mighty little is doing in the coffee market beyond the everyday transactions. Prices at primary points are relatively about as high as here. Rio No. 7 is worth 63¢. Prices for invoices have sagged, but the decline has been very slight. In store and afloat the aggregate amount of coffee is 1,426,679 bags, against 1,172,517 bags at the same time last year. Mild coffees are moving slowly. Stocks are fairly large and no disposition to try to advance rates is shown. The most desirable sorts of East India coffees have been in good request and larger quantities have changed hands than for many weeks previously.

Trading in sugar has been moderately active—only moderately—yet the market is decidedly firm. Arbuttle quotes granulated at 4.94 in 100 bbl. lots and the Trust at even 5¢. Most of the trading has been in small lots, sufficient for the wants of every day.

Transactions in teas are mostly for the lower grades and a fair volume of trade has taken place. Orders have come to hand from nearly every section of the Union and the tea market of to-day is a thing of beauty, as compared with last week.

Full values have been paid for rice this week by purchasers and, while prices are firm, the volume of trading is only moderate, especially of lower grades. Foreign rice is firm, but rather quiet. Prime to choice Southern, 5½@6¼¢; Japan, 4¾@5½¢.

There is the same old story of continued strength for black pepper, which is now held at 11¢ at the lowest. The remainder of the spice line is unchanged.

The molasses market is firm and fairly active. Full values have been obtained for medium grades, and low grades, too, are well held. Fancy sorts of foreign are firm and Puerto Rico is quotable at 28@35¢; Domestic, good to prime, 16@26¢; open kettle, 32@36¢. Syrups are moderately active. Cane syrups have been most sought for. Prime to fancy sugar, 19@25¢.

The canned goods market during the week has been very quiet. It seems to be the period "between seasons" and everybody is waiting for the spring tide, which will probably set in good and strong. There has been a pretty good demand for futures, especially for goods of well known merit. Prices have remained practically without change. Spot New York corn commands 65¢ and for future delivery from 60@65¢. Future Maine corn is worth 80@85¢ f. o. b. Portland. Large lots of future Maine corn have changed hands, or will when it is in the market, on quotations made this week. New York future peas have sold from 85¢ up to \$1.75, as to variety, brand, etc. No. 3 New Jersey tomatoes are worth 82½@85¢. New York State futures have sold pretty well within a range of \$1@1.05.

There has been a pretty fair demand for most sorts of California dried fruits and jobbers generally report a fairly satisfactory condition of things. Prunes are steady and peaches and apricots are especially firm, while the amount on hand is not at all large.

Lemons and oranges have sold with just about the usual freedom. Sicily lemons, as to size, \$2.60@3.35. Repacked Jamaica oranges are worth per barrel \$5@5.50; California navels, \$2.75@3.50; Florida russets, \$3@3.75; brights, \$3.25@5.

The butter trade generally is satisfactory, but quotations show no advance and the supply on hand is sufficiently large to prevent any upward tendency of importance. Strictly fancy creamery is held at 23¢, but it must be strictly up to mark to bring this quotation. Firsts, 20@21¢; seconds, 18@19¢; finest Western June creamery, 18@19¢; Western imitation creamery, fancy, 18@18½¢;

firsts, 15@16¢; Western factory, 12@14¢; rolls, 14@14½¢.

The cheese market continues in a very satisfactory condition. Stocks are narrowing down and the general tone is firm. Fancy large size State cheese is worth 10½¢; small size, colored, fancy stock, 11@11¼¢.

Eggs are "out of sight," near-by fancy commanding 36¢. New York and Pennsylvania, 35¢; Western fresh gathered, 34@35¢, and even Southern stock is worth 30@32¢. There is money in eggs sure now and they are almost the "golden eggs." There never was a better time for "hustling" in this market, and "the quicker the sooner." If we have a spell of warm weather there will be a slump, but just now eggs are the best things a grocer can gather in.

Possibility of a Prune Pool.

From the New York Commercial.

Rumors have been floating about all the week regarding the possible concentration of spot supplies of prunes, but but little definite information has been obtainable. It was said the first of the week that two or three strong firms were trying to secure control of the spot supplies of all prunes, and it was declared that the effort had been successful. The announcement of the attempt created a firmer feeling in the market and also brought in more and larger orders.

It is known that supplies in all positions are limited and the announcement of probable concentration of spot supplies caused some uneasiness among dealers short of stocks, and they made haste to get ready for the prospective advance. As a matter of fact, there is no quotable change in prices, although holders are firm in their views and refuse to consider anything but full figures.

It has developed, however, that no attempt has been made to concentrate California stocks. The object was to form a pool to control the handling of Oregon and Washington Italian prunes. There are but few cars of Northwestern goods obtainable, and the object is to control distribution in such a manner that there will be no reduction in price before next season's stocks come in. Northwestern goods have made friends throughout the East this season. The California product has been comparatively short, and large sizes were sold for export before domestic buyers had a chance to place orders. The result has been that all large sizes distributed in Eastern markets this year have come from the Northwest. It was not known yesterday whether the deal was entirely closed up or not, but it was said that it probably would be in the near future.

The Orange Situation in Florida.

From the New York Commercial.

A gentleman was among the fruit dealers yesterday who has just returned from Florida. He is the owner of a number of orange groves and took pains to investigate the results of the late freeze. He said that probably all orange trees down to the middle of the State were frozen to the ground. Below that the damage was less, but was still serious. There is a chance for the old trees to escape with the loss of the new wood. When asked what he intended to do, he replied that his first thought was to abandon all further attempts to grow oranges, and pocket his loss, but further consideration has led to the conclusion that there is still a possibility of securing a return for the money already expended, and what may be required to put the groves into bearing condition. He has about determined to keep up the fight a while longer. He thinks a large proportion of those who have lost this time will quit the business and says it is his belief that the opportunities for success will be largely increased thereby. Referring to the prospect for vegetables, he said that everything was killed to the ground, but that growers were beginning to put in their new crops, and will now be able to get their produce into this market ahead of Georgia. He found very few discouraged growers, but said that most of them were ready to take hold again.

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.

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.

J. W. LANSING

SUCCESSOR TO
LANSING & CATLIN

WHOLESALE DEALERS IN BUTTER AND EGGS

BUFFALO, N. Y.

Our recent high prices are liable to mislead you in your buying prices this week unless you keep a very close watch on the market; even then you may get a loss before the goods can get to any market, as the market is liable to drop five to seven cents in a day (Chicago did Saturday). Write or wire me for any information you may want. Send me your Eggs as I need them and can give you the best price that Buffalo will afford.



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

Consignments Solicited.

Quotations on Application.

98 South Division St., Grand Rapids

Creameries

Paying creameries promote prosperity. We build the kind that pay. If you would like to see a good creamery in your community write to us for particulars.



A MODEL CREAMERY.

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

Creamery Package M'f'g Co., 1-3 W. Washington St., CHICAGO, ILL.

Cause of Half the Merchant's Woe.

Written for the TRADESMAN.

In regard to an expression used in the article entitled "Women Workers," in the Michigan Tradesman of February 5, there is more to say of "that unguarded moment," because most, if not all, the mistakes of our lives are the result of those same moments, hence they are of importance to the world at large as well as the individual.

In an unguarded moment some plausible tale, well told by an able tongue, beguiles the merchant into overbuying, the result being cut prices or goods carried in stock beyond their season, the former condition being likened to picking green fruit, from which no good returns, as this state of affairs generally culminates in loss on entire deal, which makes this unguarded moment a factor leading to that man's failure.

Perhaps in some unguarded moment a merchant will be led to believe that some outside investment or speculation will lead to sudden wealth, only to find bitter disappointment when the realization comes, thus showing the danger of those moments when one is unprepared for sound judgment, and seeks, without the aid of his reason, to find some royal road to wealth, some short-cut that leads to fortune, which is as hard to find as the proverbial needle in a haystack, that, found, slips so easily from the fingers.

In an unguarded moment another merchant is led into the purchase of a "gold brick," by putting in a new line department of which he has no knowledge. It looks well on the outside, but as a usual thing that department run outside the knowledge of the responsible head is a drain on, rather than a source of supply to, the revenues of the business, thereby becoming a monument to the stupidity of him who ventured into unknown depths.

Another may, in an unguarded moment, be caught by the plausible, yet delusive, extra dating and help the jobber unload undesirable early purchases, made less valuable through the changeableness of Fashion's dictates, then have unsalable goods on hand that require all the ingenuity of Yankee shrewdness to work off without a severe loss; and yet it was but at that unguarded moment when, hesitating between a flat refusal and a conservative purchase for immediate needs, the bait of extra date decided him to stick his own hand in the fire, becoming the cat's-paw to the shrewder business man once removed towards the source of supply, the jobber, who, bitten, turns to bite his friend.

This same "fleeting phantasma of the brain" may influence another to load up on staples beyond his ability to meet maturing bills; thus through the door opened into his business methods by that little unguarded moment he allows to enter the scorpion that kills man's credit, slow pay, and at once loses his reputation for prompt settlements. Yet 'tis but another instance of a momentary carelessness, a quiet yielding to a plausible tale.

Another gets into his place of business in the morning laboring under a fit of "blues," and in an unguarded moment goes through his stock and cuts deep into the prices at sacrifice of profit, when a little stiffening of the backbone would have disposed of as many at a fair profit, retaining the dignity of business done on businesslike methods. This cutting of prices is a disease that grows by feeding until

what was once but a result of an attack of "the blues" pursues its victim until, weary of the unequal struggle against seeming fate, he throws up his hands and adds another name to the "vast majority" of those who enter the business race, becoming one more failure to be traced back to that insignificant unguarded moment when the first retreating step was taken.

In an unguarded moment a merchant may allow himself to show impatience towards a customer, and through this little thing he loses the bonds formed by years of painstaking effort and drives from his door one whose trade helps feed himself and family.

It was only at some unguarded moment the soldier on picket duty allowed sleep to overcome him; but this little lapse of duty, which may have been but momentary, was enough for the watchful foe to overcome him before an alarm could be made, thus opening an entrance way into the camp, resulting in defeat of an army on whose shoulders seeming victory perched, by and through which defeat a nation's doom is often sealed, and instances have been known where the same has changed the history of the world. General Montejó is reputed to have said, "If Dewey had not stolen in on us when we were not watching, he never could have entered Manila harbor." But you and I believe that Dewey, backed by his brave American men, would have gone successfully in even although the entire Spanish fleet had been on the spot with all eyes open and never an unguarded moment; and yet this excuse of unpreparedness satisfies the Spanish mind, whence its application to the point in hand. That victory possibly changed the entire course of following events, making what seemed an almost insignificant navy a recognized power in the world, honored at home and respected abroad; and we can trust to those in command of that navy that there shall be no unguarded moments aboard our American warships by which defeat shall ever be the portion of our arms on land or on sea!

A merchant becomes the leader in his town, then thinks nothing can occur to change this leadership when in an unguarded moment he allows a competitor to approach close to his position, then step upon his platform and finally shove him off into blank space, through sheer force of push, all resulting in that unguarded moment when his trade was allowed to feel that his store was not up-to-date in its dealings, fittings, furnishings and help; and he practically turns over to the new man, wide awake to the requirements of retail merchandising, his rights, acquired by a life of hard work, but lost through the carelessly-guarded gates to his house of business, through which he allowed to pass out his best assistants for better pay elsewhere, his best customers following, in through which opening was brought cheaper help that got still more cheap, to meet the demands upon his business, resulting in complete failure where prosperity seemingly was a fixture.

In an unguarded moment a merchant will allow himself to speak harshly or sneeringly to a clerk in the presence of customers, which not only makes less profitable the future help of that clerk, but serves to alienate that customer's trade and add another codicil to the will of the powers that be, reading: "To this unguarded moment be charged the purchase price of another nail to help make a coffin for my business, the

corpse of which I am preparing by all such acts on my part."

In some unguarded moment all, or nearly all, of life's besetting ills are allowed to fasten themselves upon us, and we weakly bewail our fate when our own lack of concentration alone is to blame. We allow our forces to be divided, our strength wasted, our resources unapplied, our chances accepted by another, then complain that disaster overtook us through an unguarded moment. We allow ourselves to work on, year in and year out, without rest or recreation, then when strength and health fail us we make excuse that in an unguarded moment we sat in a draft, caught cold, which settled in la grippe, developed into pneumonia and very nearly finished our course for us, when all that was lacking was that unguarded moment when, rest declined, recreation unsought, pleasures discarded and Death invited to a seat at our board, we set up the standard of wear for our mental and physical nature which is never applied to the machine—continuous work without oil.

In an unguarded moment the young clerk falls a victim to the temptation of money, pilfers from his employer, regrets the act but does not replace the funds, again and again yielding until from force of habit he plans his way and becomes a confirmed thief, all of which might have been avoided had his employer furnished himself with the means of removing from the young clerk's way the temptation to take, by use of such appliances, adapted to his business, and approved by others in similar lines, as have proven themselves to be hindrances to speculations and aids in building up character on a foundation against which the temptation of money can make no impression.

With the weight of these arguments before us, can we do other than conclude that the unguarded moments of our lives are fraught with greatest danger to our welfare and ought to find no place in our list of excuses for not being more successful in our undertakings? Let us be ever watchful and on our guard against this foe to business discipline and success, the unguarded moment, making it a thing disconnected with our lives.

L. A. ELY.

Three Visits Were Enough.

A young man once went to a Philadelphia millionaire with a request for pecuniary aid to start him in business: "Do you drink?" asked the millionaire.

"Once in a while."
"Stop it! Stop it for a year, and then come and see me."

The young man broke off the habit at once and at the end of the year came to see the millionaire again.

"Do you smoke?" asked the successful man.

"Now and then."
"Stop it! Stop it for a year and then come and see me again."

The young man went home and broke away from the habit. It took him some time, but finally he worried through the year and presented himself again.

"Do you chew?" asked the philanthropist.

"Yes, I do," was the desperate reply.
"Stop it! Stop it for a year and then come and see me again."

The young man stopped chewing, but he never went back again. When asked by his friends why he never called on the millionaire again, he replied that he knew exactly what the man was driving at. "He'd have told me that now that I have stopped drinking and smoking and chewing I must have saved enough to start myself in business. And I have."

"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.

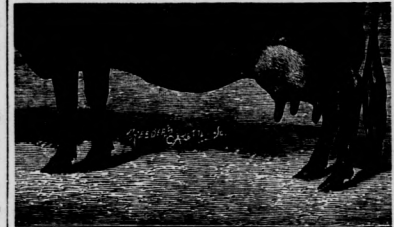
What will "Lactobutu" do?

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.

Status of the St. Louis Potato Market.

St. Louis, Mo., Feb. 27—All produce is higher; this should be welcome news to shippers and farmers, but we have found that shippers and farmers are generally better posted than receivers. Cabbage is booming and we hear prices of \$40 at loading station, and very little to offer at any price. California and Texas will supply us soon.

Since our last letter, potatoes have advanced, not because there are not plenty of potatoes back in farmers' hands—there are—but because the weather was so cold nothing could be loaded, and later bad roads interfered so that few potatoes have been shipped from anywhere. Potatoes are scarce in all the large markets, but we believe they are more scarce here than anywhere. Dealers are buying from each other and stocks are fast being used up. Seed stock, that had been stored for the spring seed trade South, is being turned out for eating purposes. Receipts were never so light, being entirely inadequate to supply the demand, and the towns nearby here are drawing on St. Louis for their supplies, as they are not able to draw any from the North. This naturally tends to reduce stocks here. Even Triumphs are being used for eating, and anything sells. But wait! As soon as farmers can draw to the station, there will be plenty to go around, but it will take a little time to reach the markets and, in the meantime, consumption goes on steadily.

MILLER & TEASDALE CO.

The Storage of Eggs.

From Chamber's Journal.

An interesting experiment in egg storage was recently brought to a successful conclusion in the warehouse of Messrs. Christianson, of Bernard street, Leith. In August a batch of 50,000 Scottish, Irish and Danish eggs was sealed up in patent storage apparatus and was examined four months afterward, only a small proportion of the eggs being found unfit for use.

The secret of the method is to keep the eggs cool, to allow free access of air around each egg, to keep them upright in position and to turn them periodically so that the yolk of the egg is constantly embedded in the albumen. These desiderata are brought about by placing the eggs in frames, which, by the action of a lever, can be inclined in different directions as needed. In this way 23,000 eggs can be turned over in half a minute without risk of breakage.

Testimonials are at hand from reliable sources showing that eggs so treated will remain perfectly fresh and good for at least five or six months.

Paraffine in Oleomargarine.

From the American Creamery.

Not content with forcing upon the public an article so strongly in imitation of butter as to become a fraud, some of the manufacturers of oleomargarine are now adulterating their product with paraffine. Slight traces of this substance have been found from time to

time, but some of the recent analyses of commercial oleo have shown nearly 10 per cent. of this wax. Professor Geisler, chemist for the metropolitan district of the New York State Agricultural Department, has just completed a very careful analysis of a sample of oleo taken from one of the retail grocery stores of this city by Assistant Commissioner Kracke, and the results of his investigation are astonishing. From the sample of a trifle less than one ounce of oleo there was extracted 40.88 grains of paraffine. This is so close to 10 per cent. that in a 60-pound tub there would be six pounds of this tasteless but exceedingly objectionable matter.

It is a well-known fact that paraffine is absolutely indigestible, that it resists the action of nearly all acids, and that 105 degrees of heat is required to render it soluble. The best medical authorities in the country agree that the introduction of such substance into the human stomach is dangerous to health, and the laws against the adulteration of a food product in that way should be most rigorously enforced. It is time that the unscrupulous methods of the makers of oleomargarine were more thoroughly aired, and that an unsuspecting public should receive greater protection from this gigantic fraud.

Tricks of Mind and Muscle.

When a college professor gravely apologizes to the cow he has stumbled against or a literary woman repeatedly runs against one of her own shade trees while discussing metaphysics, the trifling blunders are often attributed to some peculiar constitution of mind supposed to belong to genius; but these tricks of mind and muscle are common to many in the familiar footpath way. The lack of co-ordination between brain and muscle leads to many a laughable mistake, a few instances of which are here given: A woman recently went to purchase some Hamburg trimming and, wishing to put on her spectacles, opened her umbrella instead, and having a merry heart as well as tricky biceps, she hurried away from the counter convulsed with laughter, the saleswoman no doubt thinking her would-be customer was something of a lunatic. A teacher in a well-known academy has a habit of carrying his umbrella over his shoulder like a gun, and one cloudy morning, picking up a broom instead of the umbrella, he hurriedly walked off with it and would no doubt have gone directly to prayers so accounted had not his wife called him back. A young lady took an ice cream soda, and took the long spoon away with her, discovering her mistake when she undertook to fan herself with the spoon at a lace counter. Who that uses pen and mucilage has not dipped the brush in the ink, and sprawled over the paper with pen inadvertently dipped in the wrong bottle? One of the

most embarrassing blunders, however, happened to a dainty little lady who has to wear not only false teeth but two pairs of spectacles. Sewing at some Dorcas Society not long since, she wished to change her glasses, but her hand, like a hasty or careless child, but half attended to her brain, and she discovered herself with her teeth in her hands instead of her spectacles. Car conductors could tell many a laughable story of postage stamps offered for fares, and of passengers both vexed and vexatious who pass their own stations or attempt to stop short of them. Perfectly sober and perfectly sane men have walked in at neighbors' doors and even entered the dining-room before discovering that they were perhaps several doors from their own. The ludicrous errors of hand, eye and ear would afford a valuable study to the psychologist, but they serve a better purpose perhaps in giving occasion for laughter as we jog on or bent the stile.

Oranges From Japan.

A feature of the orange trade last week was the receipt of several carloads of oranges from Japan, which arrived by way of San Francisco and Seattle. These oranges are of the tangerine variety, packed in small boxes, of about twenty-five pounds net, and generally

came in good condition. The fruit was of handsome appearance, high color and sweet. It brought \$1.30 a box, a fairly satisfactory price, remembering that the fruit reached here too late for the holiday demand, something which will be remedied next season.

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.



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.

Unequaled for Purity and Honest Value

Fine goods are readily sold if the article is one in everyday use. The pleased palate is fond of gratification and so yields readily to temptation; and, therefore, the dealer in food should be an adept in tempting consumers. He must have faith in the article offered, and this can only come by testing, and then when the proof that a good thing is in stock has been obtained he can talk quality with perfect confidence. That's why we are concerned in getting the grocer to order the first lot of our goods. After that our anxiety ceases, because we know that quality talks and that our goods, once in stock, are never discarded.

Northrop, Robertson & Carrier,

Spice Grinders and Baking Powder Manufacturers,

LANSING, MICH.

BOUR'S COFFEES MAKE BUSINESS

We Realize

That in competition more or less strong

Our Coffees and Teas

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

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

Acetylene Lighting

Essential Features of a Successful Generator.*

[CONTINUED FROM LAST WEEK]

As regards the complete decomposition of the carbide, it has been already pointed out that in generators of the first subdivision there may be a small quantity of the carbide left undecomposed if water enough to flood the residuum be not admitted, while in non-automatic generators of the second subdivision this is practically impossible. In generators of the third subdivision, in which carbide drops into a large excess of water, it might be imagined that any carbide in the residue was an impossibility; but in point of fact, this class is often the worst offender in this respect, as, if the generation has been in action for some time, a thick sludge of lime collects at the bottom of the generator, into which the carbide sinks, and a large lump of carbide will often bake for itself so tough a layer of oil and lime that it resists the action of the water, and is found unacted upon when the generator is cleaned out. The usual explanation given by the generator maker is that "it is crust present in the bad carbide." In a good generator the maximum yield of gas should be evolved from the carbide, but a fact which the generator makers have utterly overlooked up to the present time is that if you take a number of different machines and supply them all with exactly the same carbide, no two will give the same yield of gas, the best generators giving volumes approximating to 5 cubic feet per pound of carbide, while the worst will give barely 4 cubic feet, a result, as usual, placed at the door of the carbide.

The causes which tend to diminish the volume of acetylene given off are:

1. Undue pressure in the generator.
2. The acetylene after generation having to pass through a column of water.
3. Undue heating, causing polymerization.

The first of these is very noticeable, and is due to the increased volume of gas dissolved by water under pressure. Although ten volumes of water at ordinary atmospheric pressure only dissolves 11 volumes of acetylene, at two atmospheres pressure it dissolves double the quantity. When acetylene is generated at or above the surface of water, but little dissolves at once, the top layer of water rapidly becoming saturated, but when the gas has to bubble up through a mass of water, as in generators of the third class, a heavy loss from solution takes place. The last cause has already been discussed, and is not so noticeable in its result.

The pressure in all parts of a generator should be as nearly as possible equal, and as low as possible, and this is best obtained by working freely into a gas holder of sufficient size. The home office fixed 100 inches of water as the limit of pressure permissible in generators, but I think it was a mistake to allow more than 20 inches, and I should certainly not advise the use of a generator which gave more than that amount.

Every part of the generator should be easily accessible, and complicated taps and valves should be avoided, while ease of charging and clearing valves should be attended to, and ample room provided in the generator for the increase in bulk which takes place when carbide is converted into lime. One pound of pure calcic carbide yields 1.15 pounds of slaked lime—1 kg. of carbide yields 1156 grains of slaked lime—and the volume this will occupy depends entirely upon the way in which the water is brought in contact with it.

In an automatic generator of the first subdivision, where water drips slowly upon the carbide in sufficient quantity to decompose it but not to flood it, the lime swells up and occupies from 2 to 2.5 times the bulk of the original carbide; when, however, the water flows in more rapidly, the impact of the water

beats down the lime, and the space occupied is not so large. In generators of the second class, in which water rises from below, the weight of the undecomposed carbide above it presses down the lime below and keeps it in a compact mass, occupying about one-half more space than the carbide from which it was formed. In designing a generator of the third subdivision, the tank containing the water into which the carbide falls should be provided with a false bottom, so as to leave at least 8 inches to 1 foot of water below the point at which the carbide is decomposed for the lime sludge to settle in.

Another requisite of a good generator, overlooked up to the present time, is that there should be an arrangement by which the air present in the generator can be rinsed out by some of the acetylene already in the holder, or by some inert gas like carbon dioxide. I think this is a most important precaution, as recent researches by H. Gerdes show that instead of acetylene requiring to be diluted with about twelve times its bulk of air in order to obtain the maximum pressure on explosion, mixtures of equal volumes of acetylene and air give the most powerful result. It must be remembered that the temperature at which acetylene decomposes into carbon and hydrogen, with evolution of heat, is 780 degrees C., but the temperature of ignition is 480 degrees C.; and in such a mixture the degree of heat needed to cause explosion will more nearly approach the latter than the former temperature, and it is quite conceivable that in working on a big scale the carbide might easily reach the necessary temperature while such a mixture of acetylene and air still remained in contact with it. Indeed, I have come across several cases of explosion which could only be explained by this.

If a mixture of equal volumes of acetylene and air be ignited in an open cylinder 18 inches high, a lurid disk of flame runs down the cylinder, and a vast cloud of carbon is given off, but no sign of anything approaching explosion occurs. If, however, this be done in a closed vessel, the very lowness of the combustion brings about the explosion, as the combustion of the portion of the mixture first ignited creates a pressure under which the remainder detonates at the temperature of combustion, and gives the high pressure noticed in those experiments.

In experiments which I have made I have found it extremely difficult to ignite such a mixture of air and acetylene in a tube by means of an electric spark, but if a flask be employed, so that a considerable volume of the mixture is present, the spark at once causes a violent explosion, the finely divided particles into which the glass is blown being an ample proof of the explosive force having been of an extremely sharp character.

The fact that a mixture of one volume of air and one volume of acetylene burns extremely slowly in an open cylinder, and also the fact that it is difficult to ignite by a spark the mixture in small portions, is no argument against the explosibility of the mixture, as, if you take a mixture of carbon disulphide and nitric oxide in a short cylinder, it burns with simply a bright flash of light, which is noted for its richness of actinic rays; whereas, if a very long, narrow cylinder be employed, it burns down to a certain point, and then detonates, blowing the cylinder to pieces, such phenomena being entirely due to the increase in rapidity of combustion, which finally terminates in an explosive wave.

A good deal of the trouble arising in generators is due to the irregular development of the acetylene, which at first comes off with tremendous rapidity, and then, as the exterior carbide becomes coated with lime, gets slower and slower, while the after cracking off of this coating then gives irregular rushes of gas. Many attempts have been made to get over this trouble, perhaps the most successful being the decomposition of the carbide by means of a solution of sugar, which has the power of dissolving the lime as it is formed, and so gives a uniform and less rapid evolution

of gas. It of course increases the expense, and it would only be available in the generators of table and bicycle lamps, where cost is a secondary consideration. Alcohol, also, when mixed with the water, tends to regulate the generation. The effect of various oils in regulating the evolution of the gas has also been tried with a certain amount of success. If the carbide is coated with oil it is protected from the action of water all the time the oil is clinging to the material. In one form of automatic generator a layer of light oil is placed on the surface of the water. As the water rises past the carbide the oil rises with it, and the action of the water on the carbide commences a few minutes after the water has come in contact with it and has had time to displace the oil, while on cutting off the gas the water is again driven down, and as the oil on its surface comes in contact with the partially decomposed carbide it is supposed to coat it and stop the after generation. With very small generators working well within their capacities this may be successful, but with any large charge of carbide the heat remaining in the lumps of solid material would probably be sufficient to distill out some of the light oil employed.

In concluding this part of the subject I can only say that I believe that as time goes on the tendency on the part of acetylene consumers will be to use the simplest form of generator available, with a holder proportionate to the needed consumption.

[CONTINUED NEXT WEEK]

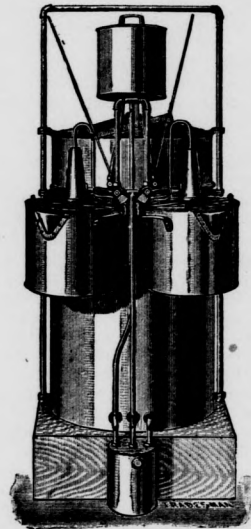
She Did Not Repeat the Question.

Wife—Here's an article in this paper on "How Men Propose." Do you remember how you proposed to me?
Husband—Not exactly; but it must have been in the dark and by mistake.

Cordiality in every form and not objectionable urging to buy amounts to a great deal, and helps business.

ACETYLENE GAS

By the



Kopf Double Generator

Send to the manufacturers for booklet and prices.

M. B. WHEELER
ELECTRIC CO.,

99 Ottawa Street,
Grand Rapids, Mich.



THE Owen Acetylene Gas Generator

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

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

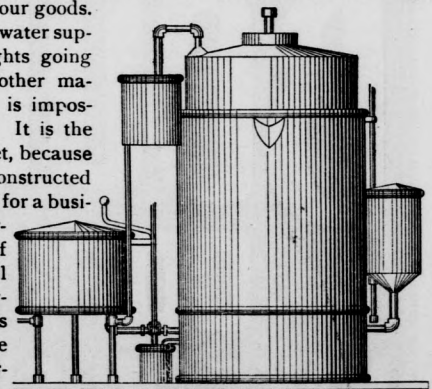
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GEO. F. OWEN & CO.,
COR. LOUIS AND CAMPAU STS.,
GRAND RAPIDS, MICH.

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

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., L'd, JACKSON, MICH. A. F. PRAKE, Secretary.

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

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.

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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.

GONE BEYOND.

Death of Albert C. Wetzel, the Shoe Salesman.

Surrounded by all that human love could bestow—the devotion of wife, relatives and friends—the soul of Albert C. Wetzel passed to eternal rest Friday morning, February 24. All his life was filled with the high endeavors and the noble aspirations that make true manhood. He chose the profession of traveling salesman as his life's work; bravely, step by step, he climbed until he attained the position that worth, ability and courage could win. He entered upon his 37th year while stricken with his fatal illness, but the years that lay behind were filled with tender, kind deeds—loyalty to friends, charity to the poor, and those sad and beaten by life's combat always found a smile, a kind word, a willing hand. About him, as he lay in his long last sleep, crowded friends; tears flowed from aching hearts, remembering some past kindness; beautiful flowers came from relatives and friends and business associates—mute messages of love and appreciation. So much was he beloved, so deeply will he be missed—a man true to himself, true to his fellowmen, and around whose memory shines the halo of truth and purity.

* * *

The deceased was apparently as well as he ever had been in his life a week before he died. On Thursday, Feb. 16, he called on his customers at Coleman and spent the night at the Calkins House at Clare. During the night he was taken sick, and Chas. F. Young, who had been his companion during the day and who occupied an adjoining room at the hotel, asked him if he could be of any assistance. The reply was that the illness was probably a temporary matter and that he would surely be all right in the morning. Instead of being better, however, he was very much worse, and Mr. Young accompanied him on his ride to Reed City, during which he slept most of the time. He was unable to get home until the afternoon train Friday, when a physician was called and everything possible was done to allay the ravages of the disease, which proved to be an acute form of typhoid pneumonia. A counsel of physicians was held and everything that medical skill and careful nursing could do was done, without result. Death brought release on Friday morning. The funeral, which was held at the family residence, 10 Portsmouth Terrace, Sunday afternoon, was very largely attended, being under the auspices of local members of the Michigan Knights of the Grip and F. and A. M.

Lodge No 86, of which the deceased was an esteemed member. The funeral services were conducted by Rev. Edward G. Lewis, assisted by Geo. G. Whitworth. The floral offerings were many and beautiful. The interment was made in Valley City cemetery.

* * *

Deceased was born in Bay City, Feb. 21, 1863. While still a child the family removed to Zilwaukee, where he was early sent to school. Until 14 years of age he attended the German school, where he graduated, and then went to the English schools, taking a three years' course, with his diploma at the end of it. With two languages at his command and the years of school training to back them, he left the schoolhouse for the beginning of a commercial life. This he found in a general store, one of the best places in the world

later, on the organization of the Herold-Bertsch Shoe Co. in December, 1892, Mr. Wetzel became a stockholder and director of the corporation, and was elected Treasurer, which position he filled to the date of his death. He was naturally assigned to the Eastern Michigan trade of the house, which he covered regularly up to the time of his death with credit to himself and with profit to his house.

Deceased was an attendant of the Division Street M. E. church, and a member of the Y. M. C. A. He was a Mason of fourteen years' standing and a worthy brother of the Michigan Knights of the Grip, which organization has honored him and itself several times by selecting him to fill positions of trust and responsibility. He leaves a wife and one child, a boy of 4 years—the first child having died in infancy—father and

account of the consolidation of the house with the Herold-Bertsch Shoe Co.

Muskegon News: J. A. Hanna, who has been on the road for the Alaska Refrigerator Co. since October 15, has returned here to remain during the summer months and will take his old position in the company's office. Mrs. Hanna and child spent several months at Battle Creek but also returned last evening.

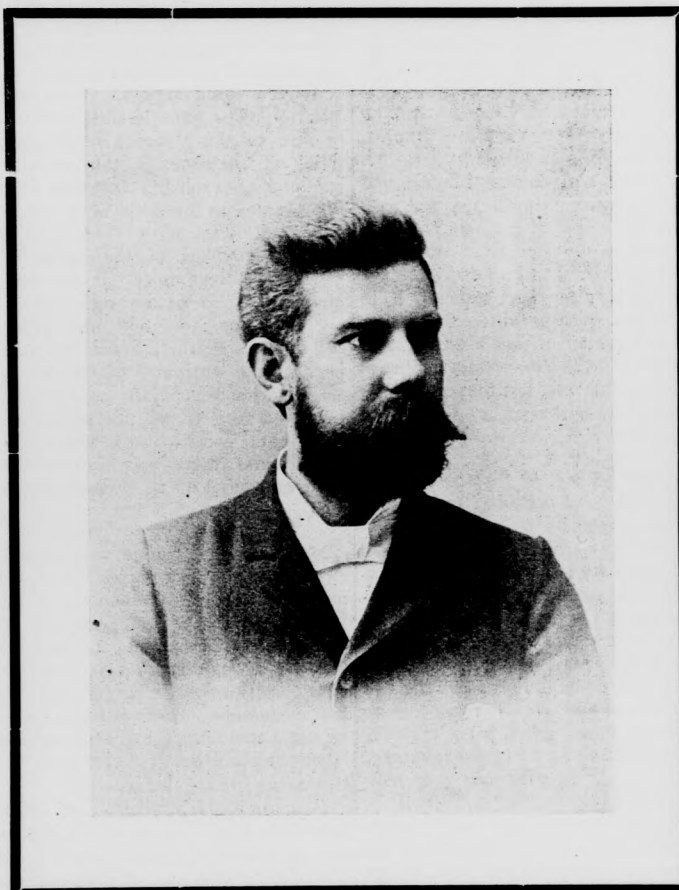
St. Louis Leader: Emil Wolf, who has been traveling for the last four or five years for a Racine shoe firm, will commence for the Hamilton Brown Co. of St. Louis, Mo., in a short time. Emil is a St. Louis boy who has worked his way up from the bottom round of the ladder and deserves the success he is attaining.

Another lodge of the U. C. T. will shortly be inaugurated in Detroit under the name of Cadillac Council. Permission to organize a second society has been granted by the original council and the work of mustering in recruits will be begun as soon as the dispensation is received from the headquarters of the order at Colur bus.

Detroit Journal: In connection with his duties as a traveling salesman for the Banner Cigar Co. Chas. H. Fee, about nine years ago, began to solve the problem of growing Havana tobacco on Michigan soil on a farm belonging to the M. B. Mills estate. He is at present preparing a consignment of 30,000 pounds for shipment to New York.

Chas. L. Stevens, President of the Michigan Knights of the Grip, came to Grand Rapids Sunday to attend the funeral of the late Albert C. Wetzel, instead of going to Ypsilanti to spend the day with his family, as is his usual custom. Mr. Stevens' thoughtfulness in this respect was favorably commented on by many local members of the Knights of the Grip.

Willard H. James, who covers Northern Michigan and the Upper Peninsula for C. M. Henderson & Co., of Chicago, suffered the loss of his mother by death at Chicago last Wednesday. The funeral and interment were held on Friday. The Tradesman joins Mr. James' many friends among the fraternity in extending to him heartfelt sympathy in his bereavement.



for an all-round commercial training, and, whereas in this instance, the duties of postoffice and express office are added it means long hours and busy ones. This life-beginning took place in 1881 and continued for two years and a half.

He returned to Bay City in 1883 and entered the house of Rose, Lewis & Co., where he remained five years. Thinking that the time had come for a partnership, he suggested the advantages of such an arrangement for life to Miss Helen Swaby, a high school teacher of Bay City, with so much confidence in the success of the enterprise that she consented. This was in 1887. Severing his connection with Rose, Lewis & Co., he and his partner came to Grand Rapids, the senior member of the firm joining his fortunes with F. W. Wurzburg's dry goods house. Five years

mother and family of four brothers and one sister to mourn his untimely death.

Gripsack Brigade.

Jacob F. Best, who has traveled for the finding house of Wilhelm & Co. ever since the inauguration of the business, has retired from that position on

REMODELED HOTEL BUTLER

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

**HOTEL WHITCOMB
ST. JOSEPH, MICH.**

A. VINCENT, Prop.

**\$2 PER DAY. FREE BUS.
THE CHARLESTON**

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



**CUBAN HAND WORK CIGAR. BEST HAVANA LEAF. \$35 PER M.
NAVAL LONDRES SIZE. SEND MAIL ORDER.**

TRURLOW WEED CIGAR. \$70.00 per M. TEN CENTS STRAIGHT.

AARON B. GATES, MICHIGAN AGENT **STANDARD CIGAR CO., CLEVELAND, OHIO.**

Drugs--Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

Term expires
 F. W. R. PERRY, Detroit - Dec. 31, 1898
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 GEO. GUNDRUM, Ionia - Dec. 31, 1900
 L. E. REYNOLDS, St. Joseph - Dec. 31, 1901
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President, GEO. GUNDRUM, Ionia.
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Examination Sessions.

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

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President—J. J. SOURWINE, Escanaba.
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Some Evil Features of Exchanging Goods.

To be generous and lenient is a grand, good thing, so good, indeed, that perhaps many will question my good purpose in advising anything to the contrary. But, although in many instances advice of this nature might be condemned, yet, when to be guided by these good principles is a source of danger to the pharmacist's patrons and a menace to the stability of his reputation, he is justified in being only in a limited way either generous or lenient. By this I do not mean that every generous act of the pharmacist will result in harm either to himself or his patron. My remarks apply only to that generosity and leniency sometimes shown customers in changing articles either for their accommodation or for the rectification of mistakes which they have made.

As an example of what I mean I will cite a case which every pharmacist will recognize as one of daily occurrence. A child purchases, let us say, ten cents' worth of syrup of tolu, to be dispensed in a bottle which she has brought for the purpose. The child takes the package and goes home, everything being apparently satisfactory. But it is not long before she returns, and states that she has made a mistake, or, perhaps, accuses you of having given her the wrong article. She then requests you to change it, which, of course, you are expected to do. But before doing so your own interest behooves you to consider the possible consequences.

This bottle comes to you in a condition of cleanliness of which you can know but little if anything definite. The bottle may have contained some poisonous substance or may have been in contact with a person ill with some contagious disease. Again, it might contain traces of some chemical substance which might cause you trouble in a prescription should it happen that the returned article came in contact with another preparation incompatible with it. Any one of these, if known to you, would be sufficient to prevent your returning the material to the stock container. If this is so, and if you can not tell positively the condition of the bottle, then you are justified in telling your little customer that you can not change the syrup, or, if the child is too small, in writing a note explaining briefly your reasons for being unable to exchange it. If the amount or value is small you may find it expedient to throw it away, and give in its place the desired article.

In the example given above I have mentioned only liquids, but the same principles are applicable to powders. With powders, however, it is usually possible to tell whether the package has been tampered with or not. In any case

if the package is not returned within a reasonable time to change it would be inadvisable.

Rubber goods must be exchanged with almost the same care accorded other lines. They are used for such purposes that they are much exposed to infectious diseases. Even with nipples little freedom should be allowed the customer. Many people, not content to try a nipple by holding it to the light, wish to do so by putting it in their mouth. This practice is most reprehensible and should be resolutely put down. The same may be said of the practice of returning syringes or atomizers after using them, unless, of course, they are defective. Even in a case like this an effort should be made to repair the article and return it to the customer rather than supply another in place of it and return the repaired article to stock.

These points about exchanging goods are too little observed by the average pharmacist. Part of this negligence—for negligence it is—is due to a desire to please, and part is due to a desire to avoid the trouble of explaining a refusal to exchange an article. These reasons will appear to many to have merit, but do you think that a lady could stand by and see a man ask to see some nipples, try all of the nipples shown him in his mouth which but a moment before had held a strong-smelling pipe, and then step up to make her choice? If she could she would be the most unnatural of mothers. Her first impulse would be to flee from a store where such repulsive tests of goods were permitted.

Care in a matter of this kind requires but little effort. The greatest effort is to introduce the rule, but that once done your customers will respect you for it.—Geo. L. Keiley in American Druggist.

Deodorization of Kerosene.

A new method of both deodorizing and decolorizing gasoline or kerosene is described in a German exchange. This method consists simply in the addition of 1 per cent. of amyl acetate. To destroy alike the offensive odor of kerosene and to render it colorless, the following treatment is found successful: To a mixture of one-fourth litre of sulphuric acid and one and three-fourths litres of water is added, after cooling, thirty grams of potassium permanganate, followed by mixing with four and five-tenths litres of kerosene, the whole to stand for twenty-four hours, with occasional shaking. After this period, the kerosene is lifted off and agitated for several hours with a solution of seven and five-tenths grams of the potassium permanganate and fifteen grams of sodium carbonate in one litre of water, the separating kerosene being, it is said, thus rendered odorless and colorless.

Moths in the Show Case.

Having once deposited their eggs, it is very difficult, in fact, impossible, to wholly get rid of moths until that crop of larvae have developed and done such damage as they can. We would suggest that you clear out the show case completely, pour a little chloroform into the crevices under the case, beat out the insects as much as possible from the powder puffs, etc., and keep the air of the show case filled with chloroform vapor by keeping an open vial of chloroform in the case. This will limit the damage considerably and will prevent the further development of moths and the deposition of new eggs.

A man can't check his creditors unless his bank account is all right.

The Purity of Antipyrine.

Antipyrine is official in the British Pharmacopoeia under the name phenazone, the patent-law monopoly having expired, and a member of the Pharmaceutical Society has recently contributed a note bearing on the quality of the commercial samples of the antipyrine substitutes sold as antipyrine. One of these attracted special notice from the fact that when placed in water minute magenta-colored spots were noticed at various points. The sample was laid aside and examined later to ascertain the cause of the colored spots. Examined with the naked eye the sample looked all right. On examining it with a lense certain minute dust particles were seen, some of which did not appear to be acted on by water, but others were immediately dissolved, with production of a deep magenta color which slowly changed to a brownish color. These latter were undoubtedly the cause of the magenta spots. They presented all the qualities of fuchsine or rosaniline hydrochloride. On adding a very few particles of fuchsine to a sample of pure phenazone it was found to behave in exactly the same way as the sample in question. The spots seemed undoubtedly due to the presence of minute particles of fuchsine in the samples of phenazone. Probably fuchsine was being handled in the same works while the phenazone was being dried, and some floating particles of the fuchsine dust had settled down on it. It was well for pharmacists to be on their guard, especially when the patent monopoly for any of these synthetic remedies expired. During the currency of the monopoly one might rely generally on the reputation and ability of the patentee, but after that a great many new makers appeared and there was greater risk of some not being up to proper standard.

Watching the Individual.

Merchants are prone to regard their customers only in the mass; it is better to think of them as units, each of which is a little center of influence that may help to make or mar your fortune. Without giving it thought, the average retailer will overestimate the number of his customers. He is apt to guess that he has a thousand, when in fact he may have but a few hundred that are in any true sense his regular patrons.

In many cases, especially in country towns or small cities, where the proprietor knows or should know his trade personally, it is easy to keep a definite record of regular customers, and to make this record the basis for individual work. It will take a little time, to be

sure, but the average druggist has an abundance of time, and this suggestion is for those who have not yet gotten to the point where their business keeps them on the jump.

Take a moderate-sized blank book (one with subdivided index is best, or use a Graves' index.) In this book devote a page to each customer. Put down his name and address, and then let follow a running memorandum of your business with him. You can make a record of each visit to your store, of the amount of his purchases, of any special price given him, of any personal peculiarities that it may be well to remember, of any article sold him that you may wish to make enquiry about later, etc.

A tablet can be kept behind the counter on which a quickly penciled memorandum can be made at time of visit, to be posted to the record later. Every one of your customers is an asset. By some such system you can soon learn how many such assets you have and what each is worth to you. You will also know when you lose a customer and can take direct steps to regain him. Without some record a customer may drift away, be gone a year, and become firmly attached to some other store before you find you have lost him. In many cases you will never miss him at all without some such reminder.

The live manufacturer or jobber nowadays has an elaborate card index system by which he keeps track of you, and the plan which he finds profitable can, in a modified form, be applied to your own business.

The Drug Market.

Opium—Is weak and lower, on account of cables from primary markets stating they are having favorable weather in the growing sections.

Morphine—Is unchanged.

Quinine—Is steady, but firm at advanced prices.

Glycerine—Has advanced 10c per lb., with prospect for higher prices.

Cocaine—Is very firm and, with the high prices for crude material, another advance is expected.

Norwegian Cod Liver Oil—Is tending lower.

Balsam Fir—On account of scarcity, Oregon has advanced to the same price as Canada and both are very firm.

Goldenseal Root—On account of scarcity has again advanced.

Strychnia—Has declined 10c per ounce.

Our misfortunes would not amount to much were it not for the comments of our friends upon them.



Paas

Dyes

CALICO-PICTURE PAPER.

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

36 five cent envelopes, \$1 00
 (NEARLY DOUBLE YOUR MONEY.)

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

TABLETS.

(IN NEW DRESS.)

12 colors for 5c.

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

Clean, bright colors, easily used.

FREE FROM POISON.

COLOR EGGS AS ADVERTISED.

"ALL COLORS OF THE RAINBOW."

Free!

\$8 00 a gross.

67c a doz.

10c a package.



(TABLETS)

WHOLESALE PRICE CURRENT.

Table of wholesale prices for various goods, categorized by 'Advanced' and 'Declined'. Includes items like Aceticum, Benzoinum, and various oils and resins.

Table of wholesale prices for various goods, including oils, paints, and varnishes. Includes items like Mordant, S. P. & W., and various chemical compounds.

Large advertisement for 'PAINT AND ARTIST'S BRUSHES' by HAZELTINE & PERKINS DRUG CO., GRAND RAPIDS, MICH. The ad features a decorative border and lists various paint and brush products.

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.

<p>AXLE GREASE.</p> <p>Aurora, doz. gross 6 00 Castor Oil 7 00 Diamond 4 00 Frazer's 9 00 IXL Golden, tin boxes 9 00 Pica, tin boxes 9 00 Paragon 6 00</p> <p>BAKING POWDER.</p> <p>Absolute.</p> <p>1/2 lb cans doz 45 1 lb cans doz 85 1 lb cans doz 1 50</p> <p>Acme.</p> <p>1/2 lb cans 2 doz 45 1 lb cans 2 doz 85 1 lb cans 1 doz 1 00</p> <p>Bulk.</p> <p>Arctic.</p> <p>6 oz. Eng. Tumblers 85</p> <p>El Purity.</p> <p>1/2 lb cans per doz 75 1 lb cans per doz 1 20 1 lb cans per doz 2 00</p> <p>Home.</p> <p>1/2 lb cans 4 doz case 35 1 lb cans 4 doz case 55 1 lb cans 2 doz case 90</p> <p>JAXON</p> <p>1/2 lb cans, 4 doz case 45 1 lb cans, 4 doz case 85 1 lb cans, 3 doz case 1 60</p> <p>Jersey Cream.</p> <p>1 lb cans, per doz 2 00 9 oz. cans, per doz 1 25 6 oz. cans, per doz 85</p> <p>Our Leader.</p> <p>1/2 lb cans 45 1 lb cans 75 1 lb cans 1 50</p> <p>Peerless.</p> <p>1 lb cans 85</p> <p>Queen Flake.</p> <p>3 oz., 6 doz. case 2 70 6 oz., 4 doz. case 3 20 9 oz., 4 doz. case 4 30 1 lb., 2 doz. case 4 00 1 lb., 1 doz. case 9 00</p> <p>BATH BRICK.</p> <p>American 70 English 80</p> <p>BLUING.</p> <p>CONDENSED PEARL BLUING</p> <p>Small, 3 doz. 40 Large, 2 doz. 75</p> <p>BROOKS.</p> <p>No. 1 Carpet 2 10 No. 2 Carpet 1 95 No. 3 Carpet 1 65 No. 4 Carpet 1 35 Parlor Gem 2 25 Common Whisk 80 Fancy Whisk 81 Warehouse 2 50</p> <p>CANNED GOODS.</p> <p>Tomatoes 80/90 Corn 80/100 Hominy 80 Beans, Lima 70/80 Beans, Wax 75 Beans, String 70 Beans, Baked 75/100 Beans, Red Kidney 75/85 Succotash 95/120 Peas 50/85 Peas, French 2 25 Pumpkin 75 Mushroom 15/22 Peaches, Pie 1 07 Peaches, Fancy 1 40 Apples, 3-lb. 1 90 Apples, gallon 2 75/3 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. 45 Salmon, Warren's 1 40/1 60 Salmon, Alaska 1 25 Salmon, Klondike 90 Lobsters, 1-lb. Star 3 20 Lobsters, 2-lb. Star 3 90 Mac erel, 1 lb Mustard 10 Mackerel, 1-lb. Soused 1 75 Mackerel, 1-lb. Tomato 1 75 Shrimps 2 00 Sardines, 1/2 domestic 3 40 Sardines, metr. dom. 5 1/2 @ 7 1/2 Sardines, French 8 @ 22</p>	<p>CANDLES.</p> <p>8s 7 16s 8 Paraffine 20 Wicking 30</p> <p>CATSUP.</p> <p>Columbia, pints 2 00 Columbia, 1/2 pints 1 25</p> <p>CHEESE.</p> <p>Acme @ 12 Amboy @ 13 Emblem @ 12 Gold Medal @ 12 Ideal @ 12 1/2 Jersey @ 12 1/2 Riverside @ 12 Brick @ 12 Edam @ 17 Leiden @ 17 Limburger @ 13 Pineapple @ 50 Sap Sago @ 17</p> <p>Chicory.</p> <p>Bulk 5 Red 7</p> <p>CHOCOLATE.</p> <p>Walter Baker & Co.'s.</p> <p>German Sweet 23 Premium 35 Breakfast Cocoa 46</p> <p>CLOTHES LINES.</p> <p>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 30 Jute, 72 ft, per doz 95</p> <p>COCOA SHELLS.</p> <p>20 lb bags 2 1/2 Less quantity 3 Pound packages 4</p> <p>CREAM TARTAR.</p> <p>5 and 10 lb. wooden boxes 30 Bulk in sacks 29</p> <p>COFFEE.</p> <p>Green. Rio.</p> <p>Fair 9 Good 10 Prime 11 Golden 12 Peaberry 13</p> <p>Santos.</p> <p>Fair 12 Good 13 Prime 14 Peaberry 15</p> <p>Mexican and Guatemala.</p> <p>Fair 15 Good 16 Fancy 17</p> <p>Maracaibo.</p> <p>Prime 19 Milled 20</p> <p>Java.</p> <p>Interior 19 Private Growth 20 Mandehing 21</p> <p>Mocha.</p> <p>Imitation 20 Arabian 22</p> <p>Roasted.</p> <p>Clark-Jewell-Wells Co.'s Brands</p> <p>Fifth Avenue 23 Jewell's Arabian Mocha 24 Wells' Mocha and Java 24 Wells' Perfection Java 24 Sancaibo 21 Breakfast Blend 18 Valley City Maracaibo 18 1/2 Ideal Blend 14 Leader Blend 13 1/2</p> <p>Package.</p> <p>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.</p> <p>Arbuckle 11 00 Jersey 10 50 McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.</p> <p>Extract.</p> <p>Valley City 1/2 gross 75 Felix 1/2 gross 1 15 Hummel's foll 1/2 gross 85 Hummel's tin 1/2 gross 1 43</p> <p>CLOTHES PINS.</p> <p>5 gross boxes 40</p>	<p>CONDENSED MILK.</p> <p>4 doz in case.</p> <p>Gall Borden Eagle 6 75 Crown 6 25 Daisy 5 75 Champion 4 50 Magnolia 4 25 Challenge 3 35 Dime 3 35</p> <p>COUPON BOOKS.</p> <p>Tradesman Grade.</p> <p>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</p> <p>Economic Grade.</p> <p>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</p> <p>Superior Grade.</p> <p>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</p> <p>Coupon Pass Books.</p> <p>Can be made to represent any denomination from \$10 down.</p> <p>20 books 1 00 50 books 2 00 100 books 3 00 250 books 6 25 500 books 10 00 1000 books 17 50</p> <p>Universal Grade.</p> <p>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</p> <p>Credit Checks.</p> <p>500, any one denom'n 3 00 1000, any one denom'n 5 00 2000, any one denom'n 8 00</p> <p>DRIED FRUITS—DOMESTIC.</p> <p>Apples.</p> <p>Sundried 7 1/2 Evaporated 50 lb boxes 9 1/2</p> <p>California Fruits.</p> <p>Apricots @ Blackberries @ Nectarines @ Peaches 9 @ 10 Pears @ Pitted Cherries @ 10 Raspberries @</p> <p>California Prunes.</p> <p>100-120 25 lb boxes @ 4 90-100 25 lb boxes @ 5 80-90 25 lb boxes @ 5 1/2 70-80 25 lb boxes @ 6 1/2 60-70 25 lb boxes @ 6 1/2 50-60 25 lb boxes @ 7 1/2 40-50 25 lb boxes @ 7 1/2 30-40 25 lb boxes @ 8 1/2 cent less in 50 lb cases</p> <p>Raisins.</p> <p>London Layers 2 Crown 1 50 London Layers 3 Crown 1 65 Cluster 4 Crown 2 00</p> <p>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</p> <p>FOREIGN.</p> <p>Citron @ 12 Corsican @ 13</p> <p>Currants.</p> <p>Patras bbls @ 6 Vostizas 50 lb cases @ 6 1/2 Cleaned, bulk @ 6 1/2 Cleaned, packages @ 7</p> <p>Peel.</p> <p>Citron American 10 lb bx @ 13 Lemon American 10 lb bx @ 10 1/2 Orange American 10 lb bx @ 10 1/2</p> <p>Raisins.</p> <p>Ondura 28 lb boxes @ Sultana 1 Crown @ Sultana 2 Crown @ Sultana 3 Crown @ Sultana 4 Crown @ Sultana 5 Crown @ Sultana 6 Crown @ Sultana package @</p> <p>FARINACEOUS GOODS.</p> <p>Farina.</p> <p>24 1/2 lb. packages 1 50 Bulk, per 100 lbs. 3 50</p> <p>Grits.</p> <p>Walsh-DeRoo Co.'s Brand.</p> <p>Wheat Grits</p> <p>24 1/2 lb. packages 1 80 100 lb. kegs 2 70 200 lb. barrels 5 10</p>	<p>Hominy.</p> <p>Barrels 2 50 Flake, 50 lb. drums 1 00</p> <p>Beans.</p> <p>Dried Lima 4 1/2 Medium Hand Picked 1 10</p> <p>Macaroni and Vermicelli.</p> <p>Domestic, 10 lb. box 60 Imported, 25 lb. box 2 50</p> <p>Pearl Barley.</p> <p>Common 2 0 Chester 2 25 Empire 2 75</p> <p>Peas.</p> <p>Green, Wisconsin, bu 1 00 Green, Scotch, bu 1 10 Split, bu 2 50</p> <p>Rollod Oats.</p> <p>Rollod 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</p> <p>Sage.</p> <p>German 4 East India 3 1/2</p> <p>Tapoca.</p> <p>Flake 5 Pearl 4 1/2 Anchor, 40 lb. pkgs 5 1/2</p> <p>Wheat.</p> <p>Cracked, bulk 3 1/2 Wt. 72 ft. packages 2 50</p> <p>SALT FISH.</p> <p>Cod.</p> <p>Georges cured @ 4 Georges genuine @ 5 Georges selected @ 5 1/2 Strips or bricks 6 @ 9</p> <p>Herring.</p> <p>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 1 40 Round 40 lbs 1 40 Scaled 14</p> <p>Flackerel.</p> <p>Mess 100 lbs 15 00 Mess 40 lbs 6 30 Mess 10 lbs 1 65 Mess 8 lbs 1 35 No. 1 100 lbs 5 60 No. 1 40 lbs 1 48 No. 1 10 lbs 1 20 No. 1 8 lbs 1 20 No. 2 100 lbs 11 50 No. 2 40 lbs 4 91 No. 2 10 lbs 1 30 No. 2 8 lbs 1 07</p> <p>Trout.</p> <p>No. 1 100 lbs 5 25 No. 1 40 lbs 2 40 No. 1 10 lbs 68 No. 1 8 lbs 57</p> <p>Whitefish.</p> <p>No. 1 No. 2 Fam</p> <p>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</p>	<p>INDIGO.</p> <p>Madras, 5 lb boxes 55 S. F., 2, 3 and 5 lb boxes 50</p> <p>GUNPOWDER.</p> <p>Rifle—Dupont's.</p> <p>Kegs 4 00 Half Kegs 2 25 Quarter Kegs 1 35 1 lb. cans 30 1/2 lb. cans 18</p> <p>Choce Bore—Dupont's.</p> <p>Kegs 4 25 Half Kegs 2 40 Quarter Kegs 1 35 1 lb. cans 34</p> <p>Eagle Duck—Dupont's.</p> <p>Kegs 8 00 Half Kegs 4 25 Quarter Kegs 2 25 1 lb. cans 45</p> <p>JELLY.</p> <p>15 lb palls 35 30 lb palls 65</p> <p>LYE.</p> <p>Condensed, 2 doz 1 20 Condensed, 4 doz 2 25</p> <p>LICORICE.</p> <p>Pure 30 Calabria 25 Stilly 14 Root 10</p> <p>MINCE MEAT.</p> <p>Ideal, 3 doz. in case 2 25</p> <p>MATCHES.</p> <p>Diamond Match Co.'s brands.</p> <p>No. 9 sulphur 1 65 Anchor Parlor 1 70 No. 2 Home 1 10 Export Parlor 4 00</p> <p>MOLASSES.</p> <p>New Orleans.</p> <p>Black 11 Fair 14 Good 20 Fancy 24 Open Kettle 25/35 Half-barrels 2c extra.</p> <p>MUSTARD.</p> <p>Horse Radish, 1 doz 1 75 Horse Radish, 2 doz 3 50 Bayle's Celery, 1 doz 1 75</p> <p>PIPES.</p> <p>Clay, No. 216 1 70 Clay, T. D. full count 65 Cob, No. 3 85</p> <p>POTASH.</p> <p>48 cans in case.</p> <p>Babbitt's 4 00 Penna Salt Co.'s 3 00</p> <p>PICKLES.</p> <p>Medium.</p> <p>Barrels, 1,200 count 3 75 Half bbls, 600 count 2 39</p> <p>Small.</p> <p>Barrels, 2,400 count 4 75 Half bbls 1,200 count 2 38</p> <p>RICE.</p> <p>Domestic.</p> <p>Carolina head 6 1/2 Carolina No. 1 5 Carolina No. 2 4 Broken 3 1/2</p> <p>Imported.</p> <p>Japan, No. 1 5 1/2 @ 6 Japan, No. 2 4 1/2 @ 5 Java, fancy head 5 @ 5 1/2 Java, No. 1 5 @ Table @</p> <p>SALEKATUS.</p> <p>Packed 60 lbs. in box.</p> <p>Church's 3 80 Deland's 3 15 Dwight's 3 30 Taylor's 3 00</p> <p>SAL SODA.</p> <p>Granulated, bbls 75 Granulated, 100 lb cases 90 Lump, bbls 75 Lump, 145 lb kegs 85</p>	<p>SAUERKRAUT.</p> <p>Barrels 4 75 1/2-Barrels 2 80</p> <p>SNUFF.</p> <p>Scotch, in bladders 87 Maccaboy, in jars 35 French Rappee, in jars 43</p> <p>SEEDS.</p> <p>Anise 9 Canary, Smyrna 3 1/2 Caraway 8 Cardamon, Malabar 60 Celery 11 Hemp, Russian 4 1/2 Mixed Bld. 4 1/2 Mustard, white 5 Poppy 10 Rape 4 1/2 Cuttle Bone 20</p> <p>SALT.</p> <p>Diamond Crystal.</p> <p>Table, cases, 24 3-lb boxes 1 50 Table, barrels, 100 3-lb bags 2 75 Table, barrels, 40 7-lb bags 2 25 Butter, barrels, 20 14 lb bags 3 50 Butter, sacks, 25 lbs 25 Butter, sacks, 56 lbs 55</p> <p>Common Grades.</p> <p>100 3-lb sacks 1 95 60 5-lb sacks 1 80 28 10-lb sacks 1 65</p> <p>Worcester.</p> <p>50 4 lb cartons 3 25 115 2 1/2 lb. sacks 4 00 80 5 lb. sacks 3 75 22 14 lb. sacks 3 50 30 10 lb. sacks 3 50 28 12 lb. linen sacks 32 56 12 lb. linen sacks 60 Bulk in barrels 2 50</p> <p>Warsaw.</p> <p>56-lb dairy in drill bags 30 28-lb dairy in drill bags 15</p> <p>Ashton.</p> <p>56-lb dairy in linen sacks 60</p> <p>Higgins.</p> <p>56-lb dairy in linen sacks 60</p> <p>Solar Rock.</p> <p>56-lb sacks 21</p> <p>Common.</p> <p>Granulated Fine 65 Medium Fine 75</p> <p>SOAP.</p> <p>JAXON</p> <p>Single box 2 95 5 box lots, delivered 2 0 10 box lots, delivered 2 75</p> <p>JAS. S. KIRK & CO.'S BRANDS.</p> <p>American Family, wrp'd 2 68 Dome 2 75 Cabinet 2 90 Savon 2 50 White Russian 2 35 White Cloud, laundry 6 25 White Cloud, toilet 3 50 Dusky Diamond, 50 6 oz. 2 10 Dusky Diamond, 50 8 oz. 3 00 Blue India, 100 1/2 lb. 3 00 Kirkoline 3 50 Eos 2 50</p> <p>Allen B. Wrisley's Brands.</p> <p>Old Country, 80 1-lb. bars 2 75 Good Cheer, 60 1-lb. bars 3 75 Uno, 100 1/2-lb. bars 2 50 Doll, 100 10-oz. bars 3 05</p> <p>Scouring.</p> <p>Sapolio, kitchen, 3 doz 2 40 Sapolio, hand, 3 doz 2 40</p> <p>SODA.</p> <p>Boxes 5 1/2 Kegs, English 4 1/2</p>
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SPICES. Whole Sifted.

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

Table listing syrups and corn products like Kingsford's Corn and Pure Cane.

STARCH.



Table listing Kingsford's Corn and Silver Gloss products.

Diamond.

Table listing Diamond brand products.

Common Corn.

Table listing Common Corn products.

Common Gloss.

Table listing Common Gloss products.

STOVE POLISH.



Table listing Enameline stove polish products.

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.

Table listing various sugar products like Domino, Cut Leaf, and XXXX Powdered.

TOBACCOS.

Table listing cigars from Clark-Jewell-Wells Co. and H. & P. Drug Co.



S. C. W. 35 00

Table listing Ruben Bros. Co.'s Brands like Double Eagles and Gen. Maceo.

TABLE SAUCES.

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

VINEGAR.

Table listing vinegars like Malt White Wine and Pure Cider.

WICKING.

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

Crackers.

The National Biscuit Co. quotes as follows:

Table listing various cracker brands like Seymour XXX and Family XXX.

Soda.

Table listing soda products like Soda XXX and Soda City.

Oyster.

Table listing oyster products like Saltine Wafer and Farina Oyster.

SWEET GOODS—Boxes.

Table listing sweet goods like Animals, Bent's Water, and Coffee Cakes.

Oils.

Table listing various oil products like Ecocene and XXX W. W. Mich. Hdt.

Candies.

Table listing stick candies like Standard and Standard H. H.

Mixed Candy.

Table listing mixed candies like Grocers and Competition.

Fancy—in Bulk.

Table listing fancy candies like Lozenges and Choc. Drops.

Fancy—in 5 lb. Boxes.

Table listing fancy candies in boxes like Lemon Drops and Sour Drops.

Caramels.

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

Fruits.

Table listing various fruit products like Fancy Navels and Lemons.

Oranges.

Table listing orange products like Fancy Navels and Choice.

Lemons.

Table listing lemon products like Strictly choice 300s.

Bananas.

Table listing banana products like Medium bunches and Large bunches.

Foreign Dried Fruits.

Table listing foreign dried fruits like California Fancy and Choice.

Dates.

Table listing date products like Fards in 10 lb boxes.

Nuts.

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

Grains and Feedstuffs

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

Table listing other grain products like Patents and Second Patent.

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

Table listing ball-barnhart-putman's brand products like Pillsbury's Best.

Table listing quaker products like Quaker, 1/2s and Quaker, 1/4s.

Table listing ball-barnhart-putman's brand products like Pillsbury's Best.

Table listing bologna products like Bologna and Liver.

Table listing beef products like Extra Mess and Boneless.

Table listing pig's feet products like Kits, 15 lbs and Kits, 40 lbs.

Table listing casings products like Pork and Beef rounds.

Table listing butterine products like Rolls, dairy and Solid, dairy.

Table listing canned meats products like Corned beef and Roast beef.

Table listing fresh meats products like Carcass and Fore quarters.

Table listing beef products like Carcass and Fore quarters.

Table listing pork products like Dressed and Loins.

Table listing mutton products like Carcass and Spring Lamb.

Table listing veal products like Carcass.

Table listing fish and oysters products like Whitefish and Trout.

Table listing oysters in cans products like F. H. Counts and F. J. D. Selects.

Table listing shell goods products like Oysters, per 100 and Clams, per 100.

Provisions.

Table listing barrelled pork products like Mess and Back.

Table listing dry salt meats products like Bellies and Briskets.

Table listing smoked meats products like Hams, 12 lb average and Hams, 14 lb average.

Table listing lards products like Compound and Kettle.

Table listing sausages products like Bologna and Liver.

Table listing beef products like Extra Mess and Boneless.

Table listing pig's feet products like Kits, 15 lbs and Kits, 40 lbs.

Table listing casings products like Pork and Beef rounds.

Table listing butterine products like Rolls, dairy and Solid, dairy.

Table listing canned meats products like Corned beef and Roast beef.

Table listing fresh meats products like Carcass and Fore quarters.

Table listing beef products like Carcass and Fore quarters.

Table listing pork products like Dressed and Loins.

Table listing mutton products like Carcass and Spring Lamb.

Table listing veal products like Carcass.

Table listing hides and pelts products like The Cappon and Bertsch Leather Co.

Table listing hides products like Green No. 1 and Green No. 2.

Table listing pelts products like Cat, Wild and Cat, House.

Table listing tallow products like No. 1 and No. 2.

Table listing wool products like Washed, fine and Unwashed, fine.

Crockery and Glassware.

AKRON STONEWARE.

Table listing butter products like 1/2 gal. per doz and 1 to 6 gal. per gal.

Churns.

Table listing churn products like 2 to 6 gal. per gal.

Milkpans.

Table listing milkpan products like 1/2 gal. flat or rd. bot. doz.

Fine Glazed Milkpans.

Table listing fine glazed milkpan products like 1 gal. flat or rd. bot. each.

Stewpans.

Table listing stewpan products like 1/2 gal. fireproof, ball. doz.

Jugs.

Table listing jug products like 1/2 gal. per doz.

Tomato Jugs.

Table listing tomato jug products like 1/2 gal. each.

Preserve Jars and Covers.

Table listing preserve jar products like 1/2 gal. stone cover, doz.

Sealing Wax.

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

LAMP BURNERS.

Table listing lamp burner products like No. 0 Sun and No. 1 Sun.

LAMP CHIMNEYS—Seconds.

Table listing lamp chimney products like No. 0 Sun and No. 1 Sun.

Common.

Table listing common lamp products like No. 0 Sun and No. 1 Sun.

First Quality.

Table listing first quality lamp products like No. 0 Sun, crimp top.

XXX Flint.

Table listing XXX flint lamp products like No. 0 Sun, crimp top.

CHIMNEYS—Pearl Top.

Table listing chimney products like No. 1 Sun, wrapped and labeled.

La Bastie.

Table listing La Bastie lamp products like No. 1 Sun, plain bulb.

Rochester.

Table listing Rochester lamp products like No. 1, Lime (65c doz).

Electric.

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

Hardware

How to Compete With the Department Store.

My idea of the best way to treat department stores is to compete with them, and by this I mean to keep a greater variety of goods. The great trouble I find with most of the retail hardware dealers is that where there are three and four dealers in a town all keep the same goods, "bread and cheese," and nothing more, whereas they should expand and have more of a variety. To know how best to counteract the influence of these large stores, it is necessary to study their methods and, if advisable, copy them where they are strong and combat them where they are weak.

What is the real difference between the average hardware store and the ordinary department house?

The fact is, every up-to-date hardware dealer has a number of departments in his establishment, for if he confined himself strictly to hardware I fear he would be very short lived. We have at our store a hardware department; a sporting goods department, including guns, rifles, revolvers, ammunition of all kinds, fishing tackle, athletic goods, such as the Whitley exerciser, dumbbells, Indian clubs, boxing gloves, etc.; a lamp department; a crockery and glassware department; a tinware and granite ironware department; a stove department; a tin shop and repairing department; a harness department; a paint, lead and oil department; a pump department; a sash, door and blind department; a farm machinery department; a vehicle department; a bicycle department; a sewing machine department; and one more, which we are willing to close out, a credit department.

According to this, we have, to a certain extent, a department store.

The so-called department stores in large cities like New York and Chicago are doing well and making money, at least some of them are; but outside of these in the smaller towns where the same thing has been attempted, they are failing and they can not succeed if the regular dealer gives them the sharp, intelligent competition they deserve.

In my judgment, it is far better to have a larger variety of goods and have what people want and sell it cheap—in fact, if necessary, sell it very cheap for a year or two until these department fiends have gone out of business—than it is to sit down and grumble about it. My observation leads me to believe that most of us do not give the department stores the sharp competition they deserve and therefore make their pathway the easiest to success. In order to successfully compete with the department store, the hardware merchant must elevate his business, try and sell a better and higher grade article than can be found in the department and "Cheap John" stores. The hardware business is second to none, not excepting banking, dry goods, manufacturing or even the professions. It is a business which requires the highest moral, intellectual, honest, straight-forward, persevering, everyday business man.

One of the first and most important things is to have your store neat, clean and attractive, with good show windows and well-arranged displays. The displays should be changed at least once a week and more often if time permits. A hardware store should be made very attractive, so much so that the ladies and children want to go to your store to

buy what they want in the hardware line.

I would rather have one lady come to my store than three men. By this, I mean as far as observing things is concerned, and the little shopping they do they will always remember and are able to tell their friends, and frequently they will come in together to look and perhaps do a little more shopping, but sooner or later they will buy. I always try to make them feel perfectly at ease and show my goods with pleasure, whether they buy or not.

Department stores should never be mentioned unless forced into it, and then only with as few remarks as possible. The more you talk about them, the more you advertise them to your customers, and they get curious and want to see for themselves and you may lose a good customer.

It behooves every wide-awake hardware dealer to add special brands. When I say special brands, I mean an article which we have proved to have merit, the sale of which we can control and the guarantee on which is backed up by the jobber who is supplying us with the goods. We have found it easy to get special brands of practically every staple in our line, of undoubted merit, of equal or superior finish and generally at lower prices. With these goods in our hands it is comparatively easy to sell a saw, chisel, file or auger bit with our knowledge of the superior quality of the article.

The impression prevails that it takes too much time to talk special brands. On this point I will say that we never talk or sell special brands of goods that we have not absolute faith in; we never talk up special brands that we can not control the sale of; but when we believe in an article and it is ours for that territory, and the catalogue houses and department stores can not get it, then, if we have not time to talk these goods, we have not time to make money.

For instance, take a common 5-16 auger bit. A man can buy the same anywhere for 10 cents. Take a special brand and a little better goods, which will cost from 1 to 2 cents more, and it will easily sell for from 5 to 10 cents more. The same thing holds good on files. Take an eight inch mill file, a Nicholson, Disston, Black Diamond or any standard brand, and the department store sells them at 10 cents. So can we but without much profit. If you have a special brand of your own, show it to your customer and tell him that it is something extra fine, but that it costs 15 cents, or two for 25 cents. The chances are ten to one that he will take the better grade, and what does this mean to you, Mr. Hardware Dealer? It means from 25 to 50 per cent. difference in your profits. To illustrate more fully—we will take ten dozen 8 in. mill files, at 15 cents each, equals \$18. Ten dozen at 10 cents each equals \$12—a difference of \$6 net profit. With a few exceptions the same holds good through the whole line of goods.

Take, for instance, a wash boiler—a common I. C. or coke tin one, and again you have to compete with the department store and the result is no profit or a very small one. If a customer comes to my store and wants to buy a boiler, I ask him if he wants a good one or something cheap. You know what he says—"Both good and cheap." I take the best one I have in the store and show it to him. The price may stagger him. If it does, I get the cheapest one we have and the contrast is so great he

is surprised. Then I talk quality and try to convince him that the best is always the cheapest in the end. The chances are that he will take the best one.

A short time ago a farmer's wife came in and asked to see a boiler. She said, "I want a good one this time. I have been married five years and have had seven boilers." Do you think that there was any difficulty in selling her a good 16 ounce all copper boiler on which I made a dollar and a half profit? This is but one of many instances.

To mark all goods in plain figures is another important feature. I deem it very important for the reason that if a person calls at the store he usually

picks up things and turns them over, and if he can see and know the price it often helps to sell the article. On the other hand, if he has to ask what each article costs, he feels as if he were troubling too much, and is liable to go out without even purchasing that for which he came in.

Some, no doubt, will not agree with me on this point, and will say that some persons are bound to "squeeze" down the price, and that having a private mark one can ask an advanced price and then come down a little, thereby obtaining the regular price. This is not good hardware doctrine. You must bear in mind that you are in one of the noblest businesses, and must try to con-

SYRUP AND SUGAR MAKERS' SUPPLIES



We make
everything.

Write for prices.

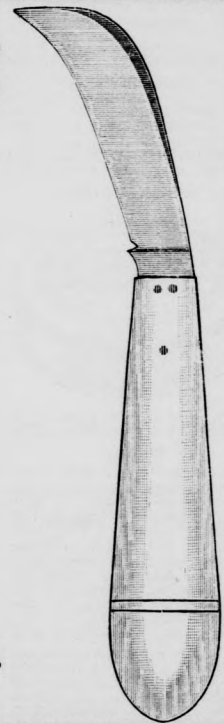
Wm. Brummeler & Sons

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Tree-Pruning Utensils

KNIVES, SAWS,
SHEARS and
everything useful.

FOSTER, STEVENS & CO.
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.

vince your customer that you have but one price. It may not always work, but in a very bad case we do not come down on the price, but if they are bound to have it cheaper we throw in some small article and the chances are they buy.

In conclusion, allow me to say a word in behalf of the traveling salesman. We take it for granted that every one is a gentleman until we find him the contrary. We treat him as we would wish to be treated were we in his position and give him our prompt attention, for his time is as valuable as our own. If we do not care to buy from him or are not in want of anything, we politely tell him that nothing is needed and, bidding him good day, invite him to call again should he come our way. This gives him an opportunity to see some one else and, perhaps, saves him a day's work or a night's sleep. When the one comes from whom we wish to buy, we give him our prompt attention, buy what is needed and let him go. We find this plan most satisfactory to both sides and we wish to have the good will of every traveler. If we treat him well he can do us a great deal of good although we may not buy a dollar's worth from him; should we treat him otherwise, he could do us much injury. It is greatly to the interest of every hardware dealer to bear the good will of the traveling salesman who visit him. They are often able to help him, and whether they do so or not will depend upon the treatment they receive at his hands. JOHN HESSEL.

Delivered Prices on Goods.

It appears to me that there is nothing that will advance the interests of the retail hardware trade more in this time of trusts and consolidations than the establishment of delivered prices on all goods we handle, provided the shipment exceeds 100 pounds in weight. We all know that jobbers and manufacturers are in a better position to get right freight rates than the retailers, because by shipping over different lines they can not be forced to give a road their business (when there is a choice) that takes advantage of them by shipping to points having but one railroad accommodation. From the time on that I contracted for my first stock of stoves, the stove company volunteered to get the lowest obtainable freight rate for me, stating that they could secure a lower rate than I could, which fact I was also soon convinced of, and up to the time delivery was made I depended on the stove manufacturer to secure this rate for me. The same is true in the delivery of carlots of wire and nails, and if this is true on carlots it is certainly fully as applicable on local shipments, if attended to. I do not believe that it would be imposing in the least on the jobbers and manufacturers (any more than to ask them to go to the trouble and expense of boxing goods), because in a great many instances the rates are lower on a 1,000 mile run than to points on a 100 mile run. I have been told of 3c rates on 300 mile runs, and also of lower deliveries by boat and rail than by either alone, the distance being about equal.

A great many goods are made in the East and shipped West, and all of the jobbers and manufacturers I have had the pleasure of doing business with offer to make Chicago delivery, and a great many offer to lay the goods down at destination if we are not in present need of the stock. Selling into Western cities, delivery is made to competing cities, and as nearly as I can learn at about

the same prices in all instances that we are asked to pay on Chicago delivery. If delivery of goods can be made outside of their territory, why can it not be made in their territory? Does it not seem plausible that if the jobbers and manufacturers were paying the freight to its destination, the percentage they would have to add to prices of goods would be less than one-half of rates given us and beside we would at all times know exactly what the goods cost us laid down at the time of placing our orders?

In November, 1898, I bought a car of wire on which I was guaranteed a 5c rate. When the freight bill was presented, it called for a 7 1/2c rate. I protested about paying it, but under the promise of our local freight agent to have it investigated, I paid the full amount and waited for the rebate, which did not come. Several months thereafter, in January, 1899, I bought a car of nails of the same party of whom I had bought the wire, and again was assured of a 5c rate. I then told him my experience with the 7 1/2c rate and that our freight agent had been unable to get the refund of the overcharge. He asked me to wait until the car of nails arrived, and in case it again called for 7 1/2c rate, and I was unable to get the refund made from here, to forward both freight receipts to their house and they would make a collection of both. The second car took the 7 1/2c rate and our local agent did his utmost to collect the overcharge, but again failed to do so. I forwarded both freight receipts to the jobbing house, who notified me inside of two weeks that the railroad company had refunded \$12.85 overcharge and that the same had been placed to the credit of my account.

I believe that it is economy on our part to pay the extra expense (added to the price of goods) that a manufacturer or jobbing house is put to in obtaining the lowest freight rates and selling their product at delivered prices, especially as it is at present, where fully one-half of the goods we buy are being sold on delivered terms, and at just as low prices as when we are asked to pay the freight. Where do we find the retailer in a town of any size who is not compelled to deliver the goods he sells free of charge? LOUIS DIETZ.

These are the principal nicknames of the states: Alabama, Cotton state; Arkansas, Bear; California, Golden; Connecticut, Nutmeg; Delaware, Blue Hen; Georgia, Empire State of the South; Illinois, Prairie; Indiana, Hoosier; Iowa, Hawkeye; Kansas, Garden; Kentucky, Blue Grass; Louisiana, Creole; Maine, Pine Tree; Maryland, Old Line; Massachusetts, Bay; Michigan, Wolverine; Minnesota, Gopher; Mississippi, Bayou; Nevada, Sage brush; New Hampshire, Granite; New York, Empire; North Carolina, Tar Heel; Ohio, Buckeye; Pennsylvania, Keystone; Rhode Island, Little Rhody; South Carolina, Palmetto; Texas, Lone Star; Vermont, Green Mountain; Virginia, Old Dominion; Wisconsin, Badger. The states not given have no nicknames accepted generally.

Apropos of the vigorous discussion which has for some time been in progress in scientific circles as to what the horseless carriage shall be called, a correspondent of a New York paper suggests the good old word "go-cart." This term has the merit of being short, fully descriptive and thoroughly Anglo-Saxon.

Hardware Price Current.

Table with multiple columns listing hardware items such as AUGURS AND BITS, AXES, BARROWS, BOLTS, BUCKETS, BUTTS, CAST, BLOCKS, CROW BARS, CAPS, CARTRIDGES, CHISELS, DRILLS, ELBOWS, EXPANSIVE BITS, FILES-New List, GALVANIZED IRON, GAUGES, KNOBS-New List, MATTOCKS, MILLS, MOLASSES GATES, NAILS, PLANES, PANS, RIVETS, PATENT PLANISHED IRON, HAMMERS, HOUSE FURNISHING GOODS, HOLLOW WARE, HINGES, ROPES, and MANILLA.

Table listing WIRE GOODS, LEVELS, SQUARES, SHEET IRON, SAND PAPER, SASH WEIGHTS, TRAPS, WIRE, HORSE NAILS, WRENCHES, MISCELLANEOUS, METALS-Zinc, SHOT, SOLDER, TIN-Melny Grade, TIN-Allaway Grade, ROOFING PLATES, and BOILER SIZE TIN PLATE.

Advertisement for UP TO DATE CUTS FOR ALL PURPOSES TRADESMAN COMPANY GRAND RAPIDS, featuring an illustration of a man in a suit and hat holding a large cut of wood.

How a Woman Stops a Car.

The alleged humorists like to talk of the way a woman stops a car, or tries to. She waves her hand, she shakes her umbrella, she nods her head, and altogether she acts like an overexcited Chinese mandarin. It is all very true, and the man pats himself figuratively on the shoulder and thanks his lucky stars that his noble masculinity was not fashioned after the manner of this queer femininity. And that is where the man is unreasonably hard on the woman, as he often is. If the motormen were motorwomen, perhaps the woman who would like to be a passenger on the next car would not be obliged to waste so much of her valuable nervous force. But the motorman is very much of a man. He sees the woman when she makes the first little faint motion for him to stop the car, and he thinks, after the fashion of a man, manfully: "There is one of those fool women motioning to me. I have seen her; I see everyone who looks in the direction of the car; but, of course, she doesn't know that. I'm going to stop the car, but she won't expect me to, and she will have a dozen fits, and probably dance on the track before I get anywhere near her." Then the motorman looks coldly ahead, and there is not a motion of his body to indicate that he knows there is a woman within a thousand miles. The woman sees this cold unconsciousness and she begins to talk to herself. "There's that wretched motorman"—perhaps she says "beastly" if she is very late and she is very anxious to get that particular car—"he isn't looking at me at all. I know what it means; it means that he is late and he intends to make up time, and he will just fly by me; but I'll make him see me or know the reason why." Then she begins the Chinese mandarin gyrations that make every man who sees her chuckle with delight. If she tells her husband at night how she nearly missed her engagement because the motorman almost refused to stop, he remarks: "I don't see why you women don't do as the men do. The motorman sees you fast enough, and he will stop if you give him time. I only give him the slightest nod." "Yes, and that's enough," says the woman, indignantly, "and then he only slackens the speed of the car, or, if he doesn't, you jump on and don't give it another thought. And will he stop if I give him time? When you have had three cars pass you one after another, as I have, you may do something more than nod at the motorman. I declare I have been so mad sometimes that I could have killed the motorman and conductor, both. Some of these days I believe I'll jump on if I do get killed, and it will serve them right." And every word that the woman says is true, and the conductors and motormen will some time have a vast amount of feminine wrathfulness to answer for, to say nothing of the accounting for wasted nervous energy.

Has Invented a Hermetically-Sealed Package.

Kalkaska, Feb. 27—Alfred H. Sack has applied for letters patent on an original hermetically sealed package for shipping goods to foreign countries. Mr. Sack has made a careful study of the subject for several months and has satisfied himself that deterioration in canned goods is principally caused through atmospheric changes in transit, also germs, bacteria, animalcules, or parasites. Some of these organic bodies and odors are in the cars, wharves, docks, holds of vessels, subterranean vaults or basements. They work through

the pores of the barrels, tubs, firkins, etc., although not always discovered by the naked eye, sense of smell, or taste, but have commenced their work of decomposition while the goods were en route.

If you have butter in a tub or firkin, it will taste of the wood and any odor it is in contact with. That is proof that impurities, as mentioned before, are attracted to or are drawn inside. If butter and meats are well preserved from contact with outside organic matter, they will keep for an indefinite period. No foul odors can enter this package. It is hermetically sealed. It can be opened at either end for examination and can not be opened in transit without destroying the package. On arriving at the commission house, custom house or foreign port, the seal can be broken at either end, one or both ends taken out for examination and replaced without injury to the package, a key being forwarded for that purpose. An oyster or fish dealer on the coast can ship inland his products in the package. A butter dealer can use the same package that was used for fish to ship butter in. Merchants and shippers can not ask for rebates on weight of butter packages because the variation is so small. A barrel of pork, lard or butter can be sent to foreign port and an exporter can use the same package for consigning valuable oils, spices, teas, etc., and the package can be handled without risk of injury in loading or unloading. The cost will not exceed 25c on a barrel package, or 15c on a package holding 50 pounds of butter, more than present prices of barrels, tubs and expect it to be less than that amount.

It will require special machinery, made under his directions. A plant fully equipped for the manufacturing of the above named packages would not cost to exceed \$10,000, employing twenty-five to thirty men. The output would be from \$300 to \$500 per day of finished goods.

Hides, Pelts, Furs and Wool.

The hide market is without change. Offerings are light and tending toward poorer quality. Prices are high and firm, except on special lines.

Pelts are few and far between, with prices to full value.

Furs are in good demand for No. 1 goods. Many kinds show the spring deterioration in color and quality and are not eagerly sought after. The catch is light in Michigan.

Wool remains firm in price, with slight advance on some grades. Sales are not large, but there is quite a demand at strong value. The new clips, near at hand, will be wanted, buyers even now talking of last year's prices as a basis, with last year's purchases on hand at a loss on present seaboard markets.

Wm. T. Hess.

Mancelona Herald: D. McWhorter, a Grand Rapids traveling man, who was in town just after Mr. Bates' house burned a couple of weeks ago, upon being told that the occupants lost everything in the shape of wearing apparel, informed Mr. Handy that as soon as he returned home he would send up some "plunder" to help them out. That he remembered his promise is shown by the fact that last Saturday Mr. Handy received from him a large trunk packed with clothing, much of it being new, for the unfortunates who lost so heavily in that fire. Traveling men are often accused of being reckless, devil-may-care sort of fellows, but it can not be denied that some of them are sympathetic and big hearted just the same.

An Exception.

"Have you noticed, pa, how often ma says, 'and so on, and so on?'"
"Yes, my son; but it never applies to buttons."

The Grain Market.

Wheat was dull all the week, but with all the indifference in trading, wheat could not be crowded down but remained firm and with a strong undertone. Some dealers who are bearishly inclined began to doubt the wisdom of short selling under present conditions. While crop damage is largely talked of, we think it too early to pass an opinion, so will let me tell it at. We notice that the daily papers have been saying daily that wheat is higher, which would indicate quite an advance, when the fact is that cash wheat is about $\frac{1}{4}$ c and May wheat $\frac{1}{2}$ c higher than one week ago. Our exports are still large, owing to the fact that Russia is not furnishing her usual quota, which certainly means a shortage in that quarter. Should crop damage prove what many talk of, the prices will be considerably higher.

Corn has held its own remarkably well and we think that it is getting a stronger position on and will sell some higher.

Oats have been losing a trifle and can not be said to be strong, but rather on the dull and drooping order.

Rye remains very steady and firm.

Receipts during February were 178 cars of wheat, 107 cars of corn and 38 cars of oats, which shows a decrease of 50 cars of wheat, but an increase of 59 cars of corn and 11 cars of oats, as compared with the corresponding week in 1898.

The weekly receipts were: wheat 41 cars; corn, 27 cars; oats, 16 cars.

Millers are paying 68c per bushel for wheat.

C. G. A. VOIGT.

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.

I WISH TO BUY A BAKERY IN A TOWN OF 2,000 or more inhabitants. Have \$150 cash to put in. Address Baker care Michigan Tradesman. 872

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. The coming spring will open up with a boom for this city and prosperous times for years to come a certainty. Rent free for six months, also a discount on stock; use of fixtures free. Store and location admirably adapted for any line of business and conducted at small expense. Get in line before too late. Failing health reason for selling. Address P. O. Box 204, Negaunee, Mich. 818

WANTED—SHOES, CLOTHING, DRY goods. Address R. B., Muskegon, Mich. 699

FOR SALE—CLEAN STOCK SHOES. OWNERS wish to discontinue shoe department. Competition light. Address No. 869, care Michigan Tradesman. 869

FOR SALE—PATENT ON A GOOD, PRACTICAL Cash Register Has money drawer attached. Keeps record of each clerk's sales separate. Will sell outright or part cash with royalty. Wagner Manufacturing Co., Sidney, Ohio. 870

WANTED—LOCATION FOR DRUG STORE in town of from 600 to 1,500 inhabitants; I will buy stock of drugs. Address No. 871, care Michigan Tradesman. 871

FOR SALE—HALF INTEREST IN OLD ESTABLISHED 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. 864

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., 13 Broadway, New York. 82

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—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

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 400 inhabitants. For information address H. F. Marsh, Allegan, Mich. 881

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

THE LION BREWERY FOR SALE. Reason for selling, poor health. Address Mrs. Augustin Leins, 1227 Chisholm St., Alpena, Mich. 849

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

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

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 257, Kalamazoo, Mich. 811

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

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

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

FOR SALE—GROCERY AND BAKERY stock, best in city; cash business of \$18,000 to \$20,000 yearly; good location, cheap rent. Poor health reason for selling. Address Comb, Lock Box 836, Eaton Rapids, Mich. 803

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

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

120 ACRE FARM, VALUED AT \$40,000, 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 POULTRY; any quantities. Write me. Orrin J. Stone, Kalamazoo, Mich. 810

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

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

FIREPROOF SAFES

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

MISCELLANEOUS.

WANTED—FIRST-CLASS GROCERYMAN, one capable of managing business. Address No. 867, care Michigan Tradesman. 865

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. 841

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

SAFE AND PERMANENT INVESTMENTS

No class of securities has been more highly esteemed in the past than stock in banks and trust companies. The people are now temporarily insane on the subject of so-called industrial stocks, but they will ultimately turn to something more solid and substantial, when financial stocks of all kinds will undoubtedly sustain a higher range of values. Those who have idle money awaiting investment in perfectly safe channels are invited to correspond with the undersigned, who is in a position to give reliable advice on investments of this character. VINDEX, care Michigan Tradesman, Grand Rapids.

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 7:20am
Lv. Chicago... 11:45am 6:50am 4:15pm *11:50am
Ar. G'd Rapids 5:00pm 1:25pm 10:15pm * 6:20am
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 10:06pm
Lv. Detroit..... 8:00am 1:10pm 6:10pm
Ar. Grand Rapids... 12:55pm 5:20pm 10:55pm
Saginaw, Alma and Greenville.
Lv. G R 7:00am 5:10pm Ar. G R 11:45am 9:30pm
Parlor cars on all trains to and from Detroit and Saginaw. Trains run week days only.
Geo. DeHAVEN, General Pass. Agent.

GRAND Trunk Railway System
Detroit and Milwaukee Div

(In effect Feb. 5, 1899.)
leave Arrive
GOING EAST
Saginaw, Detroit & N Y..... 6:45am + 9:55pm
Detroit and East..... +10:16am + 5:07pm
Saginaw, Detroit & East..... + 3:27pm +12:50pm
Buffalo, N Y, Toronto, Montreal & Boston, L'd Ex..... * 7:20pm *10:16am
GOING WEST
Gd. Haven Express..... *10:21am * 7:15pm
Gd. Haven and Int. Pis..... *12:38pm + 3:19pm
Gd. Haven and M. Wauke... + 5:12pm +10:11am
Eastbound 6:45am train has Wagner parlor car to Detroit, eastbound 3:20pm train has parlor car to Detroit.
*Daily. +Except Sunday.
C. A. JUSTIN, City Pass. Ticket Agent,
97 Monroe St., Morton House.

GRAND Rapids & Indiana Railway
Feb. 8, 1899.

Northern Div. Leave Arrive
Trav. City, Petoskey & Mack... + 7:45am + 5:15pm
Trav. City & Petoskey + 1:50pm +10:45pm
Cadillac accommodation..... + 5:25pm +10:55am
Petoskey & Mackinaw City... +1:00pm + 6:35am
7:45am train, parlor car; 11:00pm train, sleeping car.
Southern Div. Leave Arrive
Cincinnati..... + 7:10am + 9:45pm
Ft. Way..... + 2:01pm + 1:30
Cincinnati..... * 7:00am * 6:30
Vicksburg and Chicago..... *11:3pm * 9:0 am
10 am train has parlor car to Cincinnati and parlor car to Chicago; 2:00pm train has parlor car to Ft. Way; 7:00pm train has sleeping car to Cincinnati; 11:30pm train has coach and sleeping car to Chicago.
Chicago Trains.
TO CHICAGO.
Lv. Grand Rapids... 7:10am 2:0 pm *11:30pm
Ar. Chicago..... 2:3 pm 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 +3:40pm
Ar. Muskegon... 9:00am 2:10pm 7:15 pm
Sunday train leaves Grand Rapids 9:15am; arrives Muskegon 10:40am.
GOING EAST.
Lv. Muskegon..... +8:10am +11:45am +4:00pm
Ar. G'd Rapids... 9:30am 12:55pm 2:10pm
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..... 12:20pm 9:50pm
Ar. Marquette 2:50pm 10:40pm
Ar. Nestoria 5:20pm 12:45am
Ar. Duluth 8:30am
EAST BOUND.
Lv. Duluth +6:30pm
Ar. Nestoria..... +11:15am 2:45am
Ar. Marquette 1:30pm 4:30am
Lv. Sault Ste. Marie..... 3:30pm
Ar. Mackinaw City..... 8:40pm 11:00am
G. W. HIBBARD, Gen. Pass. Agt. Marquette.
E. C. OVIATT, Trav. Pass. Agt. Grand Rapids.

MANISTEE & Northeastern Ry.
Best route to Manistee.

Via C. & W. M. Railway.
Lv. Grand Rapids..... 7:00am
Ar. Manistee..... 12:05pm
Lv. Manistee..... 8:30am 4:10pm
Ar. Grand Rapids..... 1:00pm 9:55pm

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.

Established 1780.
Walter Baker & Co. LTD.
Dorchester, Mass.
The Oldest and Largest Manufacturers of
PURE, HIGH GRADE COCOAS AND CHOCOLATES
on this Continent.
No Chemicals are used in their manufactures.
Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.
Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.
Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.
Buyers should ask for and be sure that they get the genuine goods. The above trade-mark is on every package.
Walter Baker & Co. Ltd.
Dorchester, Mass.

Simple Account File

Simplest and Most Economical Method of Keeping Petit Accounts

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

Tradesman Company,
Grand Rapids.

The President of the United States of America,

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

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

ENOCH MORGAN'S SONS COMPANY,

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

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

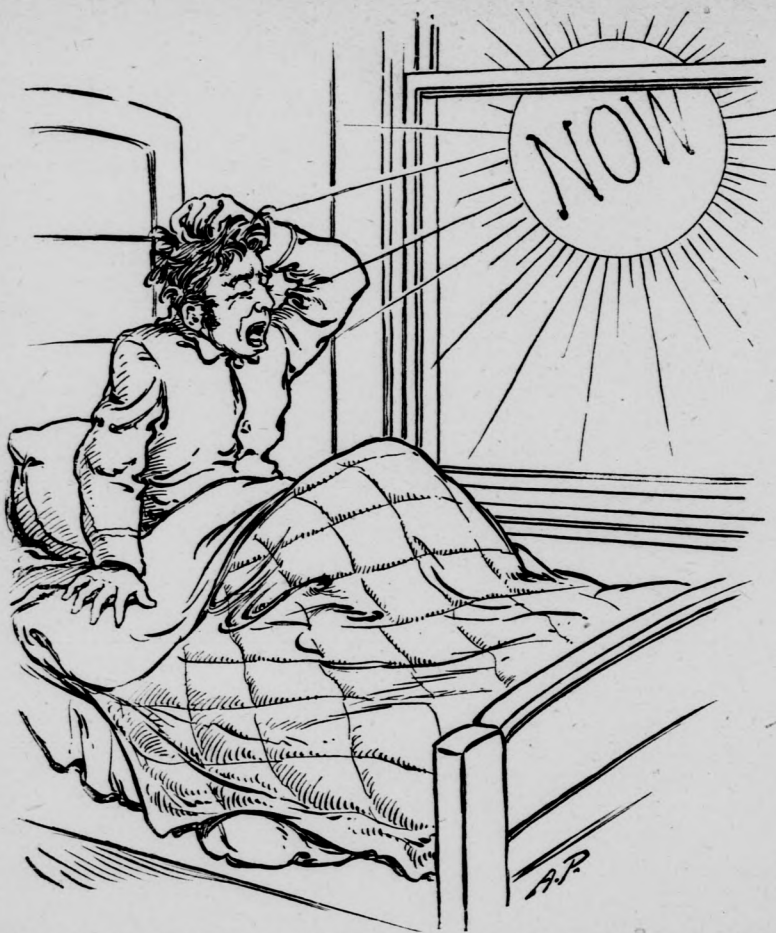
By word of mouth or otherwise, selling or delivering as "SAPOLIO," or when "SAPOLIO" is asked for,

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

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

[SEAL] ROWLAND COX,
Complainant's Solicitor

[SIGNED] S. D. OLIPHANT,
Clerk



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 knowed 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.

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.

**\$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.**