

# MICHIGAN TRADESMAN

WEEKLY

TRADESMAN COMPANY, PUBLISHERS

\$1 PER YEAR

Volume XVI.

GRAND RAPIDS, WEDNESDAY, MARCH 8, 1899.

Number 807



## 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.

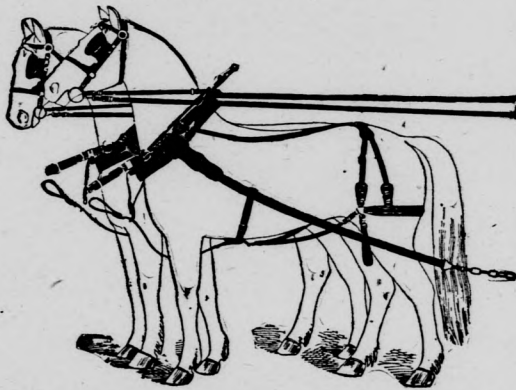
## BROWN & SEHLER

WEST BRIDGE ST.,  
GRAND RAPIDS, MICH.

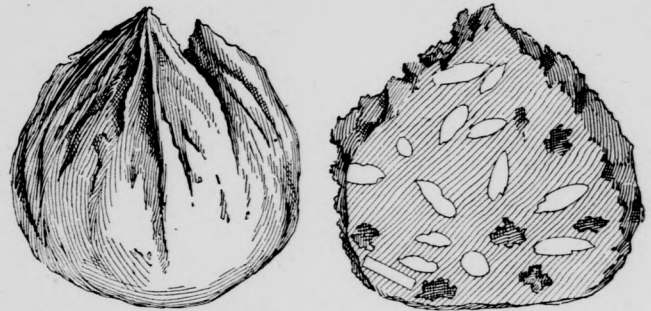
Mfrs. of a full line of  
**HANDMADE  
HARNESS  
FOR THE  
WHOLESALE  
TRADE**

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

Orders by mail given prompt attention.



## 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.

## 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.

WORLD'S BEST

# S.C.W.

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

## DO YOU RUN A STORE

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

TRADESMAN COMPANY, Grand Rapids, Mich.

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.

## PICTURE CARDS

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

TRADESMAN COMPANY, Grand Rapids.

## FOLDING PAPER BOXES

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

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

GRAND RAPIDS PAPER BOX CO.

PHONE R50. 81, 83 and 85 CAMPAU ST., GRAND RAPIDS, MICH.

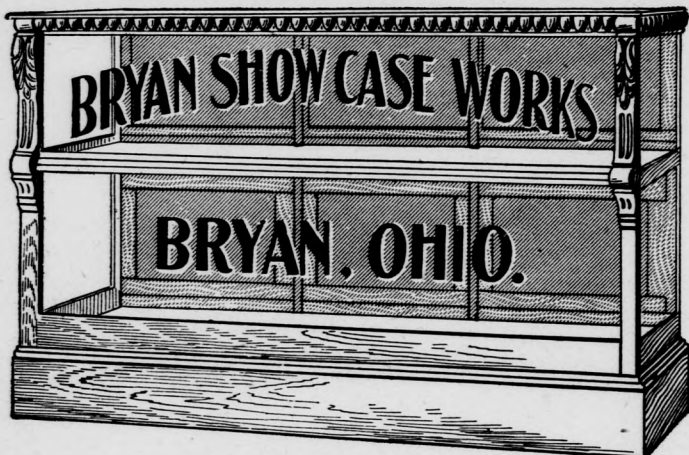
### No Confectioner's Stock Is Complete

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.



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



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

### 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.

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 Aim

Is to produce the best quality of goods, and at the lowest possible prices. We expect a fair return on the goods we sell, and we want our customers to have the same. We have never sacrificed quality for price, and we don't expect to commence. PURITY is a hobby with us. CLEARLINESS is insisted upon in every detail of our business. We shall be pleased to have an opportunity to talk prices with you. Our goods do their own talking.

NORTHROP, ROBERTSON & CARRIER,  
LANSING, MICHIGAN.

## "Stick to Us"



And we will treat you right. Remember that we have the largest stock of stationery in the State and are able to accord you the most varied assortment, the best equipment, the most skillful workmanship and prices as low as are consistent with good work. We solicit an inspection of our lines and a comparison of our prices with those of our competitors, confident that such inspection and comparison will result in our receiving your orders.

Tradesman Company,  
Grand Rapids, Mich.

# MICHIGAN TRADESMAN

Volume XVI.

GRAND RAPIDS, WEDNESDAY, MARCH 8, 1899.

Number 897

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

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

**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 345, 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.

## DISMEMBERMENT OF CHINA.

The dismemberment of China is apparently going merrily on and there is every indication that before very long the great powers will quarrel over the division of the spoils. Italy has demanded from China the lease of San Moon Bay on the same terms that Kiaochau is leased to Germany. It is reported that the Pekin government has refused Italy's request, and that power has landed marines and taken forcible possession of the coveted bay, which it is proposed to use as a naval base and coaling station. A report from the Chinese capital says that the British Minister has informed the Tsungli-yamen, or Chinese Foreign office, that Great Britain favors Italy's request.

San Moon Bay is situated on the coast of Che-Kiang province and is about 150 miles south of Shanghai. The place is favorably situated for the purposes of a naval station, assuming that Italy plays the role of an ally, active or passive, of Great Britain. It has already been announced that, in the event of any serious attempt at the dismemberment of China, Great Britain will consider the whole length of the Yang-tse-Kiang valley as her sphere of influence, with Shanghai, of course, as her center of operations.

Italy having secured a foothold. Japan may be expected to at once assert her right to a share of the Chinese mainland, and it is expected that she will select that portion of the coast opposite her Island of Formosa. This would place another supposed ally of Great Britain to the south of the Italian sphere of influence, and thus the long gap between Hong Kong and Shanghai will be bridged, to the exclusion of Russia and France. Between Shanghai and Wei Hai-Wei, on the north, there is the German sphere at Kiaochau. It has been strongly hinted for some time past that an understanding exists between Germany and Great Britain.

Owing to the great extent of the coveted territory and the vast trade possibilities involved in the exploiting of a country with such a teeming population, the rivalry between the European nations is likely to be extremely keen, and it will be but a lucky chance which will prevent a serious clash as a result of the scramble which must ensue. The most serious consideration, from an American standpoint, is the fact that the dismemberment of China means an actual loss of trade for us, except in those portions of the crumbling empire in which British influence remains paramount.

It is not likely that our Government will find it expedient to take any part in the dismemberment of China, but our interests in the trade of that part of the world are too extensive to permit of our remaining an uninterested spectator. Since we may not absorb a portion of China ourselves, we are interested in those powers securing the largest share whose policy will allow us the greatest freedom of trade. We can hope for nothing from Russia, France or Germany, and little probably from Italy; but there is reasonable assurance that within the territory dominated by Eng-

land we will have ample trade facilities. Such being the case, we can not be blamed if we favor British claims and hope that the British may secure the lion's share of the spoils when the dividing up comes.

## Status of the St. Louis Potato Market.

St. Louis, Mo., March 6—Notwithstanding the sharp advance in nearly all lines of produce last week, nearly everything has continued to advance, especially potatoes and cabbage. The market seems to be in stronger shape than at any time this season. It was expected that the receipts would be heavier, owing to the advance in price, but the farmers, realizing the true conditions of the market, have held prices high and refused to sell unless they could get their figures. Cars have been scarce in all of the districts where potatoes are shipped; the roads have been reported bad, and we hear additional reports of the amount of stock destroyed by freezing.

There seems to be little doubt entertained now that there were more potatoes frozen in pits, cellars and warehouses than was at first anticipated; however, some are of the opinion that there were not as many destroyed as the farmers report and that they are using this to "boost" prices. Be that as it may, potatoes are very scarce; a heavy demand exists in this market, not alone on shipping, but also for local consumption. We do not believe that buyers are taking hold of potatoes with quite as much enthusiasm as they were earlier in the week, but offerings continue light. Very few shippers are willing to name prices, claiming that they have nothing to ship.

These conditions seem to exist at loading stations in every section where potatoes are grown. A strong demand has developed, lately, for Ohio, and there is considerably more interest taken in Triumphs. They are selling now, although they were very slow sale before the freeze. We are of the impression that, as soon as conditions are normal at loading stations, present prices can not be maintained, and yet with the good demand existing and the shortage of stock in all large markets, and which are now extending to the smaller country points, we anticipate a firm market and may see higher prices.

March 7—The weather turned severely cold over Sunday, the thermometer registering 5 deg. above zero this morning. It has been cold all day and but few potatoes could be unloaded or handled. Receipts are increasing, but holders of spot stock in warehouse or on track are holding for higher prices and the market is strong. Seed potatoes are selling much better and seem very scarce. The higher prices are being asked and obtained. The cold weather will, no doubt, damage some potatoes in transit. Prices to-day rule as follows: Burbanks, choice, 60@62c; fancy 64@65c; Rurals, 62@64c; some fancy, Michigan, more; Peerless, 60@61c; Ohio, 65@70c; Triumphs, 50@60c; Rose, 62@65c. Anything sells at 60c or more. These prices are for spot stock on track. Stock to arrive is offered for less. Offerings more numerous and from a wider extent of country. This is significant. All shippers seem anxious to sell when they have anything.

MILLER & TEASDALE CO.

There is not a lake shipyard that will take a bit of new work for immediate construction, for the simple reason that there is none with an inch of room for setting up a new vessel.

## Manufacturing Matters.

Borculo—The Borculo Creamery Co. has declared a dividend of 10 per cent.

Detroit—The Sykes-Vickery Co. succeeds J. W. Sykes in the manufacture of carpet sweepers.

Tecumseh—Heesen Bros. & Co., manufacturers of hollow ware, are erecting a brick addition to their factory.

Kalamazoo—The Williams Manufacturing Co. has increased its capital stock from \$100,000 to \$140,000.

Houghton—Markham & Jones, candy manufacturers, will shortly erect a two-story building, 30x40 feet in dimensions.

Ovid—The Ovid Carriage Works will shortly erect an extensive addition to their plant, 40x100 feet in dimensions, to be used as a sample room.

Pontiac—The Wolverine Carriage Co. has been incorporated with a capital stock of \$12,000, all paid in, to embark in the manufacture and sale of vehicles.

Bay City—The Beaver Cheese Co. has been incorporated by twenty-six farmers for the purpose of engaging in the manufacture of cheese. The capital stock is \$1,160.

Manton—J. W. Bailey and H. A. Holmes have finally succeeded in getting their acetylene gas generator approved by the Bureau of Fire Protection Engineering.

Paw Paw—The Paw Paw Cereal Co. has leased the Morgan building and has moved into it. J. Henry Myers, of Batle Creek, has become financially interested in the company and will assume the management of the business.

Saginaw—The Cook Shingle Co., which had a mill at Luman and an office in this city, has gone out of business, having no more shingle bolts and being unable to purchase a supply. The stockholders of the company were A. F. Cook, A. T. Bliss and L. A. Bliss.

Holland—Jos. Warnock, of Detroit, and S. B. Ardis, Secretary and Treasurer of the American Mirror & Glass Beveling Co., at Grand Haven, have purchased the clothing and men's furnishing goods stock of Jonkman & Dykema and will add a line of dry goods and shoes.

Kansas City has adopted a trademark. Hereafter it will appear on all manufactured goods sent out from that city. It consists of a map of the United States, with Kansas City represented by a star in the exact center. Above the star hovers an eagle with outspread wings.

If Speaker Reed should slip on an administration banana peel during the next race for Speaker nobody need be surprised—he has driven the thorn into the administration side during the past few months in a manner to make a stic squeal.

Perhaps Aguinaldo will compromise and take some sort of an office from the pie counter. Justice of the peace would be about his caliber if he knew anything about peace.

By reason of achievement and merited recognition thereof one George Dewey can now trot in any naval class on the globe and lead the procession.

## Dry Goods

### The Dry Goods Market.

**Staple Cottons**—The scarcity of supplies of both brown and bleached cotton is putting the buyer in a hard position, for the market is very clean in both lines. Some of the best known tickets of brown cottons are reported as sold up to the middle of September, and very few of them will accept orders for delivery earlier than June 15. It is now a question with the buyers of finding goods that will "do just as well" and no longer a question of price. The agents are able to congratulate themselves on the great contrast between this season and a year ago at this time, when the market was one of the bluest and poorest of all the textile trades. The dealer has only to look over the list of advances for the past week to convince himself that there is no fictitious strength in the market, or if he still feels that there is some doubt, let him try to get an eighth of a cent concession on any line, particularly goods that are well known, or even let him try to get a little more favorable discount, and he will be quickly convinced that we are right in our statement.

**Prints and Gingham**—Printed goods share in the general advance and strength of the market, both in staple and fancy lines, although they are not yet on a price basis to compare with print cloths. For this reason further advances may be expected daily. In addition to the scarcity of gray cloths, the market is very bare of desirable printed lines, especially light goods. The printers are about to stop work on light printed cloths and turn their attention to fall lines, except possibly where the order is so urgent and genuine as to leave no doubt about its being taken. Store trade, on account of short supplies, has been of a limited nature, and for same reason; although many orders have been received by mail, comparatively few could be accepted. Gingham shows no particular change in price during the week. Although stocks are very limited and supplies are low, the market is well cleaned up on dress goods.

**Carpets**—The past week has shown a decided improvement, and more business is reported on all lines, especially tapestry and velvet carpets. The mills are quite well employed on early orders, which were taken at the low prices prior to January 1, and while a few duplicates are anticipated at the advance figures, this season's business is about complete so far as new orders are concerned. The ingrain manufacturers are also quite well employed, and are anticipating a steady, gradual improvement in their business from this time forward, unless there is some disturbing factor to confront them before the opening of the next season. The average carpet manufacturer has passed through a very severe experience during the past two years, which will be long remembered as the most unsatisfactory of any previous time in the history of the trade.

**Lace Curtains**—The trade report a good demand for lace curtains, with a decided improvement in bobbins. Nottingham is also selling well, as the price is very moderate, and with a larger improvement in general business, the trade anticipate a steady increase in the demand for all lines of lace curtains.

**Knit Goods**—Fleeced lined goods have had their innings, and are now

practically out of the market, and other grades, particularly ribbed goods, are securing considerable business. Combination suits, especially, appear to interest buyers more than ever before, and as more mills are manufacturing these goods there is the greatest variety of samples to select from. There is quite a bit of competition found in lower grades, but the percentage of sales on high-grade goods has increased wonderfully, and every order contains far more than usual.

There is in addition to the above business for fall a very satisfactory amount of trading in the line of reorders for spring. Nearly all lines are said to be well sold ahead, and no accumulations of stocks of any kind are to be found. Balbriggans are in particularly good condition, but this is noticeable fully as much in the lower grades as in the better goods, although the latter have by no means been neglected.

**The Worstest Trust**—Perhaps a subject which is receiving as much attention at the hands of the wool trade as any other at this time is that of the rumored worstest trust. The statements regarding this are of a most contradictory nature. Parties alleged to be interested in the scheme say that nothing is likely to come of it, but, on the other hand, it is confidently asserted that the measure is nearing perfection. Certain well-known parties have been mentioned in connection with the presidency and treasuryship of the trust and it is even alleged that it has at last reached the stage where the bankers have taken hold of it. It is reported that the trust will have a capitalization of \$17,000,000 of preferred stock and \$17,000,000 of common stock. One report is that the trust will not include the dress goods mills, but will take in only the men's wear class. Finally we may add that the latest rumor is that official information regarding the trust may be given out any day. Considerable quiet discussion is going on in the private offices of the wool trade regarding the consequences to the trade of such a combination.

### Caught Nothing.

She had not been married so long that she had broken herself of the habit of occasionally fishing for compliments, and she liked above all things to hear him say how he prized her. But this time he was taken off guard and spoke thoughtlessly.

"It was a \$20 gold piece you gave the minister who married us, wasn't it?" she asked.

"Yep," he answered, without looking up from his paper.

"That's a good deal of money, George," she suggested, and waited for him to throw down his paper and say, "Not for such a treasure," or something like that, but he didn't. Instead he replied with a depth of feeling that was unusual:

"Well, you can just everlastingly bet that it is."

She hasn't been much of an angler since.

### Extreme Unction.

**Young Lawyer**—How do you like the new minister, Deacon?

**Old Deacon**—I hardly know. He is a finely educated man, but he doesn't seem to have much unction.

**Young Lawyer**—Well, you wouldn't want him to have extreme unction, would you?

### Exactly As Recommended.

**Customer**—Them peas I bought o' you, my woman boiled 'em all day, an' then they wuz so hard we couldn't eat 'em. I thought you said they'd cook just like an egg.

**Storekeeper**—So they will. The longer you boil 'em, the harder they'll be.

### Variety in the Store.

The greatest variety which the store may have is the new goods which come in at the beginning of each season and intermittently throughout those periods. Brightness and newness as well as freshness are secured by their presence. When skillfully arranged they may become the things of beauty which prove joys forever to those who are so fortunate as to purchase them. This of course only refers to decorative hardware like lamps, different kinds of table ware, kitchen ware, etc. Let the clerks be made conversant with the special features which the new goods possess, so that they may descant upon them intelligently to customers. There are many new points which must be brought out effectively; for example, methods of manufacture which change, and designs are altered as well as material. Conse-

quently new ideas must be developed for the description of the new goods. If the goods are what they should be they will arouse enthusiasm in both clerk and patron.

### Perfectly Happy.

"How's your wife this morning?"  
"She's very happy, indeed."  
"I understood she was suffering with the grip."  
"She has it, but she isn't suffering. You see, she bought a 50 cent bottle of medicine for 48 cents some time ago, and she was beginning to despair of ever having a chance to use it."

### Overd d It.

"I understand she married him to reform him."  
"That was it. And she did the job so thoroughly that now he doesn't like the kind of woman he liked when he married her and is trying to get a divorce."



## AND WINDOW SHADES

We have just received a new lot of Lace Curtains that are extra good value at the price we ask for them. They go at 40, 60, 75 and 90c and \$1.25 and \$1.50 per pair. We have Window Shades to retail from 10c to 50c, packed in 1, 2 and 4 dozen boxes. If in need of new Shades for your store windows, send us measurements and we will forward samples with estimates. We manufacture them.

## VOIGT, HERPOLSHEIMER & CO.

WHOLESALE DRY GOODS,  
GRAND RAPIDS, MICHIGAN.

## A PILE OF TIES

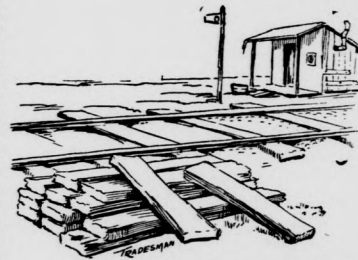
We make a specialty of

**25c**

NECKWEAR

Strings, Four-in-Hands,  
Tecks and Puffs.

Send sample order.



## P. STEKETEE & SONS

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.**

**CATALOGUE COMPETITION.**

**Unanimous Belief That It Must Be Curtailed.**

The Tradesman is in receipt of numerous letters from merchants in different parts of the State, commending the communication from Mr. E. A. Hill, of Coloma, and the editorial comment thereon, published in the last issue of the Tradesman. Some of the letters insist that action should be taken at once to devise some means to meet and combat the inroads of the illegitimate competition of the catalogue houses. Mr. Hill kindly throws additional light on the subject by sending the Tradesman a copy of a letter he recently received from E. C. Atkins & Co., giving their reasons for refusing to sell the catalogue houses, as follows:

We are pleased to know that our position in regard to catalogue houses has been called to your attention. You are certainly correct in the information you have received. We positively refuse to sell our wares to any catalogue houses, as we believe they are a great menace to the legitimate trade.

We can not understand why the retail hardware dealers will handle any brand of goods which the catalogue houses can buy from the manufacturers. We believe that where a man invests his money in stock and carries a full line for the benefit of the consumer in his vicinity, he is entitled to a fair profit on the same and we will not consent to help to injure his trade by selling our goods to catalogue houses, who will retail everything that they get hold of at almost cost price.

We are glad to see that you are consistent in wanting to trade with a factory that will not sell to catalogue houses and we do not see how any hardware merchant can be opposed to catalogue houses and still purchase goods from a factory that will sell them and continue to handle goods made by that factory.

\* \* \*

A Northern Michigan merchant, who asks that his name be withheld from publication, writes the Tradesman as follows:

I heartily endorse the sentiment of E. A. Hill regarding the catalogue house, as set forth in his letter in the last issue of the Michigan Tradesman. I wish to say that I firmly believe that the country merchant is greatly menaced. In this locality, the majority of our customers are as well versed on Sears, Roebuck & Co.'s and Montgomery Ward & Co.'s catalogues as the ordinary student is in his text books, and the greatest evil is the fact that too large a proportion of the cash is sent to these houses, while the farmers' produce and the long-time accounts go to the home market. This must be overcome or it will drive the home dealer out of business, or he must, of necessity, adopt the cash system. This becomes a grave question. I firmly be-

lieve in the organization of the retailers of the State, and only through this means can we meet these great evils which confront us on every side. I firmly believe that by united effort we can remove at least a good portion of them in time. We should arouse ourselves and take up the burdens that we are compelled to meet and make a firm resistance and convince the whole opposing force that the retailer has come to stay and that our rights should and must be respected. I fully appreciate your efforts in behalf of the legitimate retailer.

\* \* \*

Another merchant who requests that his name be withheld from publication writes:

I am aware that "comparisons are odious," but it strikes me that if the merchants of Michigan were to expend the same amount of energy and cash in combating the encroachments of the catalogue houses that they are devoting to the attempt to amend the exemption laws, they would be doing themselves infinitely more good. So far as the exemption matter is concerned, the merchant is master of the situation, because he need not trust out his goods to people who are unworthy of credit, and so long as he confines his credit transactions to responsible people, it is a matter of utter indifference to him what the exemption laws are, because he does not have to resort to legal process to enforce the collection of accounts which owe their existence entirely to his weakness and lack of judgment. Catalogue house competition, however, is something that is beyond the control of the merchant, so far as his own will and determination are concerned, yet I can not help feeling that there must be some remedy for the abuse somewhere and that the Tradesman and its corps of contributors and its army of readers are equal to the occasion and will ultimately be able to formulate a policy which will enable the legitimate dealer to triumph over the mushroom concerns in Chicago and elsewhere which are sapping the vitality of the country merchant just as surely as the department store is paralyzing the patronage and dissipating the profits of the city merchant. As between the two, I am unable to determine which is suffering the more from these gigantic octopi of trade, but in my opinion it is time that both classes of merchants looked the question squarely in the face and began devising means to controvert the competition before the octopi have grown so strong and waxed so fat that the legitimate merchant has been strangled by the tentacles of the monsters.

\* \* \*

The Tradesman is also in receipt of a letter from a valued friend and patron, as follows:

Please inform me what you mean by your reference to the manner in which paternal governments, like Germany, control the competition of the department store. I have read the Tradesman for fifteen years and this is the first time that I can recall your having said any-

thing derogatory to the United States, as compared to another country. If I read your reference right, you think that Germany is ahead of this country in its ability and disposition to deal with the department store problem. Please inform me—and perhaps other readers of the Tradesman would be as much interested in the explanation as I am—what you mean by your reference to Germany.

It is a fact that Germany has solved the department store problem, because the government is a paternal one, as distinguished from a republican form of government like ours, in which every man is supposed to be his own master and to know what is best for him and for his country. Some years ago a department store was established at Hamburg and, within a short time, it created a panic among the small merchants and store keepers of the city. The clamor was so pronounced that the matter was brought to the attention of the Reichstag, which appointed a committee to investigate the situation and report to that body. The investigation was conducted in the thorough and systematic manner characteristic of the German people, resulting in the report to the parent body that the department store business, if permitted to expand, would ultimately revolutionize the trade methods of Germany, because it would, naturally, impel the small traders to shut up shop and abandon business. The committee estimated that three large department stores could supply the demand for goods in a city like Hamburg, and argued that it would be infinitely more to the advantage of Hamburg that 600 or 800 small merchants, with the usual complement of clerks, should be employed in meeting the consumptive demands of the city than that three

large department stores, with the complement of cheap female help, should occupy the field. Acting on this report, the Reichstag enacted a law prohibiting any merchant from handling more than three lines of goods, which naturally dealt a death blow to the department store and prevented its expansion anywhere in the empire. Such a course would not be permissible in this country, because it is contrary to the genius and spirit of our constitution, which assumes that all men are free and equal and that any attempt to restrain competition or protect the weak from the encroachments of the strong is class legislation.

**The Future of the Orange Business.**

This season has demonstrated that a lot of the country in the United States that has always been considered all right for the orange business is liable to be ruined by freezes. In the last ten years the orange crop in the northern half of Florida has been killed twice by frost and this year it looks as if the crop of the whole State is gone. The orange growers will begin to look for new locations and Cuba will furnish the location. Under the infernal Spanish rule the industry has not been developed in Cuba, but the tree grows wild, and some of the natural fruit is said to be among the most delicious in the world; there is no telling what may be done with proper cultivation. When things get settled down in the island and a stable government is established a lot of American orange growers will settle in the island and make their fortune.

Never argue the point with the man who tells you that he is one in a thousand—he may be one of the ciphers.

**Builders and Masons**

We are manufacturing a **Hard Wall Plaster** that makes a wall as hard as cement and one that grows harder with age. Can be floated or darbeyed without applying water to the surface. Will guarantee it to be the best made. Send for catalogue.

**Gypsum Products Manufacturing Co.,**

Manufacturers and Dealers in all the various products of Gypsum, including "Eclipse" Wall Plaster, Calcined Plaster, Land Plaster and the best Bug Compound made.

Mill and Works, 200 South Front Street at G. R. & I R. R. Crossing.

Mail Address, Room 20 Powers' Opera House Block.

**Grand Rapids, Michigan.**

**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.

## Around the State

### Movements of Merchants.

Owosso—E. G. Westlake has engaged in the notion business.

Negaunee—Geo. Haut has embarked in the grocery business.

Sherwood—John Gross, of Athens, has opened a meat market here.

Pearl—J. T. Hollis has purchased the grocery stock of J. M. Barmore.

Menominee—H. C. Bertholdt has embarked in the hardware business.

Corunna—Geo. Setzer has purchased the meat market of Derham Bros.

Fabius—H. C. Hayman has purchased the grocery stock of Wm. Roenig.

Moore Park—J. G. Fisher has sold his grocery stock to F. A. Ripsey.

Holland—Bert Slagh has embarked in the wall paper and paint business.

Detroit—The Columbia Pharmacy is succeeded by C. W. Maynard & Co.

Holland—B. Van Anrooy has purchased the meat market of H. Knol.

Pottersville—A. W. Nisbet has engaged in the bazaar and millinery business.

Sebawaing—J. M. Bittner has sold his tinware stock to A. Muellerweiss.

Grand Haven—John VanDyk has engaged in the shoe business at this place.

Detroit—Herbert H. Bridge, boot and shoe dealer, has removed to Coldwater.

Grand Ledge—M. D. Wheaton, of Carmel, has opened a grocery store here.

Mt. Pleasant—Morrison & Dains have sold their grocery stock to John Butcher & Co.

Minden City—Darley Leach, hardware dealer, has sold out to Wixon & Bostwick.

Chelsea—Trim & McGregor have removed their clothing stock to Stockbridge.

Lyons—F. T. Gleason has sold his general merchandise stock to Edward H. Allen.

Fremont—V. Vallier has opened a bakery in connection with his grocery business.

Port Huron—J. W. Sheldon succeeds Sheldon Bros. in the marble and granite business.

Detroit—A receiver has been appointed for the Imperial Cap Manufacturing Co.

Fremont—Jacob Weiss, of New London, Wis., has engaged in general trade at this place.

Cheboygan—D. H. Moloney is closing out his shoe stock and will engage in other business.

Detroit—The Mack Grocery Co. succeeds Mack & Doty in the grocery and meat business.

Holland—Price & Kleis, meat dealers, have dissolved partnership, Mr. Price succeeding.

South Lyon—H. Kalmbach has removed his dry goods stock from Union City to this place.

Flint—Goodes & Hall succeed Goodes, Hall & Co. in the hardware, implement and vehicle business.

Howell—James H. Miner will hereafter conduct the grocery and shoe business of Miner & Johnson.

Sault Ste. Marie—Harrison & Co. continue the jewelry and stationery business of H. A. Harrison.

Petoskey—A. D. Cook & Co. have purchased the wholesale novelty and jewelry stock of J. M. Wells.

Petoskey—Oluf Nordrum and A. G. Cook have purchased Jas. Wells' stock of books and stationery and will continue the business under the style of Cook's Bazaar and Book Store.

Lansing—F. C. Brisbin has sold his stock of groceries at 116 Washington avenue, south, to H. S. Russeler.

Burr Oak—J. B. Keeclar & Sons are now located in their own store on the corner of Third and Holmes streets.

Ionia—John A. Sessions has leased a store building and will shortly engage in the agricultural implement business.

St. Louis—Chas. Lee is the proprietor of the new dry goods, boot and shoe and clothing store opened at this place.

Cassopolis—J. F. Dunbar has sold his interest in the meat market of Dunbar & Tourje to his partner, O. S. Tourje.

Jackson—F. D. Hamilton has sold his crockery stock to W. H. Hamilton, of Battle Creek, who will remove it to that city.

Detroit—Chas. Schwarz succeeds Schwarz & Samuels in the wholesale notion and men's furnishing goods business.

Mt. Pleasant—Morrison & Dains, dealers in lumber, shoes and bicycles, have sold their grocery stock to J. F. Butcher & Co.

Eaton Rapids—Edwin H. Mendell and Clarence Knapp have removed to Mason and opened a bazaar store at that place.

Scottville—G. C. Wagar, of Manistee, has purchased the harness stock and shoe repairing business of his brother, W. M. Wagar.

Woodland—H. P. French has purchased the drug stock of C. S. McIntyre and will continue the business at the same location.

Owosso—Cyrus Reimer has sold his hardware stock to Mr. Jackson, of Cassopolis, who will continue the business at the same location.

California—Brainard & Speer have sold their general stock to V. U. Hungerford, who will continue the business at the same location.

Homer—Frank M. Parks has retired from the clothing firm of Linn & Co., and taken a position with Marshall Field & Co., of Chicago.

Benton Harbor—W. D. Downey has sold his interest in the wholesale grocery establishment of the Kidd, Dater & Price Co. to his partners.

Jackson—McQuillan & Harrison succeed Scratchley & McQuillan in the clothing business, having purchased the interest of Mrs. A. O. Scratchley.

Quincy—O. F. Crego has opened a harness and vehicle establishment in the store formerly occupied by C. N. Wilcox. Mr. Crego hails from Liberty Mills.

Bronson—Wm. Blass, who has been conducting a general store at Constantine for some time, will remove his stock to this place and re-engage in trade.

St. Louis—G. W. Stanbaugh, of Ithaca, and Fred Newton, of this place, have formed a copartnership and engaged in the agricultural implement business.

Traverse City—J. W. Jackson, of Richmond, Ind., has purchased the confectionery stock in the E. E. Miller drug store, formerly conducted by C. A. Hendricks.

Sault Ste. Marie—J. L. Sandelman, formerly connected with the Leader, has embarked in the bazaar business on his own account, his store being known as the Racket.

Ann Arbor—Doty & Feiner have sold their stock of boots and shoes to D. E. Glass, of Detroit. Mr. Glass has represented an Eastern shoe firm on the road for twelve years and has had four years experience in the retail business.

Ann Arbor—Staebler & Co., grocers and crockery dealers, will remove to larger and more commodious quarters about May 1. They are closing out their crockery department.

Kalamazoo—B. Desenberg & Co. have sold new grocery stocks during the past week to F. B. Ross & Co. and L. Leeuwenhoek, both of whom have opened stores in this city.

Charlotte—Prindle & Co., Limited, succeed A. J. Prindle in the clothing and men's furnishing goods business. A. W. Prindle will continue the management of the business.

Bellevue—R. C. Needham has sold his bakery to Wm. Donald, of Battle Creek, who will continue the business at the same place. Mr. Needham has engaged in the restaurant business.

Houghton—E. F. Shelden, the Shelden block grocer, who has to leave his present location while a new block is going up there, has secured the Riopelle stand at the east end of Shelden street.

Otsego—Marcia V. Hall, dealer in boots and shoes and furnishing goods, and A. W. Hartman, dry goods dealer, have merged their stocks and will continue under the style of Hartman & Hall.

Sault Ste. Marie—The farm implement establishment of J. L. Lipsett will hereafter conduct its business under the style of Lipsett & Douglas, a half interest having been purchased by J. A. Douglas.

Trout Lake—Wm. A. Warrick, of this place, and N. L. Field, of Rudyard, have formed a copartnership and engaged in the mercantile business. Mr. Field also conducts a general store at Rudyard.

Kalamazoo—O. E. Price, who it will be remembered ran a clothing store on North Burdick street and afterward went to Detroit, has returned to this city and will engage in the merchant tailoring business.

Hillsdale—Stanton & Bates, clothiers, are already getting some of their goods moved into their new store, corner of Howell and Bacon streets. F. B. French has rented the store they vacate for his hardware business.

Allegan—Kohlenstein Bros., who opened a dry goods store here about a year ago, have decided to discontinue business at this place and remove to Otsego, where they conducted a similar store a number of years.

Charlotte—The dry goods firm of Geo. J. Barney & Co has dissolved, F. H. Loveland retiring. Mr. Barney has formed a partnership with his son, Fred, and will continue the business under the style of Geo. Barney & Son.

Owosso—Edward N. Thome, who has been book-keeper in the State Bank of St. Johns for the past four years, has formed a copartnership with W. L. Frisbie, clerk for Clark & Hulse Bros., and engaged in the boot and shoe business here.

Jackson—The Tray Hardware Co. stock has been purchased from Freeman, Delamater & Co., of Detroit, by G. W. and W. T. Bloodgood, of Wyandotte, and R. B. Bloodgood, of Marine City, who will continue the business under the style of G. W. Bloodgood & Sons.

Jonesville—Frank B. Gage and A. W. Lewis have entered into partnership and will open a new dry goods store at Jonesville. Mr. Gage will have the active management of the store and will move from Hillsdale here in the course of a couple of weeks. Mr. Lewis will continue his work as traveling salesman.

Allegan—W. J. Pollard and F. L. Kent have formed a partnership and engaged in the produce business here under the firm name of F. L. Kent & Co. They have begun business in the building formerly occupied by J. M. Mendel as a feed store, and have also a potato house at Tustin, where they have handled several thousand bushels of potatoes this winter.

Saginaw—A movement is on foot to organize the retail meat dealers of the city into an organization, with the object in view of having the new association work in conjunction with the Board of Trade. The movement to make the Retail Merchants' Association auxiliary to the Board and work in conjunction with it is meeting with some favor and some opposition, but will no doubt be brought about.

Hillsdale—Aaron Worthing and J. M. Cummins have formed a copartnership under the style of Worthing & Cummins for the purpose of engaging in the purchase and sale of furs, hides, wool and tallow. The firm has purchased a lot on the line of the Lake Shore road and will erect a two-story warehouse, 30x50 feet in dimensions. Mr. Cummins has traveled the past eleven years for J. W. Richardson & Co., of Norwalk, Ohio.

Munising—Sam Marks, the clothing and dry goods dealer, has purchased the lot on the corner of Elm avenue and Superior street and will erect thereon a fine brownstone block 25x100 feet, three stories high, with a basement the full size of the building. The block will cost something like \$8,000 and will be fitted up with all modern conveniences. Mr. Marks will occupy the first two floors and the third floor will be for rent.

Traverse City—E. P. Wilhelm, who has been identified with the dry goods and clothing department of the Hannah & Lay Mercantile Co. for the past twenty-eight years, has retired to enjoy the competence which he has accumulated by thrift and economy. Mr. Wilhelm entered the employ of the Mercantile Co. thirty-five years ago and during the past seven years has served the corporation in the capacity of Treasurer.

Sturgis—At a meeting of the business men of Sturgis at the office of Theo. Jacobs last Wednesday evening, preliminary steps were taken for the formation of an association for the advancement of the business and moral interests of our city and for mutual protection against persons who are unworthy of credit. There will be an adjourned meeting held at same place this evening for the purpose of completing the organization.

### As Viewed by a Monroe Merchant.

Monroe, March 6—I enclose you \$1 with renewal slip for the Tradesman. I must acknowledge that the Tradesman is the best of its kind I ever saw. It is as much thought of in my family as any of the six magazines we take. Even the baby wants to get at it. It is as good as any, so far as its reading matter goes. May you and the Michigan Tradesman live long and prosper. I am confident you will work out your own salvation, providing your readers will send you the dollar. CARL DICE.

W. D. Reynolds & Co., dealers in groceries and clothing at Coopersville, have added a line of dry goods. P. Stekete & Sons furnished the stock.

S. D. Young will open a grocery store at Hart. The Musselman Grocer Co. furnishes the stock.

Miss Ida Klaiber has engaged in the millinery business at 141 Monroe street.

## Grand Rapids Gossip

### Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at the office of the Michigan Tradesman, Tuesday evening, March 7, President Dyk presided.

Five new members were elected, as follows:

A. J. Lane, 508 South Division street.  
 Jas. T. Hughes, 450 South Division street.

Stickney Grocery Co., 227 S. Division street.

J. A. Merrill & Co., 38 South Division street.

Chas. H. Sach, 47 Coit avenue.  
 Homer Klap presented the following paper:

As a Retail Grocers' Association, it is our desire to promote good fellowship among all legitimate dealers, to use our influence to maintain the proper relationship toward the wholesaler and to patronize home jobbers as much as possible. In return, we should not only request, but demand, that they sell the retailer only, that the consumer should not have the privilege of buying direct, as is now too often the case.

One of the greatest evils with which we have to contend is the competition of some of the jobbers, who, not being satisfied with the patronage of the retailers, are soliciting the trade of the consumers and offering hotels, restaurants and boarding houses goods at prices which defy the competition of the retailers, to whom this class of trade rightfully belongs.

Some years ago this matter was brought before the Retail Grocers' Association and the wholesalers were requested to sell goods only to the retailer. This request was granted, but during the last year or two the wholesalers, as well as some of the manufacturers, have not only been selling hotels, restaurants and boarding houses, but have instructed their agents to call and solicit their orders, offering them terms and prices corresponding to those given the retail merchants. I have personally observed during the last few weeks agents from some of the local wholesale grocery houses, from some of the coffee and tea houses, and from some of the manufacturers that sell direct to the retail trade, calling upon such trade as the three cent restaurants on Canal street, the small bakeries in various parts of the city, and all of the hotels, selling them goods which were in many instances not collected for on delivery, showing they are giving the consumers a regular line of credit.

This is harmful in many ways. It not only robs us of trade we should have, but oftentimes forces goods to be sold at cost in order to meet this unfair competition. Would the wholesaler or the manufacturer lose any trade by refusing to sell others than retailers? Would not the retailer secure this trade and be able to buy an equal amount in return? Is it right that the jobbers should load the retailers with merchandise, expecting their pay in a reasonable time in return, and then by selling the consumer fill the only avenue of trade known to the retailer at prices which leave no room for competition?

As members of this Association we must protest against this unfair treatment and take such action as will prevent its continuance.

It was stated that positive proof had been secured to sustain the above charges, in the shape of receipted invoices, whereupon the following resolution was unanimously adopted:

Whereas—It has come to our attention that certain wholesale grocery houses are selling goods to restaurants and boarding houses; and

Whereas—Such a policy is detrimental to the interests of the retail trade and not in keeping with the professions of the wholesale trade; therefore

Resolved—That we hereby express our disapproval of such a policy and take this means of warning the wholesale trade that a continuance of the practice

will not be tolerated by this Association without protest;

Resolved—That unless the above is corrected, the names of the offenders will be communicated to every member of the Association.

B. S. Harris presented a statement showing the growth and expansion of the beet sugar industry, as follows:

The growth of the beet sugar industry in this country has been quite rapid within the past two years, and the outlook promises a further expansion in the industry. The following factories were in operation in 1898, with a statement of their daily capacity in tons:

Alameda Sugar Co., Alvarado, Cal.	800
Binghamton B. S. Co., Binghamton, N. Y.	350
Cal. Beet Sugar & Ref. Co., Crockett, Cal.	500
Chino Valley Beet Sugar Co., Chino, Cal.	1,000
First New York Beet Sugar Co., Rome, N. Y.	200
Los Alamitos Sugar Co., Los Alamitos, Cal.	700
Michigan Sugar Co., Bay City, Mich.	350
Minnesota Sugar Co., St. Louis Park, Minn.	350
Norfolk Beet Sugar Co., Norfolk, Neb.	350
Ogden Sugar Co., Ogden, Utah	350
Oregon Sugar Co., La Grande, Oregon	350
Oxnard Beet Sugar Co., Grand Island, Neb.	350
Pecos Valley Beet Sugar Co., Eddy, N. M.	300
Utah Sugar Co., Lehi, Utah	350
Wisconsin B. S. Co., Menominee Falls, Wis.	200
Total	6,400
Factories building—nearly completed.	
Spreckles Sugar Co., Spreckles, (Salinas) Cal.	3,000
Pacific Beet Sugar Co., Oxnard, Cal.	1,000
Union Sugar Co., Santa Maria, Cal.	500
Total	4,500

Besides the above there are three more that will be in operation this year, situated at Grand Junction, Colorado, Bay City, Mich., and Pekin, Ill. Beside these, six other companies, the organization of which is well advanced, are expected to be located at Rochester, Cairo, Benton Harbor, West Bay City, Monroe and Alma, Mich. Factories are also planned for Lyons and Dunkirk, N. Y., Grand Haven, Port Huron and Kalamazoo, Mich., and Springville, Utah. Rumors are also afloat of plants to be built at Penn Yan, N. Y., Toledo and Sandusky, Ohio, Corunna, Alpena, Mt. Clemens and Tawas City, Mich., Hamlet, Ind., Omaha, Neb., Sioux Falls, S. D., and Fresno, Cal. Regarding bounties the Washington Legislature has a bill before it giving bounties to the industry confined within its borders; that in Indiana has been defeated, while in Illinois the Legislature has a bill in both houses giving bounty. In Michigan the new bounty has caused a large expansion of the industry. In Nebraska the industry is reported thriving, but the bounty experiment is not a success. In Minnesota the bounty will probably be continued two years longer. In Iowa the State is making experiments to determine whether sugar beet growing can be carried on with profit. Kansas has been found to lie outside the beet belt.

There being no further business, the meeting adjourned.

### Hides, Pelts, Furs, Tallow and Wool

Hides are some weaker in price, while sales have been fully up on good stock. As hides get poorer, the percentage of seconds is greater. No. 1s are not what tanners desire for best stock and they are trying hard to shade prices.

Pelts are few in number. Prices are nominal, but full value.

Furs are rather slow of sale and few in number and poor in quality. March sales in London, beginning on March 10, will establish prices for the balance of the season.

Tallow is in good demand, both for edible and soaper's use. Prices are a shade stronger, although no material advance is expected.

Wool is stronger, with light sales, while prices East are fully 1c per pound higher. The demand is for coarser grades. Fine is low in stock. Sales of heavy-weight goods were disappointing. Wools in London are 6@8c above the importing point. Wm. T. Hess.

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

### The Grocery Market.

Sugars—The raw sugar market is very strong at the basis of previous quotations, which are 4 $\frac{3}{4}$ c for 96 deg. test centrifugals. The refined sugar market took an unexpected turn on Monday and the American Sugar Refining Co. advanced packages and 5 lb. bags 1-16c and all other grades  $\frac{1}{8}$ c. Arbuttle followed with the same advance on barrels, but advanced his packages  $\frac{1}{8}$ c. The market is very strong at the advance and a fair business is being done. The foreign market on both cane and beet sugars is higher and this adds strength to the refined situation.

Canned Goods—There is a moderate demand for futures in both corn and tomatoes. Packers of corn are holding very firm at opening prices, but there are very few tomato packers that are willing to sell even at an advance of 2 $\frac{1}{2}$ @5c from opening prices. Three pound second yellow peaches are in a very strong position and prices have advanced fully 15c. Gallon apples are scarce and very few are being offered. Owing to the continued cold weather, there has been no packing of oysters for three or four weeks. Stocks in packers' hands are getting low and prices have advanced 5c. Sardines continue to advance and prices will undoubtedly go higher still, as stocks are light and well under control.

Dried Fruits—Raisins are firmer and tocks of Pacific ungraded are entirely cleared from first hands. The Raisin Growers' Association report but thirty-five cars of Pacific 2 crowns and standard ungraded in their hands and these comprise the entire stock of low grades on the Coast. Pacific ungraded in second hands are being held at an advance of  $\frac{3}{8}$ @ $\frac{1}{4}$ c. On account of the increased demand, prunes have advanced about  $\frac{1}{4}$ c. Peaches continue to advance and there is nothing of fair quality now obtainable from first hands under 9 $\frac{1}{2}$ c in sacks. Dates are in good demand at an advance of  $\frac{1}{4}$ c. Currants are the only thing in the dried fruit line that show any weakness and prices have declined during the past week  $\frac{1}{8}$ c on bulk goods.

Rice—The foreign grades of domestics are scarce and higher; low to medium grades are in fair supply, with no change in prices. The trade is turning to the imported Japan as showing better value than any domestic sorts.

Molasses and Syrups—Owing to the heavy demand for corn syrup, prices have been advanced 1 $\frac{1}{2}$ c per gallon and 9c per case. Manufacturers report that they are oversold from two to three weeks. The demand during January and February was larger than it has ever been in the history of corn syrup and, although factories have been running to their fullest capacity, manufacturers have been oversold continuously.

Cereals—Although the oatmeal combine fell through, there has been no change in prices of rolled oats.

Chewing Gum—It was announced last Saturday that the proposed combination of leading chewing gum manufacturers, which has been under way since last November, had received another setback. Whether the negotiations will be resumed and the combine completed is an open question.

Provisions—The demand during the cold spell was very heavy, with difficulties of shipment so great that jobbers refused to shade their prices during that time. Since the resumption of business, however, the demand is not so active and jobbers are making concessions to stimulate trade. Generally,

prices are unchanged and the prospects are for a steady market for some time.

Fish—Mackerel has been especially active, although prices have not advanced. There will likely be higher prices, however, as stocks are getting reduced, and fresh fish has also advanced. Cod is higher in price and the demand is fair. Salmon is unchanged and is booked to advance as soon as the season gets older. Domestic sardines are advancing all the time and are likely to advance still further, as a syndicate is said to be in control.

### The Grain Market.

The very large amount of wheat on passage—9,200,000 bushels—and the large receipts in the Northwest have had a weakening effect on that cereal, and the longs sold out and the bears took courage and put out new lines; all this in spite of crop damage reports all over the winter wheat belt. While in our opinion the extremely cold weather did not hurt wheat, we think the freezing and thawing of the last week certainly has injured the growing crop very materially; in fact, more so than many think. Russia and Argentine are making freer offerings, which also depressed the market. We consider the present as a weather market. It will, however, be only a short time when the status of the coming crop will be settled.

Corn is also weak, owing to the large increase of 1,511,000 bushels. However, stocks in first hands are not nearly as large as they were at the corresponding time one year ago. Should there be much foreign demand, prices will enhance.

Rye has also fallen 1c in price since our last report. That cereal depends entirely upon what exporters will pay.

Oats are of an even tenor. They remain remarkably steady, with a stronger tendency.

Receipts during the week were 42 cars of wheat, 26 cars of corn and 18 cars of oats.

Mills are still paying 68c for wheat.

C. G. A. VOIGT.

The Tradesman regrets to learn that the equality plan for the sale of sugar is in jeopardy, and that if it is abandoned at this time it will probably be a long time before it will ever be restored. The Tradesman has frequently had occasion to commend this plan, because of the good results it has brought the retail trade, inasmuch as it has enabled the retailer to buy understandingly and dissipate the demoralization which existed prior to the adoption of the plan, when the retailer had no means of knowing whether he was getting bottom prices on sugar or not. The abandonment of the plan at this time would not only be a serious loss to the jobber, because it would precipitate an era of strife and price cutting, but it would be even more serious for the retail grocer, because it would place him more fully at the mercy of the department stores in the cities and of the catalogue houses in the country. It is understood that the American Sugar Refining Co. would prefer to keep the plan in operation and will do so as long as the jobbers stay by the trust and handle trust sugars exclusively. Whenever they break away from the trust and begin handling the output of the independent refineries to any extent, the American Sugar Refining Co. will be compelled to abandon equality for self-preservation.

## Woman's World

### One View of the Marriage Question.

Ever now and then some one of those amiable people whose mania in life is collecting statistics sets up a wail over the decline of matrimony. Among the last of these is a worthy and distinguished clergyman, in charge of a parish of well-to-do people in Jersey City, who says that although his congregation increases in numbers yearly and the collections grow bigger, still there is a continual falling off in the number of marriages. This condition of affairs he attributes solely to the women being too fond of style and luxury to be willing to begin life in the humble way in which their parents did. Girls expect to be supported in the way to which they are accustomed, and as this requires more than the average young man can afford, they drift into a state of irremediable celibacy; and to prevent this catastrophe the good brother advises young people not to wait until they get too well off before marrying.

Inasmuch as woman's part in courtship is merely passive, and the most she can do, under any circumstances, is to put herself in an attitude to receive the blessing, as they used to say at old-fashioned Methodist love feasts, and, furthermore, as all of us can court up on the fingers of one hand—and have fingers to spare, too—all the women we have personally known who remained spinsters of their own free will and accord, it seems a bit unfair to lay the whole of the decline and fall off of matrimony on women. To an unprejudiced observer it looks like the men might be at least a little lacking in enthusiasm on the subject themselves. Women are proverbial for taking leaps in the dark without counting the cost, and nothing short of actually seeing it ourselves would convince most of us that a woman won't marry if sufficiently urged.

In reality there is nothing more pathetic than that the world should be banded together to view matrimony altogether and solely from a sentimental standpoint, when it is the one thing in the whole course of our existence to whose consideration we need to bring the most good, hard, common sense. To such an extent has the romantic fallacy been carried that if a couple of callow young creatures imagine they are in love, public sentiment actually backs them up in getting married, although they may have never a cent with which to pay the butcher and baker and candlestickmaker. It is precisely as if we thought that life ended, as a novel does, with the wedding, and the happy couple would not be hungry for beefsteak and onions by the next mealtime.

No one would undervalue the beauty and the sacredness of love, but it is a cold fact that it is not sufficient capital on which to marry, and those who start out with no other resource soon find themselves bankrupt in sentiment as well as purse. No man is in a proper frame of mind to be a lover when he is hungry, and the affection that has got to stand the wear and tear of shabby clothes and the harassment of unpaid bills is pretty apt to soon show signs of wearing out and frazzling around the edges. This may not sound soulful, but it is the straight truth. Anybody who would advise young people to get married without a settled and definite way of making a good living, on the theory that they would get along somehow, would recommend a man who couldn't

swim to jump overboard at sea because there have been people who didn't drown.

So far from there being anything discouraging in young people pausing and considering before they plunge into matrimony, it is a cheerful and hopeful sight. It is a sign that they are beginning to look at the subject with some sense, that fewer foolish and ill-advised marriages will be made, and that the divorce court will have far less work to do than it has now.

In theory and poetry love is enough. Practically it is very far from being enough. In the first flush of love a man thinks that there is nothing on earth that he would not sacrifice for a girl. Sometimes, while he is still of that opinion, he marries her, and then he finds out that the income that made one person very comfortable can make a family very uncomfortable. He is a gentleman, and has a gentleman's tastes. He has been accustomed to dressing well; to the luxury of his cigars; to taking a trip off every summer that brought him into contact with charming and interesting people that brightened and freshened him up. In a word, he lived well. Now, with a family to support, he is unmistakably shabby; he must live in a poor little cottage, where the ugliness and cheapness of everything outrage a taste that is educated up to Turkish rugs and old blue china; he is forever dodging bill collectors, and his knowledge of the plays and operas in which he delighted dwindles to a hungry scanning of the billboards and pictures on the walls.

Is it any wonder that a sensible man, confronting this condition, pauses on the safe side of matrimony and asks himself if love is going to make up to him for the sacrifice of all the tastes and habits of a lifetime? Indeed, he might well go farther, and ask himself if he will even love the woman who is now so dainty and pretty in her beautiful clothes and artistic environment when she is careworn and workworn and shabby and presents a sorry contrast to women more fortunately situated. I have seen, and you have seen, men drag women down to poverty, and then turn from the hard-worked drudge to some lovely creature in shimmering silks and filmy laces who answered the dream of softness and beauty that is every man's ideal of the eternally feminine. It is a tragedy of tragedies, with perhaps no one to blame. It is the craving, gnawing desire for what appeals to our souls that will not be denied.

With a woman, although she seldom does consider the wisdom of marrying, the need is even more urgent of using some common sense. Under heaven there is no other woman so badly off as the woman of refined and educated tastes who is married to a very poor man, and who must combine in her own person wife, mother, cook, housemaid, seamstress and nurse. The lot of the so-called working woman, in comparison, is one of idyllic ease and luxury, for she, at least, has some hours out of the twenty-four when she can rest and sleep in peace, with no fear of any calls being made upon her, and has, however scanty her earnings, some money to devote to her own personal needs. Of course there are women strong of body and strong of purpose who do not find marriage, under such conditions, a failure, but such instances are not common, and many a girl has felt after the honeymoon waned like singing the refrain of the old song, "I Had a Good Home

and I Left It." Any woman contemplating such a venture should think of it long and carefully before she takes the fatal step.

But, say the advocates of indiscriminate matrimony, these young people could get married if they were willing to go back and begin life like their parents did. It is a nonsensical argument. Nobody can go back to tallow dips after using electric lights or the stage coach after the automobile. It is true that we demand more luxuries than our parents had, but we are used to more and have greater needs. It is not convincing to say we ought to be happy in a log cabin in the forest because our forefathers lived that way. We know very well we should be miserable without beauty and comfort in our surroundings. Rightly or wrongly, there is the cultivated taste to be dealt with, and so we are left with a condition that the theory doesn't fit.

I do not say that only the rich should marry. Far from it. I believe that the very happiest and most congenial marriages in the world are those where young people with moderate means have married and worked their way up together by thrift and industry; but unless there is sufficient income to maintain them in comfort, in the way of life to which they have been accustomed to live, it is a hazardous experiment to try. It is better to be laughed at because you are not married than it is not to be able to laugh because you are.

DOROTHY DIX.

"You can't tell me there is nothing in the theory of reincarnation," remarked a traveling man, "for I know there is. I was down in Florida recently, and in St. Augustine I saw a snob dog, an out-and-out snob. His name is Towser, and he is just a common yellow dog—lives in the street and belongs to no one. In the summer, when no wealthy Northern people are in the town, he plays with all the middle-class children and dogs and will greet patronizingly the middle-class men and women who know him. But in the winter, as soon as the season begins, he attaches himself to some rich New York family—loafs in their yard, tags their footsteps or carriages all about the city, attends them to church and home again, and, so far as he is able, makes himself one of them. For his meals he has been forced to resort to the back yard of a plain, good woman who pities him and feeds him regularly; he is friendly with her at his eating hours, but never so far forgets himself as to wag his tail at her on the street or when he is with more pretentious people. When society functions take place in St. Augustine there is Towser; golf matches, afternoon teas, picnics or boating parties, all are attended by him with most conventional regularity. He never greets any ordinary acquaintance when thus socially engaged, and has even been known not to eat for several days when a fashionable wedding was on his mind. With the swell dogs of St. Augustine Towser never has any rows, having, no doubt, studied the politic art of being agreeable; but with commoner curs he is irritable and defensive. That dog has been human in his time, and I'd give a penny to know who he was."

Never marry a girl who thinks she may learn to love you. A little learning is a dangerous thing.

There is always room at the bottom—of the early strawberry box.

### The Charm of Repose.

Among the most attractive qualities that any woman can possess is the charm of repose. The reverse of this is so generally true—women are nearly always so fidgety, so nervous, so hurried—that to find one who moves about quietly and assuredly, without excitement, and with a tranquility unshaken by the little events of life, is as refreshing as the quiet of the dusk after the turmoil of the day, and gives to us something of the same restful feeling.

So many women, in their desire to gain admiration, feel that they must be continually doing something to attract attention to themselves. They laugh and giggle until we feel like crying out with the harassed hero of Tennyson's poem, "Prithce, weep, May Lillian;" they flutter about a room, they talk ceaselessly and exclaim and ejaculate over every trivial happening; they fidget with a fan or their ornaments until they have exhausted their own nervous force as well as ours with meaningless movements.

Nothing could be a greater fallacy than to imagine this wins admiration, especially from men. Pettish, fussy and erratic ways are amusing enough when a girl is under 20 and the man very little more, but after that the grown man wants peace of mind and body, and he turns to the woman who can rise above the petty annoyances of life, and who does not demand too much of his enthusiasm. There is a great passage in one of Tolstoi's novels where the young wife of an old man goes to her husband with all the pent-up story of her struggles and temptations and emotions. He listens to it, and then gives her only the smile of a man anxious not to be disturbed.

There are many times when every woman feels the same thing. We get, in time, to dread those of our friends who are intense, who are always either in absurdly high spirits or preternaturally blue. They make too great drafts on our sympathy, for they demand that we shall feel as they do about everything, and it is a relief to turn to the placid woman who gives us nothing but the sense of rest and peace.

Another argument, if it were needed, in favor of cultivating repose is that it does more to keep one young than all the cosmetics ever invented. Irritability makes wrinkles, worrying is the sure forerunner of gray hairs, excitement shortens life. It is the quiet woman of reposeful manners that the years pass by without leaving a mark. Another thing is that the woman who can keep calm is always the one who succeeds. She is always master of herself and any situation, and she never knows those awful hours with which most of us are too sadly familiar when one has to reënt in sackcloth and ashes the thing one did and said in the moment of excitement. In nature and human nature it is the great silent forces that are irresistible.

CORA STOWELL.

### He Probably Told the Truth.

A minister who was preaching an old-fashioned New England funeral sermon, and winding up with the usual barrowing address to the mourners, turned to the husband of the deceased and asked, "Do you wish her back, John?"

"No," was the response, in a tone of deep resignation.

The neighbors, speaking of it afterwards, said they guessed John told the truth, for within a month he was married to another woman.



**RANDOM REFLECTIONS.**

I continue to hear significant stories from Lake Odessa concerning the financial investments which are occasionally made by A. C. Hager, the butter and egg dealer who made such a fiasco last spring. I am told that within a few months after he "failed" he paid spot cash for one of the finest residences in town, the title being held in his wife's name, and that since that time he has made occasional investments which show that he did not "fail poor."

\* \* \*

I had a pleasant talk the other evening with John C. Wenham, who was a merchant in this city for about ten years back in the '60s. He began as a hat and cap dealer and later on added furs to his line. He not only bought the furs from the Indians and trappers hereabouts, but had them tanned by New York experts and manufactured them here under his own supervision. As illustrating the margins which obtained forty years ago, he stated that a set of furs which cost him \$25 he found no difficulty in selling at \$125, while the same class of goods were selling in Chicago and New York for \$200. Later on he added the manufacture of buckskin gloves and calfskin mittens, which cost him about \$9 a dozen and found ready sale at wholesale for \$24 a dozen. Later on he decided that a line of millinery would be about the right thing to add to his stock, and he accordingly purchased an assortment of hats on the occasion of his next trip to New York, at an average of \$21 a dozen. The hats fell flat the country women turning up their noses at them with the remarks, "We never saw anything like that before," and "We never saw anyone wear a hat like that." Mr. Wenham thereupon saw that he had made a mistake; that he was one year ahead of the times; that, instead of wanting hats which were in the height of style, the women wanted something a year old, and he accordingly decided that he would undertake to give his customers what they wanted. The next time he went to New York he looked up a house which was retiring from business and opened negotiations for their entire stock of antiquated headgear. They offered him the outfit at \$2 per dozen, although it was the same class of goods which he paid \$21 a dozen for the year before, and finally struck a bargain for the entire assortment at 75 cents a dozen, which he shipped to Grand Rapids and closed out within three months at from \$9 to \$24 per dozen. Mr. Wenham succeeded in cleaning up about \$40,000 during the ten years he was in the mercantile business, and sold out to a man named Woodbury, who failed inside of a year. The purchaser bid in the stock at 45 cents on the dollar, and he, in turn, failed inside of a year, showing that the remarkable success of Mr. Wenham was due to those inherent qualities which have rendered him successful in every undertaking in which he has embarked and not altogether to the remarkable opportunities for making money for which Grand Rapids was then noted.

\* \* \*

"The sample furniture business has undoubtedly reached the zenith of its glory," remarked a leading retail furniture dealer, "and from now on there will be a steady decadence to the business. A few years ago there was a craze to buy sample pieces of furniture, due to the fact that the people generally thought they were securing genuine bargains. The advertising of sample fur-

niture the year around and a realization of the fact that more sample furniture was being sold in the city at retail than was brought into the city, ten times over, naturally caused the consumer to open his eyes to the fact that in most cases he had permitted his cupidity to bias his judgment. Where the purchaser was a mechanic, he soon discovered that sample furniture is anything but perfect; that while the pattern and finish are all that can be desired, the article has frequently been put together and taken apart so many times that it possesses less strength than regular goods. These facts are causing a decided reaction in the craze for sample furniture, and as dealers have learned that it is more satisfactory to handle staple lines than sample odds and ends, it is quite likely that the sample furniture business in time will disappear entirely."

**The Hardware Market.**

During the past month the market has been in an excited condition and a number of important changes have been announced. There has also been a disposition, on the part of the manufacturers, to withdraw prices, even when higher quotations are not made. Some of the advances, as for example in nails and wire, are somewhat startling in their extent. The new arrangement on steel goods was consummated so quietly that very few, even of the largest trade, were aware that negotiations to this end were in progress. A great many goods are held more firmly, as extreme discounts, special terms, etc., are withdrawn by manufacturers, in which case jobbers are following suit, even where there has been no intimation to the trade of such hardening of prices. Several new lists have been adopted and it is understood that others are under revision. The volume of business continues to be heavy, the retail trade stocking up freely, encouraged by the upward tone of the market and the anticipation of increased business for the coming year.

Wire and Nails—The recent advance of 25 cents per cwt. on both wire and nails came as a surprise to the trade, as it was not expected such a large advance would be made all at once. Jobbers, as a rule, are taking advantage of the present advance and, while none of them have any large contracts unfilled, their selling price is based on the advance recently made. There is no indication that any lower price will be made during the coming season, and it is expected by some that a still further advance will soon take place, until the price of nails reaches \$2 f. o. b. mills.

Steel Goods—Owing to the low prices that have been prevailing on these goods for the last two or three years, and the increased cost of material used in making them which has taken place during the last four months, a recent advance of from 15 to 20 per cent has been made, which covers the entire line of steel goods. As noted in our former remarks, this advance was not anticipated just at present and jobbers, as a rule, had no large contracts unfilled.

Wrought Iron Pipe—The manufacturers of wrought iron pipe have adopted a revised price list, with one discount to cover the same. New lists will soon be in the hands of jobbers, when they will be mailed to retailers. The present discount, as quoted by the jobbing trade, is 60, 10 and 10 per cent to 60, 10, 10 and 10 per cent.

Rules—The market on boxwood rules has for a long time been in a demoral-

ized condition, very low prices prevailing. Owing to the increased cost of material, the manufacturers finally agreed among themselves to make an advance, which at the present time amounts to 20 per cent., and it is believed that still further advances will be made.

Picks and Mattocks—At a recent meeting of manufacturers, a revised list was adopted and the discount advanced, which in some cases equals 25 per cent. over the former prices.

Pumps—The majority of the leading pump concerns have revised their lists and discounts. The advance ranges from 10 to 30 per cent., depending upon articles purchased.

Rope—Owing to the continued hostilities in the Philippine Islands, Manila fiber has advanced, which also affects the sisal. The consequence is, there has been an advance over the prices ruling early in January of 2c per pound on both Manila and sisal. This advance also extends to binder twine.

Miscellaneous—Advances have taken place on the following goods, but just at the present time we are not able to give the prices ruling, but dealers can secure them by corresponding with their jobber. Augers and bits, about 20 per cent.; lawn mowers, 10 per cent.; steel yards and scale beams, 20 per cent.; cast iron butts, 10 per cent.; poultry netting, from 10 to 15 per cent. On poultry netting jobbers are quoting 80 and 10 per cent. to 85 per cent. off list, the price depending somewhat on quantity wanted. Both plain and coppered market wire have been advanced about \$5 per ton; coil chain has been advanced 1/2c per lb.; bright wire goods, 20 per cent.; porcelain kettles, 20 per cent.; screen wire cloth is now being

quoted by the jobbing trade at \$1.25, but in some instances this price is shaded. It is to the interest of the retail trade to pay pretty close attention to the market, as there is hardly anything in the hardware line that it will not be necessary to advance from 10 to 30 per cent. Owing to the advanced cost of raw material, this applies to all classes of tinware and anything which contains brass, copper, tin, iron or steel. By those conversant with the situations now prevailing in the market it is not believed that any lower prices will be made during the coming season.

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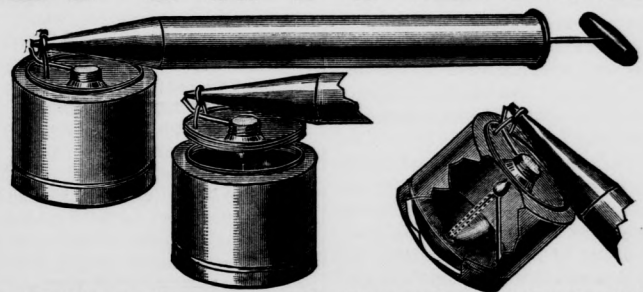
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E. A. STOWE, EDITOR.

WEDNESDAY, - - - MARCH 8, 1899.

### THE REPROACH OF POLITICS.

A few days ago, in a conversation with a citizen who is to a certain extent a professional politician, but who is fairly honest and patriotic, and who has a very considerable regard for the public good, and who is also a person of more than usual breadth of mind and culture—qualities not common in a politician—something was said concerning the neglect of what are called the best citizens, of their political duties, and of the fact that political control has to a large extent fallen into the hands of selfish and reckless adventurers and their mercenaries, and the fact was deplored.

That the American people are criminally neglectful of the highest obligations that their constitutional liberty and free institutions impose upon them is patent to every observer, and it is the cause of all their serious troubles arising from misgovernment and political dishonesty. Many writers from our own, as well as foreign, countries have commented on the fact, and have offered explanations of the state of affairs. Of course, no great evil that infests our political system is due to any single cause, but is rather the product of many. Nevertheless, it may generally and properly be attributed to one that is more potential than the others.

If there is one duty which, above all others, is imposed upon the American people, it is that of preserving in all their original force and purity the liberty and institutions which they inherited from their fathers, and yet, in the comparatively brief period of a single century the term "politics" has become one of reproach; the public service of the country, from that of the National to the various subdivisions of municipal government, has come to be regarded as a prey to be seized on by any who can lay hands upon it. Of the political managers generally, the less said the better. They are self-seekers, surrounded by clans of supporters, who are so strictly for plunder.

It is plain that if what are called the best citizens abandon their public duties, from their unwillingness to do duty, the public service will be seized on by a lot of political brigands who have only advantage and self-advancement in view, and who, in order to carry out their designs, assemble as many followers as they can be promising them plunder. These mercenaries are often as desperate and as character-

less as the Condottieri of the Middle Ages or those Turkish auxiliaries known as Bashî Bazouks.

Under such influences government is carried on; policies are shaped; legislation is consummated, and the public business is administered for the benefit of a few. The neglect by the alleged best citizens of their public duties is, to a large extent, attributable to extreme selfishness. Not only is it claimed that they are unwilling to give up the time which would be consumed in the performance of those public duties, but it is charged that they can get more benefits in the way of contracts, concessions and the like when the brigands are in control of affairs than when different conditions obtain. The Condottieri are willing to pay liberally if their domination is unquestioned and undisturbed, and, since it is only the people who are to be robbed, the administrators of the plunder can well afford to be liberal in handing out favors to those from whom aid is desired or opposition feared. Thus it becomes to the interest of so large a number of influential persons to assist in maintaining in office gangs of self-seeking and unscrupulous politicians that even the alleged best citizens will not, save in extreme cases, rise up against them.

It is getting to be so that political campaigns are no longer run on principle; but the enquiry of those who are called on to support competing politicians is: What is to be made out of it? It is wonderful, under the circumstances, that public affairs are not worse conducted than they are, or that there are so few office-holders who are actual thieves.

If the primary elections were protected by laws, as are the general elections, and if the people would turn out to the primaries and take a proper part in making nominations for public office it would be possible to defeat the political brigands and put better men in office; but so long as the nominations are made in packed conventions and those who ought to control the nominations take no part in them, politics in the United States will continue to be what it is. Theoretically, politics is the science most conducive to human good. It is the science of ameliorating the social and moral condition of mankind, just as all physical science tends to the improving of the bodily comfort and convenience.

The purpose of the science of government, of political science, in a country where popular government and free institutions prevail, is to discover and apply to the best advantage the methods that may enable all citizens, rich and poor, to share alike in the inestimable privileges of making their own laws, of choosing their own public servants, and in bearing in proportion to their means the burdens that their participation in the government entails. Such is the theory. The practice is vastly different. It means benefits for some and burdens for all the balance.

The St. Joseph (Mo.) Journal of Commerce is carrying three separate advertisements of Sears, Roebuck & Co., which the Tradesman would construe as an affront to the retail trade, because the advertiser is one of the most merciless of the catalogue houses.

That this is the day of little things, Edward Atkinson does us a favor in showing that the egg trade of this country is nearly a million dollars a week and growing fast.

### GENERAL TRADE SITUATION.

It is encouraging to note, as an indication of the strength of the situation, that there is developing a decided upward tendency in price movement not only in manufactures but in wage schedules. Many concerns are voluntarily restoring the rates before the great decline in prices and others are meeting the demands of employes with great readiness. Considering how slight an advance has been made in the prices of manufactured products since the era of greatest depression ever known, it is a matter of wonder and reassurance that conditions warrant such an early and substantial advance in this direction.

It is a healthy indication that the period of unprecedented activity on the stock market should be followed by one of greater quiet. This, however, is in no sense a reaction, as prices are maintained in most lines, and the changes to higher levels of the more standard securities nearly offset the declines of the more speculative holdings. In looking for the explanation of the lessened movement it is well to note that the previous demand was the consequence of the great pressure of capital for employment. This was partially met by the investment in stock securities for permanent holdings, but more largely in the tremendous increase in the creation of new stocks attending the organization of countless combinations in almost all lines of industry. Indeed, the record of such organizations almost transcends belief, no less than \$1,106,300,000 industrial stocks and bonds having been created in two months. The Financial Chronicle, in giving a table showing the aggregate, only \$57,500,000 being of bonds, states that combinations are omitted which have not yet definitely matured, such as the whisky combination, with \$128,000,000; the copper, with \$100,000,000; the smelting and refining, with \$50,000,000; the bridge-building, with \$50,000,000, and the writing-paper, with \$40,000,000. Before the ink was fairly dry this account was supplemented by the woolen combination, for which it is asserted that \$10,000,000 was subscribed in ten minutes, the proposed capital being \$50,000,000, while another is under way in heavy-weight goods. It is not easy, in these times, to keep up with events, but the crop of new industrial stocks would seem to be nearer \$1,525,000,000 already in 1899, instead of about \$916,000,000 in the whole year 1898.

While the decreased activity in the market of old stocks would naturally affect the aggregate of bank clearings, this is more than offset by the demand in the formation of so many great corporations. Business of all kinds is heavy, and the payments amounting to \$6,980,000,000 in the twenty-eight days of February—25.6 per cent. larger than last year and 33.5 per cent. larger than in 1892—indicate a relatively greater business than payments of \$8,492,000,000 in the thirty-one days of January, for annual disbursements of interest and dividends account for a large difference. The daily average of payments through the principal clearing houses was 54.2 per cent. larger in February than in the same month of 1892, and in January was 52.2 per cent. larger. Over half the increase naturally appeared at New York, but at all points outside that city the gain over February 1892 was 22.1 per cent.

While wheat demand and prices have been good, there has been a tendency

to decline in the latter, although the change for ten days past is but slight.

The iron situation still shows the utmost strength, prices of most lines having advanced simply on account of the inability of the works to handle the business offered. Of course, this movement can not continue much farther without serving as a check upon the demand.

The reported combination of some great woolen mills is a new departure for that industry, in which individual enterprise, skill and character have counted for so much in the past, but it is not yet known how far it may be extended nor by whom it will be practically handled. The business has been somewhat better of late, although by no means satisfactory. Cotton goods have not ceased to advance, while boots and shoes show no important change.

The controversy over the days of grace on sight drafts having resolved itself into a discussion between the banks and lawyers on one side and the business men on the other, it ought not to take the Massachusetts Legislature long to decide which of these classes is the more competent to judge as to the needs of those most concerned and directly affected. The banks act merely in the capacity of the collectors for the drawers of the drafts, the lawyers standing ever ready to defend either party in a suit at law growing out of the transaction, while the merchant, by honoring the draft, takes serious chances of paying for something that he has not bargained for or that is not according to agreement, to say nothing of the other annoyance and possibility of loss and business standing which have been enumerated.

The governments of the world will shortly receive notice from the Prussian government announcing the meeting of a tuberculosis congress, which will take place in Berlin from May 24 to 27 next. All scientists in the world who are interested in the subject are invited to be present. It will be the aim of the congress to see if something can not be done to search out all cases of the disease in large cities, and isolate them in special places for treatment. It will also be suggested at the congress that diseases of the lungs receive more attention in the medical universities, and that special pains be taken to give the student every opportunity for observing the patients under treatment. The subject of special hospitals for diseases of the lungs will also be discussed.

The growing consumption of alcohol by certain classes in France is causing a certain amount of anxiety to the military authorities. This anxiety is evidenced by a series of posters which have just been placed in all the barracks of the garrison of Paris, which clearly expose to the eyes of the soldier the ravages produced by alcohol on the human system. These bills, which have been freely exhibited in the dormitories, lavatories and dining-rooms, show the internal organs of a person addicted to drink and those of a sober, healthy man. These diagrams are accompanied by a notice which enumerates the effects of alcohol from a pathological point of view and the consequences of alcoholism from a moral standpoint.

If the Filipinos will only be patient and good for a few weeks longer, General Otis will probably be in a position to arrange for them to enjoy a quiet and restful summer in the distant retreats of the mountains of Luzon.

## MEN OF MARK.

E. M. Sly, Secretary and Treasurer  
Petoskey Lime Co.

In tracing a life we like to go back of it to see what its sources were, what characteristics it inherited and what its environments did for it. In the case of the subject of this sketch it is interesting to note that the grandfather, Seneca Sly, was one of the early pioneers in Illinois when Illinois was a vast unbroken wilderness and Chicago a mere name.

Those were the times that bred sturdy independence and sterling worth. In these days when we have everything ready at hand we have no appreciation of the difficulties and hardships of breaking Nature to one's will and of depending upon one's own hands for food, clothing and shelter. But whatever the difficulties, they trained men to splendid habits of painstaking thrift and economy, and such men left to their descendants something more valuable than broad green fields or bank stock as a heritage. They bequeathed to them their sturdy common sense and their capacity for hard work.

We see the advantages of this heritage in the next generation, when Eugene R. Sly, father of Elliott M. Sly, found himself, after many years of hard work—three of which was spent in the service of his country—with his honor and integrity assailed and in dire straits financially. Coming to Northern Michigan in 1885, he embarked in a new business, that of lime burning, having previously invested in a tract of limestone seven miles west of Petoskey on Little Traverse Bay. He organized the Petoskey Lime Co., but owing to lack of good shipping facilities the business did not flourish. One disaster followed another in rapid succession and Mr. Sly soon found himself with a lot of dissatisfied stockholders on his hands demanding dividends and refusing to pay further assessments.

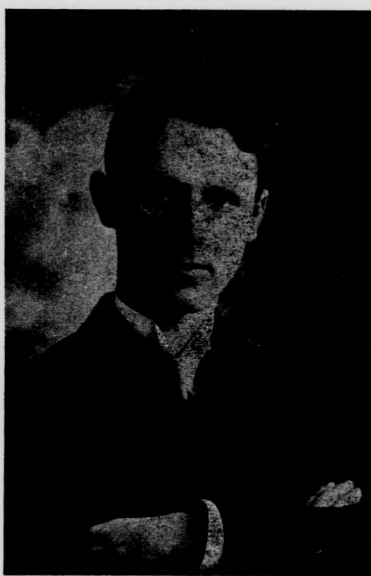
Then followed several years of the hardest kind of work, with everything apparently against him, although gaining gradually. He struggled on persistently. His reputation and honor were at stake, and he was determined to win. He met each new difficulty courageously and conquered it and finally had the satisfaction of seeing his business established on a firm basis.

During all these years of struggle his son Elliott worked for the company during vacations and at such other times as he could spare from his school, working first as lime-packer, then cooper, then foreman and last book-keeper, thus gaining a thorough knowledge of the business from the foundation up and learning lessons of industry and thrift.

He spent the winter and spring of 1889 in the Ferris Business College at Big Rapids. The next winter he was offered, and accepted, a position as teacher of book-keeping and arithmetic in the Business College at Muskegon. The following two winters he taught in the commercial department of the Whitehall public schools, being very successful as a teacher of commercial methods.

He greatly enjoyed this work and intended to continue it, but he had made himself so valuable in the lime business during the previous seasons that upon his return home in the spring of 1892 he was elected Secretary and Treasurer of the Petoskey Lime Co. and given entire charge of its office business. It was about this time that the Chicago & West

Michigan Railroad was extended from Traverse City to Petoskey, establishing a station near the kilns, which was named Bayshore. A postoffice was soon opened, as well as telegraph and telephone offices. From this time there was a steady growth in the business, and Elliott M. Sly proved that he had in him the energy and thrift of his hard-working forebears. From early until late he worked, discharging the positions of book-keeper, correspondent, shipping clerk and traveling man, and when the new 24x60 foot store building was completed in June of that year, he ordered the stock, marked and placed it and for four months was the only clerk, sleeping in the store and eating his meals from a lunch basket. The trade in the store, as well as the lime business, grew rapidly and in the fall the first clerk was hired. Since then the store has been enlarged to 44x100 feet with a large warehouse in connection,



and the trade now requires regularly the services of six or more clerks.

Mr. Sly has conclusively demonstrated his ability as a merchant, being a shrewd and careful buyer and a good advertiser. He has accomplished what very few others have ever succeeded in doing, the gaining practically all of the trade of his own employes, as well as that of the farmers from the surrounding country. No one except one who has tried it knows what it means to succeed with a store without previous experience. Mr. Sly has not only succeeded, but we venture the statement that not another country store in the State carries a better stock, or has better fixtures or a larger trade.

Although the mercantile business was growing rapidly during these years, the lime trade was making still more rapid gains, every year showing a good increase, the sales for 1898 being five times greater than those for 1891, and now nearly equaling the combined output of all the other kilns in the State. Mr. Sly attributes this remarkable growth to the many unequalled merits of "Petoskey Standard" lime, but his friends, although admitting the many good qualities of the lime, insist that his constant efforts to keep the quality up to grade, his prompt shipments and thorough business methods, especially in keeping the merits of the lime before the dealers, have had as much to do with its success as anything else. He wins many new customers and rarely loses an old one. The financial condition of the

company is now on a solid and profitable basis. The stock is entirely in the hands of E. R. and E. M. Sly, they having bought it up whenever offered for sale.

In addition to the store and lime trade the company operates a large mill, in which are manufactured lumber, broom handles, staves and heading. It has also worked up a good jobbing trade in cement, plaster and hair in connection with the lime.

Bayshore now has a population of 250, mostly employes of the Petoskey Lime Co., and is growing rapidly. During the coming summer a Presbyterian Church and a hotel will be built and a complete system of waterworks established.

Mr. Sly enjoys a popularity in the surrounding country. Last spring he was nominated by the Republicans for Township Treasurer, but was unable to go on the ticket as he already filled the office of postmaster at Bayshore. He is a member of the local Maccabee lodge, but this is the only order to which he belongs. Attends the Presbyterian Church, and is Republican in politics. He was married in June, 1896, to Miss Ethelynn Seegmiller, of Cadillac, and they have a 9 months old boy, which Mr. Sly insists is "the finest boy in Michigan."

In September, 1895, Mr. Sly was caught beneath a quantity of falling tone at the kilns and badly hurt. The Grand Rapids and other papers published the statement that he was killed. Only his strong constitution saved his life. At the present time he has almost entirely recovered from the injuries he then sustained.

Mr. Sly makes frequent trips in the interest of his business and is well known throughout the western part of the State. He has many warm friends in Grand Rapids.

We venture the assertion that very few men of 30 have accomplished half what Mr. Sly has, a though he himself says, "If I have been successful it is not because I have any special ability, for I haven't, other than an inherited capacity for hard work. I have never used a penny's worth of liquor or tobacco, and that has always enabled me to keep a clear head." He also says, "When I see the great numbers of young men who drink and smoke, and who leave their work or business for everything that comes along, who spend all their income, are forever changing their positions and not working very hard anywhere, and never give their employer the use of their brains, I am convinced that almost any young man who will work hard with his hands and brains, and moreover be economical, can be successful. I have many applications for positions in our office and store and yet find great difficulty in securing competent help."

Another thing, and perhaps the most important, to which Mr. Sly attributes his success in his chosen line of work is the circumstance that he is a "full-blooded Yankee."

Great Britain's imports from the United States in 1898 were two and a half times as large as its imports from any other country. Next in order of importance came France, then India, then Australasia, with Germany and Holland nearly equal for the fifth place.

When he recovers and reads all the beautiful things that have been said about him, Mr. Kipling will not regret the pneumonia.

The Kansas Legislature appears to have solved the problem of employing convicts in the penitentiaries of that State without offending persons engaged in local industries. The law providing for the manufacture of binding twine by the prisoners will work no hardship to Kansas mechanics, and it will certainly relieve the farmers of the Sunflower State of the tyranny of the binding twine trust. The latter institution will be unable to adopt its customary mode of dealing with competition. The convicts can neither be bought off nor bulldozed and the ups and downs of the stock market are wholly without influence upon them. Neither can the trust undersell the prison factories, which will get their labor practically free and which will enjoy an assured market almost at their front doors. The Kansas idea is suggestive of possibilities for other legislatures. The twine trust is not the only monopoly which might be seriously inconvenienced by the competition of convict labor.

It is said by some that the Dutch colonial system yields the largest riches, and it is a fact of interest that a great deal of wealth comes from the Dutch East Indies. "In Java of the present day," says Benjamin Kidd, the noted expert, "the greater part of the land is claimed by the government, and has been largely worked under what is known as the 'culture system,' instituted in 1832. A leading feature of the system has been forced native labor, employed in the raising for the government of produce to be sold in the Netherlands and in the colonial markets." But while not actually slavery, that system approaches so nearly to it that this country could not think of touching it, says the Baltimore American. Our new colonies must work out their own destiny under free government, and with the aid of American capital.

No law ought to be necessary to insure proper respect for the stars and stripes, among Americans, but since there is a disposition among a certain class of tradesmen to use the flag for advertising purposes there is no doubt that the legislation which the Daughters of the American Revolution have requested should be forthcoming. The flag is not an advertisement. It is an emblem, standing for something higher than soap, beer, shoe polish and stove blacking. The man who makes use of the flag to further the sale of his goods not only drags it down from its high level and prostitutes his own patriotism, but barter the sentiment of the flag, which is a petty form of treason. The people have had enough of it, and a law ought to be passed strictly limiting the use of the flag to its legitimate purposes.

After years of experimental work a machine was put in successful operation a few days ago at Upland, Ind., which will blow tumblers, jelly glasses and other glassware. It is capable of a speed of 1,200 articles an hour. The inventor is Frank McNeal and he is at the head of a company which will have a monopoly. This will bring many new complications in the glass industry. The introduction of machinery in blowing fruit jars has made it impossible to manufacture by hand any longer and has placed the trade in the hands of four companies, which have a monopoly on the patents. Bottle blowing and other lines of the glass industry have thus been caught up by machinery and hundreds of men are being thrown out of work.

## Shoes and Leather

### Some Suggestions to the Retail Shoe Dealer.

It is a matter of common knowledge that the past four or five years has borne particularly hard upon both jobbers and retailers in the boot and shoe line. The present indications are that better times are here, yet the returns upon capital invested in stocks of boots and shoes are not as satisfactory as could be wished. The retail shoe store dealer has naturally directed his attention to an investigation of the causes which have brought about this condition of business in hopes of finding a remedy. Generally the question of low prices is an object of attack. There is good reason for this, for in most localities visited by the writer this season the leading retailers have complained of the close margins of profits on nearly all footwear. None of the merchants appeared to think that the general average of prices would rule higher in the near future. Other means than higher values must evidently be depended upon to improve the condition of the retailer. Several suggestions toward a remedy may be outlined. For instance, economy in management, the question of distribution, advertising, strong salesmen, etc., are matters which are managed with varying results in shoe stores. A change for the better in the method of management alone may so increase the returns on the sales as to give the proprietor the necessary returns on his investment. In fact, there are a number of directions in which to look for bringing about an improvement in the profits aside from the question of prices. If the prices are put up, trade is likely to fall off. But if the store is more skillfully managed, little wastes stopped here and there, goods bought to better advantage and the distribution of the stock accomplished more economically, the patronage of the store is just as well satisfied and the margins on the sales are increased.

In order to arrive at the results above suggested, the merchant must know just what his business is doing for him each day. The writer has conversed with many dealers who jolly themselves along from day to day with the belief that they are making money. They do not know what the earnings of the store have been until stock taking at the end of the year. On the other hand I have had dealings with men who were having sleepless nights because of laboring under the delusion that they were losing money every day and would eventually bankrupt, who, in reality, were making money right along. There is no need for this state of affairs in a shoe store when, by a little figuring each day, the merchant can tell what his sales ought to be to bring in a substantial profit. It may be hard for many to believe how shiftlessly some of the shoe stores in the smaller cities and towns are run in this respect. This is especially the case where the partners have full confidence in each other. They do not take the trouble to maintain accurate accounts of all transactions and at the end of the year divide up what profit there happens to be and let it go at that. Often, however, there are losses to account for instead of profits, and then the situation is more serious.

If the amount of business that must be done each day to make the business profitable is known, the question of profits and losses is greatly simplified.

A good way to do is to estimate the capital invested in the stock and store fixtures and count them in with the running expenses after the plan suggested below. The capital tied up in the stock of a shoe store of moderate size in a city of about 20,000 population, for example, need not be very large, for the reason that much of the stock can be obtained on thirty to ninety days' time and the money can be turned over before the bills are due. Besides, there is always a lot of spotting and bicycling footwear, and miscellaneous sundry shoe stock which is carried on commission. Even if but \$1,000 is tied up in the stock, under these conditions, the stock will be of good proportions. Suppose that the fixtures represent an invested capital of \$600 and we figure at the rate of 5 per cent. The interest will be \$80. Next we figure up the running expenses of the store:

Rent of store per year.....	\$500
Heating store per year.....	40
Lighting store per year.....	65
Head clerk (\$18 per week).....	930
Clerk (\$10 per week).....	520
Boy (\$4 per week).....	208
Advertising for one year.....	200
Insurance for one year.....	6
Store supplies for one year.....	100
Miscellaneous.....	25
Interest on money invested.....	80
<b>Total.....</b>	<b>\$2,880</b>

The services of the proprietor must be included, and these he may calculate as being worth say, \$1,200 per year. Then there are some bad debts, usually from 3 to 4 per cent., which must go into the total. This gives us an even figure of \$4,000 per year, which, based on three hundred days in the year, gives us \$13.30 per day. Therefore, the store has got to do enough business to make a profit of \$13.30 per day in order to pay for the money invested, the running expenses and give the owner an income equal to what he might make working at wages for some one else. Any profit above this figure is, of course, clear gain.

Accounts of this character may be kept in the shoe store with a record book, showing all cash payments each day and another for cash sales of sundries. Another book should be provided and lined for a debt and credit side, all cash payments being recorded on the former and money paid out on the other and the book balanced each night after close of business.

By thus keeping strict accounts of daily standing, the owner knows just what he is doing. He does not have to guess at profits and losses, but knows definitely whether he is making or losing money by selling at the prices he had marked his goods.

There may have been times in the past when a shoe store would practically run itself when once set going. Even in this present age of close competition your correspondent has the acquaintance of certain retail shoe store dealers who have a habit of confining themselves to their desk or back office instead of looking more actively after the management of the front of the store. I do not believe that the average clerk needs watching, but it has been my experience that most clerks take more interest in the business when the proprietor himself sets the example. If the proprietor is satisfied with a passing glance at the front of the store it may be assumed that the clerks are not going to do much better. The most successful retailers have informed me that the details of the office work can be conducted more cheaply and accurately by hired help than can be that of the sales department. There can be a certain amount of neglect in the counting room, as mis-

## Rindge, Kalmbach, Logie & Co.,

12, 14 and 16 Pearl Street,

Grand Rapids, Michigan.

Manufacturers and Jobbers of

## Boots and Shoes

Agents Boston Rubber Shoe Company.

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

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

Be sure and see them before placing your order.

## 1899 Net Price List on Combinations

### Combination "Uncle Sam"

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

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

Terms, Nov. 1, 30 days, net.

### Combination "A"

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

	Net per case. 12 prs each.
Men's White Felt Boots	
With Duck Perfections.....	\$23 00
With Gum Perfections.....	22 00
Men's Gray Felt Boots	
With 2 bkl. Gum Perfections.	23 00
With Duck Perfections.....	22 00
With Gum Perfections.....	20 50
With Gum Hurons, Heel.....	20 00
Boys' Grey Felt Boots	
With Gum Perfections.....	18 50
With Gum Hurons, Heel.....	17 50
Youths' Gray Felt Boots	
With Hurons, no Heels.....	13 00

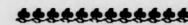
HIRTH, KRAUSE & CO., Grand Rapids, Mich.

## HEROLD-BERTSCH SHOE CO.

MANUFACTURERS AND JOBBERS OF

### RELIABLE FOOTWEAR

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



5 AND 7 PEARL ST., GRAND RAPIDS.

## 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 2,850  
invoices.....\$2 00

Tradesman Company  
Grand Rapids, Mich.

takes can be rectified and miscalculations accounted for by working over time. But if anything goes wrong in the front store patrons are likely to be offended, resulting often in permanent injury to the business.

There are several ways for the boot and shoe retailer to purchase his stock, and I know of no better way than for him to personally attend to it. Syndicate buying has its advantages, but the writer has in mind an instance where it did not succeed. A successful retail shoe business was left by a father to his son. The son was provided with a price-book and secured his stock through a syndicate buyer, but at only such prices as this buyer could obtain. The frequent change of prices made the price-book practically worthless, and about all the son knew definitely was that he got the goods and the bill for them. There was no way for him to get further details. The syndicate buyer may have bought the goods at 2 per cent less than a competitor, but if the latter purchased the goods direct, he had the advantage of knowing how to advertise them to his customers. The merchant has to know more about the goods than the mere cost. This the son above mentioned could not do under the circumstances, with the result that he is now out of business.

The merchant is necessarily handicapped if he gets a special bargain and is under obligations to divulge the details to a buyer who will place the same at the disposal of all others in the syndicate. Freedom of action is essential to the success of the retail shoe store dealer. I have known dealers to go to extremes with this syndicate buying business, sinking their own personality out of sight. One merchant in particular always had his price-book at his elbow whenever I called. This book was his hobby, and he had a method of his own for dating the quotations. He encouraged the calls of all drummers for the sake of getting their prices. He would make note of the lowest prices thus obtained in his book, but very seldom placed an order. I now understand that most of the salesmen are passing by his door, and he is, of course, getting from the few who call only such general prices as they give to all.

Advertising supplementary to the newspaper and trade journal will help the retail boot and shoe business, as well as any other line of business. The local newspapers and the trade journals take the lead. It will be noticed that there is an assignment of money in the above table of expenditures for advertising purposes. A large part of the amount should go towards newspaper and journal advertising. There are many classes of people who are offended at receiving circular stuff through the mails or tucked under their door. But no one is ever offended at persistent advertising in papers. In fact, many people delight in a perusal of advertising matter in newspaper or magazine form. All clerks can testify to the many people who have made a clipping of new goods and prices from a boot and shoe advertisement and brought it with them to the store and asked for the goods mentioned in the advertisement. I never heard of anyone bringing a cheap handbill to the store with them for this purpose. But I have known people to enter complaints about their front doorsteps being littered with the cheap literature of certain local dealers

Retail shoe store dealers who are situated in flourishing centers have sev-

eral lines of roads leading to town which may be posted with permanent signs giving distances and name of firm, etc. No one takes exception to this method of advertising, and if the boards are neatly printed the signs serve their purpose well. The boy can put in a day knocking the boxes in the basement to pieces. He can saw out a few dozen 20x8 inch pieces, plane the edges even and then paint the pieces white. Let them dry a day or two, and set the boy to work stenciling whatever reading matter you want on the signs. Then after another day's drying hire a team and you and the boy ride out about five miles in different directions, and nail up the signs along the roadside.

The local shoe merchant is a little peculiarly situated as regards the program advertising evil. He is usually approached by a representative of the society, and is given to understand that unless he places his advertisement in the program the members of the society will not be so likely to patronize his store. For this reason many shoe dealers make up their minds at once that they must give a card to the solicitor and they do so, and pay for it at once so as to get the matter off their hands. These merchants do this so as to keep in with the society and not because they want the space in the program. There is no money in program advertising, as all retailers know. Therefore the following suggestion for getting out of paying \$5 for a card in the program may be useful: Establish a rule not to advertise in printed matter of this sort. Explain the rule to the solicitor and say that you can not advertise in the program, much as you would like, without offending others who have been refused. Ask the date of the entertainment and buy and pay cash for a ticket. The ticket will not cost more than 50 cents, and you will have saved \$4.50, besides keeping in with the society.

There are certain retailers of boots and shoes who claim that they never advertise. They do not believe in it, etc. Yet they are advertising right along by means of showing goods in their windows, sending men to solicit orders, talking their goods, etc. I have in mind a merchant who started in a small way about three years ago. He handled a cheap class of footwear, but he did well with it. He claimed that he never

advertised, yet his show windows were always liberally placarded with price cards, neatly written and up to date. He has recently taken a new and larger store and is doing well. This is strange for a man who did not advertise. But he did advertise, only he did not know it.

These maxims will be useful for the retail shoe dealer:

Keep accurate accounts and know the exact condition of your affairs.

Be cheerful and show proper civility to all with whom you transact business. Enjoin upon all you associates, by your integrity, punctuality, politeness and knowledge of and strict attention to your own business, that you are indeed a first-class business man.

Give your entire attention to the business before you, as no man can do or think thoroughly two things at one time.

Avoid loud talking or cursing in your office or store, no matter what the provocation may be.

Never speak unkindly to an employe or treat him unjustly.

Do not be continually scowling; keep your forehead unruffled. Let old age bring the wrinkles, do not force them.

Be punctual and always keep an engagement, no matter how trivial.

Be honest, never misrepresent.

During business hours attend to nothing but business.

Quality is the true test of cheapness. Of two investments choose that which will better promote your regular business.

Goods in store are better than bad debts.

First understand every detail of your business, then go ahead.

Enter your place of business with punctuality and a kindly good morning or good day to your employes.

Treat every one who calls to see you upon business with politeness and consideration. Do not speak or act in a manner which will be regretted sooner or later.

Do not be discourteous to the drummers.

Learn to treat a shabbily dressed customer with as much civility as you manifest toward the richest of your patrons; the dollar you get from each is of the same value.

Prefer short credit to long, cash to credit, either in buying or selling, and small profits with little risk to the chance of better gains with more hazards.

Keep your plans and business to yourself, yet be candid with all.

Be clear and explicit in bargains, and put everything in writing.

Always be at the head of your own business. The secret of success is constancy of purpose.

Employ nobody to do what you can easily do yourself.

Be cautious how you become the security for any person.

Have a place for everything, and everything in its place.

Make your advertisements absolute truths; they will reap gold dollars.

Keep the best stock, the cleanest stock and turn it often.

Watch the leaks—they grow to well holes.

Let the other man sell at a loss, you at a profit.

Buy advertising as you buy goods—never overstock.

Pay promptly, and collect as promptly as you pay.

Do not wait for trade; hustle—go after it. Push in busy seasons, and in dull seasons still push.

Have enough system to aid your business, not to cripple it.

Frequent inventories detect leaks. Double entry book-keeping discloses errors.

Watch expenses and you'll be on the right side of profit and loss.—B. F. Fells in Boot and Shoe Recorder.

# I 899

Catalogue of Bicycles, Bicycle Sundries, Fittings, etc., will be mailed to dealers or repairmen on application.

Write us.

**Adams & Hart,**  
12 West Bridge St.,  
Grand Rapids, Mich.

## They all say

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

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

## Fruits and Produce.

### Rapid Growth of the Southwestern Egg Industry.

From the St. Louis Globe-Dispatch.

The egg market of Springfield has become the most important factor in the commercial growth of the city. But for the constant industry of the South west Missouri and North Arkansas hen the business interests of the metropolis of the Ozarks would suffer far greater loss than if every bushel of corn and wheat were withheld from this market.

The territory covered by the Springfield egg dealers is very large, extending southward far beyond White River into the second and third tiers of counties in Arkansas. This extensive region, lying beyond the reach of railway transportation, uses Springfield as a shipping point, and the egg hauler is more familiar with the rough highways leading up the southern slopes of the Ozarks than any other teamster. He makes his regular trips the year around, hauling from 1,000 to 1,200 dozen eggs at a load. From the extreme southern limit of the Springfield egg territory it takes about ten days to make the round trip in the winter time, the distance being divided into four or five sections, each one having its well-established camping place.

The egg hauler has a way of transporting his fragile freight that would astonish many city people. He does not handle his eggs with great care, putting each one into a snug little paper box as they are shipped on the cars. He first covers the bottom of his wagon bed with a layer of hay or straw, and then begins to load the eggs for the long haul over the roughest roads in Missouri. The eggs are laid in straight rows the long way of the wagon bed until the whole bottom is covered. In order that the load may be safely hauled it is necessary that the eggs touch one another. When the first layer of eggs has been placed another covering of hay is put in the wagon, and then more of the tender freight. After three or four layers of eggs have been put in the wagon the freighters become apparently reckless in their work and proceed with more speed. They walk about on the eggs as though they were potatoes. The protection of the hay and the evenness of the pressure save the eggs from the heavy shoes of the teamsters. Not an egg crushes under the weight of the biggest Ozark freighter. After the wagon has been filled in this way and a layer of straw put on top of the load, a weight having a pressure of about 500 pounds is used to hold the eggs in position. Then the freighter is ready for his trip to the egg market at Springfield. The teamster drives up and down the steep and rocky hills between the Boston Mountains and Springfield with no more care than he would if hauling a load of lumber. A few eggs around the edge of the wagon will sometimes be broken on the trip, but the loss is surprisingly small. In a load of 1,200 dozen eggs not more than a dozen will be found cracked when the freighter reaches Springfield.

Some idea of the extent of the Springfield egg trade may be had from the fact that one firm here ships sometimes 125,000 dozen a week. Most of these eggs come from the country south of Springfield and are hauled in wagons. Every household throughout the White River region contributes to the Springfield egg market. Hundreds of families have for months in the year no other means of buying sugar and coffee and a few other necessities of life which they get of the local merchant. During the spring and early summer, when the small farmer of the Ozarks has nothing else to sell, his wife and daughters watch the hens' nests and make semi-weekly visits to the neighborhood store, bringing home with them the family supplies thus procured.

The egg market is a very fickle one, and the country merchant of North Arkansas must give himself a considerable margin in buying to avoid as much as possible the risk of losing money.

Sometimes a freighter will leave Jasper county with a load of eggs when the price is 20 cents a dozen, and before he reaches Springfield the market price has dropped nearly one-half. Again, the slow progress of the egg wagon may be the means of making the local dealer a good profit. During the late cold weather, when the price of eggs went up to 30 cents, some teamsters took back home with them twice as much money as they expected to get for their loads.

After the weather gets warm the egg hauler's freight is exposed to a new risk. His load may spoil in transit. A slightly spoiled egg, in traveling 100 miles in a wagon, will reach Springfield badly spoiled.

### New Rival for Cow Butter.

From the St. Joseph Journal of Commerce.

A new factory has just been put into operation here for the manufacture of butter from peanuts. For a year or more Lane Bros., of this city, have been working on a process of making butter from the peanut, to compete with the product of the cow, and have succeeded in producing the desired article. At the present price of the nuts the butter can be sold at 15 cents per pound.

The process of manufacture is no secret. The nuts, after the hulls are removed, are carefully handpicked and faulty kernels removed. They are then roasted in a large rotary oven. Again they are gone over by hand for the removal of scorched grains. The nuts are then put through a mill and ground as fine as the finest flour, the natural oil in the grains giving it the appearance and consistency of putty as it leaves the mill, except that it is more of an orange color. By the addition of filtrated water, to reduce to a more pliable state, the butter is complete, no other ingredient except salt being used. It never grows rancid and keeps in any climate. It is put up in 1, 2, 5, 10, 25 and 100 pound tin cans and sealed. The new butter is already in great demand at sanitariums and health resorts. It is used for all purposes ordinary butter is used, including shortening and frying.

Physicians pronounce it more healthful than cow butter and it is much less expensive. By the addition of more water a delicious cream is made, and, if desired, it can in the same way be reduced to the consistency of milk. The new butter factory is located but a few rods from a large dairy barn and is running in opposition to it.

### Cocoon by Mail.

From the Portland Argus.

One of the strangest packages which has ever been handled by the clerks in the Waterville Post Office was delivered to S. S. Lightbody the other afternoon. The package was a cocoon in the same form in which it was taken from the tree. There was no tag attached to the cocoon. Instead the address was written on the husk. One of the three sides of the husk was taken up by the address, which used up nearly all the space allotted for it. Another side contained the postage stamps. Of these there was one 15 cent stamp, two 2-cent stamps, and, in spite of the fact that the remaining stamp of 1-cent denomination was one of the stamps issued in commemoration of the Maine, there was plenty of room for many more stamps of the same size, so large was the surface. The cocoon was sent by Fred Gonyer, who several months ago was employed at Mr. Lightbody's store. Mr. Gonyer is now in Palm Beach, Fla.

### Proof Positive.

The counsel for the opposition had been bullying the witness for an hour or more, when he finally asked:

"Is it true that there are traces of insanity in your family?"

"It would be folly to deny it," replied the witness. "My great-grandfather, who was studying for the ministry, gave it up to become a lawyer."

Good light, and no dark corners, make the store cheerful, and the customer more cheerful, and a cheerful buyer is a readier buyer.

# W. H. Young & Co.

## Produce Commission Merchants

Pottstown, Pa.

Branch House, LAKE ODESSA, MICH.

On or about the first of April we shall take charge of the egg business at Lake Odessa, Michigan, formerly operated by Hager & Co. Business of egg shippers solicited. Special announcement by letter.

### REFERENCES:

H. R. Wager, Ionia, Mich.  
Bradstreet and Dun Agencies.  
Pottstown National Bank  
The Citizens National Bank, Pottstown, Pa.  
The National Iron Bank, Pottstown, Pa.  
Lake Odessa Savings Bank.

## 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.

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.

# 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.

## 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.

IN THE NORTHWEST.

Status of the Potato Situation in Minnesota.

From the Minneapolis Commercial Bulletin.

Much interest at present attaches to the potato situation on account of the conditions which prevail. The shipping demand is very good, especially from the Southern and Middle States, where many potatoes were frozen in the past few weeks. Potatoes have rapidly advanced during the past fortnight and the sentiment is almost as much divided as there are shippers and buyers.

Some of the commission men who are a trifle short, with many spring orders to fill, are rather inclined to view the subject of potatoes from a pessimistic standpoint. They forcibly express the opinion that present values are as high as they should be and to carry the conviction that they are sincere in their views, they predict a reaction and lower prices later on.

Local conservative shippers who are well supplied, and who were anticipating a higher range in prices, are inclined to take a more liberal view of the situation, and while they are not predicting much higher prices, they are inclined to admit that the present situation is fairly well typified in the quotations now prevailing and that the latter will be well maintained until the new crop is on the market.

The Bulletin, in order to clear up the matter, has secured information from a number of sources. So far as possible this has been gained from the largest Northwestern buyers and shippers, commission men who are thoroughly identified with the subject to the exclusion of other produce lines.

The crop estimate last fall was a total of 16,000,000 bushels from the Northwestern potato states. This would have been adequate for all the demands and if the whole supply had been available to draw upon, or that portion of it remaining unsold was still available in first hands, the recent advance would scarcely have been justified; but the severe weather, the three coldest weeks in February, resulted in considerable loss through freezing. The extent of this loss at the present time is a matter of considerable speculation. In Minnesota and Wisconsin it will amount to a very small percentage, if all the reports received so far are true. In Iowa, however, where the farmers do not make as careful preparation for cold weather and where 30 below zero is an exception rather than the rule, it is reported that the loss will be very heavy.

S. H. Hall, of S. H. Hall & Co., of this city, one of the largest of Northwestern shippers, reviews the situation as follows:

"I think the estimate of 16,000,000 bushels made last fall has been substantiated by the buying and the movement during the winter and fall months and it about represented the actual Northwestern crop.

"Of this I should say that about 70 per cent. had been marketed from first hands previous to and during the cold spell in February. About 5,000,000 bushels of this was exported.

"It is very difficult at present to secure anything like authentic information regarding the quantity of potatoes frozen. I am not inclined to think it will be very large in Minnesota and the principal potato producing states. However, in my judgment, the loss on account of freezing was sufficient to give the market a firmer tone and I believe when all the present conditions are considered—the demand from outside points for consumption and for seed purposes—that the present quotations are fully justified and that they will be maintained through the remainder of the season. I do not look for any advance over present figures, but I am inclined to look upon values as about at the point where they will be maintained on a firm basis."

Among local commission men George E. Bryant, of McLean, Bryant & Co., is one of the largest handlers of carlots. He reviews the situation as follows:

"That which will apply to the condi-

tion of almost any commodity will apply with regard to potatoes at this time. As soon as there is a change of any kind, and especially as soon as there is an advance to a point above what usual conditions will warrant and an effort is made to hold it there, supplies come from wholly unexpected sources and farmers immediately rush that commodity onto the market in an effort to secure the highest price. That was illustrated last week in the matter of quotations on eggs. When the quotations here reached 30 cents and it seemed as if there were no more eggs in the market, as soon as the news got out to the farmers they rushed eggs into the market in liberal quantities—so liberal, in fact, that a decline immediately followed. There were plenty of eggs in farmers' hands all of this time, but they were holding them, waiting until the price should reach the highest point. When they concluded it had got to the top they released their supplies, and the consequence was that within 24 hours after the news was received in the country shippers were sending anywhere from one to five cases to this market.

"The same thing is true with regard to potatoes. I remember, and you will undoubtedly remember, that last year in April and March the market went up to about 60 cents. Just as soon as the country merchants got the information that this market was excited and that potatoes were bringing a high price they began shipping them in. Why, places that had never shipped a carlot of potatoes before to our knowledge sent in three and four carloads within a few days after they had received the news. They came from every quarter of the Northwest and the consequence was that the market was overloaded within a short time and we had more than we could handle.

"It is my belief that values this spring will be from 40 to 50 cents for the best fancy white stock yet left in the country. When potatoes reach 50 cents, the consumption falls off to a marked extent, I should say from 40 to 50 per cent. in many cases, and this must also be taken into consideration in studying the present situation."

A. E. Nash, of A. W. Griswold & Co., has recently returned from a trip through Iowa. He says of the potato situation there:

"Farmers were not prepared for the severe cold weather in Iowa, and the result was that the loss on potatoes was very heavy. I heard reports from all over the State of losses through freezing, and I think that the damage in that State was possibly heavier than in any other Northwestern state. I do not believe that farmers will have very many potatoes to ship out this spring. Most of the supplies they now have will be required for seeding purposes, and they will hold them very firm and at a high figure."

From Anoka the Bulletin and Trade has secured some data regarding the available supply. T. J. Sharley, representative of the Northern Pacific Railroad, is thoroughly identified with the potato interests at that point and has made a study of the conditions there. He says of the situation:

"The 1897 shipments from this point aggregated 700 carlots or about 35,000 bushels from this point. This represents the shipments over both lines of road.

"So far, the shipments this year have been only about 340 cars from this point and I should say that the total will not be over 400 cars. There was a shortage in the crop over a year ago, but not quite to such an extent as would appear from these figures. Some of the potatoes that should rightfully have been shipped out at this point were sold at North Branch and Harris this year, and that curtailed the total movement from here.

"I am inclined to believe, however, that prices will be well maintained and that potatoes are a desirable commodity to have. Our reports from Chicago show that Minnesota Burbanks are selling from 4 to 5 cents a bushel over the same variety from other states. Minnesota potatoes are of better quality and

# 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.

# 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

## Extra Fancy Navel Oranges

Car lots or less. Prices lowest.

Maynard & Reed,

54 South Ionia Street,

Grand Rapids, Michigan.

## 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.

JOBBER OF FRUITS AND PRODUCE.

Ship your BUTTER AND EGGS to

R. HIRT, JR., DETROIT, MICH.

34 AND 36 MARKET STREET, 435-437-439 WINDER STREET.

Cold Storage and Freezing House in connection. Capacity 75 carloads. Correspondence solicited.

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

are bringing a better price, so that there is considerable in the situation to afford encouragement to the farmers.

"I think the loss from freezing at this point has been comparatively light. Farmers protected their crops well, and there was no movement during the severe cold weather to speak of, so that the loss should be small."

J. R. Betts, also at Anoka, representing a large St. Paul firm, said that he believed that present values (they were quoted then 5 to 6 cents lower) about represented the true sentiment, and that an advance would not be maintained. He believed that it was well to quote a few cents under the city commission price, for the reason that many farmers brought in potatoes not quite up to A1 standards, and that they expected to get top notch prices for them. Therefore, he was in favor of conservative quotations until later in the season, when it was possible to estimate the spring movement.

While the value of this year's Northwestern potato crop does not directly interest the commission men as having a direct effect on their business, from a commercial standpoint it is one of the greatest importance. No accurate figures are at hand, but under general conditions they can be closely arrived at. Of the total crop about 70 per cent has been marketed, so far as can be learned from the most reliable sources. This means a total of over 11,000,000 bushels out of first hands at the present time. The prices received by the farmers averaged about 22 to 25 cents, the range through the season being from 15 cents to 30 cents. In all probability 22 cents would be about the right average. The total paid for 11,000,000 bushels at 22 cents can be easily secured by the mathematician. To be conservative the Bulletin and Trade places the average price paid to the farmer at 20 cents. The amount received by the farmers at this figure was \$2,200,000, representing the total actual value of this year's potato crop already marketed. In all likelihood the figures will come nearer to two and one-half millions.

With 30 per cent still in farmers' hands, there is a total of 4,000,000 bushels in round figures yet unmarketed. Present prices to farmers are from 30 to 40 cents, the average being somewhere in the neighborhood of 31 or 32 cents a bushel. This represents another million dollars which is yet to flow into the coffers of Northwestern farmers and which will be a considerable item in promoting their general prosperity and in increasing spring trade.

Conservative estimates, it can be seen, have therefore placed a money valuation of about \$4,000,000 on the Northwestern potato crop, the bulk of which was distributed in Minnesota, Western and Northern Wisconsin, Iowa and a small proportion of Eastern Dakota.

The commercial importance of the potato crop is growing with each year. This is especially true of Minnesota. Five years ago it did not begin to come up to the above figures, but the rapid opening and development of the northern sections of the State have served to increase the potato acreage until to day Minnesota ranks as one of the foremost potato producing states in the country.

**Bald-Headed Justice in Battle Creek.**  
From the Marshall Statesman.

Snatching a creditor bald headed is the latest sensation at Battle Creek. Mrs. Geo. Scott extended credit to Miss Sadie Carver for a switch. Sadie paid part of the debt, but refused to liquidate the full amount, claiming the switch to be worthless. Like a Comanche chief Mrs. Scott swooped down upon the fair Sadie on the public streets the other day and proceeded to raise her hair. There was a whiz, a whir, several blue streaks, a scream and then Mrs. Scott triumphantly flaunted the disputed hair in the face of her amazed debtor. But it happened to be another switch than the one made by Mrs. Scott and Miss Carver got good and even in the justice court, where her traducer was not only fined but compelled to pay her \$5 in cash as a balm to her feelings.

### GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, March 4—One can not help wondering how long it will be before every line of trade will be in some sort of a combination. The list is monotonously long every day, and it does seem as though the end must be reached soon, for want of material. Among the latest is the milk combine. This was undertaken once before and failed. It is not a success now, but the promoters say they are "making progress." The salmon trust is no longer a fishy narrative, but an accomplished fact.

Business in the grocery line during the week has been good and in almost all the large stores the "rush orders" have been making the helpers bustle after hours nearly every day. Prices all around are firm, with a few exceptions.

Coffee is one of the exceptions. Jobbers are doing very little and, as foreign dispatches all indicate a weaker feeling abroad, no surprise will be felt if we see lower quotations at any time. No. 7 Rio is held at 6½c. Stock in store and afloat aggregates 1,379,524 bags, against 1,719,160 bags at the same time last year. Prices of mild coffees show no change, but there is less activity, buyers appearing to think that their best policy is to hold off. Fair to good Cucuta, 8@8½c. There is little enquiry for East India sorts and prices remain without change.

Most of the orders for teas have been for small lots, but the aggregate has made a very satisfactory showing. There were no parcels of tea rejected by the examiners on Thursday, although nearly a quarter of a million of pounds was passed.

Spices are unchanged for every sort. Ginger seems to be rather shaky, however. Singapore black pepper, 11@11½c, and hardly as firm as previously. The distributing trade keeps quite active, as jobbers as well as grinders have both been buyers.

Rice dealers appear to have rather small supplies of medium and fancy sorts. The market, however, shows little animation. Prices have been, and are yet, so extreme that buyers will take only what they must have. Lower sorts are in larger supply, but values are firm even in those kinds. Prime to choice Southern, 5½@6½c; head, 6½@7½c; Japan, firm at 4¼@5c.

The molasses situation is practically unchanged. Good to prime centrifugals, 16@26c; open kettle, 32@38c. Syrups are firm. Refiners want 23c for cane of a grade approaching fancy. Good, 16@18c.

A satisfactory trade has been done in canned goods, but the market presents no special features. Prices are firm and no weakness is shown anywhere.

Dried fruits are firm and the jobbing trade is active. Prices are practically unchanged. The best demand has prevailed for California prunes, and a large deal is reported under way. Raisins have been rather quiet. Evaporated apples, fancy, 10c, and offerings light. Raspberries, 9@10c.

Butter steady. Receipts have been rather light. This is especially true of really desirable grades. A good deal of the stock will not bear close inspection. Extra Western creamery, 21c; firsts, 20@20½c; seconds, 18@19c; fancy imitation creamery, 18c; firsts, 15@16c; seconds, 13½@14c; Western dairy, finest, 16c; factor, 14@14½c; rolls, choice, 14@14½c.

There is a fair demand for cheese both from out of town and local dealers. Large size full cream, 10¾@11c; small, 11½@11¾c.

The expected slump in eggs occurred and best Western tumbled to a price that stimulated large buying. Stocks are closely cleaned up. Fresh gathered Western, 30c. The situation is rather uncertain.

The bean market is satisfactorily brisk. Choice marrows, \$1.50@1.52½; medium, \$1.35; pea, \$1.30@1.32½.

It is unfortunate for any man to rise in the world—at the end of a rope.



## 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.**



The Neatest, Most Attractive and Best Way

to handle butter is to put it in our

## PARAFFINED PARCHMENT-LINED PACKAGES

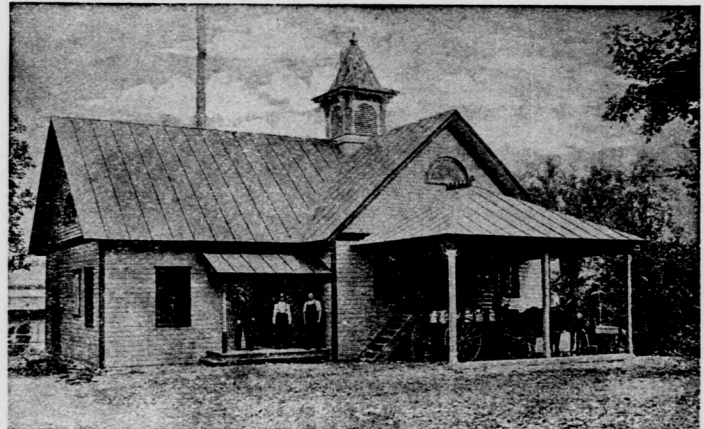
Write for prices.

**MICHIGAN PACKAGE CO., Owosso, Mich.**

# Creameries

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

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



**A MODEL CREAMERY.**

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

**Creamery Package M'g Co.,**

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

## 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.

## THE ONLY WAY...

To learn the real value of a trade or class paper is to find out how the men in whose interest it is published value it. Ask the merchants of Michigan what they think of the...

## MICHIGAN TRADESMAN

We are willing to abide by their decision.



**Business Without the Middleman.**

Written for the TRADESMAN

Once upon a time, in the fierce age of competition and forced economy, a plausible gentleman known as Mr. S. Alick (a family now quite extinct), who was always long on theory and correspondingly short on practice, conceived the idea of building and operating a hotel on model lines that should entirely eliminate the distributors or waiters. He argued that these people were expensive, that their perquisites might just as well go to the consumer, that they were entirely unnecessary; in other words, that they were a species of hotel parasite and could just as well be dispensed with, permitting the guest or consumer to deal directly with the kitchen or manufacturing department, saving to themselves the cost of supporting a lot of useless machinery.

Being short on capital himself, he induced several capitalists to take stock in the venture and a fine hotel was erected according to the plans devised by Mr. S. Alick. The kitchen or manufacturing center was divided into departments, each representing and producing a separate article of cuisine, so that orders might be filled promptly and expeditiously without danger of getting them mixed or cross-flavored. A separate cook or specialist was to preside over each department or kitchen and electric carriers were provided to transfer the various orders to their proper destinations. The bills of fare were arranged like a keyboard of electric connections to facilitate the placing of orders and a corresponding index or switchboard was placed in each kitchen to interpret the orders and to indicate their destinations. The other appointments were similar to ordinary hotel-cept where automatic contrivances could be applied.

When all was completed the opening was widely advertised something after this style:

**THE HOTEL AUTO-WAITER,**  
Cor. of Easy and Economy Sts.  
Bustle City, Nev.  
**GRAND OPENING.**

This elegant hotel will be open to guests on the First of September.

There is Nothing Like It in the  
**WIDE WORLD.**

It is the culmination of modern perfection in all of its appointments; an elaborate realization of the brilliant idea inspired by the genius of our prominent fellow townsman, Mr. S. Alick, whose rare and up-to-date talents have been mainly instrumental in bringing the wonderful scheme to a practical reality. Mr. S. Alick will personally manage this magnificent and peerless hostelry.

Guests will be automatically served in every possible way, insuring that privacy and promptness so delightful to sensitive and retiring temperaments. A long-suffering traveling public will find in this feature a refreshing oasis in the hitherto almost barren desert of hotel service. This is made possible by a novel and intricate system of electric communication and transfer. Guests have only to press the button and the system does the rest, and presto! their minutest want is instantly supplied. In dispensing with manual service to an almost exclusive extent, we save the expense of hired help, which enables the management not only to give better service, but to save to our patrons fully 5 to 10 per cent. on their hotel bills as well as afford absolute relief from that most annoying of all systems of blackmail, known as "tips," which means a saving of 10 to 25 per cent. additional. The management prides itself upon its improved and exclusive method of cuisine and table service—it is the cli-

max of ingenuity and perfection. Each particular branch of the culinary art is conducted by an expert specialist in each particular dish, which is separately prepared in a kitchen devoted to that exclusive purpose, and the guest orders and receives directly from each department without the intervention of a waiter, saving to himself the expense of that functionary. In short, patrons will find everything to meet their tastes and convenience in a manner leaving nothing to be desired; and we are confident that our guests will unanimously adopt the motto, "Once a patron always a patron." Respectfully,

**THE HOTEL AUTO-WAITER CO.**

The hotel was opened on the date fixed and no expense was spared to make it a grand and impressive affair and, as openings go, it was a success and all that its promoters expected. The traveling public at first thronged its portals for the same reason that the geese in the fable drew near to view the fox which was supposed to be dead—out of curiosity. Some were attracted by the mechanical novelties advertised; others by the prospect of satisfying their fastidious culinary tastes, promised in the separate preparation in exclusive kitchens—these were "specialist" cranks; some had a burning desire to see the wonderful genius who planned such a novel combination; a few retiring dispositions came hoping to secure perfect exclusiveness and find relief from the annoyance of manual service and consequent contact with inferior beings; probably the fewest number of all came with the purpose of economizing on their hotel bills.

The house was unpopular with the commercial travelers from the first; while they wished to encourage enterprise and progress they disliked the severing of old ties. A number of them paid complimentary visits to the new hostelry to keep up the reputation of the fraternity for liberality and fair play, but the cold mechanical reception which met them chilled their good intentions in a large measure. No nimble bellboy met them at the door to take charge of their grips, but instead printed instructions stared at them in the entry enjoining them to place those necessary adjuncts to commercial itinerancy upon the carriers provided for that purpose, which automatically registered the check number, transferred the baggage to the check-room and returned the check to the office by the time the guest had registered. Instead of the immaculate individual attached to the expansive shirt front and blazing solitaire who was wont to present the big register with a smile of welcome and betimes a warm grasp of the "glad hand," the guest was confronted with an immense switchboard studded with electric buttons and surmounted with printed instructions to the guest to spell out his name and residence, typewriter fashion, which automatically registered the same and assigned him a room number such as he chose to select for the rate he wished to pay. The guest secured the key to his room by depositing the correct amount in coin in a slot provided for that purpose and when the key was returned to its proper place the apparatus pushed out a card bearing a receipt in full for the price of the room. The elevator made regular trips automatically every five minutes, stopping at each floor to take on and discharge passengers.

But the diningrooms were the climax of automatic perfection! The guest, having selected his location by a chart on entering, had only to press an electric button bearing his number and a

corresponding signal was displayed at the place he was to occupy. Being seated, he found in front of him an automatic bill of fare, provided with slots opposite the name and price of each article of diet. He could transpose the courses to suit his own tastes—if he wished to eat pie first and soup last he had only to place his orders in that rotation by pushing the proper coin into the corresponding slot and they would be delivered by automatic carriers in regular form; the empty plates were returned by the same means. But this arrangement, so perfect in every other detail, possessed one remarkably weak feature—the utter inability of the guest to communicate with the cook to bring any influence to bear for the purpose of hurrying orders or securing choice selections.

But most of all the commercial travelers missed the white aproned guardian angels of the diningroom, with whose solicitous attentions they had been wont to enliven the stereotyped and monotonous menu. Solitude bath no charms for the knight of the grip. While his disposition is ever polite and courteous, his presence never stands abashed before youth or beauty—nor anything else so far as authentically reported. Embarrassment is not one of his cardinal traits, but the cold, calculating silence of the mechanical waiter chilled his social nature to the marrow and he very soon sought the more congenial warmth of his accustomed haunts. The automatic, economical features of the new hostelry found no echo of approval in his frugal practice; the social sacrifices were far too great to be counterbalanced by a reduced expense account.

Although a well-padded "kicking room" was provided for the accommodation of disgruntled guests where they might freely exercise their propensities in that direction without danger of doing themselves or anybody else any harm, and which was so contrived that each kick, with the reason therefor, was automatically registered in the office, physical exhaustion seemed to be the only relief that soothed the irritated kicker, for there was left a lingering sense of dissatisfaction after the performance was over that no amount of economic saving could compensate.

Altogether, it was as if a lot of strangers had taken possession of an uninhabited house haunted by ghostly ministrants. Nervously-inclined people became more so under the system; they would frequently make mistakes in ordering, and the exasperating thing about it was the fact that nobody could be blamed for it but themselves, and it cost them double to rectify a mistake of their own making. The system was perfect, mechanically, and every one got just what he ordered; but if it did not happen to be just what he wanted after he got it, he had to be satisfied or put some more coin in another slot and try again. The menu was, as usual, elaborated with those time-honored classical French terms so tenaciously inseparable from hotel bills of fare and guests unaccustomed to guessing at the particular concoction they were designed to represent were obliged to gamble on the result at their own risk and expense. A few random and unsatisfactory punches at 10 to 25 cents a slot usually sent the guest to his guide-book to locate the "kicking-room."

The accidental foresight of its promoters made the hotel a safe investment in a physical sense, because the system placed them automatically beyond the reach of physical vengeance, but as a popular caterer it was not a financial success. After its well-advertised museum features and boasted economical attractions had satisfied public curiosity its patronage began to dwindle and in six months from the date of opening it was closed to the public and advertised for sale.

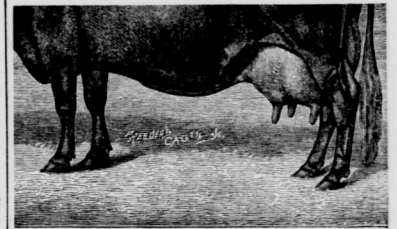
But, in the meantime, Mr. S. Alick was halfway into another big scheme.

J. M. BANKER.

# Are You One of Them?

Thousands of merchants are occupying the same little store they did twenty years ago, and their stock of merchandise is no larger than it was when they started. They have only made a bare living during all this time. Why is it? It is because they are not enterprising and up-to-date. They do not take up with new ideas that will increase their business and profits; when the sugar barrel is empty, or the vinegar runs low, they get a new barrel because the other sold. They are doing then what they call a safe business. This same routine is followed year after year until the old store building becomes decayed—as well as the proprietor. One of the great causes for many merchants not making any money in merchandising is the bad and unsalable butter they are compelled to take from their customers. It has been estimated that the loss to the merchants of the United States on bad butter alone amounts each year to over Ten Million Dollars.

The merchants now have a chance to overcome this evil since the discovery of "Lactobutu," when used in connec-



tion with the process of the LACTO BUTTER CO., Chicago. Thousands of dollars have been made by merchants during the past year who have used this process.

The Lacto Butter Company's books show that their sales have all been made to the leading and enterprising merchants of each town.

The merchant who is no better off than he was ten to twenty years ago is afraid and says it's another "fake" and that it can't be done. But he keeps right on selling his bad and unsalable butter at a great loss to some process firm or enterprising merchant who does just what he might do—treat it and make good butter out of it. Many enterprising merchants are buying butter from their competitors and neighboring towns, treating it with "Lactobutu" and making 33 1/3 per cent. profit, and clearing enough each month to pay all store expenses. This class of merchants are the ones who soon make their little stores grow to large department stores.

On receipt of \$5 the LACTO BUTTER CO., 145 La Salle St., Chicago, will send you a box of "Lactobutu" sufficient to treat 500 pounds, including their secret process. After you purchase the process, "Lactobutu" will be furnished at \$2 per box, containing enough to treat 500 pounds.

## Acetylene Lighting

Essential Features of a Successful Generator.\*

[CONCLUDED FROM LAST WEEK]

Abroad a good deal of work has been done on the purification of acetylene. Purification is desirable with the smallest installation, but it becomes imperative when small towns or villages are to be supplied with acetylene instead of coal gas. As was pointed out in the last lecture, the purity of acetylene gas primarily depends upon the purity of the carbide from which it is formed, and so long as it is commercially impossible to use absolutely pure calcium oxide and carbon so long will there be always present in this material calcium phosphide, aluminum sulphide and magnesium nitride, which, in the decomposition of the mass by water, will yield a gaseous and unwelcome addition to the acetylene of phosphoreted hydrogen, sulphureted hydrogen and ammonia.

Phosphoreted hydrogen, when it burns in the acetylene flame, gives rise to phosphorous pentoxide, which escapes into the atmosphere in the form of white fumes, and although the quantity is so minute that it is invisible as it leaves the flame, still, when mingled in quantity with the air of an ill ventilated room, it is the primary cause of the production of the light haze which, ever since the introduction of acetylene for illuminating purposes, has been recognized as a serious inconvenience in connection with it.

The sulphureted hydrogen, formed by the action of water on the aluminum sulphide in the gas, is objectionable, not so much because it renders the smell of the acetylene offensive—an effect which I look upon as a safeguard—but because, in its combustion in the acetylene flame, it forms sulphur dioxide which in ill ventilated apartments will absorb oxygen and moisture from the air, and will in this way become converted into minute traces of sulphuric acid, which, concentrating themselves upon any cold surface in the room in the form of impalpable moisture, give rise to corrosion of metals, and, in time, destruction of the binding of books, although the effect is but small upon such fabrics as have not the power of absorbing moisture or condensing it from the atmosphere.

The chief objection to the third impurity present in the acetylene gas (ammonia) is that it leads to rapid action upon the brass gas fittings, and is also an important factor in producing explosive compounds of acetylene with metals, although the experiments of Mr. Gerdes have shown that this is not a very real danger.

It is quite clear, however, that if acetylene is to be used on a large scale as a domestic illuminant it must undergo such process of purification as will render it harmless and innocuous to health and property; and the sooner it is recognized as absolutely essential to purify it before consuming it the sooner will the gas acquire its deserted meed of popularity.

The only impurity which offers any difficulty in removing is the phosphoreted hydrogen. There are three substances which can be relied on to remove this compound. The three methods are to pass the gas to be purified either through acid copper salts, through bleaching powder or through chromic acid. In experiments with these various bodies it is found that they are all of them effective in also riddling the acetylene of ammonia and sulphureted hydrogen, provided that the surface area presented to the gas is sufficiently large.

### Unmeaning Superlatives in General Advertising.

Written for the TRADESMAN.

It is characteristic of the least enlightened of the peoples of the earth that all matters of exchange are attended by a disposition to exaggeration which manifests itself in the vociferous bargaining which is described by all trav-

elers in the least progressive countries. Not only among savage nations, such as those of Africa, and the semi-civilized Arabs and the surrounding peoples of Asia and Europe, but among the more enlightened, especially of the Latin nations of Europe and their representatives on this continent, the operations of trade seem the occasion of manifesting the most violent passions. And not only in the matter of coming to an understanding as to the correct basis of exchange—the effort on the one hand to keep the price up to the highest possible point and on the other to reduce it from that which both know to be extortionate—but in the terms describing the goods the capabilities of the language are usually exhausted. Listening to the vociferations of Italian or Spanish traders, one is impressed by the ridiculousness of making assertions which both parties know to be false and then carrying on a long contest until the well-defined and understood basis of value is reached. Some try to explain this curious manifestation of human nature on the theory that the volatile temperaments seek the excitement of bargaining from a natural tendency to effervescence; but this theory is hardly tenable for the reason that it not only rouses the energies of the lethargic Mexican and other degenerate Latins, out the more phlegmatic Slavonic nations of Central and Northern Asia are equally affected by trade excitement. A more probable explanation may be found in the instinct for gain which overrides a weak intelligence and leads to such superlative extravagance of expression.

The spirit of bargaining is not entirely confined to the unenlightened nations. It is not necessary to specify as to its existence even in the most refined communities, but those who are watching the modern tendencies in trade observe a lessening of the bargain spirit with the progress of intelligence, which indicates that it is not an essential principle of exchange.

But with the improvement in the matter of using only one, and the correct price, there is still the other manifestation of the bargaining principle, the description of wares in the most extravagant and ridiculous terms in advertising, with little indication of improvement except in comparatively few instances. In some of the metropolitan dailies, especially in Eastern cities, there are firms like Wanamaker, Rogers, Peet & Co. and a few others who advertise in more moderate, candid terms; but where there is one such there are a dozen others whose demand for superlatives exhausts the resources of the English language. It is not that the advertising is addressed to an ignorant clientage, for much of the most extravagant in phraseology is of firms seeking the best and most intelligent trade.

There is to be noted that the use of this extravagance is greatest in communities where the general spirit of extravagance in everything is most manifest. Thus the extreme in this direction would be naturally looked for, and is found, in Chicago. Few will claim that the general average of intelligence in that city is inferior to that in New York or other Eastern cities, and so the explanation must be sought in other conditions. As indicating that such expression is simply a yielding to the general spirit of extravagance in the case of Chicago it will be found that the proportion seems to be in direct ratio to

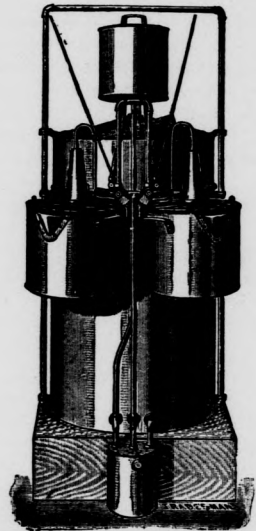
extent of space occupied. Thus many of the leading houses use whole pages or even double pages, with such exaggeration of statements that they would only excite laughter and ridicule were it not that the public mind is perverted to a fictitious meaning in the terms and expressions used. "Tremendous bargains," "unparalleled," "such prices as America has never known," and each claiming to be lower than any of its competitors—few really believe that the public is fooled by such declarations. It is simply that they must make a big noise, try to see who can yell the loudest; and so they take as large a space as possible and fill it with unmeaning terms. That such advertising has an effect is proved by the persistence with which it is kept up by successful houses; but the effect is an indirect one and is attained at an undue cost of both dignity and money.

Referring to Chicago as the most prominent exponent of this mode of publicity, it should not be inferred that smaller communities are exempt. The newspapers of Grand Rapids contain in almost every issue some of the most stupendous assertions, which no one is expected to believe, and so with most large towns of the State and country. The extent of this perversion of language has given an advertising vocabulary, in which the words have not so much changed their meaning as lost it.

Then are advertisers who use terms and phraseology in a way to appeal to the common sense of their customers. Such back their statements by actual performance. These build up a clientele which is a valuable factor in their business. The number of such advertisers will increase and the Tradesman predicts that the time is not far distant when the great dealers will find that meaningless extravagance in words is also an unwarranted extravagance in financial outlay. W. N. FULLER

## ACETYLENE GAS

By the



### Kopf Double Generator

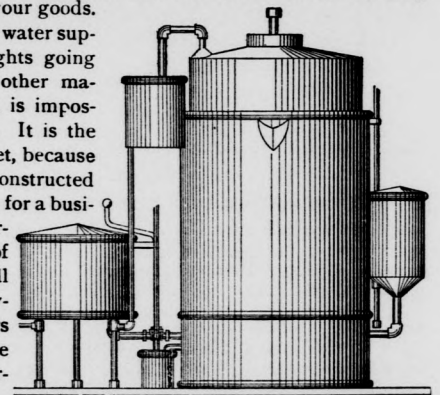
Send to the manufacturers for booklet and prices.

M. B. WHEELER  
ELECTRIC CO.,

99 Ottawa Street,  
Grand Rapids, Mich.

## The Bruce Generator Is the Machine of all Machines to Buy

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



THE MICHIGAN AND OHIO ACETYLENE GAS CO., Ltd., Jackson, Mich. A. F. PHAKE, Secretary.

## THE Owen Acetylene Gas Generator

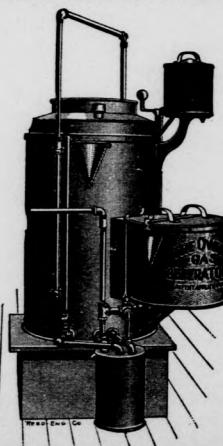
THE MOST SIMPLE AND COMPLETE DEVICE FOR GENERATING ACETYLENE GAS IN THE MARKET. ABSOLUTELY AUTOMATIC.

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

Write for Catalogue and particulars to

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

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



**Commercial Travelers**

**Michigan Knights of the Grip.**

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

**Michigan Commercial Travelers' Association.**

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

**United Commercial Travelers of Michigan.**

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

**Michigan Commercial Travelers' Mutual Accident Association.**

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

**Lake Superior Commercial Travelers' Club.**

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

**Gripsack Brigade.**

E. E. Green, of Bad Axe, will travel for the Port Huron Engine & Thresher Co.

Owosso Press: Charles Sackrider is on the road selling clothing manufactured by Dreyer Bros., of Chicago.

Quincy Herald: M. M. Dickerson expects to go on the road soon for the Quincy Knitting Co. as traveling salesman.

Chelsea Herald: E. G. Hoag left Tuesday night on a business trip for the Glazier Stove Co. in the West and Northwest.

Wm. A. McWilliams (Clark-Jewell-Wells Co.) is confined to his house by an attack of gastritis. His route is being covered in the meantime by J. A. High.

Saginaw Courier-Herald: Louis J. Carpenter has resigned his position with Phipps, Penoyer & Co., and accepted a position as local salesman for Brand & Hardin.

Saginaw News: A. L. Lloyd, representing the N. K. Fairbanks Co., of Chicago, has been appointed district agent for this section of the State, with headquarters at Saginaw.

Coldwater Republican: Howard Broadhead, who is traveling in the East and South in the interest of the Toledo Milling Co., is spending a fortnight with his family on Pierce street.

Schoolcraft Express: Wm. Fankboner is spending a few days here recovering from a few days' sickness. He will soon resume his position as traveling salesman for the Michigan Broom Co., of B. title Creek.

Frederick Bennett, for the past six years connected with the grocery department of Sellwood & Co., at Ishpeming, has engaged to travel in the Upper Peninsula for the Pfingradt Co., manufacturing confectioners of Milwaukee.

Battle Creek Journal: W. H. Sprague, representing the Advance Thresher Co. at Spokane, Washington, is in the city for a few days. Mr. Sprague has been in the employ of the company since its organization and has been looking after its interests in his present field for some years. This is his first visit to Battle Creek since 1884.

Port Huron Times: C. W. Bruce, traveling salesman of a Detroit wholesale house, was registered at the Union hotel on Tuesday. Thirty years ago Mr. Bruce was a clerk in the store of J. W. & J. M. Sanborn and afterwards was employed in the store of E. R. Sweetser. He has been making monthly trips to Port Huron for the past fifteen years.

**Three Death Claims Audited—Assessment Ordered.**

Lansing, March 7—The regular quarterly meeting of the Board of Directors

of the Michigan Knights of the Grip was held at Owosso Saturday, March 4. The meeting was called to order by President Stevens and the minutes of the last meeting were read and approved. The invitation from Post D (Bay City) to hold the next annual meeting of the Association in Bay City was received and the invitation was accepted unanimously.

A communication was received from Post C (Detroit), inviting the Board of Directors to hold the next meeting of the Board in Detroit. The invitation was accepted.

Secretary Saunders' report of receipts since the last Board meeting was as follows:

General fund.....	\$115 00
Death fund.....	106 00
Deposit fund.....	15 00
Total.....	\$236 00

The Treasurer's report of receipts and disbursements was as follows:

**GENERAL FUND.**

Balance on hand Jan. 28.....	\$1,218 94
Received from Secretary.....	115 00
Disbursements.....	\$1,333 94
Balance on hand.....	945 33

**DEATH FUND.**

Balance on hand Jan. 28.....	\$1,159 59
Received from Secretary.....	106 00
Disbursements.....	\$1,265 59
Balance on hand.....	765 59

The Finance Committee reported that it had examined the reports of the Treasurer and Secretary and found them correct.

The following bills were allowed and warrants ordered drawn for same:

Tradesman Company, printing.....	\$11 50
J. C. Saunders, postage and supplies.....	5 46
J. C. Saunders, salary.....	34 05
O. C. Gould.....	4 42
C. L. Stevens.....	5 11
J. C. Saunders.....	3 06
G. C. Gould.....	3 06
Geo. H. Randall.....	4 50
Chas. H. Smith.....	3 98
C. McNulty.....	4 50
J. W. Schram.....	5 66

Proofs of deaths of the late Chas. Warshauer, Detroit; Jos. M. Lenhoff, Saginaw, and A. C. Wetzel, Grand Rapids, were presented and allowed and the claims ordered paid.

E. Starbuck having resigned as Vice-President of the Third District to accept the chairmanship of the Employment and Relief Committee, the President nominated Sig. Folz, of Kalamazoo, to fill the vacancy. The appointment was confirmed by the Board.

On motion of Director Schram, assessment No. 1 for 1899 was ordered to be issued April 1 and expire on May 1.

Chairman Fox, of the Railroad Committee, was present at the meeting and reported good work being done by his committee.

There being no further business to transact, the Board adjourned to meet in Detroit the first Saturday in June.

J. C. SAUNDERS, Sec'y

**The Boys Behind the Counter.**

Hudson—Joseph E. McKenna, for ten years behind the counter in S. E. Lawrence's grocery store, but for the past year employed in the grocery store of J. E. Walker, has engaged to take a clerkship in the Milnes Supply Co., at Coldwater, the engagement to date from April 3. The Tradesman is assured by R. D. Howell that Mr. McKenna is all right—which is equivalent to saying that he will make his mark in his new connection.

California—John Kelso has taken a clerkship in the hardware store of Ayres & Son.

Zutphen—William Beck has a new clerk in the person of John L. Sterken.

Holland—Miss Johanna Ten Houten, formerly with C. L. Streng & Co., has taken a position as clerk with DuMez Bros., the dry goods dealers.

Grand Haven—Miss Amelia Baker has taken a position as cashier with the Fankboner department store, at Kalamazoo.

Benton Harbor—Horace Correll succeeds Sterne Brunson as clerk in the Burridge shoe store. Mr. Brunson has purchased a half interest in the New Process laundry.

Charlotte—Alex Gaffeny is now head clerk at Chapin & Rue's.

Kalamazoo—E. A. Carpenter, of Detroit, has taken a position with the Brownson & Rankin Co. as clerk.

Sturgis—A. B. Tennent and Percy Sibley are now in charge of F. L. Burdick & Co.'s shoe store.

Flint—Miss Hattie M. Johnson has gone to Detroit, where she has taken a position with Newcomb, Endicott & Co. as forelady in the dressmaking department.

Hillsdale—Albert Armstrong has engaged to sell shoes for Hinkle & Co.

Escanaba—W. L. Godley has gone to Gladstone to take a position in the drug store of A. H. Powell.

Big Rapids—Thomas Henderson has taken a position as salesman in the dry goods store of J. C. Jensen & Co.

Kalamazoo—Miss Clara Low has resigned her position in Foster, Post & Co.'s store.

Charlotte—Mr. Chas. Nichols is a new clerk in R. C. Jones & Co.'s dry goods store.

Sturgis—Ed Huff has taken a position in Meyer Livingston & Sons' clothing store at South Bend, Indiana.

Saginaw—Henry W. Lindemann, lately connected with John Schmelzer's Genesee avenue store, has taken a position with Foster, Charles & Co.

Lawton—Miss Mamie Bitely has been engaged as saleslady at L. Stern & Co.'s dry goods store, to fill the vacancy caused by the resignation of B. K. Durkee.

Sault Ste. Marie—R. Gillespie, formerly with Pratt, the Canadian Soo dry goods man, now has a position in the dry goods department of the Leader.

Port Huron—J. H. Kerrehan, from the Elgin watch factory, has taken the superintendence of J. W. Goulding & Co.'s jewelry department. Mr. Miller, who has held the position for some time, has gone to Salt Lake City.

Belding—Will Smith, who has been prescription clerk at the Belding Pharmacy for the past six months, has secured a position in a drug store at Kalamazoo.

Traverse City—E. Rogers, for seven years employed in the retail dry goods store of Carson, Pirie, Scott & Co., at Chicago, but late of the Boston store, has been engaged to take charge of the dry goods department of the Mercantile Co.'s store.

Port Huron—Miss Maggie Osmer has taken a position in the wholesale department of J. W. Goulding & Co.'s store.

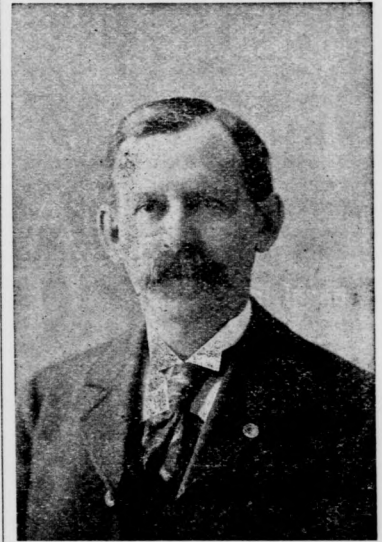
Petoskey—H. B. Cook & Co. have a new clerk in their hardware store in the person of C. M. Pepperman, of Manistee.

Hillsdale—Chas. Chappell has transferred his allegiance from Geo. E. Walworth to G. J. Kline.

Quincy—Lyon & Pierce have a new clerk in the person of Louis G. Green, formerly employed in the dry goods store of Boyle & Brown, at Hillsdale.

**JOHN G. MILLER & Co.**  
CHICAGO.  
Manufacturers of

**ALL WOOL CLOTHING**



I am now at my post waiting on my customers and friends. Will be in Chicago until April 15, where I shall be pleased to meet all who wish good, clean clothing at the right price. Any who want to see my line of Men's, Boys' and Children's Suits write me, care of John G. Miller & Co., 276 Franklin St., and I will see them promptly. S. T. BOWEN.

**\$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.

**REMODELED HOTEL BUTLER**

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

**HOTEL WHITCOMB**

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

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



**CUBAN HAND WORK CIGAR. BEST HAVANA LEAF. \$35 PER M. NAVEL 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
A. C. SCHUMACHER, Ann Arbor	Dec. 31, 1899
GEO. GUNDRUM, Ionia	Dec. 31, 1900
L. E. RAYNOLDS, St. Joseph	Dec. 31, 1901
HENRY HEIM, Saginaw	Dec. 31, 1902

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

#### Examination Sessions.

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

### STATE PHARMACEUTICAL ASSOCIATION.

President—J. J. SOURWINE, Escanaba.  
Secretary, CHAS. F. MANN, Detroit.  
Treasurer JOHN D. MUIR, Grand Rapids.

### College Course Not a Sufficient Education.

The average young man graduating from college is apt to speak of his education as being finished. And as he speaks, so he feels. Then he closes his books and allows "dry rot" to rob him of what has cost him many months of hard study and considerable hard cash. But he is badly mistaken. A college course is called an "education"—through courtesy, I suppose. A college course is not an education—it is only the beginning of an education. It is the foundation, and it should be a good one, but it is for the student to build the superstructure during the rest of his life, by his own efforts. The building is never finished. Some men rear most magnificent structures of wisdom and learning—perfect and complete so far as we can see—and yet we know that they work steadily on, day by day, as though their task were not begun. Such men never consider their education "finished," although the world calls them masters.

It is a fact, which the student can not too soon learn, that college training does not and can not teach much more than the rudiments of a science or an art. Pharmacy would be a poor thing indeed if we could learn all about it in a year or two. Chemistry would not be worth knowing if we could become expert chemists in that length of time. And the same is true of materia medica, pharmacognosy and botany. All the professor of chemistry hopes for from a student is that he will master the rudimentary truths sufficiently to enable him to go ahead and study on his own account without the guidance of a master after his college course is over. And so with all the other branches. How evident it is that, instead of educating a man, a college course merely prepares him to study intelligently. And a diploma does not stand for a great deal of learning after all—it is only a certificate that the owner has taken the stipulated courses of study in the college which gave it. In view of these facts, why not accept at once their truth and try to make the most of it?

If it be true that the student who looks forward to the possession of a diploma as the aim of his college work has a wrong conception of education, it must be even more apparent that the one who studies merely that he may pass the State board is equally far astray in his ideas. The State board is an incident—not an end. The fact that one has succeeded in memorizing a sufficiently large assortment of stray and isolated facts to enable him to pass the examination of a State board is not good evidence that he is a competent pharmacist, although I suppose this state-

ment will seem rather heretical at first thought to some. But, be that as it may, certainly it is a most deplorable mistake to study narrowly for a board examination. To a thoroughly qualified pharmacist the State board has no terrors whatever. Then why not study to be a first-class pharmacist instead of merely trying to be a licentiate?

It is this broad idea that I would impress on every student: Do not study merely to get diplomas or State-board certificates; study to make yourself a thoroughly competent pharmacist. Try to be such a good student that your college will feel that it is itself being honored in giving you its diploma. And after the diploma is won, be a credit to it, rather than depend on it to be a credit to you. A diploma may be a good thing, but a good education is a much better thing. And, as has already been said, a diploma does not stand for an education, but for a beginning of an education—a beginning that may never be anything more.

The thorough pharmacist is a broader man than the college alone could make him; he has learned much since leaving college that it could not have taught him. He is daily adding to his store of knowledge by a process of intelligent selection, carefully sifting what he sees and hears and reads, retaining the good and rejecting the worthless, applying at every opportunity rudimentary truths taught by his college instructors and deducing new facts from them. Pharmaceutical education, like all other education, is too broad a thing to be confined in college walls. It may and should begin there, but it must be developed in the drug store by daily use of facts already learned and acquisition of new truths. Diploma and certificate hunters do not do this. So long as a pharmacist (?) seeks merely to know as little as the law will let him, pharmacy will suffer because of it. When, if ever, will he appreciate that there is something beyond commencement day and higher than the State board? When he realizes that there is a great and lasting satisfaction in knowing a thing for its own sake, pharmacy will be benefited.—J. W. T. Knox in American Druggist.

#### The Drug Market.

Opium—Is dull and weak and prospects now are for a large crop.

Quinine—At the bark sales in London 10 per cent higher prices were realized for all that was offered. Immediately on receipt of this news Powers & Weightman advanced their price 2c per ounce.

Morphine—Is as yet unchanged, but manufacturers' agents are not offering except in a small way.

Cinchonidia—Has advanced 2c per ounce, in sympathy with the quinine market.

Calomel, Corrosive Sublimite and Red Precipitate—Have been advanced 2c per pound, on account of higher prices for quicksilver.

Essential Oils—Are steady and there are no changes to note.

Citronella, Camphor and Wormwood—Are firm.

Buchu Leaves—Scarce, both here and in foreign markets. The price has been advanced 2@3c per pound.

Seeds—Russian hemp is a trifle lower. Blue poppy has advanced and higher prices are looked for.

Railway corporations are not altogether soulless when they only allow ten minutes for refreshments at a railway lunch counter.

### RUN THE STORE.

#### One of the Perquisites of the Druggist's Advisers.

M. Quad in American Druggist.

I have never had the least trouble in making friends with a lawyer, doctor or professor, but have somehow always been a little too late to get into the little coterie invariably surrounding a druggist. My family druggist is a case in point. I freely admit that I should like to hang around his store for a couple of hours every evening in the week and that I sometimes ache to give him pointers on how to run his business, but I have never had the cheek to go further than to call him "Doc" and discuss the weather with him. I simply remain on the outside and watch his confidential friends and envy their good fortune. There is the real estate man, four doors below the drug store. He constituted himself a sort of guardian of the druggist several years ago, and his familiarity is due to his personal interest. About six times a day he leaves his office and saunters into the drug store to note how trade is going on and to drop valuable pointers. He calls the druggist by his first name and he helps himself to a cigar or a box of cough drops or looks over the prescription book in a way which is more than fatherly. Once or twice the thought has occurred to me that if the real estate man were to drop dead of heart failure the druggist would heave a sigh of relief, but the thought was suppressed almost as soon as born. When the plumber across the way isn't plumbing he is comfortably seated in the drug store. He never discusses traps and sinks and bath-tubs. His interest is in drugs. He also calls the druggist by his first name and it's a cold day when he doesn't offer advice as to how to run a drug store. If he had the store he'd change this or that—mark up sponges or mark down chloride of lime—buy sticky fly-paper by the ton and go short on borax. The druggist ought to love him for his unselfish interest and devotion, and perhaps he does. If the plumber were to go to the grocer or hardware man or the blacksmith and proffer advice he might be turned down, but I don't believe the druggist has ever gone as far as to ask him why he didn't devote two or three hours per day to his own business. On several occasions when the druggist has been busy the plumber has offered to fill prescriptions for me, and my refusal has appeared to injure his feelings and rouse his resentment. I think he talks against me to the druggist, probably calling me a crank and a kicker.

Another self-constituted guardian is the coal man on the next block. It was he who years ago advised the druggist to take the store. I believe he got a divvy with a real estate man for his advice, but that is a matter I have kept to myself. At brief intervals for the last six or seven years he has given his ideas as to how a drug store should be conducted. I have happened to overhear two or three of his "strictly confidential" talks, which invariably begin as follows:

"Now, Homer, I have your interests at heart, and there's nothing selfish about me. I want to see you do well here, and so I remind you that a drug store is not a coal mine. In a coal mine all you have to do is to blast out the coal, get it to market and sell seventeen hundred pounds for a ton. It's different with a drug store. You have got to keep alum and borax and all that, and if a man comes in and asks for a porous plaster you want to have it for him. You don't smile enough. You don't seem glad to see customers; you let an old woman go out of here yesterday after buying five cents' worth of sulphur and never said thank you. Why, man, if you would only meet the public halfway it would take a dry-goods box to hold your weekly receipts! I'm not criticising or fault finding. I'm just telling you, as your oldest and dearest friend, how your trade can be doubled."

I expect the druggist has listened to those words a hundred times without giving any back talk, and that he will listen a hundred times more. He must

realize that they come from the heart and are meant for his betterment.

Another one going to make up the coterie is the laundry man around the corner. Years and years ago he may have starched a shirt or a couple of collars for the druggist and thereby secured the privilege of advising and directing. It may have been that or it may have been only an over-supply of the milk of human kindness. At any rate, the druggist had not been in business over three months when the laundryman began dropping in with his suggestions. The fact that he was running a one-horse laundry was no sign that he didn't know how to run a first-class drug store. From the very first day he felt at home in the store. If he wanted a glass of port wine or a cigar he helped himself and was solicitous as to the number of prescriptions which had been filled and the bills payable on the desk. As time went on he got the feeling that he owned the store. To-day he is firmly assured that he owns the druggist as well, and that but for his personal influence trade would drop off one half in a week. Now and then I have chanced to hear some of his suggestions as guardian angel, and have jotted down the following:

That the druggist dress in blue uniform, with a gold-lace cap.

That he run a creamery in connection with the store.

That he hire an ocean steamer to sail around the world to advertise his cough syrup.

That he get himself arrested for murder in order to attract custom to his store.

That he hire a brass band to play in front of his store six times a day, and that every musician should bear a sign reading: "Tooth brushes at nine cents."

That he buy the old family coach of George Washington and use it with six white horses attached to deliver all purchases.

That he offer a bushel of potatoes or a hundred pounds of coal with every five-cent purchase.

The druggist has not adopted any of the above up to the present time, but nevertheless I am sure he must feel grateful for the interest which prompted them. I was looking over the ground again the other day with a view of getting inside the lines, but I had to give it up. It's a close corporation, and one jealous of newcomers, and there is no show of my being let in. If I were inside I could give the druggist a dozen good pointers a day, but as it is the best I can do is to gaze upon him from afar and trust that his guardians and confidential friends will pull him safely through.

#### Insects Injurious to Drugs.

There are a number of insects of the beetle family which prey upon drugs, some even attacking such unlikely articles as bone combs. The best way to preserve drugs from their attacks is to keep the drug in an atmosphere saturated with either chloroform or carbon disulphide. While the former is more expensive than the latter, it is much less dangerous, as it is not inflammable, and is therefore much to be preferred. This object is best accomplished by suspending from the stopper of the jar containing the drug a small vial in which a supply of chloroform is put from time to time. If drawers are used, the bottle containing the chloroform may be attached to the side of the drawer. The receptacle containing the drug should be kept tightly shut, as otherwise the effect of the chloroform will be lost.

#### Moral Influence Is Good.

Mrs. Greene—Do you always give your little boy castor oil for a cold?

Mrs. Gray—Yes, I give it for its moral effect exclusively.

Mrs. Greene—For its moral effect?

Mrs. Gray—Yes, it will have an influence upon him not to catch another cold.

WHOLESALE PRICE CURRENT.

Advanced— Declined—

Table listing various goods and their prices under categories like Acidum, Ammonia, Aniline, Balsamum, Cortex, Extractum, Ferru, Flora, Folia, Gummi, Herba, Magnesla, Oleum, and Syrup.

Table listing goods and prices under categories like Morphia, Sinapis, Strychnia, and others, including specific product names and quantities.

PAINT AND ARTIST'S BRUSHES. Our stock of Brushes for the season of 1899 is complete and we invite your orders. The line includes Flat Wall bound in rubber, brass and leather, Oval Paint Round Paint, Oval Chisel Varnish, Oval Chisel Sash, Round Sash, White Wash Heads, Kalsomine, Flat Varnish, Square and Chisel. All qualities at satisfactory prices. Camel Hair Varnish, Mottlers, Flowing Color, Badger Flowing, single or double, C. H. Pencils, etc. HAZELTINE & PERKINS DRUG CO., GRAND RAPIDS, MICH.

# GROCERY PRICE CURRENT.

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

<b>AXLE GREASE.</b> Aurora, doz. 60 Castor Oil, doz. 70 Diamond, doz. 50 Fraser's, doz. 90 K.L. Golden, tin boxes 75 Nica, tin boxes 75 Paragon, doz. 55	<b>CANDLES.</b> 8s. 7 Paraffine, doz. 8 Wicking, doz. 20 <b>CATSUP.</b> Columbia, pints 2 00 Columbia, 1/2 pints 1 25 <b>CHEESE</b> Acme @ 12 Amboy @ 12 Emblem @ 12 Gold Medal @ 12 Ideal @ 12 Jersey @ 12 Riverside @ 12 Brick @ 12 Edam @ 12 Leiden @ 12 Limburger @ 12 Pineapple, 50 @ 17 Sap Sago @ 17 <b>Chicory.</b> Bulk @ 7 Red @ 7	<b>CONDENSED MILK.</b> 4 doz in case. Gall Borden Eagle 6 75 Crown 6 25 Daisy 6 75 Champion 4 50 Magnolia 4 25 Challenge 3 35 Dime 3 35 <b>COUPON BOOKS.</b> Tradesman Grade. 50 books, any denom. 1 50 100 books, any denom. 2 50 500 books, any denom. 11 50 1,000 books, any denom. 20 00 Economic Grade. 50 books, any denom. 1 50 100 books, any denom. 2 50 500 books, any denom. 11 50 1,000 books, any denom. 20 00 Superior Grade. 50 books, any denom. 1 50 100 books, any denom. 2 50 500 books, any denom. 11 50 1,000 books, any denom. 20 00 <b>Coupon Pass Books.</b> Can be made to represent any denomination from \$10 down. 20 books 1 00 50 books 2 00 100 books 3 00 250 books 6 25 500 books 10 00 1000 books 17 50 <b>Universal Grade.</b> 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 <b>Credit Checks.</b> 500, any one denom'n. 3 00 1000, any one denom'n. 5 00 2000, any one denom'n. 8 00 Steel punch 75 <b>DRIED FRUITS—DOMESTIC</b> <b>Apples.</b> Evaporated, 50 lb boxes @ 3 1/2 Sun-dried @ 7 1/4 <b>California Fruits.</b> Apricots @ 2 Blackberries @ 2 Nectarines @ 10 Peaches 9 @ 10 Pears @ 10 Pitted Cherries @ 10 Prunelles @ 10 Raspberries @ 10 <b>California Prunes.</b> 100-120 25 lb boxes @ 4 80-90 25 lb boxes @ 5 1/2 70-80 25 lb boxes @ 6 1/4 60-70 25 lb boxes @ 6 3/4 50-60 25 lb boxes @ 7 40-50 25 lb boxes @ 10 30-40 25 lb boxes @ 10 1/2 cent less in 50 lb cases <b>Raisins.</b> London Layers 2 Crown 1 50 London Layers 3 Crown 1 65 Cluster 4 Crown 2 00 Loose Muscatels 2 Crown 5 Loose Muscatels 3 Crown 6 Loose Muscatels 4 Crown 7 L. M. Seeded, choice 8 L. M. Seeded, fancy 9 1/2 <b>FOREIGN.</b> Citron @ 12 Corsican @ 13 <b>Currants.</b> Patras bbls. @ 5 1/2 Cleaned, bulk @ 6 Cleaned, packages @ 6 Citron American 10 lb bx @ 13 Lemon American 10 lb bx @ 10 1/2 Orange American 10 lb bx @ 10 1/2 <b>Raisins.</b> Ondura 28 lb boxes @ 2 Sultana 1 Crown @ 2 Sultana 2 Crown @ 2 Sultana 3 Crown @ 2 Sultana 4 Crown @ 2 Sultana 5 Crown @ 2 Sultana 6 Crown @ 2 Sultana package @ 2 <b>FARINACEOUS GOODS.</b> Farina. 24 lb. packages 1 50 Bulk, per 100 lbs. 3 50 <b>Grits.</b> Walsh-DeRoo Co.'s Brand. Arbuckle 11 00 Jersey 10 50 McLaughlin's XXXX. Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package, also 1/2 c a pound. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases. Arbuckle 11 00 Jersey 10 50 McLaughlin's XXXX. McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago. <b>Extract.</b> Valley City 1/2 gross 75 Felix 1/2 gross 1 15 Hummel's foil 1/2 gross 85 Hummel's tin 1/2 gross 1 43 <b>CLOTHES PINS.</b> 5 gross boxes 40	<b>Hominy.</b> Barrels 2 50 Flake, 50 lb. drums 1 00 <b>Beans.</b> Dried Lima 4 1/4 Medium Hand Picked 1 2 @ 1 25 Maccaroni and Vermicelli. Domestic, 10 lb. box 60 Imported, 25 lb. box 2 50 <b>Pearl Barley.</b> Common 2 0 Chester 2 25 Empire 2 75 <b>Peas.</b> Green, Wisconsin, bu. 1 00 Green, Scotch, bu. 1 10 Split, bu. 2 50 <b>Rolled Oats.</b> Rolled Avena, bbl. 4 95 Monarch, 1/2 bbl. 2 13 Monarch, 90 lb sacks. 1 90 Quaker, cases 3 20 Huron, cases 2 00 <b>Sago.</b> German 4 East India 3 1/4 <b>Tapioca.</b> Flake 5 Pearl 4 1/4 Anchor, 40 lb. pkgs. 5 1/2 <b>Wheat.</b> Cracked bulk 3 1/4 24 2 lb packages 2 50 <b>SALT FISH.</b> <b>Cod.</b> Georges cured @ 4 Georges genuine @ 5 Georges selected @ 5 1/2 Strips or bricks 6 @ 9 <b>Herring.</b> 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. Round 100 lbs. 3 10 Round 40 lbs. 1 40 Scaled. 14 <b>Flackerel.</b> Mess 100 lbs. 15 00 Mess 40 lbs. 6 30 Mess 10 lbs. 1 65 Mess 8 lbs. 1 35 No. 1 100 lbs. 13 25 No. 1 40 lbs. 5 60 No. 1 10 lbs. 1 20 No. 1 8 lbs. 1 10 No. 2 40 lbs. 4 90 No. 2 10 lbs. 1 30 No. 2 8 lbs. 1 07 <b>Trout.</b> No. 1 100 lbs. 5 25 No. 1 40 lbs. 2 40 No. 1 10 lbs. 68 No. 1 8 lbs. 57 <b>Whitefish.</b> No. 1 No. 2 Fam 100 lbs. 7 00 2 75 40 lbs. 3 10 2 70 1 40 10 lbs. 85 75 43 8 lbs. 71 63 37 <b>FLAVORING EXTRACTS.</b> <b>Jennings'.</b> D. C. Vanilla 2 0z. 1 20 3 oz. 1 50 4 oz. 2 00 6 oz. 3 00 No. 8 4 00 No. 10 6 00 No. 3 T. 2 25 No. 4 T. 2 40 D. C. Lemon 2 0z. 75 3 oz. 1 00 4 oz. 1 40 6 oz. 2 00 No. 8 4 00 No. 10 6 00 No. 3 T. 1 25 No. 4 T. 1 50 <b>Pure Brand.</b> 2 oz. Taper Panel. 75 2 oz. Oval 75 3 oz. Taper Panel. 1 35 4 oz. Taper Panel. 1 60 <b>HERBS.</b> Sage 15 Hops 15	<b>INDIGO.</b> Madras, 5 lb boxes 55 S. F., 2, 3 and 5 lb boxes 50 <b>GUNPOWDER.</b> <b>Rifle—Dupont's.</b> Kegs 4 00 Half Kegs 2 25 Quarter Kegs 1 35 1 lb. cans 1 30 1/2 lb. cans 18 <b>Choke Bore—Dupont's.</b> Kegs 4 25 Half Kegs 2 40 Quarter Kegs 1 35 1 lb. cans 34 <b>Eagle Duck—Dupont's.</b> Kegs 8 00 Half Kegs 4 25 Quarter Kegs 2 25 1 lb. cans 45 <b>JELLY.</b> 15 lb pails 35 30 lb pails 65 <b>LYE.</b> Condensed, 2 doz 1 20 Condensed, 4 doz 2 25 <b>LICORICE.</b> Pure 30 Calabria 25 Sicily 14 Root 10 <b>MINCE MEAT.</b> Ideal, 3 doz. in case 2 25 <b>MATCHES.</b> Diamond Match Co.'s brands. No. 9 sulphur 1 65 Anchor Parlor 1 70 No. 2 Home 1 10 Export Parlor 4 00 <b>MOLASSES.</b> <b>New Orleans.</b> Black 11 Fair 14 Good 14 Fancy 24 Open Kettle 25 @ 35 Half-barrels 2c extra. <b>MUSTARD.</b> Horse Radish, 1 doz. 1 75 Horse Radish, 2 doz. 3 50 Bayle's Celery, 1 doz. 1 75 <b>PIPES.</b> Clay, No. 216 1 70 Clay, T. D. full count 65 Cob, No. 3 85 <b>POTASH.</b> 48 cans in case 4 00 Babbitt's 4 00 Penna Salt Co.'s 3 00 <b>PICKLES.</b> <b>Medium.</b> Barrels, 1,200 count 3 75 Half bbls, 600 count 2 38 <b>Small.</b> Barrels, 2,400 count 4 75 Half bbls 1,200 count 2 38 <b>RICE.</b> <b>Domestic.</b> Carolina head 6 1/4 Carolina No. 1 5 Carolina No. 2 4 Broken 3 1/2 <b>Imported.</b> Japan, No. 1 5 1/4 @ 6 Japan, No. 2 4 1/2 @ 5 Java, fancy head 5 @ 5 1/2 Java, No. 1 5 @ Table @ <b>SALERATUS.</b> Packed 60 lbs. in box. Church's 3 20 Deland's 3 15 Dwight's 3 30 Taylor's 3 00 <b>SAL SODA.</b> Granulated, bbls 75 Granulated, 100 lb cases 90 Lump, bbls 75 Lump, 145 lb kegs 85	<b>SAUERKRAUT.</b> Barrels 4 75 1/2-Barrels 2 60 <b>SNUFF.</b> Scotch, in bladders 31 Maccaboy, in jars 35 French Rappee, in jars 48 <b>SEEDS.</b> Anise 9 Canary, Smyrna 3 1/4 Caraway 8 Cardamon, Malabar 60 Celery 11 Hemp, Russian 4 1/4 Mixed Bird 4 1/4 Mustard, white 5 Poppy 10 Rape 4 1/4 Cuttle Bone 20 <b>SALT.</b> <b>Diamond Crystal.</b> Table, cases, 24 3-lb boxes 1 50 Table, barrels, 100 3 lb bags 2 75 Table, barrels, 40 7 lb bags 2 40 Butter, barrels, 280 lb. bnlk 2 25 Butter, barrels, 20 14 lb bags 3 50 Butter, sacks, 25 lbs 25 Butter, sacks, 56 lbs 55 <b>Common Grades.</b> 100 3 lb sacks 1 95 60 5-lb sacks 1 80 28 10-lb sacks 1 65 <b>Worcester.</b> 50 4 lb cartons 3 25 115 2 1/2 lb. sacks 4 00 60 5 lb. sacks 3 75 22 14 lb. sacks 3 50 30 10 lb. sacks 3 50 28 14 lb. sacks 3 2 56 lb. linen sacks 60 Bulk in barrels 2 50 <b>Warsaw.</b> 56-lb dairy in drill bags 30 28-lb dairy in drill bags 15 <b>Ashton.</b> 56-lb dairy in linen sacks 60 <b>Higgins.</b> 56-lb dairy in linen sacks 60 <b>Solar Rock.</b> 56-lb sacks 21 <b>Common.</b> Granulated Fine 65 Medium Fine 75 <b>SOAP.</b> <b>JAXON</b> Single box 2 55 5 box lots, delivered 2 70 10 box lots, delivered 2 70 <b>JAS. S. KIRK &amp; CO.'S BRANDS.</b> American Family, wrp'd 2 68 Dome 2 20 Cabinet 2 20 Savon 2 50 White Russian 2 35 White Cloud, laundry 6 25 White Cloud, toilet 3 50 Dusky Diamond, 50 6 oz. 2 10 Dusky Diamond, 50 8 oz. 3 00 Blue India, 100 1/2 lb. 3 00 Kirkline 3 50 Eos 2 50 <b>Allen B. Wrisley's Brands.</b> 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 <b>Scouring.</b> Sapolio, kitchen, 3 doz 2 40 Sapolio, hand, 3 doz 2 40 <b>SODA.</b> Boxes 5 1/4 Kegs, English 4 1/4
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**JAXON**

CONDENSED PEARL BLUING

Small, 3 doz. 40  
 Large, 2 doz. 75

**BROOKS.**  
 No. 1 Carpet 2 10  
 No. 2 Carpet 1 95  
 No. 3 Carpet 1 65  
 No. 4 Carpet 1 30  
 Parlor Gem 1 25  
 Common Whisk 80  
 Fancy Whisk 80  
 Warehouse 2 50

**CANNED GOODS.**  
 Tomatoes 80 @ 90  
 Corn 80 @ 1 00  
 Hominy 80  
 Beans, Lima 70 @ 1 30  
 Beans, Wax 75  
 Beans, String 70  
 Beans, Baked 75 @ 1 00  
 Beans, Red Kidney 75 @ 85  
 Succotash 85 @ 1 20  
 Peas 50 @ 85  
 Peas, French 2 25  
 Pumpkin 75  
 Mushroom 15 @ 22  
 Peaches, Pie 1 00  
 Peaches, Fancy 1 40  
 Apples, gallons @ 2 90  
 Cherries 90  
 Pears 70  
 Pineapple, grated 2 40  
 Pineapple, sliced 2 25  
 Pineapple, Farren 1 70  
 Strawberries 1 10  
 Blackberries 80  
 Raspberries 85  
 Oysters, 1-lb 85  
 Oysters, 2-lb 1 45  
 Salmon, Warren's 1 40 @ 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 1/4 @  
 Sardines, mstrd, dom. 5 1/4 @ 7 1/2  
 Sardines, French 8 @ 22



SPICES.

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

Pure Ground in Bulk.

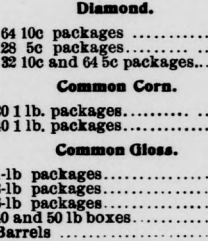
Table listing pure ground spices in bulk, including Allspice, Cassia, Cloves, and Nutmegs.

SYRUPS.

Table listing different syrups like Corn, Pure Cane, and Choice with their prices.

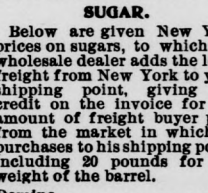
STARCH.

Table listing various starch products including Kingsford's Corn and Kingsford's Silver Gloss.



STOVE POLISH.

Table listing stove polish products like Enameline with their prices.

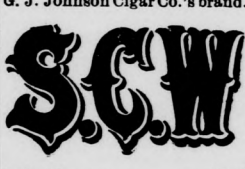


SUGAR.

Table listing various sugar products including Domino, Cut Leaf, and Granulated sugar.

TOBACCOS.

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



S. C. W. 35 00

Table listing Rube Bros. Co.'s Brands of tobacco, including Double Eagles and Gen. Maceo.

TABLE SAUCES.

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

VINEGAR.

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

WICKING.

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

Crackers.

The National Biscuit Co. quotes as follows:

Table listing various cracker brands like Seymour XXX, Family XXX, and Salted 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 in boxes, including Animals, Bent's Water, and Cocoa.

Oils.

Table listing various oils like Ecocene, W.W. Mich. Hdt., and Diamond White.

Candies.

Table listing stick candy products like Standard and Standard H. H.

Mixed Candy.

Table listing mixed candy products like Competition, Standard, and Royal.

Fancy—in Bulk.

Table listing fancy candies in bulk, including Lozenges and Choc. Drops.

Fancy—in 5 lb. Boxes.

Table listing fancy candies in 5 lb boxes, such as Lemon Drops and Sour Drops.

Caramels.

Table listing caramel products like No. 1 wrapped and No. 2 wrapped.

Fruits.

Table listing fruit products like Oranges and Lemons.

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 and Fards in 60 lb cases.

Nuts.

Table listing various nut products like Almonds, Walnuts, and Pecans.

Peanuts.

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

Grains and Feedstuffs

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

Table listing other grain products like Patents, Straight, and Clear.

Spring Wheat Flour.

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



Table listing flour products like Duluth Imperial and Gold Medal.

Feed and Millstuffs.

Table listing feed and millstuffs like No. 1 Corn and Oats, and Screenings.

Corn.

Table listing corn products like New corn, car lots, and Less than car lots.

Oats.

Table listing oat products like Car lots, Carlots, clipped, and Less than car lots.

Fresh Fish.

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

Oysters in Cans.

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

Shell Goods.

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

Provisions.

Table listing provision products like Battered Pork, Mess, and Back.

Dry Salt Meats.

Table listing dry salt meats like Bellies, Briskets, and Extra shorts.

Smoked Meats.

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

Lards. In Tierces.

Table listing lard products like Compound, Kettle, and 55 lb Tubs.

Sausages.

Table listing sausage products like Bologna, Liver, and Frankfort.

Pigs' Feet.

Table listing pig's feet products like Kits, 15 lbs, and 1/2 bbls, 40 lbs.

Tripe.

Table listing tripe products like Kits, 15 lbs, and 1/2 bbls, 40 lbs.

Casings.

Table listing casing products like Pork, Beef rounds, and Beef middles.

Butterine.

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

Canned Meats.

Table listing canned meats like Corned beef, 2 lb, and Corned beef, 14 lb.

Fresh Meats.

Table listing fresh meat products like Carcass, Fore quarters, and Hind quarters.

Pork.

Table listing pork products like Dressed, 5 1/2 @ 8, and Loins, No. 3.

Mutton.

Table listing mutton products like Carcass and Spring Lambs.

Veal.

Table listing veal products like Carcass and Washed, fine.

Crockery and Glassware.

Swift & Company quote as follows:

AKRON STONWARE.

Table listing akron stonware products like Butters, 1/2 gal. per doz, and 1 to 6 gal. per gal.

Churns.

Table listing churn products like 2 to 6 gal., per gal., and Churn Dashers.

Milkpans.

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

Fine Graded Milkpans.

Table listing fine graded milkpan products like 1/2 gal. flat or rd. bot., doz., and 1 gal. flat or rd. bot., each.

Stewpans.

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

Jugs.

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

Tomato Jugs.

Table listing tomato jug products like 1/2 gal. per doz., 1 gal., each, and 1/2 gal. per doz.

Preserve Jars and Covers.

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

Sealing Wax.

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

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

LAMP CHIMNEYS—Seconds.

Table listing lamp chimney products like No. 0 Sun, No. 1 Sun, No. 2 Sun, No. 3 Sun.

Common.

Table listing common chimney products like No. 0 Sun, No. 1 Sun, No. 2 Sun.

First Quality.

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

XXX Flint.

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

CHIMNEYS—Pearl Top.

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

La Bastie.

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

Rochester.

Table listing Rochester chimney products like No. 1 Lime (55c doz), No. 2 Lime (70c doz), No. 2, Flint (80c doz), No. 2 Lime (70c doz), No. 2, Flint (80c doz).

Electric.

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

OIL CANS.

Table listing oil can products like 1 gal tin cans with spout, 1 gal galv iron with spout, 2 gal galv iron with spout, 3 gal galv iron with spout, 5 gal galv iron with spout, 5 gal galv iron with faucet, 5 gal galv iron with faucet, 5 gal Tiltling cans, 5 gal galv iron Nacefas.

Pump Cans.

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

LANTERNS.

Table listing lantern products like No. 0 Tubular side lift, No. 1 B Tubular, No. 13 Tubular Dash, No. 1 Tub., glass fount., No. 12 Tubular, side lamp, 14 OC, No. 3 Street Lamp.

LANTERN GLOBES.

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

## Hardware

### Science of Advertising a Successful Hardware Store.

I wonder if I will bring down upon my head the wrath of my fellow hardware men when I make the assertion that, generally speaking, hardware men are the poorest advertisers of any class of merchants.

I don't know why this is so, but out of twenty-five newspapers that I examined in our local newspaper office I found twenty of the hardware men advertised something after the following fashion:

"John Smith, dealer in hardware stoves and tinware. Largest stock at lowest prices."

In one paper I found a firm advertising base ball goods in January.

Some merchants do not change their advertisement until the printer finds out that the face of his type is being ruined with constant use and demands new copy. Others leave the composition of their advertisement to the good or bad judgment of the editor.

Their excuse for so doing is that they can not write a good advertisement. I take exceptions to any successful sales man making that statement.

Show me a man that is a good sales man and I'll show you one who can write a good advertisement.

I notice merchants make statement in their advertisements that anybody knows are not true—in fact, some of the assertions border on the impossible—and these merchants are of the first to exclaim that advertising does not pay.

The great trouble with most business men is that their lives are so void of poetry that they can not produce classical copy, and they think none other will do.

A good advertisement does not necessarily need to be a literary gem.

One does not need to indulge in a lot of flowery language to write an advertisement that will bring business to his door.

But what is a good advertisement? you will say. A plain statement forcibly told, void of all technical expressions and terms, truthful to a line and pointed enough so that anybody can see the meat of your advertisement at a glance.

Don't set your ideal of a good advertisement too high to start with, and if you can not realize your ideal, idealize your real.

Don't use sensational headlines. Leave that field to the patent medicine man, and never make a statement in your headlines that does not explain itself.

I recently dropped into a friend's place of business and he showed me a copy of an advertisement of a new washing machine he was about to send to the printer. The headline ran something like this:

"I love to see my poor old mother wash," and then he went on to say that the man who made that remark had very little principle about him and it would have shown far more consideration for his mother's welfare if he had purchased for her a Bonanza Washer; that washing became a positive pleasure with one of these machines.

He asked my opinion of the copy. I remarked that if it would increase the sale of machines it was not written in vain, but that I thought it could be improved so that it would make a more favorable impression, and still use the

same words that were present in the copy.

I suggested to him that he use the words, "Washing becomes a positive pleasure," for his heading, and I'll tell you why I made the suggestion. With his heading he conveyed an impression that he did not mean, and he used a quarter of his space in explaining to the readers what he did mean. Then why not say what you mean at once, and be done with it, and use the space you have occupied in explaining your opening remarks in telling the advantages of your washer over all others?

If a man came into your store to buy a stove you would not start in by making some statement exactly the opposite of what you mean and then spend ten minutes in trying to remove the unfavorable impression your opening remark made. You would show him the taking points of your stove and call his attention to its advantages over other makes. Why would you tell him this? Because they are statements that bear directly upon the possibility of your making the sale.

If you are successful it will be a fair indication that your talk interested him and that he believed your statements.

Then go right back to your desk, and write your next week's advertisement and let the meat of it be just what you sold your last customer and I promise you that that advertisement will bear fruit.

Desultory advertising never has paid and never will pay. Keeping everlastingly at it brings success. Advertise during the busy season because you are busy and during the dull season because you want to be busy.

Contract for a certain space in your local paper, be it big or little, and change your advertisement as often as the paper is published.

Use cuts whenever you can. There is nothing that gives more tone to an advertisement than a good, clean cut. Most manufacturers will gladly supply them, and all it will cost you is a post card.

The publication of prices in advertisements has always called forth a great deal of discussion in trade papers wherever it has been mentioned. I am totally committed to the using of prices in advertisements.

Some merchants argue that by quoting prices they give their competitors tips. That is so, you do. But you are first on the field, and the people know that you are selling a steel trap for fifteen cents, because you have advertised that price, and they don't know that the other fellow is doing likewise, because he has not said so.

If you would satisfy yourself that the advertisement that contains prices is the more interesting, just pick up a newspaper and notice which advertisement first attracts your attention, and if the one with prices does you are safe in presuming that you are like other people and that they would also be more interested in the priced advertisement.

No matter how large the space, or how well the advertisement is prepared, if you fail to carry out every promise made, the advertisement will do you more harm than good.

You must teach the people to have absolute confidence in every statement. Don't generalize. Be specific. Don't try to advertise a dozen articles in a space 4x4. The statement that your line of stoves is the best on earth is a mere assertion—anybody can make it. If you say that they are the best, don't neglect

## OIL STOVES

BLUE FLAME—WITH WICK, AND WICKLESS.



Agents for the Novelty Mfg Co.  
Write us for Circular and Prices.

FOSTER, STEVENS & CO., GRAND RAPIDS, MICH.

## SYRUP AND SUGAR MAKERS' SUPPLIES



We make  
everything.

Write for prices.

Wm. Brummeler & Sons  
Grand Rapids, Mich.

### SEND FOR OUR SAMPLE BOOKS OF WALL PAPERS

If you desire to replenish your Wall Paper stock, or if you are in the market for new goods, it will be to your interest to see our samples. We have a very large assortment of cheap and medium-priced goods. Our Prices, Terms and Discounts we guarantee to be as low as any jobber or manufacturer. Write us.

HEYSTEK & CANFIELD COMPANY, THE WALL PAPER JOBBERS  
GRAND RAPIDS, MICHIGAN.

LOST AND FOUND, A GAIN.

Yes, Lost! Many a Good Business, Lost, Why?  
BECAUSE LACKING SYSTEM.

And many a business now being run without profit could be put on a paying business basis by adopting the EGGY AUTOGRAPHIC REGISTER SYSTEM, using which insures finding a gain every month.

No Leaks, No Waste.

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

Everything present or Accounted for.

### Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids, Mich.



to tell why. The purchasing public of to-day is a reasoning public and soon learns to discredit every statement of the man who continually makes startling assertions without showing he has a just right to do so.

I believe it is good advertising to make a leader out of some popular article. I know that plan is discouraged by the old school, but in Rome one must do as the Romans do. The plan is popular with the people, and they are the ones whose favor you want to gain. We advertised egg beaters recently at a low price. Many people came for egg beaters that we had never met before in our store, and it gave us an opportunity to do some good missionary work. Some came for egg beaters and would buy nothing else, while others were glad to look our stock over and often we made sales that we never would have made had our egg beaters not brought those people to our store.

If you would have your special sales the subject of conversation over the tea-cups, you must give your patrons real bargains.

We have experienced difficulty in getting stove manufacturers to send us cuts of their stoves. They prefer that we should use their trade mark instead and point out to us that all stoves, like the coons, look alike in print and that by using one of their trade marks we connect ourselves with the national advertising they are doing in the magazines, etc. I don't blame the manufacturers for wanting to have their trade marks published as often as possible, at no expense to them—that's human nature; but the manufacturers won't be on hand to give us a loaf of bread when we need one, and acquisition of bread is one of the things we are in business for.

If you want to test the relative value of an advertisement that contains a cut of a stove and one that contains a trade mark, I would ask you to again turn to a page in a paper that has both advertisements upon it. You are about to purchase a stove, and are naturally interested in stove advertisements. Which will first catch your eye? Will the trade mark? Hardly. The cut of the stove will, and if an entertaining description follows and an interesting price is attached, you will look no further, but will seek out the firm whose name appears at the bottom; and ten chances to one he will sell you your stove.

Suppose you have been continually advertising a manufacturer's trade mark. There comes a day when you and he have some differences of opinion. You throw up the agency or he takes it away from you. Who gets the benefit of your trade mark advertising?

Demand cuts of stoves to be used in your advertisements, and if the manufacturer wants his trade mark in your local paper, let him pay for it.

Next to newspaper advertising I consider signs painted on fences and sides of buildings to be the most effective. Every box that comes into our store is taken apart with a nail puller and the boards are made into sign boards. The roustabout gives them a coat of white paint, and when we have a dull day in the store I put in my time painting advertisements upon them. When spring comes we have from 100 to 200 substantial sign boards to tack upon all roads leading into the city.

If a farmer is coming to town to buy a stove, and just before he reaches the outskirts of the city he is confronted with a sign advising him to go to So-

and-so's and see their thirty-five dollar steel ranges, and he has seen similar signs the past two miles he has traveled, the merchant so advertised is pretty sure to receive a call from that farmer.

I do not believe in program or hotel register advertisements. People do not go to places of amusement to read advertisements, and the traveling public care very little about your new stock of ice cream freezers.

Don't expect an advertisement to actually sell your goods. If it brings people to your store, that is all you have a right to expect of it. Once they are inside, the advertisement has done its work and done it well. Your stock and your salesmen should be held responsible if you fail to satisfy the caller.

The show window in a great many hardware stores is the dumping ground for odds and ends of all kinds, when it ought to be given more attention than any other part of the store. I say more attention, because I believe in every man putting his best foot forward.

You would not think of presenting a person with one of your business cards that was dirty and soiled, and yet that is just what you do if you do not keep your show window attractively decorated and the glass free from dust and fly specks.

You pay for the space in your window when you pay your rent and it will be a business-getting advertisement if you use it properly.

To prove the correctness of this statement, if you have not already found it, dress one of your windows. Make a display of richer goods by covering some boards, arranged as shelves, with black cotton flannel, put tastefully printed price cards along the side of each article displayed, then stand where you can watch the passers-by, and you will be surprised and pleased to see how many will stop for a second to look and some will come in and buy who would otherwise have passed on.

In closing, I want to ask you to remember that your advertising, like the wood in the grate, will not give forth a cheerful light unless it is fanned by your own cordial greetings. Learn to judge human nature and to know how to appeal to people; and advertise—always.

G. M. EVENSON.

**Increase in the Use of Bent Glass.**

Bent glass was at one time more commonly used for showcase fronts than for anything else, but it has come to be employed for a variety of purposes and it is now used far more extensively than ever before. Its use in store fronts is becoming more and more familiar, very large plates being bent for this purpose. It is now used more than ever before in the construction of buildings for dwelling purposes, in windows on rounded corners and in towers; it is used in coach fronts; it is used in the rounded front china closets and in making glass cabinets. Either plain glass or bevelled glass may be bent, and to any curve.

For one use and another glass in many sizes is now bent in many forms. The number of moulds required for current use in a glass-bending establishment is large, and the accumulated moulds number thousands.

Glass is bent in a kiln. Glass melts at 2,300 deg.; the heat employed in bending is 1,800 deg. No pyrometer would stand long in that heat; it might last an hour, but it would not last a day, and so the heat of the kiln is judged

from the color of the flame and other indications. By long experience and observation the expert glass bender is enabled to estimate the heat in this manner with accuracy. Smaller pieces of glass are put into the moulds in the kilns with forks made for the purpose. The great moulds used for bending large sheets of glass are mounted on cars, so that they can be rolled in and out of the kilns. The glass is laid upon the top of the mould over the cavity and it is bent by its own weight. As it is softened by the heat it sinks into the mould and so is bent into forms. It may take an hour or two to bend the glass, which is then left in the kiln from twenty-four to thirty-six hours to anneal and cool. Glass to be bent, of whatever kind or size it may be, is put into the kilns in its finished state; the great heat to which it is subjected does not disturb the polished surface. Despite the exercise of every precaution more or less glass is broken in bending it. Bent glass costs about 50 per cent. more than the flat.

While the use of bent glass has increased very greatly in recent years, and is still increasing, and the amount used is in the aggregate considerable, yet as compared with the enormous amount of glass used in ordinary forms, the amount of bent glass used is, of course, very small. There are four or five glass-bending establishments in the United States, of which one is in the East.

**Hardware Price Current.**

AUGURS AND BITS	
Jennell's	70
Jenning genuine	25&10
Jennings imitation	60&10
AXES	
First Quality, S. B. Bronze	5 00
First Quality, D. B. Bronze	9 50
First Quality, S. B. S. Steel	5 50
First Quality, D. B. Steel	10 50
BARROWS	
Railroad	\$12 00 14 00
Garden	net 30 00
BOLTS	
Stove	60&10
Carriage new list	70 to 75
Flow	50
BUCKETS	
Well, plain	\$ 3 25
BUTTS, CAST	
Cast Loose Pin, figured	70&10
Wrought Narrow	70&10
BLOCKS	
Ordinary Tackle	70
CROW BARS	
Cast Steel	per lb 4
CAPS	
Ely's 1-10	per m 65
Hick's C. F.	per m 65
G. D.	per m 43
Musket	per m 75
CARTRIDGES	
Rim Fire	40&10
Central Fire	20
CHISELS	
Socket Firmer	75
Socket Framing	75
Socket Corner	75
Socket Slicks	75
DRILLS	
Morse's Bit Stocks	60
Taper and Straight Shank	50& 5
Morse's Taper Shank	50& 5
ELBOWS	
Com. 4 piece, 6 in	doz. net 50
Corrugated	1 25
Adjustable	dis 40&10
EXPANSIVE BITS	
Clark's small, \$18; large, \$20	30&10
Ives', 1, \$18; 2, \$24; 3, \$30	25
FILES—New List	
New American	70&10
Nicholson's	70
Heller's Horse Rasps	60&10
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 25 and 26; 27	28
List 12 13 14 15 16	17
Discount, 70-10 to 75	
GAUGES	
Stanley Rule and Level Co.'s	60&10
KNOBS—New List	
Door, mineral, jap. trimmings	70
Door, porcelain, jap. trimmings	80
MATTOCKS	
Adze Eye	\$16 00, dis 60&10
Hunt Eye	\$15 00, dis 60&10
Hunt's	\$18 50, dis 20&10
MILLS	
Coffee, Parkers Co.'s	40
Coffee, P. S. & W. Mfg. Co.'s Malleables	40
Coffee, Landers, Ferry & Clark's	40
Coffee, Enterprise	30
MOLASSES GATES	
Stebbin's Pattern	60&10
Stebbin's Genuine	60&10
Enterprise, self-measuring	30

NAILS	
Advance over base, on both Steel and Wire.	
Steel nails, base	2 05
Wire nails, base	2 15
30 to 60 advance	Base
10 to 16 advance	05
8 advance	10
6 advance	20
4 advance	30
2 advance	45
Fine 3 advance	70
Casing 10 advance	50
Casing 8 advance	15
Casing 6 advance	25
Finish 10 advance	35
Finish 8 advance	25
Finish 6 advance	35
Barrel 1/2 advance	45
Barrel 1/4 advance	85
PLANES	
Ohio Tool Co.'s, fancy	60
Sciota Bench	60
Sandusky Tool Co.'s, fancy	60
Bench, first quality	60
Stanley Rule and Level Co.'s wood	60
PANS	
Fry, Acme	60&10&10
Common, polished	70& 5
RIVETS	
Iron and Tinned	60
Copper Rivets and Burs	45
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27	10 20
"B" Wood's patent planished, Nos. 25 to 27	9 20
Broken packages 1/2¢ per pound extra.	
HAMMERS	
Maydole & Co.'s, new list	dis 33 1/2
Kip's	dis 25
Yerkes & Plumb's	dis 40&10
Mason's Solid Cast Steel	30¢ 1/2 70
Blacksmith's Solid Cast Steel Hand	30¢ list 50&10
HOUSE FURNISHING GOODS	
Stamped Tin Ware	new list 75&10
Japaned Tin Ware	20&10
HOLLOW WARE	
Pots	60&1
Kettles	60&10
Spiders	60&10
HINGES	
Gate, Clark's, 1, 2, 3	dis 60&10
State	per doz. net 2 50
ROPES	
Sisal, 1/2 inch and larger	8 1/2
Manilla	9 1/2
WIRE GOODS	
Bright	80
Screw Eyes	80
Hook's	80
Gate Hooks and Eyes	80
LEVELS	
Stanley Rule and Level Co.'s	dis 70
SQUARES	
Steel and Iron	70&10
Try and Bevels	60
Mitre	50
SHEET IRON	
	com. smooth. com.
Nos. 10 to 14	\$2 70 \$2 40
Nos. 15 to 17	2 70 2 40
Nos. 18 to 21	2 80 2 45
Nos. 22 to 24	3 00 2 55
Nos. 25 to 26	3 10 2 65
No. 27	3 30 2 75
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.	
SAND PAPER	
List acct. 19, '86	dis 50
SASH WEIGHTS	
Solid Eyes	per ton 20 00
TRAPS	
Steel, Game	75&10
Onelda Community, Newhouse's	50
Onelda Community, Hawley & Norton's	70&10
Mouse, choker	per doz 15
Mouse, delusion	per doz 1 25
WIRE	
Bright Market	75
Annealed Market	75
Coppered Market	70&10
Tinned Market	62 1/2
Coppered Spring Steel	50
Barbed Fence, galvanized	2 65
Barbed Fence, painted	2 25
HORSE NAILS	
An Sable	dis 40&10
Putnam	dis 5
Capwell	net list
WRENCHES	
Baxter's Adjustable, nickelled	30
Coe's Genuine	40
Coe's Patent Agricultural, wrought	75
Coe's Patent, malleable	75
MISCELLANEOUS	
Bird Cages	4)
Pumps, Castern	70
Screws, New List	85
Casters, Bed and Plate	50&10&10
Dampers, American	50
METALS—Zinc	
600 pound casks	8 1/2
Per pound	9
SHOT	
D op	1 45
B B and Buck	1 70
SOLDER	
1/2@%	17
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
TIN—Melyn Grade	
10x14 IC, Charcoal	\$ 5 75
14x20 IC, Charcoal	5 75
20x14 IX, Charcoal	7 00
Each additional X on this grade, \$1.25.	
TIN—Allaway Grade	
10x14 IC, Charcoal	4 50
14x20 IC, Charcoal	4 50
10x14 IX, Charcoal	5 50
14x20 IX, Charcoal	5 50
Each additional X on this grade, \$1.50.	
ROOFING PLATES	
14x20 IC, Charcoal, Dean	4 50
14x20 IX, Charcoal, Dean	5 50
20x28 IC, Charcoal, Dean	9 00
14x20 IC, Charcoal, Allaway Grade	4 00
14x20 IX, Charcoal, Allaway Grade	5 00
20x28 IC, Charcoal, Allaway Grade	8 00
20x28 IX, Charcoal, Allaway Grade	10 00
BOILER SIZE TIN PLATE	
14x56 IX, for No. 8 Boilers, 1 per pound	10
14x56 IX, for No. 9 Boilers, 1 per pound	10

## The Produce Market.

**Apples**—There is an upward tendency to the market. Good solid cold storage stock commands \$3.25 for Tallman Sweets and Pippins, \$4.25 for Baldwins and Greenings and \$4.75 for Spys and Kings.

**Bananas**—There are good supplies in sight, with values ruling firm. Orders are filled as soon as received. The stock coming in is on the whole of good quality.

**Beans**—The advance appears to be fairly well maintained and the general belief is that prices will not go lower soon. Handlers are offering 85¢@90¢ for unpicked, holding city picked mediums at \$1.12 in carlots and \$1.20 @1.25 in small quantities.

**Beets**—25c per bu.

**Butter**—Factory creamery is strongly held at 20c for fancy and 19c for choice. Fancy dairies are a little easier, having declined about 1c during the past week. Present quotations are 14¢@15¢.

**Cabbage**—Michigan stock is so scarce that it is hardly quotable. Louisiana is beginning to arrive, being held at \$3.50 per bbl. of 3 dozen heads.

**Carrots**—25c per bu.

**Celery**—18¢@20¢ per doz. bunches for White Plume.

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

**Cucumbers**—Hothouse stock commands \$2 per doz., in consequence of which all the stock which Grand Rapids growers can produce is shipped to Chicago.

**Eggs**—The market is demoralized, due to the high prices which have prevailed. This unsettled condition will probably prevail until after Easter, when the receipts will be heavier than the demand, and nothing but storage buyers will maintain prices. The prospects for the season seem to indicate that the average price will be higher than last year. Local handlers pay 12¢@14¢, which is hardly on a parity with Chicago and Eastern markets.

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

**Honey**—So scarce as to be hardly quotable.

**Lemons**—The market rules firm, with the demand liberal for this season of the year, and receipts still considerably lessened by the severe weather prevailing at Eastern receiving points.

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

**Onions**—Both red and yellow stock has advanced to 75c, the demand being greatly in excess of the supply.

**Oranges**—Under the effect of news from the Coast that three quarters of the navels were out of first hands and other discouraging reports, oranges took an other advance yesterday, amounting to about 25c a box. The present feeling is one of firmness, and it is believed that this advance was fully warranted by crop conditions.

**Parsley**—Chicago dealers are taking all that Grand Rapids growers can produce at \$2 per dozen—an unheard of price.

**Parsnips**—50c per bu.

**Pop Corn**—50c per bu.

**Potatoes**—The market has sustained a decided advance and is gradually working toward a higher level. Buyers along the G. R. & I. Railroad are paying 50c as far north as Cadillac, and 45c at Traverse City. Buyers on the Oceana branch of the C. & W. M. are paying from 44¢@46¢. The upward turn is due to a number of causes, chief among which is the dearth of stock at consuming and distributing markets, in consequence of the six weeks of cold weather which the country has recently undergone. During this time shipments have been practically suspended, so that the large markets have had to depend upon their own resources and reserve stocks. Another reason for the advance is that the stock which has been saved in the South for seed is mostly frozen, resulting in clamorous appeals for seeding stock from that portion of the country. As planting should all be done in the South in the next ten days, it is taking a large amount of stock to meet this re-

quirement. Local handlers are of the opinion that the price will go to 50c, but not much above that, unless it turns out that Wisconsin and Minnesota farmers have lost a larger percentage of their stocks from freezing than has been reported. Unless the railroads fail to respond to the call for cars, the movement from now on will be rapid, providing the market comes to a standstill long enough to impel the growers to bring in stock. Of course, so long as the market is advancing, the farmer will withhold his supplies from market, but a little weakening in the market would precipitate receipts at all buying points.

**Poultry**—Scarce. Chickens, 12¢@13¢; fowls, 10¢@11¢; ducks, 11¢@12¢; geese, 10¢; turkeys, 12¢@14¢.  
**Sweet Potatoes**—Illinois Jerseys are in fair demand at \$3.50

The action of the Alabama Legislature in exempting new manufacturing enterprises from taxation for a period of ten years is followed by an announcement that a Massachusetts cotton spinning corporation proposes to erect at Huntsville a mill that will give employment to 5,000 hands. Of course, the policy of the Alabama lawmakers is practically equivalent to giving a bounty to manufacturers, and in this regard it is theoretically vulnerable. Yet the material results promise to be of high value to the State, and it would not be surprising if other Southern commonwealths desirous of attracting Northern capital should eventually take the same course.

Buttermaking is an industry of growing importance in Australia. The minister of agriculture has approved of a scheme for holding dairy shows in the colony every four months. One steamer recently took 1,080 boxes of butter to England, and another 560 boxes to South Africa.

Vanzant & Co. have engaged in the grocery business at Muskegon. The Clark Jewell-Wells Co. furnished the stock.

Contented people keep young looking because they are not hunting for new wrinkles and trouble.

A professional promoter of enterprises is one who endeavors to promote himself.

If forgetfulness could be cultivated, as memory is, it would be useful.

If a man is hungry during lent it does not follow that he is good.

## 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.

**HAVE FOUR OR FIVE HUNDRED DOLLARS** to invest in some good enterprising business where services would be required. Am practical business man and good book-keeper. Can furnish best of references. Central or Southern Michigan preferred. Address No. 878, care Michigan Tradesman. 878

**FOR SALE—HARDWARE STOCK** IN ONE of the best towns in Barry county. Stock is in good clean condition. Best of reasons for selling. Traders need not apply. For particulars address Frank D. Pratt, Middleville, Mich. 876

**FOR SALE OR EXCHANGE FOR MERCHANDISE**—Splendid all improved 40 acre farm; rich soil, good location, Mason county, Mich. Address Box 71, Custer, Mich. 875

**WANTED—A BUTCHER'S SECOND HAND** refrigerator in first-class condition. State lowest spot cash price f. o. b. cars. Give full description. Address Lock Box 33, McBride's, Mich. 874

**FOR SALE OR TRADE—80 ACRES** CHOICE farming land; good buildings; 30 acres cleared; rest heavy timber. Address Box 13, Epsom, Emmet Co., Mich. 873

**FOR SALE—GROCERY STOCK** IN CENTRAL Michigan in city of 3,000 inhabitants. Sales last year \$10,000; stock invoices about \$1,200. Address No. 879, care Michigan Tradesman. 879

**WANTED—SHOES, CLOTHING, DRY** goods. Address R. B., Muskegon, Mich. 899

**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 Recorder. 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; or 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. 863, 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—DRUG STOCK AND FIXTURES,** including a fine soda fountain, which will invoice about \$2,500. Will be sold at great reduction if taken at once. Located in one of the finest corner blocks in a town of 4,000 inhabitants. For information address H. F. Marsh, Allegan, Mich. 861

**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

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

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

**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 VanBuren county. Stock will invoice about \$1,000; has been run only about four years; new fixtures; low rent. Address No. 842, care Michigan Tradesman. 842

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

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

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

**FOR SALE—NEW GENERAL STOCK.** A splendid farming country. No trade s. 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. 80

**WE PAY SPOT CASH ON TRACK** 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

## MISCELLANEOUS.

**AN AI GROCERY MAN WITH FOUR AND** a half years' experience as clerk and two and one half years as manager would like to correspond with some merchant desiring a strictly first-class man for a position of trust. Now employed and can furnish gilt edge references. Address No. 877, care Michigan Tradesman. 877

**Taggart, Knappen & Denison,**  
PATENT ATTORNEYS  
811-817 Mich. Trust Bldg., Grand Rapids.

Patents Obtained. Patent Litigation  
Attended To in Any American Court.

W. R. BRICE.

Established 1852.

C. M. DRAKE.

# W. R. Brice & Co.,

## Produce Commission Merchants

### Butter, Eggs and Poultry

#### Philadelphia, Pa.

Gentlemen: With the near approach of spring everyone looks forward to country life and a change. The Commission business keeps continually changing, and a live, wide-awake house must keep in the procession by constantly watching the markets and keeping in the swim. Those who think all this studying is done in the schoolroom are greatly mistaken; it is done day in and day out in an establishment like ours.

We ask for your shipments of Butter, Eggs and Poultry because we are prepared to give you the best service to be had in this market—prompt returns, full weights and top market prices. Will that suit you?  
W. R. BRICE & CO.

## REFERENCES:

Corn Exchange National Bank, Philadelphia.

W. D. Hayes, Cashier Hastings National Bank, Hastings, Mich.

Fourth National Bank, Grand Rapids, Mich.

D. C. Oakes, Coopersville, Mich.

**Travelers' Time Tables.**

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

**Chicago.**  
Lv. G. Rapids..... 7:30am 12:00pm \*11:45pm  
Ar. Chicago..... 2:10pm 5:15pm 7:20pm  
Lv. Chicago... 11:45am 6:50am 4:15pm \*11:50pm  
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 10:05pm  
Lv. Detroit..... 8:00am 1:10pm 6:10pm  
Ar. Grand Rapids... 12:55pm 5:20pm 10:55pm  
**Saginaw, Alma and Greenville.**  
Lv. G. R. 7:00am 5:10pm Ar. G. R. 11:45am 9:30pm  
Parlor cars on all trains to and from Detroit and Saginaw. Trains run week days only.  
Geo. DeHAVEN, General Pass. Agent.

**GRAND Trunk Railway System**  
Detroit and Milwaukee Div

(In effect Feb. 5, 1899.)  
GOING EAST Leave Arrive  
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 \* 7:15 m  
Gd. Haven and Int. Pts..... +12: 8pm + 3:19pm  
Gd. Haven and M. Wauke... + 5:12pm +10:11 m  
Eastbound 6:45am train has Wagner parlor car to Detroit, eastbound 3:20pm train has parlor car to Detroit.  
\*Daily. +Except Sunday.  
C. A. JUSTIS, City Pass. Ticket Agent,  
97 Monroe St., Morton House.

**GRAND Rapids & Indiana Railway**  
Feb. 8, 1899.

**Northern Div. Leave Arrive**  
Trav. C'y, Petoskey & Mack... + 7:45am + 5:15pm  
Trav. C'y & 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  
Fl. Wayne..... + 2:01am + 1:30  
Cincinnati..... \* 7:00m \* 6:30  
Vicksburg and Chicago... \*11:3pm \* 9:0 am  
10 am train has parlor car  
and parlor car to Chicago; 2:00pm train has parlor car to Ft. Wayne; 7:00pm train has sleeping car to Cincinnati; 11:30pm train has coach and sleeping car to Chicago.

**Chicago Trains.**  
**TO CHICAGO.**  
Lv. Grand Rapids... 7:10am 2:0 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 + 4:40p  
Ar. Muskegon... 9:00am 2:10pm 7:5 m  
Sunday train leaves Grand Rapids 9:15am; arrives Muskegon 10:40am.  
**GOING EAST.**  
Lv. Muskegon..... +8:10am +11:45am +4 0  
Ar. G'd Rapids..... 9:30am 12:55pm 2  
Sunday train leaves Muskegon 5:30pm; arrives Grand Rapids 6:50pm  
\*Except Sunday. \*Daily  
C. L. LOCKWOOD,  
Gen'l Passr. and Ticket Agent.  
W. C. BLAKE,  
Ticket Agent Union Station.

**DULUTH, South Shore and Atlantic Railway.**

**WEST BOUND.**  
Lv. Grand Rapids (G. R. & 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. Nestora..... 5:20pm 12:45am  
Ar. Duluth..... 8:30am  
**EAST BOUND.**  
Lv. Duluth..... +6:30pm  
Ar. Nestora..... +11:15am 2:4 am  
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.  
F. C. OVERTON, 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

**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."

**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.

**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.

**\$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.

# 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 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.

Guess the man what said invention was pretty close ter kin  
Ter necessitee knowed somethin' 'sides the wagin' of his  
chin.

And we who's been in business for these forty years or more  
Think we's got some peert idears how ter run a grocery store.

But I've noticed, Jim, old feller, if yer try ter keep in line,  
Hit takes a brush and scrubbin' ter keep things lookin' fine.  
Peers these new inventions, called the Money Weight an'  
sech,

Is about our sole salvation, ef we want ter keep in tech.

'Taint no use ter growl an' grumble when them system men  
comes round,

Fer even ef we're floatin' now we might git run aground.  
I've been weighin' out my sugar on these old-fashioned  
scales,

An' ther feller says no wonder that so many of us fails.

Seems ter me likes we gets careless, no matter what we're  
doin',

An' the moth an' rust keeps eatin', an' there's always trouble  
brewin';

An' I've kinder been a thinkin' sence I'm talkin' here ter you,  
Thet I'll try this Money System an' see what it'll do.

There aint a grocer livin', ef he'll stop ter calculate,  
Can make an honest profit a pilin' on down weight.

It's a little late in years ter be takin' on new schemes,  
But it's better late than never for improvement, it seems



Scales sold on monthly payments, without interest.

THE COMPUTING SCALE CO., DAYTON, OHIO.