

MICHIGAN TRADESMAN

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Volume XVI.

GRAND RAPIDS, WEDNESDAY, MARCH 15, 1899.

Number 808

HEMLOCK BARK



We measure and pay cash for Bark as fast as it is loaded. Now is the time to call on or write us.

MICHIGAN BARK & LUMBER CO., 527 and 528 Widdicomb Bldg., Grand Rapids, Michigan

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.,

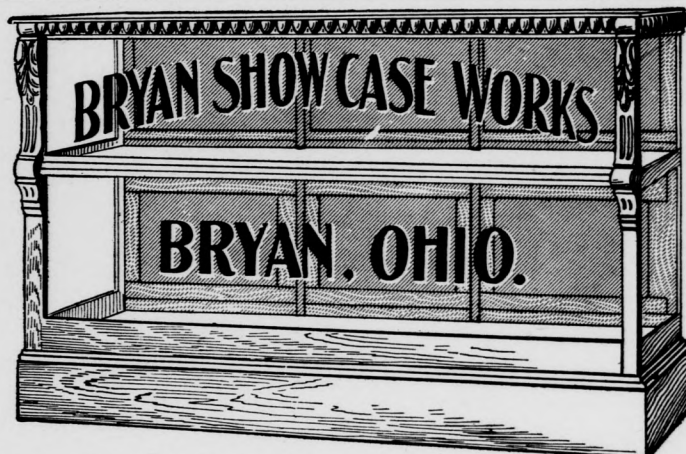
Manufacturers and Dealers in all the various products of Gypsum, including "Eclipse" Wall Plaster, Calcined Plaster, Land Plaster and the best Bug Compound made.

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.



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.

If You Would Be a Leader



handle only goods of VALUE. If you are satisfied to remain at the tail end, buy cheap unreliable goods.

Good Yeast Is Indispensable.

FLEISCHMANN & CO.

UNDER THEIR YELLOW LABEL OFFER THE BEST!

Grand Rapids Agency, 29 Crescent Ave.
Detroit Agency, 118 Bates 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.

Our Aim

Is to produce the best quality of goods, and then to sell them at the lowest possible prices. We expect a fair profit 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. CLEANLINESS 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.



TANGLEFOOT

STICKY FLY PAPER

ASK YOUR JOBBER FOR IT

Coopersville Roller Mills



Merchant Millers

Manufacturers of

White Lillie

Winter Wheat Flour,

Graham and Feed.

Correspondence and trial orders Solicited.

F. J. YOUNG, Prop.

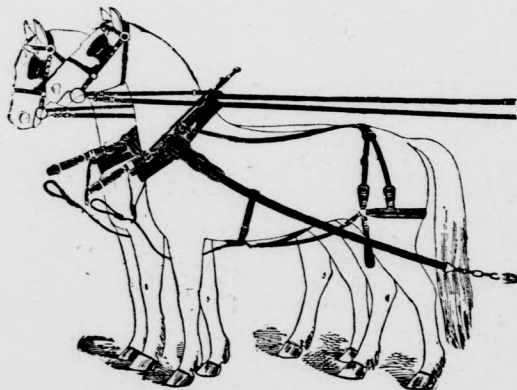
BROWN & SEHLER

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.

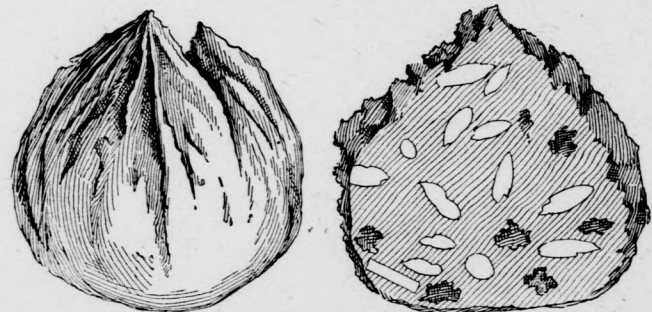


SMOKE Banquet Hall Little Cigars

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

MUSSELMAN GROGER CO., Grand Rapids, Mich.

PLUM PUDDING



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

GRAND RAPIDS CANDY CO.

Do You keep

Faust Oyster Crackers

If Not, Why Not?

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

National Biscuit Company,

Grand Rapids, Mich.

SEARS BAKERY.

Epp's Cocoa

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

MICHIGAN TRADESMAN

Volume XVI.

GRAND RAPIDS, WEDNESDAY, MARCH 15, 1899.

Number 808

Opportunity of a Lifetime!

A first-class opportunity to buy a well-established and good paying business in a flourishing town in the Upper Peninsula. The present proprietor did well for eighteen years and wishes to retire on account of age and poor health. Prospect for future is even brighter. Stock consists of a well-selected stock of Groceries, Dry Goods, Ladies' and Men's Furnishing Goods, Notions, Etc., and invoices about \$15,000. Location, central. Rent, \$900 per year. Five years' lease, if desired. For further particulars address X, care Michigan Tradesman.

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.

Commercial Credit Co. Ltd.
 Private Debt Adjustments
 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.

IMPORTANT FEATURES.

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 24. Catalogue Competition. Wants Column.

The Boys Behind the Counter.

Marquette—A. T. Emmons has been engaged to take charge of a branch store which the Carlton Hardware Co., of Calumet, will establish at either Rockland or Greenland.

Edmore—Jacob Snyder has a new clerk in his hardware store in the person of Cal Sawdy, of Big Rapids.

Jackson—Archel W. Rogers, formerly at the Globe store, has taken a position with Meade & Durant.

Carson City—Freeman Salisbury, of Middleton, is assisting Miss Linna Huntoon to look after E. B. Huntoon's grocery stock.

Pentwater—Art. B. Flag, who has been drug clerk for J. L. Congdon & Co. for some years, has retired.

Ithaca—Sidney Hass is again installed as head clerk in the hardware store of Pinney & Horr. He recently resigned to engage in business on his own account, but failed to find a location to his liking.

Eaton Rapids—Ira L. McArthur is clerking in A. W. Annis' shoe store.

Houghton—B. L. Neuman, manager of Goodspeed's shoe store, was called to Portland last week by a telegram announcing the sudden death of his mother at Geenville, S. C. The funeral occurred at Portland Tuesday.

Ithaca—O. B. Jerrolds will resume his old position in Crawford Bros.' drug store.

Lowell—Clare M. Findlay succeeds Frank W. Tarleton as clerk in the shoe store of A. J. Howk & Son.

Negaunee—Rosen Bros. have a new clerk in their dry goods and clothing store in the person of Leslie Griffin, of Shelby.

Belding—Ed. Sovereign, who has been at work for a firm in Port Huron, has taken a position in the dry goods establishment of Wm. Barie & Son, of Saginaw.

Ann Arbor—Edward Dwyer, with Mack & Co., has resigned his position to enter the employ of D. E. Glass, who has just purchased the boot and shoe stock of Doty & Feiner. Mr. Feiner will remain in the store to assist Mr. Glass and his clerks.

Owosso—John Alles, formerly clerk in the shoe house of E. L. Brewer, is looking for a location in which to embark in the shoe business on his own account.

Otsego—Judson Ross succeeds Willis Clapp as clerk in W. J. Old's grocery store.

Charlotte—Glenn VanAuken, clerk in the dry goods store of R. C. Jones & Co., has taken a similar position with Geo. J. Barney & Son. He is succeeded by Geo. C. Walker, who has been employed for several years in the general store of Hickmott & Dukette, at Mendon.

Decatur—Dellon Styles is the new clerk at S. N. Thomas & Sons'.

Carson City—After a four weeks' tussle with fever, W. B. Lane is again at his place behind the counter in the Carson City Mercantile Co.'s store.

Jackson—James Winney has taken a position with the Economy shoe house.

Charlotte—F. H. Loveland has gone to Greenville to take a position in a large dry goods establishment and expects to remain indefinitely if everything is satisfactory.

Bay City—Henry Beaubien has taken a position as manager of David Miller's store on Broadway. Mr. Miller is slowly recovering from a serious illness.

Lansing—Thos. R. Palmer has gone to Grand Ledge to take a clerkship in the store of A. A. Wilbur & Co.

Charlotte—Ernest A. Hartwell has resigned his clerkship at Hartwell's grocery store.

Stanton—Ferry Hannifin, head salesman in the grocery store of Ball & Devine, was married recently to Miss Zillah Althouse, of Big Rapids. The ceremony occurred at this place.

Among the notable persons who will be in the city to-morrow to attend the funeral of the late Paul Steketee is W. S. H. Welton, of Owosso, whose store on Canal street was the first business house in which the deceased was employed in Grand Rapids. Mr. Welton is now over 80 years of age, and although it is nearly fifty years since his relations as employer ceased, his remembrance of the sterling qualities exhibited during the boyhood of the deceased is as clear and distinct as though their relations were more recent. No one admired Paul Steketee more than his first employer and no one rejoiced more heartily in his remarkable success.

Police Justice Ochler, of East St. Louis, has hit upon a novel plan to cure the drink habit. He administers an iron-clad oath to all who will take the pledge. Two witnesses subscribe to it, and in case the person taking the oath violates it the witnesses are subpoenaed to appear against him as prosecutors on a charge of perjury. Ten men already have taken this oath, and the justice is doing a rushing business despite the possible severity of the punishment for infraction of promise. The justice is relying on the Illinois law under which he administers the oath to make his cure effective.

Tribute to the Memory of Paul Steketee.

In the death of Paul Steketee the city has lost a good man. His life shows what may be achieved in this country by one of humble birth and circumstances, if he have the right qualities in him—the qualities so often made light of by some of the nervous, restless, impatient young business men of to-day. He inherited, through a long line of ancestors, patience, energy, honesty, perseverance and that good will to all that was ever overflowing and that strict integrity that thought of no tricks but ever meted out honest values. His experience brought out and made active all these faculties. Hard times or close competition could not destroy these foundations of his life and character. He was always full of hope and good nature, always affable, but he had so much of will power and resolution that he could say no when he wished and in such a manner as not to offend, but to leave no doubt as to his determination. When he had but started in business he exhibited the same qualities. He was a close buyer, well posted as to what he wanted and their values, but never expecting or desiring something for nothing. He would not place himself under obligations to any business house or salesman by accepting theater tickets or other entertainment. Financially, he never lived up to all his privileges. Honesty and justice underlaid the foundations of his life. These traits gave all his customers full confidence in him. He had large concentration. He accomplished what he undertook and would "fight it out on that line if it took all summer." He never receded from any position he once occupied. Good judgment, energy, economy and faith in himself and the rest of mankind were distinguishing characteristics of his career. He will be greatly missed, not only by his own family, and employees, with whom he was always on familiar terms, but by a very large circle of friends and acquaintances.

OSCAR F. CONKLIN.

Work of the Employment Committee.

Kalamazoo, March 13—The employment and Relief Committee of the Michigan Knights of the Grip feels that it has its hands full in trying to secure employment for all who ask assistance in that line and would like to suggest through your paper that any one of our members who knows of a position of any kind whatever should acquaint us with the fact, so that we can put someone in it, if possible. A postal card to any of us will do the business and give us more to work on.

I should like, also, to suggest to the jobbers and manufacturers of this State that they inform themselves as to the benefits they may derive from the work done by our organization, and, if sufficient to justify it, that they communicate with us when needing men, if the right man is not in sight. We guarantee that we shall not bore them and if we have not the man for them will frankly say so. All we wish is a chance.

E. STARBUCK,
 Chairman.

Horse meat is being canned in Oregon for consumption in Europe. There can be no beef scandal over that.

GONE BEYOND.

Paul Steketee, the Veteran Dry Goods Merchant.

In the early days of the Nineteenth Century, when the Netherlands were under the control of France, Napoleon issued an edict that not more than nineteen people should assemble together at any one time in any building in any of the provinces constituting the Netherlands. Forty years later, when the country was no longer under the control of France, King William II., who was the head and front of the National Church of Holland, construed this edict to apply to meetings of the adherents of the Dutch Reformed Church, who constituted the dissenters from the doctrine of the established church. A series of petty persecutions was instituted in all parts of the kingdom, in consequence of which the seceders from the established church were obliged to adopt all sorts of subterfuges to avoid detention and arrest. It was not uncommon for the dissenters to seat the old people who were too feeble to stand in a room, and raise a window or open a door so that the preacher who conducted the services could be heard and seen by the old people seated inside and the assembled multitude standing outside.

In such an atmosphere and amid such surroundings was Paul Steketee born, at Borsele, Province of Zeeland, Feb. 24, 1834.

Among the men who seceded from the established church and confessed allegiance to the Dutch Reformed Church was John Steketee—father of the deceased—who, like his father and grandfather before him, had been employed on the dykes—the public works of the kingdom. In common with others holding the same faith, Mr Steketee was frequently hauled before the King's tribunal and compelled to pay fines for attending meetings forbidden by the Napoleonic edict. The persecutions became so frequent and the fines so irksome that, in 1847, he joined the band of devoted pilgrims who left Holland in April of that year in three ships to found new homes where they might worship God in accordance with the dictates of their own consciences. The three shiploads contained a preacher, a school teacher, a wagonmaker, a carpenter and other men skilled in the various arts and trades, so that the colony established at Zeeland might have within itself all the elements which entered into the successful prosecution of its work. Each head of a family was provided with a certificate, issued by the Dutch Reformed church, recommending the holder and his family to the new religious organizations to be formed in the New World.

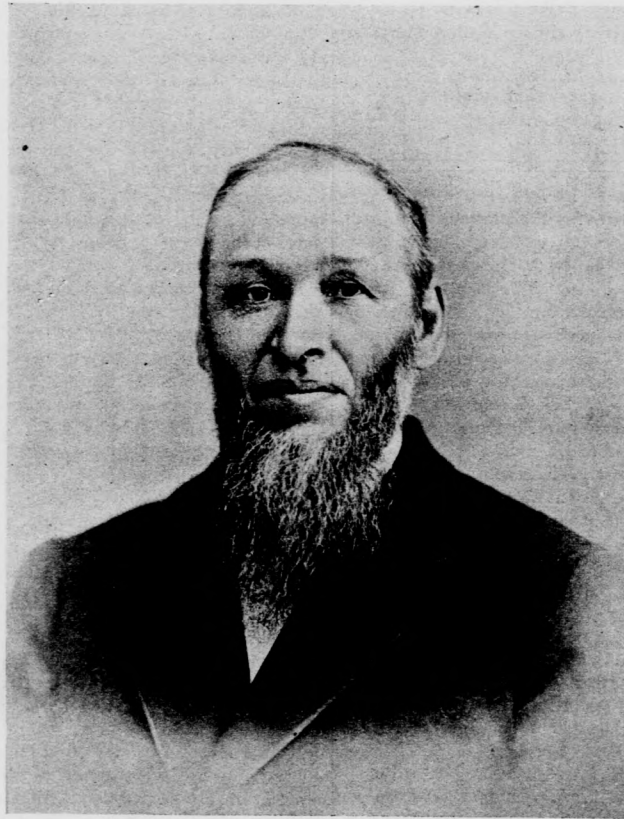
John Steketee was accompanied by his wife and nine children—six sons and three daughters—the third son being Paul Steketee, whose sudden death on Monday shocked the people of Grand Rapids and the Holland colony.

Mr. Steketee and family went direct to Zeeland township, Ottawa county, being the first family to locate in that township. One year after the family arrived in Zeeland, Paul, who was then 14 years of age, started out to earn a few dollars to lighten the burden of the family at home. His first employment was in the grocery store of Pliny P. Roberts, at Grandville, where he remained a few months. Hearing flattering reports from the then village of Grand Rapids, he came to this city and secured employment as a teamster,

which occupation he followed for several months. In 1850, W. S. H. Welton, who was then engaged in the clothing business on Canal street, concluded that he ought to have a Holland clerk and, on making enquiries as to who would serve him well and faithfully in that capacity, was recommended to Paul Steketee. On enquiring where he was to be found, he learned that he was digging limestone in the river, and a day or two afterward he went down to the bank of the river and, seeing a boy up to his waist in the water, motioned him to come ashore. The boy proved to be the person wanted; a bargain was struck on the spot, and the next morning Paul Steketee began his mercantile career in Grand Rapids, although a part of the time he drove team and worked on the 10 acre farm owned by Mr. Welton, comprising what is now known as

business man, as his successful mercantile career has proved. Long live Paul! I can say for him that, in my long business experience, I have never found a more faithful employe than he was.

In 1862, Mr. Steketee formed a co-partnership with John H. Doornink under the style of Doornink & Steketee and engaged in the dry goods business in the store building now occupied by the Heystek & Canfield Co. The partners had a combined capital of \$1,650, constituting the savings of years, and Mr. Steketee went to New York to purchase the initial stock. He found the agents of the cotton mills very much disheartened over the war and a general opinion prevalent that the country was going to the bad and that prices were naturally going to pieces. This was not the case with H. B. Claffin, who had great faith in the stability and integrity of the country, and advised Mr.



Welton's addition, bounded by Cherry and Prospect streets and Wealthy and Madison avenues. Mr. Steketee remained with Mr. Welton as long as the latter continued business, and the relationship was so pleasant that, on Mr. Welton's retirement, he used his influence with John & George Kendall to secure for him a position in the dry goods store they were then conducting at the foot of Monroe street. In referring to the matter in his "History of Grand Rapids in 1850," published in the Tradesman three years ago, Mr. Welton referred to Mr. Steketee as follows:

Mr. Kendall held about the same relative position among the dry goods dealers at that time that Henry Spring, Paul Steketee and William B. Herpolsheimer now enjoy. Mr. Steketee was in the employ of the writer two years and was then employed by Mr. Kendall, under whose tuition he graduated a competent

Steketee to buy all the domestics and staples in the cotton goods line he could get hold of. This advice he followed to the letter; and until the death of Mr. Claffin he was on confidential relations with that eminent gentleman. He invested practically all the capital of the firm in cotton goods and cottonades, and in future years delighted to tell of the panic which seized his partner when the goods were unloaded on the sidewalk in front of the store. Especially was this true of the cottonade purchase, which looked somewhat portentous, but before the store was open and the goods were on the shelves their market value had nearly doubled, and the cottonades which Mr. Steketee had purchased for 30 cents a yard sold over the counter for \$2 a yard before the last bolt was gone. From that time on the success of the house was little less than phenom-

enal, due in some degree, of course, to the remarkable advances which all kinds of goods sustained during the war. Two years after the firm of Doornink & Steketee was organized a branch store was established at Holland City under the management of Geo. G. Steketee, the firm name being Doornink, Steketee & Bro. In 1868, George sold out his interest in the business and the Holland store was conducted by Andres Steketee. In 1871, the big fire wiped out the business at Holland, but Paul re-established it, with Andres as partner. The latter became sole proprietor of the Holland branch in 1886 and has since conducted the store there. The copartnership of Doornink & Steketee was discontinued in 1872 and the business was continued by Mr. Steketee alone until 1875, when he retired from trade a couple of years and devoted his attention to his real estate interests. Some of his sons in the meantime having grown to manhood, and feeling the necessity of educating them to pursue a mercantile career, he re-engaged in business at the corner of Monroe and Ionia streets, where M. H. Treusch & Bro. are now located. Some years later he erected one of the three stores the house now occupies on Monroe street, at which time the firm name was changed to P. Steketee & Sons, including John, Peter, Paul, Daniel and a son-in-law, Cornelius Dosker. The business naturally grew under the watchful care of Mr. Steketee, supplemented by the attention to details on the part of the sons, until it has become one of the largest and most profitable in the State. A second frontage on Monroe street and a double frontage on Fountain street have long been occupied and within a few weeks a third frontage has been purchased on Monroe street. Arrangements have also been made to purchase all the land running from the east end of the wholesale store to the corner of Ionia and south on Ionia street to the Morton House, for which plans have been made to erect a six-story and basement structure, the basement and first and second stories to be occupied altogether by the wholesale department. This change in the wholesale department will give the space now occupied by the wholesale department over to the retail, making one of the largest, best equipped and best lighted retail stores in the country.

Mr. Steketee was married in 1856 to Miss Piernella Meeuwse, of Zeeland, and had four sons—John, Peter, Paul and Daniel—and one daughter, Mrs. Cornelius Dosker. The family reside in a beautiful home at 209 Fountain street, from which the funeral of the deceased will be held on Thursday afternoon.

Mr. Steketee was Treasurer of the city in 1860, but, further than that, never held any public office. He was a director of the Grand Rapids National Bank ever since its organization in 1880 and was interested in manufacturing and real estate enterprises to a limited extent. All his life was devoted to the extension and upbuilding of his dry goods business, and so faithfully did he follow his text that he came to be regarded as one of the best posted men in the business. As a buyer in the New York market he never accepted any courtesies from a seller. He insisted on having all the discounts possible, but never went out to dinner nor received any social attentions at the hands of the men from whom he was buying goods. This quality, which was seldom met with in the New York market, gave Mr. Stek-

ete a noteworthy reputation, and, wherever he went, he came to be known as a cash buyer, who was influenced only by quality and price and could not be swerved from his determination by invitations which owed their origin to ulterior motives.

Personally, Mr. Steketeer was one of the most agreeable of men. Deeply religious, and carrying his religion, without ostentation, into his every day life, he long ago came to be known as the soul of honor, whose word was as good as his bond and whose conduct was never swerved from the pathway of right and rectitude. Quick to recognize a situation, it seldom took him many minutes to formulate his opinion of any plan which was presented to him for consideration, and whether his answer was in the affirmative or in the negative, it was always given in a kindly manner, so that the persons with whom he was negotiating could not take offense. His judgment on matters pertaining to merchandising was invariably sound; in fact, it was a common remark that no one could sell Paul Steketeer an article which did not possess genuine merit, no matter what price was offered. The woman who sought something flashy or gaudy never thought of going to his store; but when she wished something that would wear, she knew where it could be obtained.

Genial in disposition, courteous in manner, loyal to his family, faithful to his friends, steadfast in the faith of his fathers, without an enemy in the world, Paul Steketeer has gone to his reward, leaving behind him a memory fragrant with noble deeds, generous impulses, worthy ambitions and a well-earned success.

The Dry Goods Market.

Staple Cottons—The list of advances is longer than last week, and the majority of them are on well known prints. Lesser lights, however, have followed the upward tendency of the market. Buyers are having a hard time to secure the goods wanted and agents are straining every nerve not only to secure goods for them, but to hurry along orders which have been placed for some time and which customers want as soon as possible. Requests are coming in to make shipments earlier than the time specified, where possible, but it is seldom that this can be done. On the other hand, mills are generally behind in shipments. Heavy brown sheetings and drills are particularly scarce, and agents do not care to make contracts for early shipments or prompt delivery, either for home or export use. Light weights are in the same condition as heavy goods. Coarse colored cottons show no change in regard to demand, but prices are advancing in common with other lines. Cotton blankets are in a particularly strong position, and several lines are reported as withdrawn from the market.

Prints and Gingham—The print market has shown even more strength this week than last and prices have advanced both in fancy and staple lines to a large extent. Stocks are so small that they amount to almost nothing and the advances in the print cloth departments have been an important factor in the drive. As is well known, the price of print cloths is not in the same proportion as the price of the gray cloths. There is no desire on the part of printers to discount the future and little is done except for near-by delivery. Printing of light goods has ceased except on

definite orders, and fall lines now hold the attention of the mills. Staple lines are strong on the present price basis. Holders have been obliged to refuse orders for large amounts because they could not fill them at the time wanted. Napped fabrics are very firm and buyers are looking for fall goods considerably ahead of the usual time. The advanced schedule of wages in the New England mills is freely and favorably commented on, as showing unbounded confidence on the part of manufacturers in present and future trade conditions.

Underwear—The light-weight business is reported to be in a very satisfactory condition, and the products of the mills are well sold ahead. The jobbers have been asking for good quantities, and report that their orders from the retailers have been very satisfactory. Fancy goods are in excellent demand, and the retail trade report that they expect to do a large business with them this coming season. Balbriggans which sell at first hands at \$2 a dozen to \$3 and \$3.50 are sold well into April, and duplicate orders continue to come in in very large quantities. The jobbers report that business has been very satisfactory up to date, and that it is considerably ahead of that of last year. This was expected on account of the activity among the retailers, as they have sold their stocks down to a very low margin. It would be useless to attempt to specify the causes for all this, as general prosperity and large distribution of money on account of the war, and good crops, etc., have all entered largely into it.

Hosiery—Wholesalers have all sent their representatives to the New York market to look up the question of hosiery for the spring, and the importers are having their hands full taking care of them now. Prices are well maintained in both staple and fancy lines, and general satisfaction on the present situation and future prospects is expressed. Fancies are securing liberal orders, and are included in almost every bill of goods. Agents are showing enormous lines of golf stockings at generally medium and low prices. Light weights are prominent, and are expected to be the pick of sellers this season. Much of the business is being done in cotton goods, and to a great extent plain legs with fancy tops; \$4.50 to \$9 per dozen seems to be the price at which most business is being done. There are many varieties of woolen golf hose offered, but they do not seem to be in quite the demand that was intended last year at this time.

Carpets—The carpet manufacturers are quite well employed, having orders in sufficient amounts to last until about the first or middle of April. The business for 1908 where worsted yarn was used did not average over 15@20 per cent. of the total business done in Philadelphia. It has been a difficult matter for the manufacturers who obtained orders without an advance to fill them, as the actual cost has been from 2@3c per yard more than was anticipated. Manufacturers have lost money. It is true many of them have been quite busy. The present tendency to advance prices of tapestry, velvet and other grades of the best carpets will later have a beneficial effect on ingrains. While this improvement may not be felt this season on ingrains, there is a much more hopeful feeling in the trade as compared with a few months previous. After the middle of April, the manufacturers quite generally commence to make up their samples for next season; in fact, some who are short of orders may commence earlier.

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.



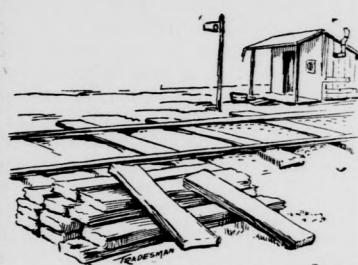
AND WINDOW SHADES

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

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TRADESMAN COMPANY, Grand Rapids, Mich.

Around the State

Movements of Merchants.

Carsonville—C. C. Carr, baker, has sold out to Frank Dart.

Kalamazoo—J. W. Brown has retired from the grocery business.

McBain—W. C. VanDusen has embarked in general trade at this place.

Barryton—W. J. Shanks will shortly erect a warehouse and grain elevator.

Whitehall—Aug. Peterson has purchased the bazaar stock of Ed. J. Smith.

Middleville—Ed. Headworth has engaged in the farm implement business.

Colon—Leland & McMillan succeed Baird & Leland in the implement business.

Vandalia—Fred Williams has added a stock of bazaar goods to his grocery stock.

Muskegon—M. Workman & Son have opened a new hardware store on Pine street.

Fremont—Fred E. Holt, dealer in drugs and groceries, has removed to Honor.

Holland—John E. Kiekintveld has purchased the bazaar stock of R. S. Crandell.

Alpena—I. Cohen & Bro. succeed Isaac Cohen in the dry goods and clothing business.

Detroit—J. C. McCormick & Co. are succeeded by Chas. Kujath in the hardware business.

Burlington—Daniel H. Peters, grocer and meat dealer, has sold out to Cameron & Phelps.

Casnovia—Mr. Watson, of Whitehall, will engage in general trade at this place about April 1.

LeRoy—Frank Smith announces his intention of closing out his branch general store at Manton.

Litchfield—Eugene Bulger, grocery dealer at this place, died suddenly this week of heart failure.

Menominee—Heslin & Brown have leased a store building and engaged in the provision business.

Owosso—Jackson & Son, of Grand Rapids, have purchased the hardware stock of Cyrus Reimer.

Kawkawlin—H. M. Koffman succeeds Koffman & Shiller in the dry goods, grocery and shoe business.

Stittsville—M. Vandercook has sold his interest in the harness business to his partner, H. G. Kinsey.

Lansing—Dr. John Ball has bought a drug stock at Hanover, Ont., and gone there to locate permanently.

Ypsilanti—Davis & Kishlar, dry goods and carpet dealers, will open a branch establishment at East Tawas.

Standish—Wm. H. Honey, dealer in groceries and shoes, has discontinued his branch store at Sterling.

Northville—Holmes, Dancer & Co. are closing out their general stock and will remove to Mason April 1.

Kalamazoo—J. C. Bennett & Son, boot and shoe dealers, are closing out their stock and will retire from trade.

Crystal City—Orleans Barker has removed from Benzonia to this place and engaged in the hardware business.

Okemos—Chas. Ferguson has sold his interest in the general merchandise firm of John Ferguson & Sons to A. I. Olin.

Lowell—Chas. Alexander has sold his bazaar stock, which was conducted under the style of the Fair, to Clyde Collar.

Morenci—H. D. Pegg, dealer in drugs and groceries, has purchased the drug stock of J. N. L. Carmon, at Lyons, Ohio, and placed A. T. McComb, his former clerk, in charge.

Quincy—Samuel Kanouse has opened an agricultural implement establishment, placing Hiram Corless in charge.

Jackson—James & Smith have engaged in the dry goods and notion business under the style of the Quick store.

Union City—H. Kalmbach, dry goods dealer, has removed to South Lyon. He is succeeded by R. A. Johnson, of Hudson.

Hudson—R. N. Johnson is removing his dry goods stock to Union City, where he has purchased another dry goods stock.

Springport—The agricultural implement, vehicle and seed firm of Wellington & Doak has been dissolved, W. Doak succeeding.

Battle Creek—W. H. Holcomb has sold his interest in the clothing firm of Stevens, Holcomb & Gordon and will remove to California.

Rapid River—The general merchandise store of R. G. Baer was destroyed by fire Monday morning. The stock was insured for \$1,000.

Casnovia—F. A. Sunderlin & Bros. have removed their general stock into new and more commodious quarters in the I. O. O. F. block.

Port Austin—G. B. Gibson has sold his drug stock to Dr. R. J. Smith, of Port Huron, who will continue the business at the same location.

Ironwood—Dr. J. R. Moore has sold his drug stock to Oscar J. Bay and Oscar Nordling, who will continue the business at the old stand.

St. Louis—J. J. Noyes has purchased an old school building and will have it moved to the railway track for use as a butter and egg warehouse.

Brunswick—M. Goulette has sold his grocery stock to Isaac Cassidy, who will continue the business at the same location, adding a line of dry goods.

Jonesville—A. J. Gilbert, of the mercantile firm of Gilbert Bros. & Merchant, has sold out to his partners, Oliver Gilbert and Edward Merchant.

Thompsonville—Lester E. Adams, of Evart, will shortly erect a two-story building, which he will occupy with a hardware stock as soon as completed.

Marcellus—John Fisher, of the furniture firm of King & Fisher, has removed to Cassopolis and engaged in the same line of business at that place.

Bellaire—Geo. L. Williams has purchased the store building of Cone & Co. and will continue the hay and feed business formerly conducted by that firm.

Gladwin—D. Mills, who recently sold his grocery stock to J. W. Spooner, will add a fresh stock, which he will conduct in connection with his hardware business.

Traverse City Eagle—Harvey Avery, of New Orleans, traveling salesman for the Simmons Saw Co., is in the city. On Wednesday he will wed Miss Fanny Wilhelm.

Port Huron—Chas. F. Taylor, hardware dealer, announces his intention of engaging in the furniture business as soon as an addition to his building can be made.

Big Rapids—N. Tucker, of Caro, has rented the store building which was recently partly burned, and as soon as it has been repaired, will put in a stock of bazaar goods.

Saginaw—Harry Dolson, who has been connected with the drug business of this place for several years, and A. E. Moore, formerly of this city, and recently of St. Charles, have purchased the drug business of S. Crandall & Co., at St. Charles.

Vernon—Forty years ago last Wednesday Arthur and W. D. Garrison signed articles of partnership and commenced doing business under the firm name of W. D. & A. Garrison.

Elk Rapids—A. Goldfarb will shortly open a branch dry goods store at Bellaire, in partnership with I. Goldstick. He will place his daughter, Simma, in charge of his interests.

Portland—The general merchandise firm of J. A. & J. H. McClelland has been dissolved, J. H. McClelland retiring. J. A. McClelland will continue the business in his own name.

Owosso—Lawrence & Hilberg is the name of a new firm which came here from Birmingham, Ohio. They represent the New York Racket store and deal in dry goods, notions and hardware.

Menominee—The grocers of Menominee and her sister city of Marinette have organized an association to protect themselves from dead-beats and other evils which beset the vendors of necessities for the inner man.

Ludington—J. S. Stearns has purchased the stock of dry goods and groceries in what is known as the Fourth ward store, and will cater wholly to the wants of his employes. Mr. Coburn will manage the store, as heretofore.

Sault Ste. Marie—The grocery stock of Royce & Reynolds has been purchased by W. J. Freeborn, who will, for a time, continue his grocery and meat business at his old stand, in addition to operating his new establishment.

Alma—Byron S. Webb, who has carried on the drug and grocery business here for the past fifteen years, has purchased a half interest in the grocery stock of Win Wilson. The new firm will be known as Wilson & Webb.

Rockford—Geo. Eady has purchased the interest of Clay Keeney in the firm of Lovelace & Keeney. Lovelace & Eady will hustle for all the potatoes, beans and apples they can handle, and will also continue the grain business.

Crystal—F. S. Caswell has purchased the furniture and undertaking stock of Ed. DeYoung, and will put Dennis O'Connell in charge. Mr. DeYoung has also formed a partnership and engaged in the same line of business at Alma.

Camden—Perry Hagerman has sold his interest in the mercantile firm of M. S. Fletcher & Co., at Montgomery, to his partner and returned to this place. He is at present employed by O. D. Chester, banker and flour and sawmill operator.

Manufacturing Matters.

Corunna—The Fox & Mason Furniture Co. is obliged to work thirteen hours a day to keep pace with its orders.

Ann Arbor—Camp & Kaufman have purchased the plant of the Michigan Table Co. and will engage in the manufacture of parlor and upholstered furniture for the wholesale trade.

Sault Ste. Marie—Florsheim & Co., shoe manufacturers of Chicago, who held the mortgage on the shoe stock of R. J. Condon, have sold the stock to F. W. Roach & Co., who will add their shoe and furnishing goods stock thereto.

Detroit—The Little Doctor Medicine Co. has filed articles of incorporation to manufacture and sell pharmaceutical preparations and devices for advertising and vending purposes. The capital stock is \$10,000, with \$1,000 paid in. The incorporators are Edward Bullock, J. G. Hollands, Alfred J. Terry, John L. Lewis, John Weaver, George E. Grangow and John I. Sumner.

Flushing—Hart Bros. have purchased a 125 horse power engine, boilers and all necessary apparatus for operating their flouring mill by steam. The work of erecting a new boiler house will be commenced about April 1 and pushed rapidly forward until completed.

Detroit—The Whiting Automatic Pump Co. has been organized with \$300,000 capital, with \$250,000 paid in, for the purpose of manufacturing force pumps. The manufactory is to be located at Lapeer, and the main offices in Detroit. The stock is divided into 30,000 shares, and is held as follows: Arthur E. Whiting, Detroit, 13,250; James P. Craig, Lapeer, 7,500; Richard D. Vail, Lapeer, 2,500; Wm. A. Whiting, Detroit, 1,750.

Dissents From the Interpretation of the Tradesman.

Bellaire, March 1—One of your subscribers has called my attention to an article in the Jan. 4 issue of your paper, entitled, "The Dying Century," in which you make this statement: "We are now in the last year of the Nineteenth Century. With the year 1900 will begin the Twentieth Century." There has been considerable talk during the last year as to what the last day of the Nineteenth Century will be. According to your statement, that day would be Dec. 31, 1899.

May I disagree with you and tell you my reasons for doing so? First, of course, you know it takes one hundred years to make one century; therefore, it will take 1900 to make nineteen centuries. Then how can the last day of 1899 be the last day of the century? That date is the last day of the one thousand, eight hundred and ninety-ninth year, and one year is lacking. The first year after Christ is designated in history as the year one. If the year one is the first year, the year two the second year, etc., therefore, the year 1899 must be the one thousand eight hundred and ninety-ninth year, and 1900 would be the nineteen hundredth year, and Dec. 31, 1900, would be the last day of the century, as it takes 1900 years to make the nineteen centuries. Take the present date, March 1, 1899. At the end of this day have 1899 years two months and one day passed since the birth of Christ, or is this the first day of the third month of the one thousand eight hundred and ninety-ninth year? I claim the latter. Writing this date—1-3-99—what does it mean if not the first day of the third month of the ninety-ninth year of the present century? Look up the date on a mortgage, a deed or any legal paper and you will find them dated in this way, using the present date: "On this first day of March in the year eighteen hundred and ninety-nine." Mark that it says in the year, the year not having yet passed. GEO. GORHAM.

House Worthy of Confidence.

The Tradesman has received several enquiries concerning W. H. Young & Co., of Pottstown, Pa., who announce that they will continue the egg business at Lake Odessa established by A. C. Hager. Many shippers assert that they will never send anything to Lake Odessa again, because of the gigantic swindle perpetrated at that place by Mr. Hager. In the opinion of the Tradesman, such prejudices are not justified, because Young & Co. are reputable and responsible people, well rated by the mercantile agencies, and have the reputation of doing exactly as they agree, whereas Hager never had any rating to speak of, seldom kept his word and should never have been accorded any extended credit. The Tradesman has taken pains to look up the house of Young & Co. very thoroughly and has no hesitation in stating that, in its opinion, any one who ships the house will never have occasion to regret his action.

Grand Rapids Gossip

The Grocery Market.

Sugars—The raw sugar market is very strong, with refiners bidding 4 $\frac{3}{4}$ c for 96 deg. test. While this is the quotable market, it is said large sales have been made to speculators at 1-16c over these figures. The refined sugar market is steady, with no shadings being made on hard sugars, but refiners are making the usual shadings on some grades of softs. Packages continue oversold and difficult to obtain in fair-sized quantities.

Canned Goods—There were heavy purchases of spot tomatoes made in Baltimore this last week and for a time it looked as if the market would advance, but the week closes without any change in price. There is a speculative demand for second yellow peaches and very few are left in the hands of packers. Sardines are a little higher again, and \$3 f. o. b. New York for $\frac{1}{4}$ oils is freely predicted as being the ruling price in two weeks. A year ago there were in the hands of packers something in the neighborhood of 250,000 cases $\frac{1}{4}$ oils, while at the same date this year packers' stocks are only about 50,000 cases. This fact, in connection with the advance in tin plate, which is equivalent to 25@30c per case, and the talk of the combine, makes holders very confident that higher prices will be realized.

Dried Fruits—Raisins are moving out fairly well and stocks of the lower grades are light. Prunes continue strong and some advances are noted on the Coast. Apricots have been in better demand and as stocks throughout the country are no doubt light, the increasing demand will undoubtedly check the declining market and we think it safe to buy at present prices. Dates are in good demand at the advance and the trade are taking them at full figures.

Syrups—The demand for corn syrup continues heavy and manufacturers are oversold. Barrels have advanced 2 $\frac{1}{2}$ c from the lowest point and cases proportionately.

Cereals—Owing to the failure of the oatmeal combine, prices on both barrels and cases have slumped. As millers still continue oversold, no other reason can be given for the decline except fear of competition.

The Produce Market.

Apples—The market is firm and the demand is active. Tallman Sweets command \$3, Baldwins and Greenings fetch \$4.25 and Kings and Spys are quoted at \$4.50.

Bananas—There is a more liberal movement than a couple of weeks ago during the severe weather. Shipments arriving at Southern ports are reported in better condition and the movement to Northern points has been considerably increased. Demand is steady and values rule firm.

Beans—The market is in a waiting condition, due to the recent spurt to a higher level of values. In one respect the bean market is peculiar, in that it is either very active or very dull. A local dealer asserts that either everyone seems to be out of beans or the country seems to be surfeited; that one enquiry is invariably followed by a dozen from all parts of the country, and that one order is almost always followed by numerous other orders. Handlers are paying 90@95c for unpicked, holding city picked mediums at \$1.10@1.25, according to quality.

Butter—Receipts of dairy grades are meager and the quality is very inferior. Dealers are paying 13@14c, but are not receiving anywhere near enough stock

to meet the consumptive demands of the market. Factory creamery is weaker, being held at 10c for fancy and 18c for choice.

Cabbage—Home grown has advanced to \$60 per ton.

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

Cranberries—The market is without change. Cape Cods command \$7 per bbl., Wisconsin and Jerseys are in fair demand at \$6.

Cucumbers—Out of range, so far as Michigan markets are concerned, because Chicago epicures will pay \$2 per doz. for all the stock our bothouses can produce.

Eggs—The manner in which the market had held up during the past week has been contrary to all precedent. Receipts have been cleaned up from day to day as they came in, so that every night the market is practically bare of stock. Dealers have met with no difficulty in getting 14c, except where the receipts are off in size, and the slump which has been expected from day to day has failed to materialize. It seems that there never was a time when the people were consuming the receipts so closely as at the present time. Country merchants are paying 10@12, but should be prepared for a slump, which is pretty sure to come before the end of another week.

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

Honey—Amber is beginning to come in again, finding ready demand on the basis of 10c.

Lemons—The market rules firm, with former quotations well sustained and a free movement for this season of the year.

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

Onions—Both red and yellow stock is strong at 65@75c, the demand being greatly in excess of the supply.

Oranges—The market holds to a steady range, with an active demand on the entire list. Local supplies are liberal, but there is a firm undertone of feeling due to the fact that reports from California continue somewhat discouraging, and the dry weather at that point continues. Advancing values are reported from coast points.

Parsley—Chicago is still welcome to all we can produce, so long as her dealers are willing to pay \$2 per doz.—which is beyond the Michigan limit.

Parsnips—50c per bu.

Pop Corn—50c per bu.

Potatoes—It is the unexpected which is happening now in the potato market and, as sometimes happens, the farmer is on top, because he holds the key to the situation. During the three weeks of intensely cold weather, the surplus stocks in all of the large distributing and consuming markets became exhausted and were not replenished because nearly all the shipments that were made in the meantime arrived in a frozen condition, which necessitated their going to the dump. Since that time, the market has gradually advanced and the country shippers who had stocks in their cellars have been cleaned out, so that practically all the stock is now in the hands of the growers; and, of course, the grower is withholding his supplies so long as he sees a chance for higher prices. Greenville is paying 55c, G. R. & I. points, 50c, and Oceana points, 52c, but it is almost impossible to get enough stock from the farmers to keep shipments going forward. Considering the condition of things and the clamorous appeals for supplies, which are sure to increase in intensity as the season progresses, there seems to be no reason why potatoes should not move up to a 70c basis, although there may be one or two backsets before this figure is reached. The demand for seeding purposes from the South has been partially supplied, and it is now too late to expect further demand in that direction.

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

Sweet Potatoes—Illinois Jerseys are in fair demand at \$3.50@4.

The Grain Market.

Owing to the Government report of the amount of wheat in first hands being the largest on record—198,000,000 bushels, against 122,000,000 bushels at the same time last year and 171,000,000 in 1892—prices slumped off considerably. The trade evidently forgot that while there was 171,000,000 bushels in first hands in 1892, wheat was worth 87c in Grand Rapids, while to day it is worth 67c, or 20c less. However, crop damage talk advanced prices sharply today. Wheat at present prices is low and we might state that farmers are in a position to hold onto their wheat and, as it takes two to make a bargain, the bottom is going to drop out, because when there are no sellers the buyers will have to bid up. All the farmers have to do is to hold on.

Corn followed wheat. It broke when the Government report came out, although it was no bearish report at all, so far as corn was concerned, but it suffered a loss of fully 1c per bu.

While oats have held their own heretofore, they followed in the wake of wheat and sold off 1c per bushel and did not recover but stayed down.

Rye did not show any decline. That held its own. We might say that, while the corn damage is largely talked of, we are still of the opinion that it is too early to form a correct statement of the amount of damage, if any, as we are on the eve of spring and this conundrum of damage to wheat will soon be solved.

Receipts were 70 cars of wheat, 14 cars of corn and 10 cars of oats.

Millers are paying 67c for wheat.

C. G. A. VOIGT.

Back Number Fiends Who Should Be Suppressed.

The greatest nuisances on the earth are the people who are always recalling old memories. Every one numbers somebody like this among his acquaintances. He remembers when all the people who are rich and fashionable now, and have coats of arms on their carriage doors, were poor and humble and had not two coats to their backs, to say nothing of a carriage. Worse luck, he can never be persuaded to keep his memories to himself, but insists on sharing them with every one he sees. Does he meet Mrs. Highflyer, he at once reminds her of the time when her mother kept a news stand around the corner and laid the base of the substantial fortune her descendants are now enjoying, and whose origin it is the business of their life to forget. Is he introduced to Miss Pensee at a party? Immediately he endears himself to her by asking her to recall something that happened before the civil war. Let him but run across his old friend, Tom Brown, now a bank president and a shining light in the Young Men's Christian Association and a leader in the prayer meetings, and he makes cold chills creep up that pious man's spine by recalling the times when they used to make a night of it when they were young. Nothing is sacred to him. He will ask a mother if she remembers a dead child, forgetting that there are griefs so deep they are never assuaged, but lie in the soul like a fountain of bitter water, that may overflow at any moment and poison all the sweet flowers of life that may have grown up about it. The other day two old boys, with silver hair and time-lined faces, met in the street car. They had not seen each other for many years and there was a brisk fusillade of questions, with one putting in at every

turn with "do you remember." At first it was about boyish pranks and both chuckled over the reminiscences of childish adventures. Then presently the younger asked the older man if he had never married. "No," he replied. Apparently the other hardly heard him, for he went on, "Do you remember Kitty Gray? Pretty girl, wasn't she? By jove, don't you know I used to think you were sweet on her. People used to say that you left home to make a fortune so you could marry her and she got tired waiting and ran off with another and richer man. Lord, how time flies; why I haven't thought of that for forty years, but you remember her, don't you? Poor Kitty!" The older man's face had blanched under the thoughtless fire of idle talk and his hands were white where he grasped the back of the seat in front of him, but he only said, "Yes, I remember," and the man went on with the flood of his recollections, never for a moment suspecting that he had, with ruthless hands, opened the grave where laid buried all the love and hope and sweetness of his friend's young life. Old memories may be like the perfume that drifts to us in purple twilights over fields of clover, so dear and precious we would stay them by us forever if we could. They may be so sodden with bitter and hopeless tears that our happiest days are the days when we forget. It is not for a stranger to intermeddle with things so sacred, and the "do you remember" fiend should be suppressed.

Hides, Pelts, Furs and Wool.

Hides are $\frac{1}{2}$ c off from former prices, but are still high, considering the quality. The demand is fully up to the supply, leaving no accumulation.

Pelts are few and are in good demand at fair prices.

Furs await March sales now going on in London. The catch is small, with no lots held back for speculation. March sales for the past few years have been disastrous and shippers have preferred to sell at home this season. Offerings are comparatively small on this side.

Wool is slow to move and weak at a slight advance during the past month. Manufacturers do not take hold as promptly as holders would like. The worsted yarn mills combine states that it wants wool at a less price, and may gain its point, in face of the new clip. Prices abroad will not permit of importation. The long-hoped-for advance does not materialize and bulk lot holders hang on like grim death. Much will be carried over into the new clip, which comes soon and at prices said to be fully as high as in 1898. Wm. T. HESS.

Christian Bertsch (Herold-Bertsch Shoe Co.) and Wm. Logie (Rindge, Kalmbach, Logie & Co.) are spending a couple of weeks at Boston and the shoe manufacturing centers of Massachusetts, placing orders for fall goods.

The South End Business Men's Association has been organized by the business men on Burton avenue hill. Two avowed objects of the organization are to secure better fire and police protection.

Geo. L. Warren, of this city, has purchased the interest of T. H. Wesley, in the drug firm of Barth & Wesley, at 674 Wealthy avenue, the firm name being Barth & Warren.

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

Woman's World

New Friends in Old Clothes.

The other day a chattering group of women dropped in to Elise's for their afternoon tea. They gossiped as women will, and when at last they were gone and the swish of their silk-lined skirts had died out into a distant echo Elise turned to me with a puzzled face.

"Did you ever think," she asked, "of a crying need there is of a revised definition of some of the terms we apply to each other and that we keep on using, although they have long ceased to fit the case, if they ever did? Now, this afternoon somebody said something about Mrs. Blank, and Mrs. A. exclaimed, with a well-bred sneer: 'Oh, she's such a managing woman!' She intended it as about the hatefulest thing she could say and all of us understood it as a biting criticism. Yet why in the name of common sense should it be considered a reproach to a woman to be thought to know how to manage? It ought, instead, to be the highest possible compliment that could be paid her.

"No one would think of there being anything invidious in the epithet if it were applied to a man. We think a man a pretty poor sort if he doesn't know how to manage, but refer to a woman as managing and we immediately conjure up a vision of a female Mephistopheles who will get around us somehow or another, and we feel like turning in our thumbs and murmuring a luck charm every time she comes near us. It is an idiotic prejudice. In reality, the managing woman possesses all the most admirable qualities. She has good judgment, self-control, energy and tact, and we should be better off if we imitated her instead of criticised. When you come to think of it, you know there isn't any especial virtue in hurting and bruising yourself in trying to climb over a rough stone fence, when, if you would only take the trouble to hunt for it, you might just as well walk calmly in through an open gate. This is precisely what the managing woman does, and because she arrives unburnt and unscarred at ends the rest of us never reach with all our striving and tribulation, we are suspicious of her.

"As a general thing, if we were only just enough to admit it, we would find that her art is simply the use of common sense and a little tact. We see her invited out to places where we are not asked, and we cry out: 'Of course, she's such a managing woman she could get in anywhere,' when, in all probability, the only managing she has done is to make herself so agreeable her company is sought for everywhere. Sometimes it is when we see how much better furnished her house is than ours, how much prettier her children are dressed, how much handsomer her gowns are than ours. Then we speak of her bitterly as a manager, and say that she can make one dollar do the work of five, as if the merchants were in league with her to rob us and enrich her. What stuff and nonsense! A dollar is a dollar and will buy a dollar's worth for everybody. The only thing is that the managing woman can afford good things because she never wastes her money on spurious bargains and marked-down things like the rest of us.

"One person for whom we all suffer vicariously is the managing woman's husband. We are always sure he must

be very unhappy and pity him because he doesn't seem to know it. As a matter of fact, he is the most blessed of mortals, because, while other women never think it worth while to try to avoid running plump up against their husband's idiosyncrasies, she makes a study of her husband's, and never makes the mistake of ruffling them. This is not for the sinister purpose accredited to her, but simply to make their married life more smooth and pleasant. 'My dear,' I heard a woman of this kind say once to a young married woman, 'when you learn that you can lead a man, but never drive him, you have mastered the secret of conjugal felicity. Learn to choose your times for making requests, if you want things done. Learn to ask as a favor, instead of demanding as a right, if you expect to get things. Now, my husband is one of the best fellows in the world, but he has what is common with us all, perhaps, a conceit of his own opinion. For many years I have let him believe that every idea in the family emanated from him and always ask 'Don't you think so and so?' and I have yet to fail to do what I wanted to, and that without the slightest friction. Why, bless you, he hasn't the slightest idea in the world he didn't advise me to buy a Paris bonnet and have my gown trimmed with frilled ribbon instead of braid. It pleases him, and doesn't hurt me, you know. There are people who consider any use of tact or diplomacy in their own families as unworthy, but, as far as I am concerned, I have never seen any good in bumping up against obstacles when they could be avoided. I know people criticise me and call me a 'managing woman,' but if I couldn't get along in my own family and with my own servants without saying unpleasant things, I should consider myself too great a bungler to live.

"Then," went on Elise, "think of the actual vituperation we can throw in to calling a woman 'strong-minded.' Why should that be a reproach, either? Are we so fond of fools? Is it so desirable that a woman should be weak-minded? There isn't any use in trying to blink at the significance we all attach to that term. Just apply the epithet to a woman, and people will flee her as they would the smallpox sign. Suppose a clever young girl, who was finely educated, and was really very intelligent, was coming to see you. Why, if the newspaper announced in the society column that the 'strong-minded Miss Simth' was going to visit you, you would feel like suing them for libel for you would know, no matter what you did, you couldn't drag a man with a steam engine near enough to ask her to dance, and everybody would look at her askance. Yet who enjoys the society of imbeciles and idiots? Who wants to talk to a girl who isn't strong-minded? It is simply nothing on earth but a silly prejudice we have, yet, absurd as it is, I am sure that there isn't a single mother's daughter of us who wouldn't bitterly resent being called 'strong-minded,' and still we belong to study classes and spend our money on lectures.

"Another description to which we are victims is the 'patient woman.' If we use 'managing' and 'strong-minded' to scourge women, we use 'patient' as a crown for martyrs, and I honestly believe that word has done more harm and inspired more senseless sacrifices than any other cause in the world. I am sick and tired of weak women who have no backbone and who keep on bearing things there isn't any use in

bearing and putting up with things they ought not to put up with, simply because they have got up a reputation for being patient. They ought not to be patient. They ought to kick against bad conditions until they get them remedied. That's the way men do. What is the most powerful influence in the world in keeping women straight? Just the simple fact, my sisters, that we are not going to have any meek and patient fathers and husbands and brothers forgiving us and getting up in the middle of the night and letting us in when we come home disgustingly drunk. And when women cease to be patient along the same lines we shall see a corresponding improvement in masculine morals.

"Recall, yourself, some of the most notable results you have seen of the 'patient' woman's work. Don't you know mothers whose patience with their sons' evil ways leads them to sacrifice everything, even the very necessities of life, with the result that the boy, always feeling there is somewhere he can go back and be fed and clothed, never pulls himself together as he might if he knew he must either work or starve? Can't you recall wives who put up with overbearing husbands until the men develop into brutes and bullies? I can, and I have seen a determined second wife straighten out that kind of a man in a way that was a joy to behold. Haven't you seen a gentle girl in a family put up with all the whims and fads of a selfish sister until the latter became a crossgrained and querulous creature who was a terror to her friends? We have all seen these things and it has made us feel that the overly patient woman ought to be squelched.

"Yes," said Elise, in conclusion, helping herself to another cup of tea, and harping back to the original subject, "it's funny how we are slaves to a term, whether of praise or blame, but the old ones that we are in the way of applying to women don't seem adequate now. We need revised meanings for them, and it's time for a new shuffle and deal all around."

DOROTHY DIX.

A Property of Cats.

"Johnny, what is the name of the Australian weapon that returns when it is thrown violently forward into the air?"

"The boomerang."

"Is there anything else known to science that has that peculiar property?"

"Yes'm; the cat."

Naming the Baby.

Mamma (to little daughter aged four)—What shall we call baby brother, Ethel?

Ethel (who has always heard her grandfather called Colonel, and supposes that to be his name)—Oh, let's call him Colonel for grandpa.

Why She Left.

Lady (interviewing housemaid)—Why did you leave your last place?

Housemaid—Because master kissed me, mum.

Lady—And you didn't like it, eh?

Housemaid—O, I didn't mind it, mum, but the mistress didn't like it.

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E. A. STOWE, EDITOR.

WEDNESDAY, - - - MARCH 15, 1899.

THE VAUNTING TRUE.

That portion of the earth known as the United States of America has been facetiously and sometimes maliciously nicknamed, "The Land of Brag." In her own conceit she is in every respect the "land of the blest"—with the land without it. Europe pompously talks about her Alps and her Rhine. The Ynakee laughs a halfway assent, but insists that for the real thing you want to come over here and get lost among the Rockies and see what you think of the Hudson. Lucerne does pretty well for a lake, so far as lakes go "over there," but it's a mud puddle when compared with that sort of thing in America. We have the highest mountains and the longest ranges, the biggest lakes and the longest rivers, the grandest valleys and the richest mines and, better than anything else, the largest and most powerful nation on the face of the earth. Knowing this to be true, the American has not been backward in saying so, not always modestly, and the European, not given to American travel, has put down as so much humbug what his unwilling ears have heard.

As time goes by, however, he is becoming aware that these marvelous statements are true. As the mists of prejudice slowly disappear he finds that there is something, after all, for the brag to rest on; but it is not confined simply to the pig. "It is the mind that makes the body rich," and the Spanish ideas of the Yankee is the true one. Then the smoke cleared away from the Bay of Manila and it has been proven that the "pig" in question is not confined to rooting.

Another fact has lately come to light: For years the tongue of the American tradesman has been "yarning" about America's ability to feed the world. Better than that, every wheel in the manufactories of the world might stop and the land between the oceans and the Great Lakes and the gulf would keep the inhabitants of the world supplied. Best of all, should everything but the foundations of the earth be swept away, the wit of the American would be equal to the emergency and the universal desert soon would be blossoming like the rose. Now the Great Republic stands ready to make her vaunting true. She has been looking over her accounts and, the task done, closes the books with a bang and an exultant "I told you so!"

Since the beginning of the year the cereal food exports from this country

have been almost 1,000,000 bushels a day, and the granaries of the wheat and corn sections are still overflowing with the supply on hand, which can not be exhausted with the present transportation facilities before the harvest fields of the Nation pour forth the greater yield of the present year. In manufactured exports for the seven months of the fiscal year the amount is \$23,000,000 greater than the highest record so far made in the corresponding months. For the seven months ending February 1, 1899, domestic goods amounting to \$182,336,503 were exported, an average of \$1,000,000 for every business day of that period.

That is a good report, but it is by no means the best: For the last seven months the imports of manufactures have decreased \$35,000,000 from those for the same period last year, which mean if it means anything, that the home consumption of American manufactures has been increased by just that amount. It means, too, that if this sum be added to the increased demands of an increased population the total increase in American manufactures is a result which the Greatest Nation on the face of the earth need not be ashamed of.

These facts and these figures are not looked upon with complacency by the thoughtful on the other side of the sea. It has been reluctantly conceded that, physically, the Western continent has been constructed on a grander scale by an Allwise Creator. It has not been conceded that in other respects the Western continent amounts to much. That opinion recently-acquired facts are proving to be a false one. Dewey's guns have jarred the spectacles from the eyes of Europe and the "yarns" and the "brag," which have amused the Old World so long, are not the idle tales they have been supposed to be. The New World is feeding the old. She is clothing her. She is supplying her with better manufactured goods than the Old World herself can make, and doing it more cheaply. In a word, the United States has proved her vaunting true and the rest of the earth admits it, as the business records of the world abundantly testify.

Wall Street financial interests are back of a deal that will practically put the mica supply of the world into the control of a syndicate. Agents of the syndicate are busy in and about Norway, Me., buying up and leasing all the available mica lands in that section. The right to mines in about 15,000 acres already has been granted, the papers in the transaction covering all the known places where it can be profitably mined. It is stated that the only other places where mica is mined to any extent are in Grafton county, New Hampshire, and in North Carolina. In both localities, it is said, the supply is almost exhausted.

One may apologize for neglecting a friend under peculiar circumstances; but a neglected cold is not so easily pacified.

There are hundreds of people here who are that superstitious that they will not commence a job of hard work on Friday, or any other day.

Temper is not to be put on exhibition nor given away.

Fool friends have not made Dewey foolish.

COMMERCIAL ANTAGONISM.

That all men are created free and equal has had a recent illustration in commercial lines. American importers have got tired of having a certain class of American citizenship return from Europe with any number of trunks crammed with all sorts of merchandise, which they pass through the hands of the custom house officer with a commanding wave of the hand. According to the views of these importers, while the social world may give the upper ten thousand the benefit of every doubt, trade makes no such discrimination and if there is a law against smuggling it shall be executed without fear or favor, whoever the criminal may be.

Every traveler is familiar with the procedure. Before landing in New York, the custom house officer takes his place at head of the dining room and the passengers in line meet him one by one and state whether they have "anything to declare." It is the supreme moment of character-test. Will the passenger lie or tell the truth? The importer has learned from extended observation that that line of passengers is a line of liars and that the richer—and so the more respectable(?)—the passenger the bigger the lie he or she tells! There is a law permitting the most rigid search of the baggage of travelers returning from Europe. The importers are making the most of it and the liars are outraged.

Unlike the robber of the henroost, they have a good deal to say. They are anxious to know, in the first place, what kind of a free America that is which allows any one or all of a passenger's forty or fifty trunks to be overhauled by a meddling official; and they want to know, with all the bitterness of the detected henroost robber, why the Government should convert itself into an irresistible police force to compel one citizen to walk up and be robbed or swindled by another?

To question the loyalty of these Americans to the Government would be as infamous as the crime in which they have been detected. There is not one of them who will not affirm, in the loudest voice, with his right hand up and the other upon his heart, that he is and always has been a strong upholder of the tariff—no government can live without it; but what this has to do with people who want to avail themselves of their right to buy in the European market and to do their own importing is what they can not understand—a statement which, plainly put, means this: that class of people want to take advantage of their wealth and "political pull" to violate a law which they want enforced against everybody but themselves.

In other directions they have been successful. They have evaded tax after tax levied, or intended to be levied, so that the wealth of the country should bear its part of the public burden. For the first time it has met a tax which it is compelled to pay. The business man is responsible for this happy condition of things, a fact which suggests that the business man should enter more largely into the world's work than he has entered so far and that, should he do so, there are other departments of the public industry which would be equally and materially benefited thereby.

GENERAL TRADE SITUATION.

In the summaries of the output of the great industries, especially of iron, for the month of February there is some disappointment that there is a material

falling off in quantity, but a moment's thought will explain this when it is considered that the long period of intense cold could not fail to badly derange operations with frozen and bursting pipes and other interference of this kind. Occurring so generally, it was taken as a matter of course and so figured but little in reports, but its importance becomes manifest in its effect upon aggregates of production.

The general course of the stock market is again in the upward direction, but the advance is not attended with anything approaching the degree of activity attending the last previous advance. The change for the week in trusts was \$1.16 per share, while on account of the decreased earnings of railroads attending the terrible storm season the change in these was only 25 cents per share. The condition of activity characterizing the previous advance was too intense to be a normal one, and as so great an outlet for capital has been found in corporation changes there is enough to account for the lower and healthier characteristics of the present movement.

The return of pig-iron production March 1 was disappointing because few had expected that the furnaces in operation in the Pittsburg district alone would fall 12,000 tons short, as the Iron Age reports, on account of bad weather. The week's output, 228,195 tons, against 237,639 weekly February 1, failed to lessen the scarcity of supply, and the unsold stocks were further reduced 46,431 tons during the month, implying a consumption of about 977,979 tons for the short month. As several other furnaces have been preparing for operation, the rapid rise in prices stimulating work to the utmost, different signs may be expected before long, even if the new demand is not checked. Nearly all the important works are covered by orders taken some months ago, and running for most of them to July, or even later, so that the producing force remaining available for new orders is remarkably small. But it will increase with the running out of old orders and with addition of new works. Last week's advances, 50 cents per ton on anthracite at New York and Southern pig at Chicago, and 25 cents on Grey Forge at Pittsburg, were accompanied by an advance of \$4 per ton in plates and \$1 in cut nails, but large premiums were paid for early delivery at each of the markets.

Since the close of the cold period the movement of wheat has resumed an activity exceeding the wonderful outgo of last year, although the price of course is less. The price movement has been in the direction of greater strength, with quite a positive advance in the last day or two.

The textile situation continues its favorable features, although the advance in the price of cotton comes to a pause. Demand and price for manufactured products continue to move in the right direction. The sensation in the woolen trade has been the movement toward pooling of interests in certain lines, but little effect is yet shown on the price situation. Sales of wool have not been heavy and altogether the outlook is quiet.

Some one says George Washington was first in war, and that Dewey was on hand before the war commenced. The American Georges are all right.

Bad butter is better than no butter; but it is not the same way with eggs.

SUCCESS IN LIFE.

Valuable Suggestions From a Prominent Merchant.*

Before dealing directly with my real subject I desire to speak for a few moments on the more general one, the choosing of one's life-work. This is a very serious matter. Many a good mechanic has been lost to the world by becoming a poor professional man, and vice versa. Almost every boy has a natural tendency to some particular employment, or is gifted by nature in some particular way, and he is wise if he cultivates that taste. We can not all be ministers, doctors, lawyers, bankers, manufacturers or merchants, but we are all sent into the world to accomplish our life-work, and the first thing for us to do is to choose the proper kind of work that we can be successful in. Look over your companions and you will call to mind a boy who, with his jackknife alone, can make a kite, repair his sled or whittle out almost anything he thinks of. He reads with interest everything he sees relating to manufactured articles, buildings or machinery. He is a natural mechanic and should seek his life-work along this line, for he would make a poor preacher, doctor or lawyer. During vacation you see boys setting up peanut and lemonade stands, and calling to you as you pass along, "Ice-cold lemonade, only five cents a glass." They will make merchants—it's their natural trend; and you can pick out others who would make good ministers or doctors, lawyers or bankers.

A few days ago I rode from Detroit to Port Huron over the Grand Trunk Railroad and I thought of Edison, for it was on this same road that he started in to learn telegraphy and made his choice of a life-work. Look at the position he occupies to-day, in some respects; the greatest man of the Nineteenth Century. Consider his humble start in life—only a train boy on the Grand Trunk between Detroit and Port Huron. See him watching and working at the telegraph system of the road. Look at him studying the art of telegraphy, the construction of batteries, and everything connected with it. A few years have passed and he is known as very expert in sending and receiving dispatches. He is very poor. He is sent to Boston to "take," as it is termed, the New York market reports. They can not find an operator to receive that complicated message who does not have to "break in" on the senders from New York. Edison arrives in Boston. It is in the middle of winter. He has on a linen duster and a straw hat; and all his clothes are tied up in a bundle. It makes the operators and the manager laugh. But wait until 4 o'clock, when New York calls up Boston to receive the market. Now see this awkward, ill-dressed country boy sit down at the instrument and "take" the market reports for over an hour without once "breaking in." Watch the astonishment of all around him; they are perfectly dumbfounded when the New York operator telegraphs, "Who are you?" for such a thing was unknown before. Think of all the wonderful valuable inventions that have come from Mr. Edison's brain—the duplex telegraph instrument by which six messages can be sent at one time in each direction over one wire; the phonograph by which a man's voice can be preserved indefinitely; the mimeograph, and many others which time forbids mentioning.

I would also bring to your notice a young man with whom most of you are acquainted. He lived with his parents on a farm out west of Traverse City. His people were, and are, farmers who earned their living and got a start in the world by hard work and careful economy. This particular son, while he had to do his share of the work and partake of the plain but honest fare set forth in his home, had the electric spark within him which urged him on to the desire for an education. His family not only did not in any way encourage him, but on the contrary tried to drive

such thoughts out of his mind. But it was of no use—he was determined, and he went ahead. It was very hard work, but he stuck to it, and graduated from your high school. Then he went to Ann Arbor and set out upon his four years' course, always studying, always working, always using the greatest economy, for he must accomplish this great task alone and unaided. "Did he do it?" Yes, and at the head of his class, always. Now, he is a teacher in the great University of Michigan, highly respected, looked up to, people point him out. I was in Ann Arbor only a few days ago and a man said to me, "Do you know John Lautner?" "Yes, why?" "Well, he is a remarkable fellow, and attained his present position alone and unaided except by his indomitable pluck and energy and push. He is an example of what a young man can do if he has the right kind of stuff in him and is determined to reach the height to which he aspires."

Read the life of Benjamin Franklin. If you have read it once, read it over again. Only a short time ago I read his life, although I had read it before more than once. But it did me good; it can't help but kindle the fire of desire within a man or boy to make more of himself when he reads of such men as he.

I have spoken of Mr. Edison and others only as an illustration of my point, the best results from cultivation



of natural inclinations and a steady determination to win. Every man, to succeed in any pursuit, must be a student in the fullest sense of the word. Always remember what Daniel Webster said: "There is always plenty of room at the top." Set your mark high and try to attain it. Don't be content to be a mere breadwinner, for, if you are, the day will surely come when you can not do even that, and then you will not only be a great discomfort to yourself, but a burden to your friends—if you should have any—or, as a last resort, the county charge. Someone says, "The world owes me a living." Don't you believe it for a moment. "God helps him who helps himself," and the world will furnish a living to the man who works for it, and to him only. Be determined to be the best in your vocation and have the world and your fellowmen better because you have passed through. Think of the men who, from the most adverse conditions and environments, reached the highest position in this or any other country: Lincoln, the Rail Splitter; Garfield, the Mule Driver on a canal; Grant, the clerk in a country tanyard office. If you read their lives you will learn that they all "burned the midnight oil." No one found them loafing around playing billiards or rolling tenpins to kill time. No; every moment that they could steal from necessary duties was wisely and most industriously devoted to study. The only thing that any man can leave behind him when he dies that is lasting, and also the only thing that he can take with him, is character; more precious than bank stocks, or farms, or jewels, or flocks, or herds, or lands, or houses. It is a solemn thought that each one of us has the

making of that priceless treasure, character, in his own keeping. It is just as true to-day as when the Divine Master gave it forth in that matchless Sermon on the Mount, "Whatever a man soweth that shall he also reap." If you waste the days of your youth in idleness what can you expect the harvest to be in your old age? Nothing but sorrow, disappointment and poverty. Examples of these can be seen on every hand, and more of them making. You see them standing on the street corners of our little city, no object nor aim in life, and seemingly forgetful that with every setting sun they are one day older and approaching a time when they can not longer produce the wherewithal to support them in their old age. Why not be up and doing?

Longfellow, the great poet, puts it most beautifully when he says:

"Life is real! Life is earnest;
And the grave is not its goal;
Dust thou art, to dust returnest,
Was not spoken of the soul.

* * *

"Lives of great men all remind us
We can make our lives sublime,
And, departing, leave behind us
Footprints on the sands of time."

Boys, if there is one of you who can't repeat that beautiful poem, entire, learn it to-morrow. It will be well worth your while.

Always be polite and courteous, not only to those above you, but to the humblest person you know. Especially so with old people; their feet are rapidly traveling the receding pathway of life, where the lengthening shadows deepen, and ere long that call will come which will summon them into the Great Unknown. Do not lose a single opportunity to give them a kind word or to perform any little kindness. It costs you nothing, and does you as well as them good. If, by any chance, it comes a little hard for you to do this, discipline yourself to it, and drive the obnoxious trait out of your character.

Be manly—that word "gentleman" is awfully misused in these latter days. Be patient and industrious. Be painstaking. Be thorough. Your employers know a good deal more about you than you imagine they do. Good men are scarce. You are judged daily. If you are wise your devotion to all the interests committed to you will make you indispensable, and no one can hire you away—they will not let you go. Whatever you undertake, make it a point to know all there is about everything you handle: where it is made, how it is made, what it is made of, what it costs, what it sells for, where it is kept in the store—know all about it, you can't know too much. Very soon you will be looked up to as an authority; and everybody is looking for and wants that kind of a man. Then your success is assured; then people will seek you, you won't have to seek for a position.

But I can tell you, from my own experience in the last twenty-seven years, that it is no gala day picnic. You can't go fishing, hunting, boating, wheeling or camping out when you would like to. If you would make yourself valuable to your employer—and therefore to yourself—you must apply your mind and intellect, as well as your time, strictly to your employer's best interests; and never hesitate for a moment to do whatever comes along for you to do, so long as it is honorable. I have seen quite a number of young men drop out of a good position simply because they were asked to perform some task uncongenial to their ideas. Don't be afraid to work. Keep busy. A young man in the employ of our company some little time ago rather demurred to accepting an advanced position and higher pay because he was afraid that he could not find work enough to do in the department to which he was to be transferred. What do you think of that! Well, I can tell you one sure thing, he will climb up the ladder; and one of these days he will be looking down from the top. Nothing can keep him down—he is just as sure to rise as to-morrow's sun.

I was asked to speak to you about Merchandising from a Merchant's Standpoint, but the field of thought stretches out so before me and covers such a vast amount of ground that I am

almost at a loss as to what particular line to take up, or how to present it; what to say and what not to say. Surely in a thirty-minute talk not enough can be said on any single phase of the subject to give you a very clear idea of it, and I shall therefore touch it but lightly in any place.

A merchant is one engaged in trade or barter. When we had no money medium, commodities were exchanged, the one for the other. This was called trading. All of you have, at one period of your lives, traded jackknives. The trade did not constitute either boy a merchant, but the transaction was, nevertheless, a trade. A merchant is one whose business is buying and selling goods and wares, such as groceries, boots and shoes, dry goods, hardware, furniture, grain, live stock, etc. Some persons engaged in the sale of merchandise acquire a distinctive classification, as druggists, butchers, jewelers, etc. The druggist compounds; the butcher kills the animal and prepares the meat for market; the jeweler makes and repairs. The grocer, of course, never compounds sugar with sand; the butcher never embalms his meat; the jeweler rarely sells brass for gold. The merchant buys in large quantities and sells in smaller. He may be a retailer, jobber, or wholesaler. The producer or manufacturer sells in large quantities to a limited number of wholesalers or jobbers; the wholesaler or jobber to a large number, and his customers to the general public.

Merchandising is the broad highway between speculation and manufacturing; but it presents neither the risks of the one nor the profits of the other. It is a safe road, if it is sometimes a dusty one. "It is too often dinned into the ears of young men to-day that the opportunities for success are constantly narrowing; that, owing to the concentration of capital, the formation of trusts and so forth, the poor boy of to-day has no chance to make his mark or to get on in the world. Nothing could be wider of the truth. Passing by the trust question, with which we have here nothing to do, I still want to impress on you this truth, that such opportunities as lie before young men like you to-day are greater than those presented anywhere, at any time in the history of the world, to the boy of ambition."

For an argument, since they suggest themselves to me in every direction, take the city of Chicago. In Chicago the department store, on this side of the ocean at least, had its origin, and has marked its greatest success. At one time it really looked as if the big store would swallow up the little one, and as if the man of small capital no longer had a show to make a living. But this was a rash conclusion. It is true that the big store taught the little store-keeper many methods of merchandising which were new to him. It taught him that he must keep his stock carefully weeded at all times; that he must have new and fresh goods, goods of the latest styles and strictly up to date; that he must turn his stock quickly on small margins and on short credits or for cash; that he must put a personality into his business and look sharply and carefully after all the details, no loose or careless methods would do for a moment. It rather took the breath out of the little fellow. But Americans are quick to learn and after the first repulse and confusion younger men without capital, but with brains and energy and the apt mind for catching onto successful methods, opened their little stores again, and not only opened them, but kept them open and made them pay. Some of the big stores in Chicago have succeeded marvelously; but so have some of the little ones. If some of the small shops have come to grief, so have some of the big ones. Take the big clocking store for which Willoughby, Hill & Co. paid \$60,000 a year rent. They failed disastrously, and to-day their space is filled by a dozen little stores. If you will walk down State street to night as far as Monroe, you will see the receivers' signs plastered all over the big department store of Frank Bros. When I tell you they paid

*Address to High school students of Traverse City by Herbert Montague, Manager Hannah & Lay Mercantile Co.

\$85,000 a year rent, and that it cost last year to run the public schools of this city only \$26,000, you will realize something of the magnitude of such a concern. Yet that store came to grief.

Now for the other side. A few years ago two brothers, clerks and penniless, in a furnishing goods store, opened a modest little joint in the same line over on Dearborn street near Monroe. You could hardly call it a store. A paper screen—but a neat one, mind you—served in the rear of the store for their dressing room; and at noon, if you happened in after a tie, you would find one of the firm taking a standing lunch behind the screen, but with a neck long enough to see that you were promptly waited on by whoever was on duty. Today these same young men are at the head of their line in the city of Chicago. It is a modest line, but it made Wilson Brothers millionaires. They didn't make it all at once. On, no; just a little at a time, twenty-five cents, fifty cents, and then a dollar, and they saved the dollar. Did you ever stop to consider how a small daily saving will amount, in a little time, to quite a considerable sum. Some years ago a young man of our city, and now in business here, said to me that he couldn't save anything, as he was getting only a dollar a day and his board. He was smoking a cigar and I asked him how much he spent a day for cigars. He said, "On an average twenty-five cents." I said, "Suppose you save that quarter and every day put away twenty-five cents?" He said he would do it. Some three or four years afterward he showed me a certificate of deposit in the bank for \$365. It was a small saving, but it runs up.

When a man seizes your ear and whines that the day for succeeding, the day for small beginnings, is past put him down as a man of poor judgment. Chicago will afford you just such object lessons as the ones I have cited, as long as your patience would last to listen to them. To-day, the gun is bigger, I admit. It is because the world of commerce is bigger. But the man behind the gun counts, just the same as he always has done and always will do as long as men are men and guns are guns! Capital is a weapon and merely a weapon. Brains can always command it, but capital can not always command brains!

I read in the paper the other day that Rockefeller, the Oil King, recently in an address said that he would pay a salary of \$1,000,000 a year to the man possessed with sufficient brains to run his business, in short, to take his place, as he was tired and wanted to rest. But that vast amount of money wouldn't find him the man; and if it did such a man would be foolish to accept, for he is sure to have a business of his own, and money enough without jeopardizing his life by undertaking such a great work. Life is too short; and, after all, "What is life in this world to a man if his wife is a widow?"

The essentials to success in merchandising are so simple that they are generally overlooked; but this is true of the

essentials to success in almost everything in life. Success is a question of thrift and patience, and the majority of men in merchandising, and out of it, are in so great a hurry to get rich that they haven't really time to, if you will allow the paradox. Of course, I assume honesty to start with, for without that life is a troublesome game and not worth the playing. But, with the honesty to treat the public fairly, with the thrift to deny oneself the luxuries that most men indulge in before they can afford them, and the patience to keep everlastingly at your business, success is just as sure to come in merchandising as night follows day.

If you choose it for your life-work you will find that it is not often practicable to follow the excellent advice of Emerson, "Hitch your wagon to a star." There are, it is true, stars in merchandising, but most of them are shooting stars. They shoot out in the night and that is the last of them. The place that has known them knows them no more; and some experience as a merchant leads me to warn you against that sort of connection. If you are a boy ready to work—eager to work, in fact—choose rather to get under the wing of some man, or some combination of men, whose methods you may study because of their conservatism rather than because of their brilliancy. Remember, too, that impatience wrecks more men than panics. Of course, there comes a time when the experienced clerk must consider the question of starting out for himself; but even then Patience is the best counsellor and the wise man always gives his present opportunities the benefit of every doubt before he puts them by to try an experiment. The very fact—and it is a startling one—that over 90 per cent. of the ventures in business of all kinds fail is, in itself, the most effective warning on the point I want to impress. It means that in over 90 per cent., not of the men who try, but of the times they try, the preparation is insufficient, whether from lack of capital, or lack of experience, or lack of thrift. To go slowly is of greater importance in merchandising than to go brilliantly.

The special adaptability of men or boys for special lines of merchandising may profitably be dwelt on. While many men may succeed in almost any line of merchandising, there are still special gifts in certain directions, as that of taste in color and fabric, which is absolutely indispensable to success in dry goods. The young Chicago haberdashers whose success has been referred to owe it to this particular faculty, in addition to the standard qualifications mentioned. Let the choice of a special branch lean largely toward one's likings for this line of business or that. One boy may take naturally to drugs, another to hardware; but it may often happen that the drug boy makes a good hardware merchant, the hardware boy a groceryman. The lines are not arbitrary, and yet they should not altogether be ignored. In looking over the field broadly the conviction forces itself on the experienced observer that will-power has the most to do with success in merchandising.



FREE SAMPLE TO LIVE MERCHANTS

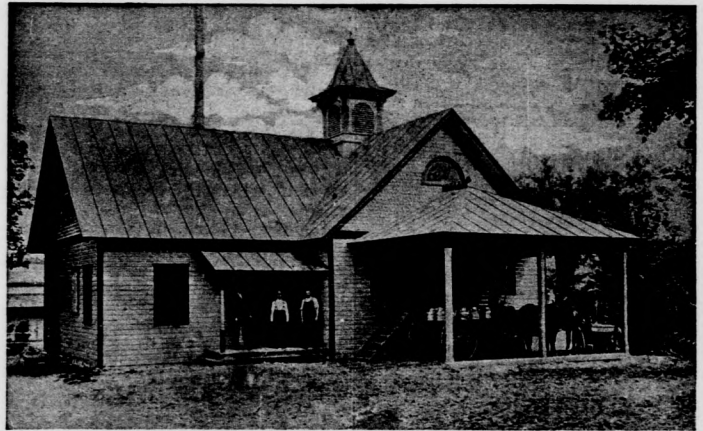
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Paying creameries promote prosperity. We build the kind that pay. If you would like to see

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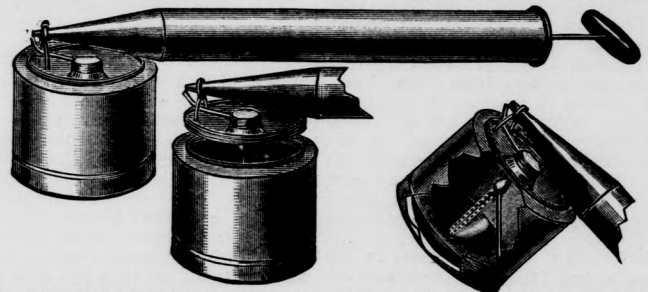
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We make the best Sprayers on earth. Get our circular and prices before buying elsewhere.

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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.
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ing, as in everything else. The drayman's boy who is content to drive the dray will always be permitted to follow his inclination. But the drayman's boy who insists on being, and persists in being, a merchant—really I know of no effective way of preventing him from following his inclination. If it is only strong enough it will carry him through, and over, everything.

But that, after all, is only another way of saying that a man is master of his own destinies and may, within almost any bounds, be what he wills to be, whether in merchandising or anything else. The great essential is perseverance and keeping constantly at it.

A little darky boy down in Dayton, Ohio, wrote a little poem which I have often read, and which bears so well upon the subject of which I have been speaking, so far as constancy of purpose is concerned, that I have concluded to repeat it to you. The title is very simple and homely, as you see; it is, "Keep A Pluggin' Away." It reads:

I've a humble little motto
That is homely, but it's true—
Keep a pluggin' away.
It's a thing, when I've an object,
That I always try to do—
Keep a-pluggin' away.

When you've rising storms to quell,
When opposing waters swell,
It will never fail to tell—
Keep a-pluggin' away.

If the hills are high before
And the paths are hard to climb
Keep a-pluggin' away;
And remember that successes
Come to him that bides his time—
Keep a-pluggin' away.

From the greatest to the least
None are from the rule released—
Be thou toiler, poet, priest,
Keep a-pluggin' away.

Delve away beneath the surface,
There is treasure farther down—
Keep a-pluggin' away.
Let the rain come down in torrents,
Let the threaten'g heavens frown—
Keep a-pluggin' away.

When the clouds have rolled away
There will come a brighter day
All your labor to repay—
Keep a-pluggin' away.

There'll be lots of sneers to swallow,
There'll be lots of pain to bear—
Keep a pluggin' away.
If you've got your eye on heaven
Some bright day you'll wake up there—
Keep a-pluggin' away.

Perseverance still is king;
Time its sure reward will bring;
Work and wait unwearied—
Keep a-pluggin' away.

So, I would say, boys, it matters little what you go into; if you will only go into it with ambition, and "keep a-pluggin' away," you will be all right and will succeed.

There is no line of merchandising today but that presents more and greater opportunities than ever before in the history of the world. Take the hardware business. There never has been a time when there was so much building of all description and character as now; when there were so many tools used of all description and kinds as now; when so much iron in all its different forms was used as now—whether in the cities, in the country, or upon the seas, the same is true everywhere. In the cities large blocks are being builded and all kinds of improvements put forth; in the country the farmers are building new houses, new barns; on the seas the ship-building is immense. The means for transportation for both people and freight are so great that the building of cars and roads requires an immense amount of material. All of this means increased business in merchandising.

In the dry goods line there never was a time in the memory of man when there was so much dry goods used as now. Our ladies have more and better dresses now than ever before, and in every item of this line more goods are used.

In clothing the men of our present day buy more and better clothes, more and better hats, caps, neckties, etc., enabling them to present a better appearance among their fellows. It is true men are not judged wholly by their clothes, but a well-dressed man or woman always presents a better appearance than one shabbily dressed.

In the grocery line the people eat more than ever before. Take the one item of sugar. The average consump-

tion of sugar per capita—that is for every man, woman and child—in the United States is over sixty-seven pounds. Think what a vast amount it must require to supply the people of this country with the one item of sugar alone; and there is really no end to the list of tempting things to be had in the grocery store of our day.

The shoe line—there never was a time when people spent so much money for footwear as now. Time was when a good many people went barefooted, myself among the number, but now everybody in this land of ours wears shoes, more or less expensive.

Nearly all have carpets on their floors, and more or less draperies about their rooms. Our tables are well and often expensively furnished. Look at the improvement in, and increased number of, vehicles of all description used on our streets to day. Consider also the item of bicycles. There are nearly, if not quite, 2,000 wheels owned in Traverse City.

All of this shows thrift and plenty; and merchandising in all its forms presents unusual attractions, far greater than ever before in the history of the world. The man possessed of honesty of purpose, with ambition, with patience and perseverance, may at any stage of the game take up any one of the great multitude of merchandising interests; and, with economy and industry, succeed.

But what do I mean by success? If I had not already consumed so much time I would like to follow with a few remarks on this idea; but I will close by saying that by success I do not mean that a man, to be a success, must be worth a million dollars. No; far from it. Some of the worst failures in our country have been men of large wealth. George M. Pullman was one of them. When he died he was worth likely from \$15,000,000 to \$25,000,000, but as a man he was a failure. He was a failure in his family, a failure among men, feared and hated wherever he went, and I might almost say without fear of contradiction that his death was hailed with some degree of satisfaction by nearly all who knew him. Would you like to have taken his place for all his wealth? Certainly his memory is not an enviable one.

The largest wholesale grocery house in the United States is that of Reid, Murdock & Co., of Chicago. Mr. Reid and Mr. Murdock were two young Scotchmen who arrived in New York some fifty or sixty years ago, and when they stood on the wharf in that great city they counted up their combined wealth and found that it was just seventy-five cents. This money they pooled, and formed a partnership which lasted without change or interruption to the time of Mr. Reid's death, which occurred some four years ago. These men were sturdy Scotch gentlemen, naturally gifted, ambitious, honest, patient, industrious. They accumulated great wealth, were worth their millions, but when Simon Reid was dying he turned to his lifelong friend and partner, Mr. Murdock, and in tones of deepest regret said, "Tom, my life has been a failure." "How so?" said Mr. Murdock. "Really you can not say that. You have amassed a large fortune by honest and industrious toil; you have given liberally to charities and to the church, and are well thought of among men. Truly you can not say that your life has been a failure. Far from it." "That may all be," said Mr. Reid; "but, Tom, when I think of it, that not one of my sons is capable of taking the least important position in our great business and filling it to our satisfaction as we would require from anyone whom we might hire for it. I feel that life, for me, has been a failure."

Mr. Reid, in his dying hour, felt the truth come home to him that he had spent too much of his time in the race for wealth, too little time with his family and had given little or no attention to his sons. Therefore, boys, do not set it down that, to be a success in this world, you must be the possessor of much wealth.

Altogether Too Demonstrative.

The susceptible young man complains of the demonstrators. The demonstrators are young women who sit in grocery stores, or drug stores, or department stores, and explain to the men and women who pass the values of new preparations. If it is a flour firm that they are working for, they fry griddle cakes; if it is breakfast food, they give that to you in saucers; if it is medicine, they administer it in proper quantities. The susceptible young man can not resist the temptation to go up and sample the wares of the demonstrators, and then when he has done so and they say: "Hadh't you better take home a package of this?" he has not the courage to refuse. Of course when they give him the package to take home they say, as the pie-man did to Simple Simon, "Let me see your penny." In the past week the young man says he has paid 50 cents for a bottle of hair restorer, although his locks are thick and black and luxuriant; 35 cents for some sort of a hot breakfast drink, although he is a man who lives in a boarding house, and 50 cents each for two new varieties of patent medicine, although he is never ill from one year's end to another. He thinks that the young women of the present day are too demonstrative.

Two of a Kind.

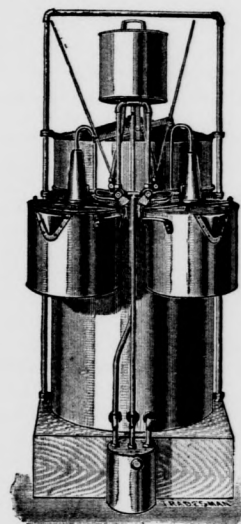
The merchant who cuts prices and the employer who hammers down wages are their own worst enemies. They are twin cankers gnawing at their own vitals. Until the purchasing public is fairly prosperous trade always drags; and the quickest as well as most satisfactory way to put money in circulation is to sell high grade goods at profitable figures and pay good wages.

His Unutterable Devotion.

"Arthur, I wish you loved me as Clara's husband loves her."
"And how does he show it?"
"He lets her read long articles to him on how to make jelly."

ACETYLENE GAS

By the



Kopf Double Generator

Send to the manufacturers for booklet and prices.

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

99 Ottawa Street,
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**THE
Owen Acetylene Gas Generator**

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



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

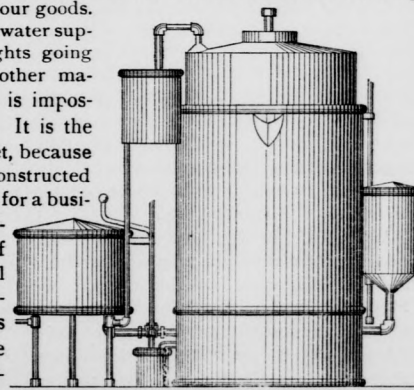
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GEO. F. OWEN & CO.,
COR. LOUIS AND CAMPAU STS.,
GRAND RAPIDS, MICH.

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

The Bruce Generator Is the Machine of all Machines to Buy

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



THE MICHIGAN AND OHIO ACETYLENE GAS CO., Ltd, Jackson, Mich. A. P. PEABE, Secretary.

Fruits and Produce.

Points on Poultry Raising and Marketing.

No farmyard is complete without its flock of poultry, although not one man out of one hundred among those who meet in the daily walks of life has anything like a proper conception of the magnitude of the poultry industry of this country, and the money-earning capacity of the much berated hen. This is true for several reasons, among which may be named the fact that poultry growing and "hen farming" have been looked upon as a very small business and one entirely beneath the dignity of the average farmer. He has been content to pull along with the growing of grain crops, live stock or dairy farming, but he has always regarded the hen as a nuisance, and even grudged her the small amount of grain she picked up around the buildings. He has always looked upon hen farming as being entirely beneath the dignity of an able-bodied man and accordingly has turned the poultry operations over to the "women folks" and the children.

Thanks to the stringent times that have fallen upon us in the past several years, this same man sees things differently now. When the condition of affairs brought about a stagnation and consequent reduction in the value of his products; when grain of all kinds fell below the actual cost of production; when live stock could not be sold for the value of the food they had consumed, and when dairy products were so low that he abandoned the business, he cast about him for something that would bring him some ready money, something that would help to pay the taxes and interest, something that would help to lift the burdens under which he was groaning and from which he had little hope of escape. At this point he observed for the first time that he was carrying a good many eggs to town for his good wife, and he also noticed that eggs and poultry sold readily and that there was a perpetual market at a cash price. When he stopped to figure the cost of care and maintenance of the flocks he discovered that his hens were earning more money in proportion to their cost and care than any live stock he had upon the farm, and that there seemed to be no limit to the demand for their products.

Soon honest, sober reflection led to conviction, and the result has been more hens of better breed, better houses, better care, and for the first time in the history of the country the insignificant hen has taken such position in the minds of the people as her intimate and indispensable relation to our domestic economy demands.

For the benefit of those who have not yet decided upon making this change, we wish to submit a few figures for careful study and comparison. The latest and most authentic report of the hen and her product and her value is to be found in the census reports of 1890, from which we draw these figures: In that year we had in the United States 28,871,125 chickens and 26,738,315 other fowls. In the same year the egg product from chickens numbered 9,836,674,992. Figuring on the increase between 1880 and 1890 as a basis, we have a right to assume that in 1897 we have 350,000,000 chickens which will produce about 13,750,000,000 eggs. Counted at the average price for eggs during the past year, these eggs will bring to the

poultrymen and farmers \$165,000,000, while the sale of poultry for table consumption, at a very conservative estimate, will equal \$125,000,000 more, making a grand total of \$290,000,000 to be placed to the credit of the little hen. If we assume that each hen is worth 30 cents, which we think is quite a conservative estimate, we shall have \$105,000,000 as the value of our hens, which, added to that of her \$290,000,000 of product, brings her value and that of her product up to \$395,000,000. Why, all the cows in the country only amount to a total value of \$264,000,000 in round figures. The hen annually earns more than the total value of the wheat crop, more than the total value of the cotton crop, and is still clucking cheerily away as if she had done nothing remarkable after all. Do not despise the hen. Do not look upon her as being beneath your dignity and consideration. Heed the advice of your good wife who knows more of hen values than you do. Give better care, better housing and more comfort to your hens and they will take care of your balance in the bank.

Great as the products of the hens are, as has been indicated in the figures produced above, they might have been nearly or entirely doubled if the proper system of care and feeding had been employed. Nearly every farmer in the country is more or less acquainted with what are known as complete or balanced rations. The experiment stations and the live stock and agricultural papers have been educating him along these lines for years. He has been taught the requisite proportion of proteids, albuminoids, carbohydrates, etc., and their combination for producing the most milk, the most and best pork the finest and earliest developing beef, lamb, mutton, etc. Much of the success the farmer and feeder has had in the past several years of great stringency has been due to this knowledge. While all this has been going on the hens have been obliged to live upon the offal from the kitchen table and the small amount of grain that the farmer could, by the pleadings of his wife, be induced to give her. It is quite fortunate that all men have not been alike in this respect, and that while the majority have ignored poultry entirely others have been working industriously to produce better results and to arrive at certain fixed principles in the feeding and handling of hens. Profound thought and study have been responsible for improved methods in handling, feeding and marketing poultry and poultry products, and fixed rules have now been laid down, the careful observance of which is sure to produce good results.

It must not be forgotten that hens have no teeth and that their food is masticated in the gizzard. Nature prompts the hens to pick up and swallow gravel, glass, small shells and other substances, but it may be noticed that they prefer articles that are sharp or irregular. Round bits of gravel do not serve the purpose well, although better than nothing, and crystal grit is the best substitute for teeth that can be given to the hen. It not only grinds the food but furnishes silica, aluminum, iron and magnesium to the fowls as nature demands them. All animals consume more or less lime in some form. It is one of the principal elements entering into the composition of the bones. The domesticated hen also needs more of it than wild stock of any sort, since she is stimulated to a greater production of

W. R. BRICE.

Established 1852.

C. M. DRAKE.

W. R. Brice & Co., WHOLESALE EGGS

Grand Rapids, Mich.

To our many friends and shippers throughout Michigan:
We shall open our branch house in Grand Rapids on or about March 25, when we shall be in the market for an unlimited quantity of Fine Fresh Eggs suitable for cold storage purposes.

We are not new to you, as we have bought eggs of you for several years. We shall stand on the same platform we have used in our business for the last fifty years, viz., prompt remittances, fair, square dealing, and you can always depend on getting a hundred cents to the dollar when selling or shipping us. We will buy your eggs on track and pay you all we can afford to pay consistent with Eastern markets. Write us for prices.
Yours for business,
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.

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.

eggs. In consequence, we must give her more than she usually picks up in her food. The most serviceable form in which to give her lime is in the shape of coarsely ground bone and oyster shell. Feed these articles most abundantly at the time when the hens are laying most freely, and anticipate, if possible, by feeding early in the season, lest your fowls eat a shellless egg and thus acquire a bad habit. The importance of providing a liberal supply of ground bone and oyster shell for fowls is less understood than it should be by breeders of poultry. They should always be at hand in the poultry yard where the fowls may supply themselves at will.

Plenty of fresh water is a necessity in successful poultry raising. If the hens are not within easy reach of a running stream of good, clean, cool water, then they should be supplied at all times from a stone jar or trough so arranged that they may not get their feet into it and foul it. In preparing their food rations corn should have a prominent place. It is a most easily digested grain and forms a good basis for egg production. I believe that one-third the food should consist of corn; another third of wheat and the balance either of meat or green food, such as boiled clover, cabbage, turnips, potatoes, etc. Clover is a healthful stimulant and should be used freely, although it is important to have frequent changes in the diet. Eight or 10 per cent of meat should be fed to supply the necessary nitrogen in the balanced ration. Both green feed and meat are necessary to perfect egg production. When they are deficient it will be found that the eggs will not hatch at all or will produce only weakly, spindling chicks.

Poultry not only requires the right kind of food, but also must be sheltered in a good, warm and well-lighted house. If possible in building poultry houses they should be placed on a slope facing the south and have as many glass windows in them as possible in order that the hens may have plenty of light and sunshine. In order to avoid disease the houses must be kept clean and free from vermin. They should be thoroughly whitewashed two or three times per year. The worst pests among poultry are lice and mites, which can be easily gotten rid of by a liberal use of lice destroyer. If sprinkled on the floor, nests and roosts it will exterminate chicken lice, which are so fatal to the little chicks. Hens will not lay and neither will poultry fatten when covered with vermin. If a success is to be made in the poultry business the houses and roosts must be kept clean.

It does not pay to raise mongrel stock. No one is justified in wasting time on mongrels. It is the same with poultry as with horses, cattle, sheep or hogs. The most money is to be made with thoroughbreds. It costs no more to raise pure blooded fowls than mongrels and if you already have a stock of common poultry you should sell off the roosters and buy full-blooded ones, all of one breed, from your neighbor, and thus gradually improve the stock.

Now in regard to marketing; the best kind of chicken for the market is a plump fowl with yellow skin, such as the Plymouth Rock, Wyandotte, Light Brahma, Leghorn, or, in fact, almost any chicken with light feathers. Stock of this kind dresses out yellow and always will bring the top of the market. Dark feathered poultry when dressed out has a dark blue skin, and it always

sells at a lower price than light colored stock.

The best breeds of chickens for broilers are Plymouth Rock, Wyandotte and Light Brahma. The chicks should be hatched in January and February.

It is hard to get hens to set in winter and it is almost necessary for the farmer to use incubators to raise broilers in time to bring the best prices. The incubator on the farm is being brought to more profitable use every year. There is no doubt that the incubator and brooder method of raising chickens is a wonderful improvement on the hen method. It is cheaper and a greater number of fowls can be raised from the same number of eggs. Hens can be made to lay nearly double as many eggs if they are not required to set, and it is a good plan to use incubators instead of taking the hens from their work. The incubator is no longer an experiment. There are several first class machines on the market, and no mistake can be made in buying any one of half a dozen leading machines which are guaranteed to give satisfaction.

The breed of turkeys raised does not make so much difference as the breed of chickens. Any kind of turkey will bring the market price if it is plump and fat, although the Bronze seems to be the best all-around breed, and the blooded stock will fatten more quickly and at less expense than the common run of fowls.

In raising ducks never keep anything but white feathered stock. The Pekin duck is the best and always brings the top of the market.

With geese only the largest breeds should be kept. The Toulouse, African, or any other large breed is all right, and it costs no more to raise a large bird than a small one. The market is never overstocked on large, fat geese.

The best season in which to sell chickens is from the first of January to the first of November. Every farmer seems to want to dispose of his poultry during November and December, and consequently the market is always overstocked at that time. The surplus young roosters should be sold during September and October, as they will bring more money then than later. If it is impossible to market them until after that time, it is best to hold them until after the first of January, for prices are always low during the intervening months. Turkeys are most salable around the holidays. Old turkeys and large young gobblers should be marketed for Thanksgiving and Christmas; poor stock should never be sent to the market. All should be well fattened before being shipped. The hens and small young gobblers should be kept until after the holidays but should be marketed by the first of February.

Capons sell best from the first of January to the first of March, and generally bring from 8 to 15c per pound. The larger they are the higher price they will bring per pound. Birds that weigh less than seven pounds each will bring no more than the price of common chickens.

Live geese sell best in September and October and dressed geese any time after the first of December to the first of March. There is no particular season in which to sell ducks. Broilers bring the most money from the first of March to the first of July, the highest price being obtainable from the middle of April to the first of June. They sell by the dozen from the first of March until about the first of July and the remainder of the season by the pound. They gen-

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

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Maynard & Reed,

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Grand Rapids, Michigan.

erally bring from \$3 per dozen the first of March to \$6 or \$7 per dozen during April and May. About the first of July they will, as a general thing, bring from 20 to 25c per pound, the price gradually going lower. Chicks should weigh from 1½ to 2 pounds each the first of March and as the season advances from 2 to 2½ pounds each. They should be shipped alive from the first of March until the first of November.

In dressing capons they should always be dry picked and feathers left on the neck, wings, legs and rump, and the tail and wing feathers should be left in. Do not dress out any capons that weigh less than 7 pounds each. Keep the small ones until they grow a little heavier.

Before dressing poultry it should be well fed and watered and then kept twenty-four hours without feed previous to killing. When stock is well watered it looks brighter and adds to its appearance. Full crops injure the appearance and hurt the sale of the poultry. Never kill poultry by wringing the neck of the fowl. Bleed the bird in the mouth, leave head and feet on, and do not remove the intestines or crops. In scalding chickens the water should be as near the boiling point as possible without boiling. Hold the bird by the legs and head and immerse; move up and down three times. The feathers and pin feathers should be removed immediately without breaking the skin. Then plump the bird by dipping it for ten seconds in water nearly or quite boiling, and immediately after into cold water. Hang it in a cool place until the animal heat is entirely out of the body. To dry pick chickens properly the work should be done while the chickens are bleeding. Do not wait until the bodies get cold. In dressing turkeys observe the same rules as in dressing chickens, except that turkeys should be dry picked, as they command a better price than when scalded. Ducks and geese should be scalded in the same temperature of water as other poultry, but it requires more time for the water to penetrate and loosen the feathers. It is sometimes necessary to wrap the carcass in a piece of old canvas or burlap for a few minutes and allow it to steam. Do not dry pick geese and ducks before killing for the purpose of saving the feathers, as it causes the skin to become very lumpy and inflamed and is a great injury to the sale of the stock. Do not singe the bodies for the purpose of removing the down. Poultry can be shipped in any kind of packages, either barrels or boxes. The appearance of the poultry has more to do with the sale of it than the kind of packages in which it is shipped.

In selecting a shipment of poultry for the market the farmer will find it to be of advantage to have his birds of uniform size. They look better and neater and will bring a higher price. If the birds are tied together in pairs by the necks, always select two that look as much alike as possible. Pack them all neatly, for appearance has much to do with finding a market for them. Handle the carcass so carefully that the light outer skin will not be broken. The shink under-skin showing through in spots detracts from their appearance.

There is one thing which farmers generally overlook, and that is the saving of feathers, especially those of the turkey. At present first grade feathers will bring the following prices: Turkey tail feathers, 36c per pound; wing feathers, 25c per pound; body feathers, dry

picked, 5c per pound. Chicken body feathers, dry-picked, 5½c per pound. Goose and duck feathers, from 25c to 45c per pound, according to the quality. While it might not pay to save feathers from a few fowls, it would undoubtedly pay well where a large number are dressed out, and thus the fowls would contribute their last item to the poultry fund, which is becoming such an important factor on the farm.

P. H. SPRAGUE.

Character in Hats.

Show me how a man wears his hat and I will tell you what manner of man he is. Notice yourself how he wears his headgear and you can make a fair estimate of his character. In choosing a companion for "life," for business, for an afternoon's jaunt among the hills or a few lazy hours on the beach, select the man whose hat seems to have been made for him and which he has set squarely upon his head, as it was designed to do, with never a tilt to the right or left nor fore or aft. He is a methodical man and a comfortable man, with a rare endowment of common sense. He is not given to Icarian flights of fancy. He obeys the injunction of the homely philosopher who advised all mankind to keep his feet upon the ground. His enemies never dreamed of calling him a visionary, although they might be heard to whisper behind their hands, "prosaic." The man whose hat habitually fits him is a man of accuracy and logic. Men whose hats are always too large for them are of reflective habits. They are careless of externals and given to introspection. They are philosophical and likely to fall into fits of preoccupation. They are men of large ideas and broad views. They are apt to ignore mere details. Conspicuously of this class was the late Mr. Gladstone, whose hat brims always showed a disposition to reach his ears. Men whose hats are always too small for them are vain and finical. The man who wears his hat drawn over his eyes may not be a "crook," but he is undoubtedly a schemer. He excels in strategy, whether he uses his gifts in an army campaign or in a coup on Wall Street. He is of a secretive nature. He is self-reliant and self-centered, which is only another phrase for selfish. He is not cheerful. He is, in fact, given to gloomy meditations. He may be a Machiavelli or he may be only a business promoter, but he is always, first and foremost, a schemer. Much more does the man who habitually wears his hat pushed off his forehead enjoy the confidence of his fellowmen. The man who wears his hat as women are wearing their newest bonnets, off the forehead, is essentially frank. He is admired by those who do not agree with any of his views for his straightforwardness. He has a joyous nature. If nature has not gifted him with a singing voice he whistles. The man who wears his hat tilted over his forehead is always an optimist. The man whose hat slopes at the back has unusual brain power. The intellectual predominates his makeup. The man whose hat slips over his forehead is of strong materialistic tendencies. The man who wears his hat at an acute angle on the back of his head cares little for the conventionalities. He is more than likely to ignore them. The man who wears his hat drawn forward may despise them, but he pays outward observance to them. The man who places his hat on one side is independent. The man whose hat is perfectly straight and nicely adjusted is a man of mathematical exactness of purpose and practice.

FRANK STOWELL.

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WHOLESALE DEALERS IN BUTTER AND EGGS

BUFFALO, N. Y.

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.



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

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98 South Division St., Grand Rapids

FIELD-SEEDS

A SPECIALTY LOWEST PRICES
ALWAYS IN THE MARKET FOR

POTATOES, BEANS, ONIONS, ETC.
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The best are the cheapest and these we can always supply.

ALFRED J. BROWN SEED CO.

24 and 26 North Division Street,

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GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, March 11—The coffee market is quiet; but while the volume of actual business going forward is not large, there is a steady tone to the situation and sellers seem to be quite well content with the outlook, as values are pretty firmly maintained. Rio No. 7 remains at 7½c. Scarcely anything at all was done in invoice trading. The speculative market was quiet and within a range that shows scarcely a particle of change. In store and afloat there are 1,271,376 bags, against 1,185,313 bags at the same time last year. Mild coffees are rather depressed, Good Cucuta being quoted at 8¾@9c. East India sorts are firmer than a week ago, but without special change in quotations.

Quotations on refined sugars being guaranteed by the American Sugar Refining Co., the trade was large and other refineries have also guaranteed prices on some grades. All around, the business has been brisk and the situation is a "comfortable" one. The American Co. maintains the list price all through, but Arbuckles have cut under 1-16c on Nos. 2 to 7. Raw sugar is firmer and one refinery outside the trust made an offer of 1-32c advance in order to obtain a cargo of 8,250 bags of Cuba. Supplies generally are rather light.

At the auction sale prices showed a slightly lower range for Oolongs, but on the street there has been no change and the situation is firm all around. Orders have been rather limited as to number from both the country and city trade. Scarcely anything is being done in invoice trading.

There has been a good call for Japan rice and generally the orders have been for "prompt delivery;" but this has in many cases been out of the question and dealers will not, as a rule, take orders for delivery before the end of the month, the quotations for such being 4½@5c. Java rice has been in lighter request. Domestic sorts are firm and the market is held at very extreme figures for fancy head. Medium and low grades are moving in about the usual manner and without change in price—4¼@5c; prime, 5½@5¾c; fancy head, 6@7@7½c.

Aside from a little more interest being shown for cloves the spice market is without a particle of change. Pepper is firm and supplies are not excessive. Singapore pepper, 11@11½c; Zanzibar cloves, 7½@7¾c.

Transactions in molasses, while not especially large, have been of sufficient volume to make a decent showing. Prices generally are quite well adhered to for the better sorts. Lower grades are rather "droopy," although matters have been in worse shape and may be again. Good to prime centrifugals, 16@26c. Open kettle, 32@38c. Not much activity has been displayed for syrups, but offerings are held at full values. Buyers gain nothing by "shopping" and holders do not seem to display any anxiety to part with stock.

As packers generally have sold their estimated outturn of goods, the canned goods market shows less activity. From every quarter come reports that lead one to believe that the pack of almost everything in 1899 will be the largest by far that has ever been put on the market, if the crops are good. Packers in many cases have sold at last year's quotations and it is hard to see just how they are going to "come out even," as the cost of putting up goods is almost sure to be increased about 5 to 10 per cent over last year. California is looking for a big peach crop and probably rejoices that the outlook for peaches east of the Mississippi is not encouraging. New Jersey tomatoes, No. 3, are firm at 85c. New York State are held at the same figures for both spot and futures. New York State corn, 62½@70c on the spot and 60@80c for futures.

Lemons are in rather limited demand and prices are somewhat depressed. The range is from \$2 55@3 30 a box. Florida oranges seem to be in ample supply here just now and, as Jamaicas are also

numerous, the market shows some weakness. Florida russets are worth \$3.25 @3 75 for 150s and \$2 75@3 75 for other sizes. Best Californias, \$3.75@4.25 Bananas are quiet, within the range of \$1@1.15 for firsts.

There is a fairly good demand for dried fruits and prices are generally firm. No special change has been made in quotations. Two crown California raisins, 4¼@4½c; 3-crown, 5@5½c.

The butter market is steady and the better grades are selling reasonably well. Western creamery extras, 20c; firsts, 19 @19½c; seconds, 17½@18c; imitation creamery, 17@18c; fir. ts, 13@14c; rolls, choice, 14@14½c.

Large size full cream cheese command 11¾c. The accumulation is rapidly being taken up and the market is getting into good shape. Small size, 12½c.

The slump in eggs which began a week ago has continued steadily and, as the receipts have been growing larger and larger, the prices have grown "downer and downer." At the Exchange on Friday sales were made at 15c for strictly fresh; indeed, there are no other sort of eggs here just now. A year ago the price was 11c and, while it is not anticipated a rate like this will be made this season, it is evident that quotations will not advance much over those prevailing at present.

Only a Dog.

Billy was legally sentenced to death and executed yesterday, and last night a weeping child mourned and refused to be comforted because he was not. Billy was a dog, just a common cur, with no pretensions to breeding that would have entitled him to a place in a bench show, and no good looks to win friends and admiration for him from the passing crowd. He was covered with an unlovely tatch of coarse yellow hair and he always limped a little from the cruel blow that had left him lame; but the child who loved him and whose playmate he was took no account of any lack of symmetry or grace. She only looked into the loyal, honest, wistful dog eyes and saw there that which passed all outward show of beauty. You see, Nellie had found him herself, a miserable little puppy, half starved and whining piteously where he had been thrown out to die. She had taken him home with her, although they were of the poorest, and thereafter they had feasted or gone hungry together, as times went, learning that strange and touching companionship that so often springs up between the very poor and their pets. Nellie's mother went out to work by the day, leaving the child to pass her time as best she might in the dreary little room on the top floor of the tenement house in which they lived. She had been very lonesome, for the other children in the house were big, rough boys, who teased and frightened her, but after she found Billy she was quite content. They played together until the dim old room rang with childish laughter, and oftener than not, when the tired mother climbed the stairs at night, she would find the little maid fast asleep, with Billy clasped close to a heart that was no longer lonely or afraid with so much faithful love beating against it, although it was only a dog's. But by and by the boys on the floors below, tiring of old amusements, discovered a new and exquisite pleasure. They found that they could tease Nellie and make her frantic with fear and dread by pretending they were going to hurt Billy. They would seize him and, holding him over the well of the staircase, make believe that they were going to drop him down, and the child would kneel to them, begging with such tears and supplications as might have touched a heart of stone for

her pet's life. Finally, turning into a little fury, as the gentlest creature will when forced to battle for what she loves, she would fight her way into the group, and, seizing the dog, fly with him to her room and there barricade the door against her foes. At last the matter came to a crisis. Billy, being only a dog and not having that exquisite sense of humor that can find amusement in a fellow-creature's suffering, made a frantic effort and broke away from his tormentor. He saw his little mistress in tears, and with a growl of rage he flung himself upon the nearest boy and bit him in the hand. It was the merest scratch, but it was enough. The boy, defeated and angry, set up a howl. The slatternly women on the landings, eager for a sensation, took it up, and almost before one knew it a policeman had been sent for. Billy was a dog and he had bitten a boy. He had transgressed the law and he must die. They surged up the stairs and broke open Nellie's frail little barricade and explained it to her brutally enough. The dog must be killed. Billy stood by her, wagging his tail half-heartedly, and looking doubtfully about from one to another. Nellie's arms clasped him tight and fast and her little body shook pitifully with sobs, but they unfastened her fingers from about his neck and took him away to be killed. Late that night the policeman awaked suddenly, with the whole scene flashing before him. "I wish it hadn't been me," he thought, uncomfortably, and then he said to himself, "Pshaw, what does it matter? Just a dog, and a common cur at that." But in the dreary room on the top floor of a tenement house a child's face was wet with tears. She had learned the first sad lesson of loving and losing.

Why Hucksters Can Undersell Grocers.

From the Springfield, Mass., Republican. According to well authenticated reports a practice is in vogue in North Adams which should be summarily stopped. This is the giving of short weights on potatoes which are peddled about the city by hucksters. A grocer who happened to be in a produce market on Center street the other day saw a clerk sacking potatoes putting 50 pounds in a sack. His curiosity was aroused and he asked why this was done. The answer was the potatoes were sold by weight, and that the buyer ordered them put up that way. The buyer was a huckster, and the clerk said many of the hucksters buy their potatoes in that way and sell the 50-pound bags for bushels. The wholesaler was disgusted with these fellows, but considered it none of his business, as he was selling potatoes by the pound and the amount ordered was put into each sack. It is believed this fraud has become widespread in North Adams, and the subject is worthy of the attention of the sealer of weights and measures or some other officials.

The Same Old Lie.

From the Lynn, Mass., News. There is a very affable young man in this city who deals in cigars for a living. He has a large line of cigars, and he knows how to sell them. You go in and ask him what kind of a cigar a certain brand is. Without a moment's hesitation or the slightest embarrassment he tells you that it is the best cigar in the case, and that the profit on them is so small that he only keeps them to accommodate his trade. This works all right until some day you go in and think you will try a different brand, when upon asking what kind of a cigar it is he tells you without a blush that it is the best cigar in the case. He has told me this same tale on about half a dozen different brands, until I am now forced to the conclusion that he is the nearest approach to a professional liar of anything we have in this city.

"Lactobutu"

What is "Lactobutu"?

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

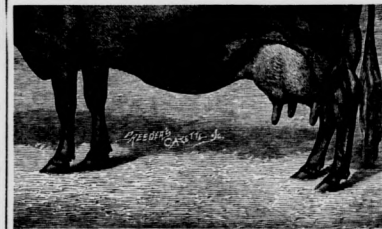
What will "Lactobutu" do?

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

How it is done:

Take, for example, 10 pounds of butter; add 5 pounds of fresh milk, then add a small amount of "Lactobutu" and with our process of treatment, the milk will all turn to butter and you will then have, by adding a little more salt, 15 pounds of good butter ready for sale. The question is sometimes asked, "Is not the milk worked into the butter, and can be worked out again?" No, such is not the case. **The milk turns to butter**, and will always be butter until consumed.

Every merchant knows that when he sells his poor butter for 4 and 5 cents per pound it is purchased by some process firm who make good salable butter out of it. WHY DON'T YOU? Our process does not adulterate; it purifies, and does not conflict with State laws. Increasing the quantity with only pure sweet milk has been known heretofore by only a very few most successful process butter workers.



The great advantage

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

Our terms:

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

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

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

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

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

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

THE LACTO BUTTER CO.

145 La Salle Street, CHICAGO, ILL.

Shoes and Leather

News and Gossip Pertaining to the Shoe Trade.

I have been coming to the market to buy for a long time, but this is the first time in a good many years that I have visited a shoe factory," said a country merchant during the week. "I was literally astonished at the changes which have taken place in late years. It may seem strange, but it is a fact that there are worlds of merchants dealing in shoes, and many exclusive shoe men, who are not familiar to a close degree, and have but a very general idea of the process and work of the factory. It is an eye-opener and an instructive and valuable lesson to spend a day in close observation of the making of shoes in a modern factory. It gives one new ideas and makes the study of one's business more satisfactory and profitable. I would advise every merchant who comes to the market to visit two or three of the great factories and observe the process of making shoes as it is carried on to-day. It is simply wonderful the progress which machinery has made. The shoe dealer who conducts a repair department in connection with his store will have a valuable opportunity of contrasting old-time hand work with the advanced and perfected present machinery. To say that this observation will not be of benefit to him is impossible. I count the visit I made to the factory this time as a good investment."

* * *

"My shoe trade has changed considerably in a few years," said a merchant this week, "the demand steadily increasing for a sensible shoe. When one looks back over the various styles and designs which have had a run in shoes in the past few years, he can find a great deal in them of discomfort for the shoe-wearer. Styles changed rapidly and the shoe-wearer passed through all the grades. Things went to extremes, as they always do. There are certain people, it is my observation, who want radical changes and variety, but I believe the people who demand common sense and comfort have increased faster than the devotees of fashion. It is more common for people who come into my store to say, 'I want a good fitting sensible shoe. I don't care so much about the style' than it was formerly. Of course there are some people who are influenced in buying by the statement that a particular shoe is the fashion or is to be much worn, but I find that common sense and comfort are fast overriding fashion. Of course I mean that people want style in their shoes, but they are more practical and want practical styles. There were formerly extreme shoe designs, which I could readily sell because they were said to be fashionable fads, which I can't handle at all now."

* * *

"I am pleased to see the shoe jobbers getting together at the rubber question," was the observation of one merchant now buying in the market. "Trade is always more satisfactory and profitable when it is settled. Your competitor, when he has no advantage over you in buying, is on the same footing and the chances are he can't offer profitably any more inducements than you can. Where there is a regular market price adhered to, there are always more profit and satisfaction. Rubbers have been more or less a source of annoyance with me and I presume many merchants are in the same boat with me. This has

been largely due to the cutting indulged in. I have found myself at times compelled to meet a competition in them which caused a loss which I was satisfied was not sustained by my competitors. We've got to handle them and there is no reason why they should not be handled with profit and advantage. To stop demoralization in any line of trade is a good thing and while the new associations among the jobbers are intended to and will better conditions with them, I look for it to have a good effect upon the retail trade, too."

* * *

"Among the things I have noticed particularly in my trade this winter was the increasing enquiry for a shoe which would keep the feet warm," says a merchant. "It seems to me as if the people complain of cold feet more than they formerly did. In thinking about this I was inclined to the opinion frequently that people are more susceptible to cold than they were years ago. Of course this was just mere conjecture on my part. I am not speaking with reference to the particularly cold spells but in general. I live in Iowa and there is more of winter to be encountered there than a majority of the merchants now in the market have to deal with. The protection of the feet from cold of course may be secured by overshoes and arctics, but this is something extra and has its objections upon the part of many. People as a rule want closely fitting shoes and in many cases so closely fitting that the foot is deprived of the lay it should naturally have. These people are the worst sufferers from cold feet. It is difficult to convince many of them that warm feet are not caused by the leather of their shoes but by the feet themselves, and they insist upon a leather which will prevent their feet from becoming cold instead of buying a shoe which will permit a good circulation of the blood in the foot and a proper play."—Shoe and Leather Gazette.

The Hand of Success.

The qualities necessary to make a person successful in life may be represented by the hand: first, truthfulness, by the thumb; second, promptness, by the first finger; third, correctness, by the middle finger; fourth, neatness, by the third finger; fifth, quickness, by the little finger; sixth, "stick-to-itiveness," by the palm of the hand.

These qualities all have the same ending, are easily remembered, and should be cultivated by every young person who would be successful in any honorable department of human effort.

A. N. FELLOWS.

Easily Recognizable.

Stranger (at the door): I am trying to find a lady whose married name I have forgotten, but I know she lives in this neighborhood. She is a woman easily described, and perhaps you know her—a singularly beautiful creature, with pink and white complexion, seashell ears, lovely eyes, and hair such as a goddess might envy.

Servant: Really, sir, I don't know—
Voice (from head of stairs): Jane, tell the gentleman I'll be down in a minute.

Makes Too Many Himself.

"Do you endeavor to profit by the mistakes of others?" asked the curious one.

"I haven't time," replied the modest one. "I have to crowd things pretty hard to profit by all the mistakes I make myself."

1899 Net Price List on Combinations

Combination "Uncle Sam"

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

Men's Knit Boots
With 2 bkl. Gum Perfections. \$25 00
With Duck Perfections. 24 00
With Gum Perfections. 22 00
With Gum Hurons, Heel. 21 00

Boys' Knit Boots
With Gum Perfections. 20 00

Youths' Knit Boots
With Gum Hurons, no Heel. 14 50

Terms, Nov. 1, 30 days, net.

Combination "A"

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

Men's White Felt Boots
With Duck Perfections. \$23 00
With Gum Perfections. 22 00

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

Boys' Grey Felt Boots
With Gum Perfections. 18 50
With Gum Hurons, Heel. 17 50

Youths' Gray Felt Boots
With Hurons, no Heels. 13 00

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

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

5 AND 7 PEARL ST., GRAND RAPIDS.

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

Geo. H. Reeder & Co.,
19 South Ionia Street,
Grand Rapids, Mich.

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

TRADESMAN
ITEMIZED LEDGERS
SIZE—8 1-2 x 14.
THREE COLUMNS.
2 Quires, 160 pages. \$2 00
3 Quires, 240 pages. 2 50
4 Quires, 320 pages. 3 00
5 Quires, 400 pages. 3 50
6 Quires, 480 pages. 4 00
◆
INVOICE RECORD OR BILL BOOK
80 double pages, registers 2,880 invoices \$2 00
◆
Tradesman Company
Grand Rapids, Mich.

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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.

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

SUCCESSFUL SALESMEN.

A. D. Crain, Representing Heath & Milligan Manufacturing Co.

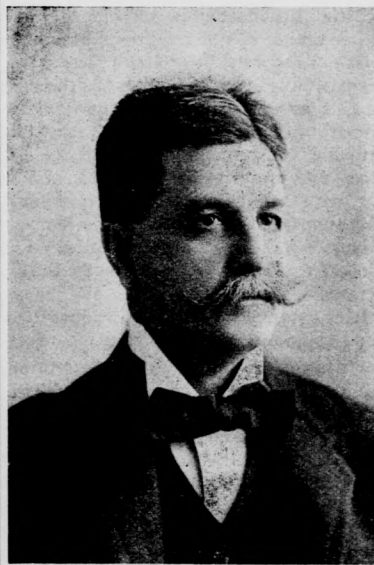
Alexander D. Crain was born at Rockville, Ind., Aug. 11, 1851. His family afterward removed to Terre Haute, where Mr. Crain's father achieved distinction as a judge of the criminal court, as a member of the Legislature and as leading candidate for the United States Senate at the time of his death. Mr. Crain attended the public schools of Terre Haute until 1868, when he espoused the occupation of pharmacist and worked two years in the drug store of Mahan & Davis. He then removed to Burlington, Ia., where he had charge of the retail drug store of C. P. Squires & Co. for three years. In 1873, he began attending the pharmacy school at Ann Arbor, graduating with high honors with the class of '74. For a year he had charge of the drug store of A. S. Moncrief, at Atlantic, Ia., and in the spring of 1876 he removed to Des Moines, Ia., to take a clerkship in the retail drug store of C. W. Roggs. Thirty days later he was offered a more lucrative position to travel through Central Iowa for the wholesale drug house of E. R. Cary, which position he filled with satisfaction to all concerned for three years. On the death of Mr. Cary the stock was purchased by himself and two associates, who continued the business two years under the style of Mitchell, Bartlett & Crain. In 1881 the business was merged into a corporation under the style of Mitchell, Crain & Co. and in 1885 the firm disposed of the stock and discontinued business. Mr. Crain then formed an alliance with Coffin, DeVoe & Co., of Chicago, with whom he remained nearly ten years, his territory including all jobbing points from the Mississippi River to the Coast and from St. Paul to Memphis. He covered his territory twice a year, and during this time established a reputation as a salesman which gave him a standing second to no man in the paint trade. In 1885 he entertained a proposition from the Heath & Milligan Manufacturing Co. to cover Western Michigan, which he has done for the past four years with excellent results. His family continued to reside at Des Moines until last July, when they removed to Grand Rapids, locating at 197 South Union street.

Mr. Crain was married March 18, 1879, to Miss Helen Gertrude Scott, of Chicago, with whom he had become acquainted while she was visiting her uncle in Des Moines. They have had two children, George, who is now 18

years of age and is attending the Grand Rapids high school, and a daughter who died at the age of 8 years.

Mr. Crain was one of the organizers of the Iowa State Traveling Men's Association and is still an active member, having served the Association in the capacity of Director and Vice-President. He is an attendant of Park Congregational church, of which his wife is a member. He is an adherent of the Masonic fraternity as far as the Knight Templar degree and the Shrine, and expects soon to transfer his affiliation from Des Moines to Grand Rapids.

Mr. Crain attributes his success as a salesman to being straightforward and honest in all his transactions and not knowingly misrepresenting anything he may have to sell. He is temperate in his habits, having acted all through life



on the assumption that artificial stimulants and successful salesmanship are not compatible. He is not one of the kind of men who can make the largest sales on his first trip; on the contrary, he is usually able to make satisfactory sales on his first trip and increase them in volume with every successive visit to his trade. If he can get the attention of a prospective buyer, he can usually succeed in making him a customer and, having gained that point, he is invariably able to hold his patronage so long as he remains in business.

Personally, Mr. Crain is of a somewhat reserved disposition, and it is said by those who know him best and esteem him most that it takes some time to secure his confidence, but that when the ice is once broken and the relationship once established, the reserve disappears and the many admirable qualities of head and heart present themselves. A consistent and lifelong Christian gentleman, loyal to himself and family and faithful to his house and his trade, Mr. Crain has every reason to regard his past with pleasure and his future with confidence.

D. S. Hatfield (Hecht & Zummach) is out again on the road after a week's tussle with the grip. Dr. Hatfield and wife have the sympathy of the fraternity in the death of Mrs. Hatfield's mother, Mrs. Martha Sponhower, who died recently at the age of 88 years. The deceased had lived in Mr. Hatfield's family about fifteen years. The interment took place at Marcellus.

J. Henry Dawley, formerly with the Putnam Candy Co., is now on the road for Snyder & Thayer, of Muskegon.

Gripsack Brigade.

Martin Rice, of Maple Rapids, is selling cigars for Bailey Bros. & Co., of Philadelphia.

Samuel Harrison, of Kalamazoo, has gone on the road for the American Carriage Co.

Chas. H. Maxwell, a traveling salesman for a Toledo shoe house, was badly injured between Mt. Morris and Flushing last Tuesday by driving off a bridge. He was unconscious when found.

Kalamazoo Gazette: Miss M. E. Martin has taken a position as traveling saleswoman for J. B. Welch & Co., of Syracuse. Her territory will be Michigan.

Kalamazoo News: Lillie Salomon has gone to Perry, where he has taken a position with the Lamb Glove and Mitten Co. as traveling salesman. He will begin a vigorous campaign through the Central States.

F. E. Bushman, who has traveled in this State for the past eight years for Ruhe Bros. & Co., of Allentown, Pa., has engaged to take charge of the cigar department of Phelps, Brace & Co., of Detroit, the engagement to take effect March 15. Mr. Bushman has had a long and varied experience in the cigar business, beginning as a cigarmaker, afterward as the owner of a successful cigar factory and, still later, as a cigar dealer, jobber and traveling salesman. He takes to his new position all the experience gleaned during his years of intimacy with the business, and will undoubtedly make a record which will be satisfactory to himself and profitable to his house.

R. N. Hull, editor of the excellent traveling men's department of the Ohio Merchant, thus chronicles the movements of a gentleman who formerly covered Western Michigan for Franklin MacVeagh & Co., of Chicago: Chas. M. Falls was in Cleveland the other day enroute from Boston to Chicago. His headquarters are in the latter city, while he promotes traffic for a coffee importing house in the "Hub." Mr. Falls at one time represented Spaulding & Merrick, tobacco manufacturers, through Ohio and the East. A large number of the old regulars formerly engaged in the tobacco selling department have gone into the coffee line, and this particular field is as well worked now as in any other staple article. Good men are still in demand in both lines.

One of the swell hotels in Boston has issued a ukase against the ubiquitous drummer that has caused no small excitement at the Hub. The proprietor of two of the most famed hotels of that metropolis, Parker's and Young's, has recently built, furnished and opened an inn whose claim for patronage rests upon the same grounds that the Astoria, of New York, has so successfully occupied—that is to say, furnishing all the eclectic luxuries and elegances of life, occidental and oriental. Into this hotel have come the princely merchants of

the West and South, combining in their visits to Boston their commercial errands with all the comforts of a home. Thither have come also to seek them the drummers, and in such numbers as to interfere with the comfort of guests, who claim not to find there, by reason of the presence of these gentlemen, that quiet, scholarly atmosphere for which the city is famous. Accordingly, and in deference to this defined source of discomfort, the proprietor of the Touraine has ordered the salesmen to seek their customers on better chosen hunting grounds. The annoyance in the hotel has, therefore, ended, but trouble among the drummers has just begun, and indignation in the local commercial circles rages.

Body Blow.

"There was a poor tramp here this afternoon," said the young wife. "The poor man was worrying over his next meal, he told me."

"I wonder," said the husband, "if worrying over the next meal is any more torture than worrying over the last one."

REMODELED HOTEL BUTLER

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

HOTEL WHITCOMB

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

\$2 PER DAY. FREE BUS. THE CHARLESTON

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

TRAVEL VIA

F. & P. M. R. R.

AND STEAMSHIP LINES TO ALL POINTS IN MICHIGAN

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

SPRING SUITS AND OVERCOATS

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

KOLB & SON

OLDEST FIRM, ROCHESTER, N. Y.

Stouts, Slims a Specialty. Mail orders attended to, or write our traveler, Wm. Connor, Box 346, Marshall, Mich., to call, or meet him at Sweet's Hotel, Grand Rapids, March 27 to 31. Customers' expenses paid.

Taggart, Knappen & Denison, PATENT ATTORNEYS

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



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. REYNOLDS, St. Joseph	Dec. 31, 1901
HENRY HEIM, Saginaw	Dec. 31, 1902

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

Examination Sessions.
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.

Where Distilled Water Is Absolutely Necessary.

There is scarcely an article in the United States Pharmacopoeia which is so neglected by druggists and for which an inferior article is so often substituted as that of distilled water. Many druggists know this important factor in the drug business by the name only; others may have bottles on their shelves with labels indicating that they are the containers of aqua destillata, but what do we find in these bottles? As a rule it is either old and contaminated distilled water, kept there more for show than for use, or it is ordinary well or water-works water of a varying degree of purity. Only a small minority of the druggists keep constantly on hand a fresh supply of distilled water for consumption in their prescription work. The utter neglect to use distilled water where it is demanded or where it by right should be used, as shown by many druggists, is sometimes really astonishing. Precipitated or cloudy mixtures are often dispensed where perfectly clear solutions could have been had if distilled water had been used as the solvent. I have repeatedly heard druggists complain of the poor quality of their chemicals, when in fact the blame actually was to be found with the impure water they were using. It is universally recognized that no natural water is sufficiently pure for pharmaceutical purposes. No matter how pure and sparkling it is, it always contains more or less fixed or volatile foreign constituents. Absolutely pure water can only be obtained by distillation.

The Pharmacopoeia demands that distilled water should be used in more than seventy different formulas, and this does not include the list of reagents, which, of course, must be prepared with pure distilled water, inasmuch as they are made for the sole purpose of testing chemicals for impurities. How many druggists are aware of the fact that lime-water must be made with distilled water according to the pharmacopoeia? It is also demanded that aqua ammonia and liq. plumbi subacet. dilut. shall be made with distilled water, but how often is it so made? It is a common occurrence to find that lead-water is dispensed as a milky-white fluid with a heavy precipitate of carbonate, and to find aqua ammonia with a bulky brownish ferruginous sediment; while in fact both of these solutions ought to remain clear if properly made with distilled water.

It can not be too strongly urged that only distilled water should be used in preparing solutions of salts of certain metals, such, for instance, as silver nitrate, lead acetate, zinc chloride, potassium permanganate, mercuric chloride, iron sulphate; and also in making

solutions of morphine sulphate, atropine sulphate, cocaine hydrochlorate, and in fact all of the alkaloids and their salts. If the water used in making solutions of these salts is not entirely free from impurities, new chemical compounds are formed which will produce, sooner or later, either precipitation, coloration or discoloration. Yet many a druggist does not for a moment hesitate to substitute what he calls a pure water for the distilled water prescribed. Such a substitution, however, must be considered a grave one in instances where the pharmacist is preparing delicate eye-waters, hypodermic solutions, or reagents for analytical purposes.

Pure distilled water ought to be kept in every drug store. And in order to be assured of getting a fresh and pure article every druggist ought to make his own supply. Distilled water obtained from the jobber or manufacturer is not always of the best quality. Once I received from a wholesale drug house a supply of distilled water which contained more solids and more chlorine than did the water I took from the faucet. The committee on adulteration, New York State Pharmaceutical Association, reports finding in samples of distilled water as much as 50 parts solid to 100,000 parts, while according to the last report of the Wisconsin Dairy and Food Commissioner, the average amount of solids found in twenty-two samples of water taken from the public supply amounted only to 43 parts in 100,000 parts.

The druggist, however, can always have on hand a fresh and pure supply of distilled water by owning a still and by taking the proper care in operating it. Especially should care be taken to make the receiving bottle as chemically clean as possible; and a little absorbent cotton should be packed around the conducting tube where it enters the mouth of this receiving bottle. As the cost of making a supply of distilled water for the store, aside from the cost of the apparatus, is only that of the fuel consumed, there is really no excuse for not having it. The operation of setting up and running the still is a comparatively easy one, and one in which the average apprentice takes more than ordinary interest. Besides, the still when working is likely to attract the attention of customers who chance to be present at the time.

But, as important as it is for druggists to get a supply of distilled water, just as important is it to keep this supply in a pure state. If not properly preserved, distilled water will readily absorb impurities from the dust and gases in the air. If an ordinary glass-stoppered shelf-bottle is used it must be thoroughly cleaned every time it is refilled, and it is advisable to put an inverted cap of paper or glass over the stopper.

OTTO J. S. BOBERG.

Peculiar Clock.

A Lewiston, Me., merchant has in his store an old-fashioned clock which is peculiarly sensitive. It sometimes stops, and if any one steps into the store or goes by, it will start again, and if a horse steps on a certain spot in the street it will start. A man who happened to notice it, and who had one like it himself, said that his would not run after he had started his furnace in the fall. In the spring, after he ceased to keep a fire it would run all right.

Some people think three or four times before speaking once and then never say anything worth listening to.

Putting Copy of Prescription on the Label.

A practice is spreading to an alarming extent, particularly in our large cities, of writing on each prescription (and in many cases printing in bold type), "Put copy on the label." Upon enquiring of some of the writers of such prescriptions what their special object was in writing for a copy, it was stated that they desired to keep track of their prescriptions and this was the simplest plan. One busy practitioner frankly admitted that it was largely laziness. Very few of these busy men, however, realize the evil and pecuniary loss which this practice often entails. Naturally the patient looks upon the matter from a commercial standpoint; he pays for the services of his physician just as he does for those of his lawyer, dentist, or shall we say barber? Suffering from bronchitis, his doctor is summoned, and after taking one or two prescriptions the patient recovers. A month afterward, recognizing the symptoms in the next attack as similar to those experienced a month before, he does not take the trouble to summon his physician, but has the prescriptions renewed, and is at once attracted by their efficiency. Having the names of the ingredients always before him on the bottle, he is soon encouraged to experiment with this marvelous cough medicine, and sometimes gets the ingredients in quantities and compounds them at home.

It is true that if the patient determines to go into self-medication, he could get copies of the prescriptions and embark in the enterprise of making cough medicines, and this has been done; but if the practice of labeling all prescriptions in this way becomes general, it will undoubtedly result in furnishing the laity with that most dangerous thing, "a little knowledge." How common it is to hear men and women, boys and girls, discourse most learnedly of the value of antipyrin, phenacetine, nux vomica, calomel, etc. Self-medication is one of the great evils of the day. Are not physicians encouraging the practice by placing permanently before the eyes of the patient the exact quantities of the ingredients used in the prescription? There is no necessity for mystery, but surely every proper interest is strengthened and forwarded by withholding from the patient the knowledge of the constituents. At the present time there seems to be a wave flowing over the country of catering to the public curiosity in this respect. Will it not be very difficult to restore the old order if the physicians continue to yield? The public, having once tasted of what they think is freedom from secrecy, will regard a return to the old way as an interference with their liberty and rights.

Another form of laziness with some practitioners is to direct an original bottle of some proprietary medicine, one of the new German combinations we will say, having a circular with full description of its merits and properties. The patient upon recovery, and after studying the literature of this marvelous liquid, naturally concludes that the man who is deserving of the most credit for the cure is not the doctor who directs it, but the manufacturer who makes it. How is it possible for physicians to consistently decry proprietary and patent remedies when they so frequently direct their patients to use them because "they find them so convenient and effective?" How is the dignity of the profession and its knowledge of therapeutics advanced by such empirical

methods? How often do we hear the busy practitioner say, with apparent cheerfulness, "I don't know and I don't care what is in that medicine; I know what it will do, and that is enough for my purpose." The laity is surely being educated to believe that the medical man knows no more than, and scarcely as much as, the marvelous genius who has put together a mixture which sells everywhere and apparently accomplishes such great results. This association can exercise a great influence, if it will, by asking its members absolutely to decline to prescribe any combination, the constituents of which are unknown and the properties of which are not thoroughly tested; and if practitioners will abstain from placing before their patients the constituents of the prescriptions which they have ordered, they will avoid training them in habits of self-medication, which is universally recognized as destructive to their own best interests.

JOSEPH P. REMINGTON.

The Drug Market.

Opium—Is rather firm at the decline noted last week.

Morphine—Is unchanged, although on account of lower prices for opium, a decline is looked for.

Quinine—Has again advanced and is very firm and higher prices are looked for.

Citric Acid—Is firm at the recent advance and higher prices are looked for, on account of strong position abroad.

Alcohol—While there has been no change in price from the distiller, demoralization among jobbers has lowered prices.

Cocaine—Is firm and, owing to scarcity and high prices for leaves, another advance would not surprise any one.

Essential Oils—Lemon and bergamot have declined. Wintergreen has advanced and is very firm. Pimento has advanced, owing to high prices for berries.

Paris Green—Has advanced and, on account of the high price for copper, is likely to be higher when the active demand sets in.

Ten Out of Fifty-eight.

Ann Arbor, March 10—The Michigan Board of Pharmacy held a meeting at Grand Rapids March 7 and 8, 1899. There were fifty eight applicants present for examination, forty-one for registered pharmacist certificate and seventeen for assistant papers. Six applicants received registered pharmacist papers and four assistant papers. Following is a list of those receiving certificates:

Registered Pharmacists—W. D. Lyman, Muskegon; J. E. Osborn, Dowagiac; C. B. Shuman, Manistee; A. W. Olds, Grand Rapids; John Neuman, Detroit; T. V. Benedict, Grand Rapids.

Assistant Pharmacists—E. J. LaLonde, E. A. Sepull, Alpena; H. C. Hewitt, Jackson; E. W. Hackmuth, Big Rapids. All members of the Board were present at the meeting.

The next meeting of the Board will be held at Star Island June 26 and 27. The election of officers takes place at the June meeting.

A. C. SCHUMACHER, Sec'y.

Thermohydrotherapy.

A colored woman went to the pastor of her church the other day to complain of the conduct of her husband, who, she said, was a lowdown, worthless, trifling nigger. After listening to a long recital of the delinquencies of her neglectful spouse and her efforts to correct them, the minister said:

"Have you ever tried heaping coals of fire upon his head?"
"No," was the reply; "but I done tried hot water."

WHOLESALE PRICE CURRENT.

Advanced Declined—							
Acidum							
Aceticum	60	8	3	Conium Mac.	35	50	
Benzolium, German	70	75		Copaba.	1	15	25
Boricac.	70	16		Cubeba.	90	1	20
Carbolicum	29	41		Ezechthitos	1	00	10
Citricum	48	50		Erigeron	1	00	10
Hydrochlor.	30	5		Gaultheria	1	50	1
Nitrosum	30	10		Geranium, ounce.		75	
Oxalicum	12	14		Gossypii, Sem. gal.	50	60	
Phosphorium, dil.		15		Hedema.	1	00	2
Salicylicum.	60	65		Junipera.	1	50	2
Sulphuricum.	1	25	1	Lavandula	90	2	00
Tannicum	1	25	1	Limonis.	1	30	4
Tartaricum.	38	40		Mentha Piper.	1	60	2
Ammonia							
Aqua, 16 deg.	40	6		Mentha Verid.	1	50	1
Aqua, 30 deg.	60	8		Morrhua, gal.	1	10	1
Carbonas.	12	14		Myrica.	4	00	4
Chloridum.	12	14		Myrtle.	75	3	00
Aniline							
Black.	2	00	2	Myrtle, Gal.	75	3	00
Brown.	30	1	00	Picea Liquida.	10	12	
Red.	45	50		Picea Liquida, gal.		35	
Yellow.	2	50	3	Ricinia	92	1	00
Bacca.							
Cubese.	po. 18	13	15	Rosmarini.		1	00
Juniperus.		6	8	Rose, ounce.	6	50	8
Xanthoxylum.		25	30	Succini	40	45	
Balsamum							
Copaba.	50	55		Sabina.	90	1	00
Peru.		2	75	Santal.	2	50	7
Terabin, Canada.	45	50		Sassafras.	55	60	
Tolutan.	50	55		Sinapis, ess., ounce.		65	
Cortex							
Abies, Canadian.	18			Tigli.	1	70	1
Cassia.	12			Thyme.	40	50	
Cinchona Flava.	18			Thyme, opt.		1	60
Euonymus atropurp	30			Theobromas.	15	20	
Myrica Cerifera, po.	20			Potassium			
Prunus Virgini.	12			Bi-Carb.	15	18	
Quillaja, gr'd.	12			Bichromate.	13	15	
Sassafras.	po. 18	13	15	Bromide.	5	57	
Ulmus.	po. 15, gr'd	15		Carb.	12	15	
Extractum							
Glycyrrhiza Glabra.	24	25		Chlorate, po. 17@19c	10	18	
Glycyrrhiza, po.	28	30		Cyanide.	35	40	
Hematox, 15 lb box.	11	12		Iodide.	2	40	2
Hematox, 1 lb.	13	14		Potassa, Bitart, pure		28	30
Hematox, 1/4s.	14	15		Potassa, Bitart, com		15	
Hematox, 1/8s.	16	17		Potassa Nitras, opt.	10	12	
Ferra							
Carbonate Precip.	15			Potass Nitras.	10	11	
Citrate and Quinia.	2	25		Prussiate.	20	25	
Citrate Soluble.	75			Sulphate po.	15	18	
Ferrocyanidum Sol.	40			Radix			
Solut. Chloride.	15			Aconitum	20	25	
Sulphate, com'l.	2			Altha.	22	25	
Sulphate, com'l, by				Anchusa.	10	12	
bbl, per cwt.	50			Arum po.		25	
Sulphate, pure	7			Calamus.	20	40	
Flora							
Arnica.	12	14		Gentiana.	20	40	
Antemis.	22	25		Glycyrrhiza, pr. 15	16	18	
Matricaria.	30	35		Hydrastis Canaden		5	
Folia							
Barosma.	25	30		Hydrastis Can., po.		90	
Cassia Acutifol, Tin-				Hellebore, Alba, po.	18	20	
nevely.	18	25		Inula, po.	15	20	
Cassia Acutifol, Aix.	25	30		Ipeac, po.	3	90	4
Salvia officinalis, 1/4s				Jalap, pr.	35	40	
and 1/8s.	12	20		Jalap, po.	35	40	
Ura Ursi.	8	10		Maranta, 1/4s.		35	
Gummi							
Acacia, 1st picked.		65		Podophyllum, po.	22	25	
Acacia, 2d picked.		45		Rhei.	75	1	00
Acacia, 3d picked.		35		Rhei, cut.		25	
Acacia, sifted sorts.		28		Rhei, pv.	75	1	35
Acacia, po.	60	80		Spigelia.	35	38	
Aloe, Barb. po. 18@20	12	14		Sanguinaria, po. 15		18	
Aloe, Socotri. po. 40		30		Serpentaria.	30	35	
Ammoniac.	55	60		Senega.	40	45	
Asafoetida.	25	28		Similax, officinalis H		40	
Benzoinum.	50	55		Smilax, M.		25	
Catechu, ls.		13		Scilla.	10	12	
Catechu, 1/4s.		14		Symplocarpus, Fostl-		25	
Catechu, 1/8s.		16		du, po.		25	
Campores.	53	59		Valeriana, Eng. po. 30		25	
Euphorbium, po. 35		10		Valeriana, German.	15	20	
Galbanum.		1	00	Zingiber a.	12	16	
Gamboge po.	65	70		Zingiber j.	25	27	
Gualacum.		20		Semen			
Kino.		3	00	Anisum.	po. 15		
Mastic.		60		Apium (graveleons)	13	15	
Myrrh.	po. 45			Bird, ls.	4	6	
Opil. po. 85.00@5.20	3	35	3	Carui.	po. 18	10	12
Shellac.	25	35		Cardamom.	1	25	1
Shellac, bleached.	40	45		Coriandrum.	8	10	
Tragacanth.	50	60		Cannabis Sativa.	4	4	5
Herba							
Absinthium. oz. pkg		25		Cydonium.	75	1	00
Eupatorium. oz. pkg		25		Chenopodium.	10	12	
Lobelia.	oz. pkg	25		Dipterix Odorate.	1	40	1
Majorum.	oz. pkg	25		Foeniculum.		10	
Mentha Pip. oz. pkg		25		Foenugreek, po.	7	9	
Mentha Vir. oz. pkg		25		Lini.	3	4	4
Rue.	oz. pkg	39		Lini, gr'd. bbl. 3	4	4	4
Tanacetum. oz. pkg		29		Lobelia.	35	40	
Thymus, V. oz. pkg		25		Pharlaris Canarian.	4	4	4
Flagnesia.							
Calcined, Pat.	55	60		Rapa.	4	4	5
Carbonate, Pat.	20	22		Sinapis Albu.	9	10	
Carbonate, K. & M.	20	25		Sinapis Nigra.	11	12	
Carbonate, Jennings	35	36		Spiritus			
Oleum							
Absinthium.	3	5	4	Frumenti, W. D. Co.	2	00	2
Amygdale, Dulc.	30	50		Frumenti, D. F. R.	2	00	2
Amygdale, Amara.	8	00	8	Frumentum.	1	25	1
Anisi.	1	1	2	Juniperis Co. O. T.	1	65	2
Aurant Cortex.	2	40	2	Juniperis Co.	1	75	3
Bergamiti.	2	80	2	Saacharum N. E.	1	90	2
Caiputi.	75	80		Spt. Vini Gallii.	1	75	2
Caryophylli.	80	90		Vini Oporto.	1	25	2
Cedar.	35	65		Vini Alba.	1	25	2
Chenopadii.	2	75		Sponges			
Cinnamonli.	1	60	1	Florida sheeps' wool			
Coronella.	45	50		carriage.	2	50	2
Syrups							
Acacia.	50	50		Nassau sheeps' wool			
Aurant Cortes.	50	50		carriage.	2	00	2
Zingiber.	50	50		Velvet extra sheeps'			
Ipecac.	50	50		wool, carriage.		1	25
Ferri Iod.	50	50		Extra yellow sheeps'			
Rhei Arom.	50	50		wool, carriage.		1	00
Smilax Officinalis.	50	60		Grass sheeps' wool,			
Senega.	50	50		carriage.		1	00
Scilla.	50	50		Hard, for slate use.		75	
Menthol.	3	3	25	Yellow Reef, for		1	40
				slate use.		1	40

Morphia, S.P. & W.	2	20	2	45	Sinapis.	18		Linseed, pure raw..	43	46
Morphia, S.N.Y. & C. Co.	2	10	2	35	Sinapis, opt.	30		Linseed, boiled.	44	47
Moschus Canton.		40			Snuff, Macqaboy, De Voes.	34		Neatsfoot, winter str	65	70
Myristica, No. 1.		65		80	Snuff, Scotch, De Voe's	34		Spirits Turpentine.	52	60
Nux Vomica.	po. 20			18	Soda Boras.	9		Paints BBL. LB		
Os Sepia.	15			18	Soda Boras, po.	9		Red Venetian.	1	2
Pepsin Saac, H. & P.				1	Soda et Potass Tart.	20		Ochre, yellow Mars.	1	2
P. D. Co.				1	Soda, Carb.	1		Ochre, yellow Ber.	1	2
Picis Liq. N.N. 1/4 gal.				1	Soda, Bi-Carb.	3		Putty, commercial.	2	1/2
Picis Liq., quarts.				1	Soda, Sulphas.	3		Putty, strictly pure.	2	1/2
Picis Liq., pints.				1	Sps. Cologne.	2		Vermilion, Prime		
Pil Hydrarg. po. 80				1	Sps. Ether Co.	50		American.	1	15
Piper Nigra. po. 22				1	Spt Myrcia Dom.	1		Vermilion, English.	70	75
Piper Alba. po. 35				1	Sps. Vini Rect. bbl.			Green, Paris.	13	17
Plix Burgun.				7	Sps. Vini Rect. 1/2 bbl			Green, Peninsular.	13	16
Plumbi Acet.				10	Sps. Vini Rect. 1/4 gal			Lead, Red.	5	6
Pulvis Ipeacac et Opil	1	10		1	Sps. Vini Rect. 5gal			Lead, white.	5	6
Pyrethrum, boxes H.				1	Strychnia, Crystal.	1	20	Whiting, white Span		
& P. D. Co., Doz.				1	Sulphur, Subl.	2	3	Whiting, gliders.		
Pyrethrum, pv.				2	Quassia.	8		White, Paris Amer.		
Quassia.				8	Quinia, S. P. & W.	41		Whiting, Paris Eng.		
Quinia, S. P. & W.				41	Quinia, S. German.	34		Universal Prepared.	1	15
Quinia, S. German.				34	Quinia, N. Y.	39				
Rubia Tinctorum.				12	Rubia Tinctorum.	12				
Saccharum Lactis pv				18	Saccharum Lactis pv	18				
Salicin.				3	Sanguis Draconis.	3				
Sanguis Draconis.				3	Sapo, W.	12				
Sapo, M.				12	Sapo, G.	12				
Sapo, G.				12	Siedlitz Mixture	20				
Siedlitz Mixture				20						
					Whale, winter.	70	70			
					Lard, extra.	55	60			
					Lard, No. 1.	40	45			

PAINT AND ARTIST'S BRUSHES

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

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


All qualities at satisfactory prices.

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

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

GROCERY PRICE CURRENT.

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

AXLE GREASE. doz. gross Aurora.....55 6 00 Castor Oil.....60 7 00 Diamond.....50 4 00 Fraser's.....75 9 00 I. L. Golden, tin boxes 75 9 00 Nica, tin boxes.....75 9 00 Paragon.....55 6 00	CANDLES. 8s.....7 16s.....8 Paraffine.....8 Wicking.....20 CATSUP. Columbia, pints.....2 00 Columbia, 1/2 pints.....1 25 CHEESE Acme.....@ 12 Amboy.....@ Emblem.....@ Gold Medal.....@ Ideal.....@ Jersey.....@ 12 1/2 Riverside.....@ 12 Brick.....@ 12 Edam.....@ 70 Leiden.....@ 17 Limburger.....@ 13 Pineapple.....50 @ 75 Sap Sago.....@ 15 Chicory. Bulk.....5 Red.....7 CHOCOLATE. Walter Baker & Co.'s. German Sweet.....23 Premium.....35 Breakfast Cocoa.....46 CLOTHES LINES. Cotton, 40 ft. per doz.....1 00 Cotton, 50 ft. per doz.....1 20 Cotton, 60 ft. per doz.....1 40 Cotton, 70 ft. per doz.....1 60 Cotton, 80 ft. per doz.....1 80 Jute, 60 ft. per doz.....80 Jute, 75 ft. per doz.....95 COCOA SHELLS. 20 lb bags.....2 1/2 Less quantity.....3 Pound packages.....4 CREAM TARTAR. 5 and 10 lb. wooden boxes.....30 Bulk in sacks.....29	CONDENSED MILK. 4 doz in case. Gall Borden Eagle.....6 75 Crown.....6 25 Daisy.....5 75 Champion.....4 50 Magnolia.....4 25 Challenge.....3 35 Dime.....3 35 COUPON BOOKS. Tradesman Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Economic Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Superior Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Coupon Pass Books. Can be made to represent any denomination from \$10 down. 20 books.....1 00 50 books.....2 00 100 books.....3 00 250 books.....6 25 500 books.....10 00 1,000 books.....17 50 Universal Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Credit Checks. 500, any one denom'n.....3 00 1,000, any one denom'n.....5 00 2,000, any one denom'n.....8 00 Steel punch.....75 DRIED FRUITS—DOMESTIC Apples. Sun-dried.....@ 7 1/2 Evaporated 50 lb boxes.....@ 9 1/2 California Fruits. Apricots.....@ Blackberries.....@ Nectarines.....@ Peaches.....@ 2 10 Pears.....@ Pitted Cherries.....@ Raspberries.....@ California Prunes. 100-120 25 lb boxes.....@ 4 90-100 25 lb boxes.....@ 5 80-90 25 lb boxes.....@ 5 1/2 70-80 25 lb boxes.....@ 6 1/2 60-70 25 lb boxes.....@ 6 1/2 50-60 25 lb boxes.....@ 10 40-50 25 lb boxes.....@ 10 30-40 25 lb boxes.....@ 10 1/4 cent less in 50 lb cases Raisins. London Layers 2 Crown.....1 50 London Layers 3 Crown.....1 65 Cluster 4 Crown.....2 00 Loose Muscatels 2 Crown.....5 Loose Muscatels 3 Crown.....6 Loose Muscatels 4 Crown.....7 L. M. Seeded, choice.....8 L. M. Seeded, fancy.....9 1/2 FOREIGN. Citron.....@ 12 Corsican.....@ 13 Currants. Patras bbls.....@ 5 1/2 Cleaned, bulk.....@ 6 Cleaned, packages.....@ 6 1/2 Peel. Citron American 10 lb bx.....@ 13 Lemon American 10 lb bx.....@ 10 1/2 Orange American 10 lb bx.....@ 10 1/2 Raisins. Ondura 28 lb boxes.....@ Sultana 1 Crown.....@ Sultana 2 Crown.....@ Sultana 3 Crown.....@ Sultana 4 Crown.....@ Sultana 5 Crown.....@ Sultana package.....@ FARINACEOUS GOODS. Farina. 24 1 lb. packages.....1 50 Bulk, per 100 lbs.....3 50 Grits. Walsh-DeRoo Co.'s Brand.  24 2 lb. packages.....1 80 12 1 lb. kegs.....2 70 300 lb. barrels.....5 10	Hominy. Barrels.....2 50 Flake, 50 lb. drums.....1 00 Beans. Dried Lima.....5 1/2 Medium Hand Picked 1 2 @ 1 25 Maccaroni and Vermicelli. Domestic, 10 lb. box.....60 Imported, 25 lb. box.....2 50 Pearl Barley. Common.....2 0 Chester.....2 25 Empire.....2 75 Peas. Green, Wisconsin, bu.....1 00 Green, Scotch, bu.....1 10 Split, bu.....2 50 Rolled Oats. Rolled Avena, bbl.....4 00 Monarch, bbl.....3 8 Monarch, 1/2 bbl.....2 05 Monarch, 90 lb sacks.....1 80 Quaker, cases.....3 20 Huron, cases.....2 00 Sago. German.....4 East India.....3 1/2 Tapoca. Flake.....5 Pearl.....4 1/2 Anchor, 40 1 lb. pkgs.....5 1/2 Wheat. Cracked, bulk.....3 1/2 24 2 lb packages.....2 50 SALT FISH. Cod. Georges cured.....@ 4 Georges genuine.....@ 5 Georges selected.....@ 5 1/2 Strips or bricks.....@ 9 Herring. Holland white hoops, bbl.....9 25 Holland white hoop 1/2 bbl.....5 25 Holland white hoop, keg.....70 Holland white hoop mchs.....80 Norwegian.....@ Round 100 lbs.....3 10 Round 40 lbs.....1 40 Scaled.....14 Flackerel. Mess 100 lbs.....15 00 Mess 40 lbs.....6 30 Mess 10 lbs.....1 65 Mess 8 lbs.....1 35 No. 1 100 lbs.....13 25 No. 1 40 lbs.....5 60 No. 1 10 lbs.....1 48 No. 1 8 lbs.....1 20 No. 2 100 lbs.....11 50 No. 2 40 lbs.....4 90 No. 2 10 lbs.....1 30 No. 2 8 lbs.....1 07 Trout. No. 1 100 lbs.....5 25 No. 1 40 lbs.....2 40 No. 1 10 lbs.....68 No. 1 8 lbs.....57 Whitefish. No. 1 No. 2 Fam.....@ 100 lbs.....7 00 6 50 2 75 40 lbs.....3 10 2 90 1 40 10 lbs.....85 80 43 8 lbs.....71 65 37 FLAVORING EXTRACTS. Jennings'. D. C. Vanilla.....D. C. Lemon 2 oz.....1 20 2 oz.....75 3 oz.....1 50 3 oz.....1 00 4 oz.....2 00 4 oz.....1 40 6 oz.....3 00 6 oz.....2 00 No. 8 4 00 No. 8.....2 40 No. 10 6 00 No. 10.....4 00 No. 2 T.1 25 No. 2 T.....80 No. 3 T.2 00 No. 3 T.....1 25 No. 4 T.2 40 No. 4 T.....50 Pure Brand. Lem. Van. 2 oz Taper Panel.....75 1 20 2 oz Oval.....75 1 20 3 oz Taper Panel.....1 35 2 00 4 oz Taper Panel.....1 60 2 25 FLY PAPER. Tanglefoot, per box.....36 Tanglefoot, per case.....3 20 Holders, per box of 50.....75 HEKBS. Sage.....15 Hops.....15	INDIGO. Madras, 5 lb boxes.....55 S. F., 2, 3 and 5 lb boxes.....50 GUNPOWDER. Rifle—Dupont's. Kegs.....4 00 Half Kegs.....2 25 Quarter Kegs.....1 25 1 lb. cans.....30 1/2 lb. cans.....18 Choke Bore—Dupont's. Kegs.....4 25 Half Kegs.....2 40 Quarter Kegs.....1 35 1 lb. cans.....34 Eagle Duck—Dupont's. Kegs.....8 00 Half Kegs.....4 25 Quarter Kegs.....2 25 1 lb. cans.....45 JELLY. 15 lb palls.....35 30 lb palls.....65 LYE. Condensed, 2 doz.....1 20 Condensed, 4 doz.....2 25 LICORICE. Pure.....30 Calabria.....25 Sicily.....14 Root.....10 MINCE MEAT. Ideal, 3 doz. in case.....2 25 PATCHES. Diamond Match Co.'s brands. No. 9 sulphur.....1 65 Anchor Parlor.....1 70 No. 2 Home.....1 10 Export Parlor.....4 00 PIOLASSES. New Orleans. Black.....11 Fair.....14 Good.....24 Fancy.....20 Open Kettle.....25 @ 25 Half-barrels 2c extra. MUSTARD. Horse Radish, 1 doz.....1 75 Horse Radish, 2 doz.....3 50 Bayle's Celery, 1 doz.....1 75 PIPES. Clay, No. 216.....1 70 Clay, T. D. full count.....65 Cob, No. 3.....85 POTASH. 48 cans in case.....4 00 Babbitt's.....2 00 Penna Salt Co.'s.....2 00 PICKLES. Medium. Barrels, 1,200 count.....3 75 Half bbls, 600 count.....2 38 Small. Barrels, 2,400 count.....4 75 Half bbls 1,200 count.....2 88 RICE. Domestic. Carolina head.....6 1/2 Carolina No. 1.....5 Carolina No. 2.....4 Broken.....3 1/2 Imported. Japan, No. 1.....5 1/2 @ 6 Japan, No. 2.....4 1/2 @ 5 Java, fancy head.....5 @ 5 1/2 Java, No. 1.....5 @ Table.....@ SALERATUS. Packed 60 lbs. in box. Church's.....3 80 Deland's.....3 15 Dwight's.....3 30 Taylor's.....3 00 SAL SODA. Granulated, bbls.....75 Granulated, 100 lb cases.....90 Lump, bbls.....75 Lump, 145 lb kegs.....85 SAUERKRAUT. Barrels.....4 75 1/4-Barrels.....2 60 SNUFF. Scotch, in bladders.....27 Maccaboy, in jars.....35 French Rappee, in jars.....48 SEEDS. Anise.....9 Canary, Smyrna.....3 1/2 Caraway.....8 Cardamon, Malabar.....60 Celery.....11 Hemp, Russian.....4 1/2 Mixed Bird.....4 1/2 Mustard, white.....5 Poppy.....10 Rape.....3 1/2 Cattle Bone.....20 SALT. Diamond Crystal. Table, cases, 24 3-lb boxes.....1 50 Table, barrels, 100 3 lb bags.....2 75 Table, barrels, 40 7 lb bags.....2 40 Butter, barrels, 230 lb. bnlk.....2 25 Butter, barrels, 20 14 lb bags.....3 50 Butter, sacks, 25 lbs.....25 Butter, sacks, 56 lbs.....55 Common Grades. 100 3-lb sacks.....1 95 60 5-lb sacks.....1 80 28 10-lb sacks.....1 65 Worcester. 50 4 lb. cartons.....3 25 115 2 1/2 lb. sacks.....4 00 60 5 lb. sacks.....3 75 22 14 lb. sacks.....3 50 30 10 lb. sacks.....3 50 28 10 lb. sacks.....32 56 10 lb. sacks.....60 Bulk in barrels.....2 50 Warsaw. 56-lb dairy in drill bags.....30 28-lb dairy in drill bags.....15 Ashton. 56-lb dairy in linen sacks.....60 Higgins. 56-lb dairy in linen sacks.....60 Solar Rock. 56-lb sacks.....21 Common. Granulated Fine.....65 Medium Fine.....75 SOAP. JAXON Single box.....2 85 5 box lots, delivered.....2 10 10 box lots, delivered.....2 75 JAS. S. KIRK & CO.'S BRANDS. American Family, wrp'd.....2 68 Dome.....2 75 Cabinet.....2 90 Savon.....2 50 White Russian.....2 35 White Cloud, laundry.....6 25 White Cloud, toilet.....3 50 Dusky Diamond, 50 8 oz.....2 10 Dusky Diamond, 50 8 oz.....3 00 Blue India, 100 1/2 lb.....3 00 Kirkoline.....3 50 Eos.....2 50 Allen B. Wrisley's Brands. Old Country, 80 1-lb. bars.....2 75 Good Cheer, 60 1-lb. bars.....3 75 Uno, 100 1/2-lb. bars.....2 50 Doll, 100 10-oz. bars.....2 05 Scouring. Sapollo, kitchen, 3 doz.....2 40 Sapollo, hand, 3 doz.....2 40 SODA. Boxes.....5 1/2 Kegs, English.....4 1/2
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SPICES.

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

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

STARCH.



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

Diamond.

Table listing Diamond brand starch products in various packages.

STOVE POLISH.



Table listing Enameline stove polish products with prices.

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

SUGAR.

Table listing various types of sugar like Domino, Cut Leaf, Powdered, and Diamond with prices.

TOBACCOES.

Table listing tobacco products like Clark-Jewell-Wells Co.'s brand and G. J. Johnson Cigar Co.'s brand.



S. C. W. 35 00

Table listing Rube Bros. Co.'s Brands of cigars and tobacco.

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

Table listing Vinegar products like Malt White Wine and Pure Cider.

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

Crackers.

Table listing The National Biscuit Co. products like Butter and Seymour XXX.

Table listing Soda products like Soda XXX and Long Island Wafers.

Table listing Oyster products like Saltine Wafer and Farina Oyster.

SWEET GOODS—Boxes.

Table listing various sweet goods like Almonds, Walnuts, and Marshmallows.

Oils.

Table listing various oils like Eocene, W W Michigan, and Diamond White.

Candies.

Table listing Stick Candy products like Standard H. H. and Boston Cream.

Table listing Mixed Candy products like Competition, Royal, and English Rock.

Table listing Fancy—in Bulk products like Lozenges and Gums.

Table listing Fancy—in 5 lb. Boxes products like Lemon Drops and Sour Drops.

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

Table listing Fruits products like Oranges and Lemons.

Table listing Bananas products like Medium bunches and Large bunches.

Table listing Foreign Dried Fruits products like California Fancy and Raisins.

Table listing Nuts products like Almonds, Walnuts, and Pecans.

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

Table listing Peanuts products like Fancy, H. P., and Sun's.

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

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Grains and Feedstuffs

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

Table listing Spring Wheat Flour products like Clark-Jewell-Wells Co.'s Brand.

Table listing Lard products like Compound and 55 lb Tubs.

Table listing Sausages products like Bologna and Liver.

Table listing Beef products like Extra Mess and Boneless.

Table listing Pigs' Feet products like Kits and 1/4 bbls.

Table listing Tripe products like Kits and 1/4 bbls.

Table listing Casings products like Pork and Beef middles.

Table listing Butterine products like Rolls and Solid.

Table listing Canned Meats products like Corned beef and Potted ham.

Table listing Feed and Millstuffs products like St. Car Feed and Unbolted Corn Meal.

Table listing Fresh Meats products like Beef and Pork.

Table listing Fish and Oysters products like Whitefish and Trout.

Table listing Hides and Pelts products like The Cappon & Bertsch Leather Co.

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

Table listing Pelts products like Cured No. 1 and Cured No. 2.

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

Provisions.

Table listing Barreled Pork products like Mess and Back.

Table listing Dry Salt Meats products like Bellies and Briskets.

Table listing Smoked Meats products like Hams and Bacon.

Table listing Lards products like Compound and 55 lb Tubs.

Table listing Sausages products like Bologna and Liver.

Table listing Beef products like Extra Mess and Boneless.

Table listing Pigs' Feet products like Kits and 1/4 bbls.

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Table listing Pelts products like Cured No. 1 and Cured No. 2.

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

Crockery and Glassware.

Table listing AKRON STONWARE products like Butters and Milkpans.

Table listing Jugs products like 1/2 gal. per doz. and 1 to 5 gal. per doz.

Table listing Tomato Jugs products like 1/2 gal. per doz. and 1 to 5 gal. per doz.

Table listing Preserve Jars and Covers products like 1/2 gal. stone cover and 1 gal. stone cover.

Table listing Sealing Wax products like 5 lbs. in package per lb.

Table listing LAMP BURNERS products like No. 0 Sun and No. 1 Sun.

Table listing LAMP CHIMNEYS—Seconds products like No. 0 Sun and No. 1 Sun.

Table listing Common products like No. 0 Sun and No. 1 Sun.

Table listing First Quality products like No. 0 Sun, crimp top, wrapped and labeled.

Table listing XXX Flint products like No. 0 Sun, crimp top, wrapped and labeled.

Table listing CHIMNEYS—Pearl Top products like No. 1 Sun, wrapped and labeled.

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

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

Table listing OIL CANS products like 1 gal tin cans with spout.

Table listing LANTERNS products like No. 0 Tubular side lift and No. 1 B Tubular.

Table listing LANTERN GLOBES products like No. 0 Tubular, cases 1 doz. each, box 10 cents.

Table listing LANTERN GLOBES products like No. 0 Tubular, cases 2 doz. each, box 15 cents.

Arbitrary Store Rules Harmful to Employes.

Written for the TRADESMAN.

It is a question if the ironclad rules adopted by many of our retail concerns are conducive to best results, when the success of profitable retailing is considered in all its bearings, which not only depends on store discipline, but on retaining the hearty co-operation of store force, best maintained when that force works in harmony with the house and department heads, which is seldom done so well by the arbitrary force of rules as by the more humanly liberal means of interesting the heart and head, as well as hands, in the service of the store. To be sure, some regulations must be made and their observance insisted on by those in authority; but these must never be greater than the power that created them, hence can be set aside as occasion seems to demand leniency or when common sense dictates their unfitness for the specific case. For instance, a rule which states the exact minute a clerk must be in his place in the morning, subject to a fine entirely disproportioned to the offense, is a rule that never ought to be on the regulations governing the actions of a store employe, or, if there, then not enforced until after the delinquent has a chance to justify his act by reasonable explanation. Very few profitable clerks will be late unless unavoidably detained, neither will a good employe habitually infringe store usages as relate to time of beginning or leaving work; and when a store has the hearty co-operation and good will of all its employes it is bound to meet the approval of the purchasing public, which is the verdict which either makes or breaks.

Many a first-class clerk has been spoiled by the senseless ruling of some irresponsible department head, who by some elasticity of management would have proven of intrinsic value. Many of the arbitrary rules governing employes' acts in and about our business houses are frustrated by not changing to conform to changeable requirements. A rule or set of rules is made governing the business when new. The helpers employed are, to all intents and purposes, merely mechanical. Time develops the business and changes the automatic help into live, active men, who use their brains as well as hands; the business grows, but that old rule or set of rules is held in force so rigidly that, through forcing these men of ideas to abandon a business so hampered with ironclad rules, it kills the business. And for what purpose? Merely to maintain "the dignity of the firm," by maintaining the rigidity of rule instead of fostering and maintaining the dignity of manhood by making it self-respecting, which alone can command the respect of outsiders. Through no other source so well may the salesman's influence and worth be made a profit to the store employing his services; and we hold the opinion that no other one thing is quite so conducive to loss of self-respect among employes as when the store rules arbitrarily demand of them automatic instead of brain service.

The public exploitation of some petty violation—not to say the frequent enforcement—of inconsequential rule or regulation tends to stamp, in the public eye, each and every employe as untrustworthy, hence tends to weaken the respect the public ought to have for those who serve them in your stead, which respect is necessary for your future business.

You ask, How may a store be managed without a set of rules? We reply, Any merchant combining business tact with energetic diplomacy can rule his employes with a bond stronger than the strongest ironclad rule could make it—through the personal respect in which his employes hold him, which is but a reflection of his own manner towards them. In other words, respect for an employe begets respect in him. Trusting the clerk in minor matters makes him trustworthy in things of greater import. Humanity demands that we do not expect something for nothing, and sees to it that we get disappointed if we look for it, hence when we look for growth in anything made a slave we anticipate the improbable. Fasten an iron band around a tree and its doom is sealed if it is to remain there. No business ever was ruined by the first promulgation of a set of rules, no matter how arbitrary; but, when allowed to gain the supreme position of mastery, doom is written thereon in large and burning letters.

Now this must not be construed to say or imply that the merchant must drop those means commonly used to insure accuracy in business details, as there must be supervision of these small things in order that system may be maintained; and, no matter what reasonable or approved form this supervision takes, it implies nothing against a sales-person, and no honest employe will object to having business checks placed upon his transactions, more valuable to detect and correct mistakes than for any other purpose, and so looked on by those who purchase, very few of whom enjoy having to come back to correct small errors which proper system would have made improbable if not impossible, nor do many of them desire to have a mistake made in their favor. It is only those rules of no importance which we would have eliminated, those which are of no value except in cases where vast numbers of irresponsible clerks are employed of whom nothing other than mechanical service is expected. These may be handled and considered merely as so many machines or integral parts of a mechanical force, to be held in check, guided in work, held accountable for service rendered and released from their niches in the business machine exactly as would automotoms which did the same things. But when we speak of the men and women, in general, who make up the sales-force of Michigan's retailers we are speaking of the human entity man, a reasoning, thinking creature, who by his intrinsic worth holds his present position and trustworthily discharges the duties of that position, one whose personality is a factor in his employer's success, one to whom the public turns for information.

A set of employes, once interested heart, head and hand in the work engaged at, are as fully alive to its success as though it were their personal concern. Such employes need no ironclad rules of store conduct. They are always at the place demanding their presence, are ever solicitous for the welfare of their employer, realizing that only by the standard of his gain can their success be measured. Petty rules in this case can only be classed as unbenefiting irritation. They are not only of no use but actually harmful and, like the iron band about the growing tree, by their unyielding rigidity destroy life. Any set of rules that bind too tightly about the personal actions of store employes result only in extinguished interest.

L. A. ELY.

Two Places Named Jinksville.

Merchant—I wish to transport some goods to Jinksville and—

Railroad Official (irascibly)—Well, why in thunder don't you go to the freight department?

Merchant—It's a large quantity of goods, and I wish to enquire about rates.

Official—Go to the freight department, I say. Whatever the rates are you'll pay 'em or keep your goods at home. No reduction to you or anybody else. Hear that? Clear out now.

Merchant—The Jinksville I mean is not in this State, but the Jinksville over the line. There is a rival road running there, you know, and I can easily—

Official—Sit down, my dear sir, sit down and let's talk it over. James, bring the gentleman a cigar. Henry, bring the gentleman a glass of champagne. George, tell the President one of our most valued patrons is here.

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.

SYRUP AND SUGAR MAKERS' SUPPLIES

We make

everything.

Write for prices.

Wm. Brummeler & Sons

Grand Rapids, Mich.

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.

LOST AND FOUND, A GAIN.

No Leaks, No Waste.

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 EGRY AUTOGRAPHIC REGISTER SYSTEM, using which insures finding a gain every month.

S. K. BOLES, Sales Agent for Grand Rapids, 39 Monroe St., 3d floor.

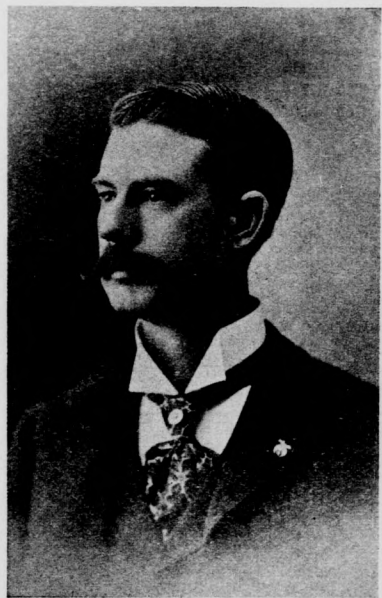
L. A. ELY, Alma, Mich.
Sales Agent.

Everything present
or Accounted for.

SUCCESSFUL SALESMEN.

F. E. Bushman, Manager Phelps, Brace & Co.'s Cigar Department.

Franklin E. Bushman was born at Tekonsha, March 6, 1862, of poor but honest parents, who died when he was 2 years of age. He then lived in various families in the neighborhood until he was 5 years of age, when he was taken by a farmer near Burlington, with whom he remained five years. During the next ten years he worked around by the day and month, acquiring the rudiments of a common school education by occasional short attendance at country schools during the winter months. When 20 years of age, he entered the employ of a blacksmith near Burlington as an apprentice and learned the trade, when he found he was too tall to pursue the blacksmith's calling. He then worked two years in a grist mill, but was compelled to abandon the business on sanitary grounds. He then resumed the



occupation of a farmer, subsequently renting a farm near Burlington, which he conducted on shares for two years, at the end of which time an inventory disclosed the fact that he had nothing to show for his two years' work, whereupon he got out auction bills and disposed of all the stock and personal property he had managed to acquire.

Realizing that ordinary agriculture brought too meager returns to satisfy his ambition, he decided to abandon the farm, and in the fall of 1889 embarked in the manufacture of cigars at Burlington under the style of F. E. Bushman. At first he had but one employe, but he kept adding to his force until he had eight people on his payroll. The following spring he removed his factory to Athens, where he remained one summer, selling out in the fall to W. J. Francisco, when he removed to Homer, where he opened another factory, subsequently taking a partner in the person of W. L. Bibbins, after which the firm name became Bushman & Bibbins. By March 1, 1892, the working force had been increased to fifteen persons, when exceptional inducements were held out by the business men of Benton Harbor for the removal of the business to that place. Previous to this time the factory had been an open shop—that is, employed non-union as well as union men—but on the change of location it was thought desirable to

conduct a strictly union shop, in consequence of which the union improved the opportunity to raise the scale from \$1.50 to \$3 per thousand more than had ruled at Homer. Two months later, and without any notice or excuse, the union again arbitrarily raised the scale from \$1.50 to \$3 per thousand more, when Mr. Bushman saw that it would not be possible for his firm to manufacture its established brands at a profit without lowering the quality of the stock, and he thereupon sold out to his partner, taking a position on the road for the tea and cigar house of J. T. Quinn & Co., of Chicago.

In February, 1895, he secured a position with Edward W. Rube, who was then engaged in the jobbing cigar business at Chicago. This position he filled with satisfaction to all concerned for about four years, when he resigned to engage in the wholesale and retail cigar business at South Bend, Ind. This he continued for about a year, when he was offered the position of Michigan traveling representative for Rube Bros., of Allentown, Pa., with whom he has been identified for the past two years. A few weeks ago he was tendered the position of manager of the cigar department of Phelps, Brace & Co., of Detroit, resulting in his acceptance of the position, to take effect March 15.

Mr. Bushman was married Jan. 1, 1890, to Miss Belle Hyatt, of Burlington, and one child—a boy 7 years of age—is the fruit of the union. The family has resided in their own home in Kalamazoo until a few days ago when they removed to Detroit. Mr. Bushman is fond of his home and is seldom found away from it during the evening, albeit he is an active member of nearly a dozen secret societies, in some of which he has been tendered positions of trust and responsibility.

Mr. Bushman has succeeded in acquiring no inconsiderable amount of this world's goods, considering the comparatively short time he has been in receipt of a liberal salary. He naturally invests his surplus earnings in real estate, having several farms and a number of residence properties in the city of Kalamazoo.

The change wrought in Mr. Bushman's condition in the short space of nine years is little less than remarkable, as it illustrates the rapid strides which can be made by a man who starts out with the intention of rising above the common level and is willing to make any ordinary sacrifice and subordinate every minor consideration for the sake of acquiring success. Mr. Bushman is still a young man, in the full vigor of manhood, and the Tradesman confidently predicts that his new connection will prove to be both pleasant and profitable to all concerned and that it will be a stepping stone to a higher place of usefulness and honor.

The Advance In Brass Goods.

Metals which enter chiefly into the manufacture of brass and other goods have advanced in price continually of late. The difference in price of metals between this year and last is great. Copper has advanced over 68 per cent., zinc 50 per cent. and lead about 20 per cent. Manufacturers throughout the country have advanced the price of brass goods, as it was absolutely necessary to do this because of the unusual advance in the price of the metals entering into their composition. The rise in the price of these metals is due principally to the unprecedented demand in the United States as well as in foreign countries.

Hardware Price Current.

AUGURS AND BITS	
Snell's.....	70
Jenning genuine.....	25&10
Jennings imitation.....	60&10
AXES	
First Quality, S. B. Bronze.....	5 00
First Quality, D. B. Bronze.....	9 50
First Quality, S. B. S. Steel.....	5 50
First Quality, D. B. Steel.....	10 50
BARROWS	
Railroad.....	\$12 00 14 00
Garden.....	net 30 00
BOLTS	
Stove.....	60&10
Carriage new list.....	70 to 75
Plow.....	50
BUCKETS	
Well, plain.....	\$ 3 25
BUTTS, CAST	
Cast Loose Pin, figured.....	70&10
Wrought Narrow.....	70&10
BLOCKS	
Ordinary Tackle.....	70
CROW BARS	
Cast Steel.....	per lb 4
CAPS	
Ely's 1-10.....	per m 65
Hick's C. F.....	per m 55
G. D.....	per m 45
Musket.....	per m 75
CARTRIDGES	
Rim Fire.....	40&10
Central Fire.....	20
CHISELS	
Socket Firmer.....	75
Socket Framing.....	75
Socket Corner.....	75
Socket Slicks.....	75
DRILLS	
Morse's Bit Stocks.....	60
Taper and Straight Shank.....	50& 5
Morse's Taper Shank.....	50& 5
ELBOWS	
Com. 4 piece, 6 in.....	doz net 50
Corrugated.....	1 25
Adjustable.....	dis 40&10
EXPANSIVE BITS	
Clark's small, \$18; large, \$26.....	30&10
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List	
New American.....	70&10
Nicholson's.....	70
Heller's Horse Rasps.....	60&10
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16.....	27
Discount, 70-10 to 70.....	18
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 2
Wire nails, base.....	2 30
30 to 60 advance.....	Base
10 to 16 advance.....	06
8 advance.....	10
6 advance.....	20
4 advance.....	30
3 advance.....	45
2 advance.....	70
Fine 3 advance.....	50
Casing 10 advance.....	15
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	35
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel ½ advance.....	85
PLANES	
Ohio Tool Co.'s, fancy.....	250
Sciotia Bench.....	60
Sandusky Tool Co.'s, fancy.....	250
Bench, first quality.....	250
Stanley Rule and Level Co.'s wood.....	60
PANS	
Fry, Acme.....	60&10&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 ¼c per pound extra.	
HAMMERS	
Maydole & Co.'s, new list.....	dis 33½
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	20 11c 70
Blacksmith's Solid Cast Steel Hand 30c list 50&10.....	
HOUSE FURNISHING GOODS	
Stamped Tin Ware.....	new list 75&11
Japanned 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 9 50
ROPES	
Sisal ¼ inch and larger.....	94
Manilla.....	10¾

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	
Nos. 10 to 14.....	com. smooth. com.
Nos. 15 to 17.....	\$2 70 \$2 40
Nos. 18 to 21.....	2 70 2 40
Nos. 22 to 24.....	2 80 2 45
Nos. 25 to 28.....	3 00 2 55
Nos. 29 to 32.....	3 10 2 65
No. 27.....	3 20 2 75
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.	
SAND PAPER	
List acct. 19, '86.....	dis 50
SASH WEIGHTS	
Solid Eyes.....	per ton 20 00
TRAPS	
Steel Game.....	75&10
Oneida Community, Newhouse's.....	50
Oneida Community, Hawley & Norton's 70&10.....	
Mouse, choker.....	per doz 15
Mouse, delusion.....	per doz 1 25
WIRE	
Bright Market.....	0
Annealed Market.....	0
Coppered Market.....	6&10
Tinned Market.....	0
Coppered Spring Steel.....	2 80
Barbed Fence, galvanized.....	2 80
Barbed Fence, painted.....	2 40
HORSE NAILS	
Au Sable.....	dis 40&10
Putnam.....	dis 5
Capwell.....	net list
WRENCHES	
Baxter's Adjustable, nickeled.....	30
Coe's Genuine.....	40
Coe's Patent Agricultural, wrought.....	7 5
Coe's Patent, malleable.....	75
MISCELLANEOUS	
Bird Cages.....	4 1
Pumps, Cistern.....	70
Screws, New List.....	85
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	50
METALS—Zinc	
600 pound casks.....	84
Per pound.....	9
SHOT	
Drop.....	1 45
B B and Buck.....	1 70
SOLDER	
¼@¼.....	17
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
TIN—Melyn Grade	
10x14 IC, Charcoal.....	5 75
14x20 IC, Charcoal.....	5 75
20x14 IX, Charcoal.....	7 00
Each additional X on this grade, \$1.25.	
TIN—Allaway Grade	
10x14 IC, Charcoal.....	4 50
14x20 IC, Charcoal.....	4 50
10x14 IX, Charcoal.....	5 50
14x20 IX, Charcoal.....	5 50
Each additional X on this grade, \$1.50.	
ROOFING PLATES	
14x20 IC, Charcoal, Dean.....	4 50
14x20 IX, Charcoal, Dean.....	5 50
20x28 IC, Charcoal, Dean.....	9 00
14x20 IC, Charcoal, Allaway Grade.....	4 00
14x20 IX, Charcoal, Allaway Grade.....	5 00
20x28 IC, Charcoal, Allaway Grade.....	8 00
20x28 IX, Charcoal, Allaway Grade.....	10 00
BOILER SIZE TIN PLATE	
14x56 IX, for No. 8 Boilers, } per pound.....	10
14x56 IX, for No. 9 Boilers, }	

UP TO DATE CUTS
FOR ALL PURPOSES
TRADESMAN COMPANY
GRAND RAPIDS

When Catalogue Competition Need Not Be Feared.

Cassopolis, March 13—I notice the communications published in your paper about catalogue houses, and I do not like the manner in which they advertise these houses. The writers hold out the idea that goods can be purchased cheaper from these houses than from our home merchants, when the facts will not bear them out. Anyone who will take the trouble to look the business up, and will study their prices and methods of doing business, and add freights, cost of draft or postoffice order, postage and risk, to the prices named in the catalogues will find that he can buy the same or better goods from the home merchant for the same or a lower price.

The great trouble is that the purchaser refuses to allow the local dealer credit for freights, but expects him to sell the goods at the bare figure named in the catalogue. The writer carries one of these catalogues and finds that in many cases the local dealer, in the face of the supposed low prices, can pay the freight and then sell lower than they do. A lady remarked to me a few days ago that she expected to send to one of these houses for a sewing machine, saying she could get such a machine as she wished for \$18. I suggested that she try the local dealer and she said it was no use, as he couldn't sell as cheap as these houses. I went and priced his machines, not telling him why I did so, and found that he sells the identical machine for \$16 delivered in her house—a saving to her of \$3 at least. And yet she makes her living largely by boarding traveling men who call on these local dealers! One of my customers recently discovered an envelope in one of his customer's hands, directed to a catalogue house and, upon enquiry, found he was ordering a feed cutter. I happened to be there at the time and, finding what kind he wanted, made him a price on a guaranteed machine (the other was unguaranteed) and secured his order. I saved him \$3 and made the dealer \$5 and my house made its regular profit—and all this on a \$28 deal. The point I wish to emphasize is, that they do not sell goods cheap, but are humbugging the public and the many communications which attribute the success of the catalogue houses to selling goods cheap do the mercantile fraternity a positive injustice. STAR.

Movements of Lake Superior Travelers.

Marquette, March 13—M. A. Dunning (Marshall Wells Hardware Co.) is out looking after the bicycle end of the business.

H. O. McMain (Stone-Ordean-Wells Co.) will represent Reid, Murdock & Co. after April 1.

Eugene Murphy has changed from the Zenith Paper Co. to Koch, Loeber & Co.

Hibbard, Spencer, Bartlett & Co. have put on a man to take part of W. R. Smith's large territory.

E. M. Smith (Northern Hardware & Supply Co.) will move to Houghton at once and look after the mining trade of the Marshall-Wells Hardware Co.

R. J. Waddell (Mich. Stove Co.) has just paid us a visit.

A. T. Emmons will manage a branch hardware store in Ontonagon county for the Carlton Hardware Co. of Calumet.

J. P. Carling (I. T. & G. H. Bowman Co.) is with us.

J. C. Foster (M. R. Manhard Co., Ltd.) has a queer side line to his hardware business—hogs and new milch cows.

J. A. Fuller is now with Sprague, Warner & Co., Chicago, in the Fox River territory.

No traveler in the Upper Peninsula is so proficient in the act of stepping into hotel dining rooms late in the morning as J. W. Gray. Affidavits to this effect can be produced, if necessary.

A. A. Milne (H. J. Heinz Co.) will be missed up here. He becomes the manager of the traveling men west of Pittsburgh, with headquarters at Pittsburgh.

Wanted—A side partner, chum and

dromio, to act with S. D. Rogers in the dual role of "The Kings."

Alex. Stevenson, after twenty odd years, has renounced the hardware business and entered the cigar business at Detroit. Success to Alex., is the wishes of his host of Upper Peninsular friends.

Resolutions of Respect.

The Committee on Condolence of Post E (Grand Rapids) furnishes the Tradesman with the following resolutions expressive of the grief and sympathy of the traveling men of Grand Rapids over the death of Albert C. Wetzel:

Whereas—It has pleased the Divine Ruler of the Universe, in His infinite wisdom, to remove from our midst the spirit of our respected and beloved brother and friend, Albert C. Wetzel, and taken him to the land where our fathers have gone before us; and

Whereas—While we deplore the loss of the companionship of our esteemed brother and deeply, affectionately and most sincerely sympathize with his heartstricken helpmate and orphaned child in the loss we have all sustained, yet we bow in humble submission to the will of Almighty God and realize that He doeth all things well; therefore be it

Resolved—That we extend to the widow and family of our departed brother, Albert C. Wetzel, our heartfelt sorrow and sympathy in their loss and point them to Him who is the refuge of humanity in the hour of trouble; and be it further

Resolved—That in the death of Albert C. Wetzel the world has lost a good man, the community an upright citizen and the traveling fraternity a dear friend whose memory will always be cherished; and be it further

Resolved—That a copy of these resolutions be sent to the family of our deceased friend and brother and that they be printed in our official organ, the Michigan Tradesman.

LEO A. CARO,
L. M. MILLS,
J. P. REEDER,
Committee on Condolence.

The Buffalo Egg Market.

Buffalo, N. Y., March 14—Our market has gotten down to business prices now and the consumption will be large at these prices, so can use heavy receipts. Up to this writing 15c has been our lowest price, but we expect to see the market drop about 2c yet this week, if the receipts increase as expected.

J. W. LANSING.

Train up a hired girl in the way she should go, and the first thing you know she's gone.

All men who have long hair are not poets. Some of them haven't the price of a hair cut.

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.

MONEY TO PATENT YOUR IDEAS MAY BE obtained through our aid. Patent Record, Baltimore, Md. 885

WANTED—YOUNG MAN WOULD LIKE TO learn the wholesale or retail grocery trade. Graduated from commercial college two years ago as book-keeper. Have had one year's experience. References furnished. Address No. 884, care Michigan Tradesman. 884

SHINGLE MILL FOR SALE, WITH OR WITH- out 120 acres of land, situated in cedar timber section. Conveniences for boarding men and stabling horses. Address N. & D. C. Jarman, Petoskey, Mich. 880

FOR SALE—ONE PAIR DAYTON BEST scales, good as new. Address Box 535, Nashville, Mich. 881

SPLendid CHANCE TO GET AN ESTAB- lished business in Grand Rapids. Yearly profits \$1,500. \$3,500 will buy. Will bear investigation. Geo. H. Felt, Grand Rapids, Mich. 883

FOR SALE—IMPROVED FARM; GOOD GEN- eral cropping, gardening and fruit raising; near market. Address Albert Baxter, Muskegon, Mich. 887

RARE CHANCE—HALF INTEREST IN NICE grocery business, in one of the best locations in Grand Rapids. Reason for selling, must leave city. Address No. 886 care Michigan Tradesman. 886

BIG STORE FOR RENT—ONE OR THREE brick stores, 22x75 feet each, with basements and 10 foot arches. Would make a big department store. F. L. Burdick & Co.'s old stand. The most central and best location in Southern Michigan. Write to Levi Cole, Mendon, Mich. 888

\$1,000 WILL BUY A GOOD JEWELRY stock, including fixtures. Located in good town in Northern Michigan. No opposition. Address No. 889, care Michigan Tradesman. 889

HAVE FOUR OR FIVE HUNDRED DOL- lars 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 MER- chandise—Splendid all improved 100 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 for a. 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 1, Epston, Emmet Co., Mich. 873

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

WANTED—SHOES, CLOTHING, DRY goods. Address R. B., Muskegon, Mich. 869

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

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

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

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

FOR SALE—HALF INTEREST IN OLD ES- tablished market, located in excellent residence district of Grand Rapids. Investigation solicited. Address No. 863, care Michigan Tradesman. 866

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

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. Address No. 680, care Michigan Tradesman. 680

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

COUNTRY PRODUCE

WANTED—BUTTER, EGGS AND POUL- try; any quantities. Write me. Orrin J. Stone, Ka amazoo, Mich. 80

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

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

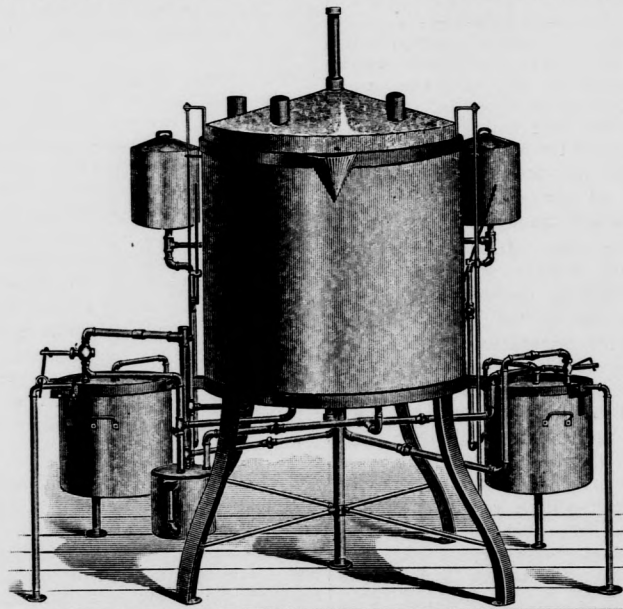
MISCELLANEOUS.

FOR SALE—STOCK OF DRY GOODS, SHOES and furnishing goods amounting to \$1,000; rent, \$6. Good place for live young man to start cheap. Add groceries, and it will be the only general store in town. Twenty per cent. discount if taken this month. Address No. 882, care Michigan Tradesman. 883

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

Wait for the Wipper

Profiting by the experience of the numerous generators which have been put on the market during the past two years, we have succeeded in creating an ideal generator on entirely new lines, which we have designated as the



TURNER GENERATOR

If you want the newest, most economical and most easily operated machine, write for quotations and full particulars.

TURNER & HAUSER, Grand Rapids, Mich.
WATERS BUILDING.

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

GRAND Trunk Railway System
Detroit and Milwaukee Div

(In effect Feb. 5, 1899.)
LEAVE Arrive
GOING EAST
Saginaw, Detroit & N. Y..... 6:45am + 9:55pm
Detroit and East..... 10 15am + 5:07pm
Saginaw, Detroit & East..... 3:27pm +12:50pm
Buffalo, N. Y., Toronto, Montreal & Boston, L't'd Ex..... 7:20pm *10:16am
GOING WEST
Gd. Haven Express..... *10:21am * 7:15 m
Gd. Haven and Int. Pis..... *12: 8pm + 3:19pm
Gd. Haven and Milwaukee..... + 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. JUSTIN, City Pass. Ticket Agent,
97 Monroe St., Morton House.

GRAND Rapids & Indiana Railway
Feb. 8, 1899.

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

MANISTEE & Northeastern Ry.
Best route to Manistee.

Via C. & W. M. Railway.
Lv. Grand Rapids..... 7:00am
Ar. Manistee..... 12:05pm
Lv. Manistee..... 3:30am 4:10pm
Ar. Grand Rapids..... 1:00pm 0:55pm

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.

**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.

**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."

No Confectioner's Stock Is Complete

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

HANSELMAN CANDY CO., Kalamazoo, Mich.

FOLDING PAPER BOXES

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

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

GRAND RAPIDS PAPER BOX CO.

PHONE 850. 81, 83 AND 85 CAMPAU ST., GRAND RAPIDS, MICH.

"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.

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.

The leading modern methods are

PHOTO-ZINC ENGRAVING

HALFTONE ENGRAVING

WOOD ENGRAVING

The Tradesman Company is fully
equipped with complete machin-
ery and apparatus for the rapid
production of illustrations by any
of these methods. Best results
guaranteed in every case.

TRADESMAN COMPANY

GRAND RAPIDS, MICH.

STANDARD OIL CO.

DEALERS IN

ILLUMINATING AND LUBRICATING

OILS

NAPHTHA AND GASOLINES

Office and Works, BUTTERWORTH AVE.,

GRAND RAPIDS, MICH.

Bulk works at Grand Rapids, Muskegon, Manistee, Cadillac, Big Rap-
ids, 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.