

Epp's Cocoa

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

Do You keep

Faust Oyster Crackers

If Not, Why Not?

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

National Biscuit Company,

Grand Rapids, Mich.

SEARS BAKERY.

Coopersville Roller Mills



Merchant Millers

Manufacturers of

White Lillie

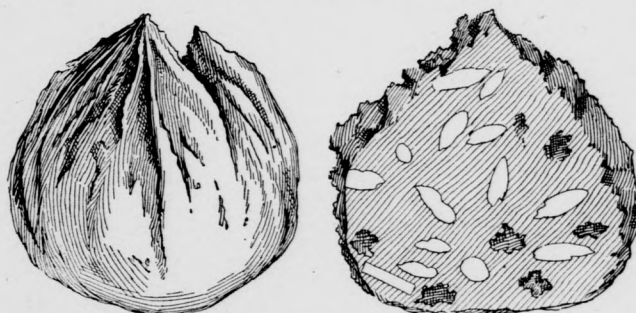
Winter Wheat Flour,

Graham and Feed.

Correspondence and trial orders Solicited.

F. J. YOUNG, Prop.

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.

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.



TANGLEFOOT

STICKY FLY PAPER

ASK YOUR JOBBER FOR IT

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.

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.

\$500 FOR AN IDEA

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

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

**TRADESMAN
COMPANY,**

GRAND RAPIDS.

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.

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.

STANDARD OIL CO.

DEALERS IN

ILLUMINATING AND LUBRICATING

OILS

NAPHTHA AND GASOLINES

Office and Works, BUTTERWORTH AVE.,

GRAND RAPIDS, MICH.

Bulk works at Grand Rapids, Muskegon, Manistee, Cadillac, Big Rapids, Grand Haven, Traverse City, Ludington, Allegan, Howard City, Petoskey, Reed City, Fremont, Hart, Whitehall, Holland and Fennville

Highest Price Paid for Empty Carbon and Gasoline Barrels.

MICHIGAN TRADESMAN

Volume XVI.

GRAND RAPIDS, WEDNESDAY, MARCH 22, 1899.

Number 809



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 **TIDE 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.....	\$3,209,000 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.

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, \$300 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.

Widdicombs Bld'g, Grand Rapids, Mich.

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

Tradesman Coupons

Save Trouble.
Save Money.
Save Time.

IMPORTANT FEATURES.

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COUNTRY CHECKS.

No Longer Par in the New York Market.

Business men and bankers all over the country are interested in the new rule adopted by the New York Clearing House Association last week to secure a uniform charge by its members for the collection of checks and drafts drawn upon banks at interior points. An exception is made in favor of items to be collected in Boston, Providence, Albany, Troy, Jersey City, Newark, Philadelphia and Baltimore, checks on which cities may be credited as cash if the banks so desire.

For collecting checks drawn on banks in Connecticut, Delaware, Maryland, Illinois, Kentucky, Maine, Indiana, Massachusetts, Michigan, Missouri, New Hampshire, New Jersey, New York, Ohio, Pennsylvania, District of Columbia, Vermont, Virginia, West Virginia and Wisconsin a charge of not less than one-tenth of 1 per cent. is to be made. That means that for collecting a check for \$100 drawn on a bank in any of these States, the charge would be 10 cents.

For collecting checks on banks in Alabama, Arizona, Arkansas, California, Colorado, Florida, Georgia, Idaho, Indian Territory, Iowa, Kansas, Louisiana, Minnesota, Mississippi, Montana, Nebraska, Nevada, New Mexico, North Carolina, North Dakota, Oklahoma, Oregon, South Carolina, South Dakota, Tennessee, Texas, Utah, Washington, Wyoming and Canada the charge shall be not less than one-fourth of 1 per cent. or 25 cents on the \$100 check.

No check, regardless of the amount for which it is drawn, shall pay less than 10 cents charge, which means that in the second group of States above mentioned all checks for \$100 or less, even although it be for only \$5, must pay a collection charge of 10 cents.

The banks have evidently gone into this thing seriously, judging from the penalties they have adopted. The

rules provide that every bank violating the rules and failing to charge the prescribed fee for collecting shall be fined \$5,000, with expulsion from the Clearing House Association as the penalty for the second offense. As it would be practically impossible to do a banking business in New York without membership in the Association, the force of this can easily be seen.

This action on the part of the New York banks is not unlikely to result in similar action on the part of banks in other markets, because the country check system has come to be regarded as an unmitigated nuisance, because it entails an unnecessary and unwarranted expense on either the jobber or the banker, or both. If the bank charges its customer what it costs to realize on the check, the jobber is out that much, and if competition compels the bank to accept the check at par and pay a collection fee thereon, it deprives the stockholders of the revenue to which they are entitled. The proper procedure, of course, is for the person making the remittance to buy a draft or an express order, instead of sending a country check, which is seldom par beyond the confines of the town in which the bank is located. Detroit bankers are already considering the matter of following the example set by their big brothers in New York, and in case Detroit takes such action, Grand Rapids bankers will, in all probability, follow suit.

The Tradesman has frequently had occasion to decry the tendency of the country trade to remit by local check, because it is unfair and unbusinesslike. The man who buys a bill of goods in Chicago or Detroit or Grand Rapids should pay for them in something that is par in Chicago, Detroit or Grand Rapids. It is not right for the buyer to remit by local check which is subject to a discount, any more than his customers have a right to arbitrarily deduct 10 or 25 cents from each account when paying their bills. The system is wrong, because it stimulates and fosters the issuing of checks when there is actually no money on deposit, and in this way enables the merchant to create and maintain a fictitious credit, which works injury to himself and injustice to his creditors. If A. C. Hager, who swindled Michigan merchants out of \$50,000 last year, had been compelled to remit by draft, instead of by check, the creditors of that notorious thief would have been many thousand dollars ahead. The country check system is wrong in theory, wrong in principle and wrong in application, and the sooner it is abolished and a safe and businesslike method adopted in its place the better it will be for all concerned.

The late Senator Morrill, of Vermont, was as careful of the public property as if he bought and paid for it out of his private purse. He always carefully untied and saved the piece of red tape that came around his mail, in consequence of which his was the only committee-room that never made a requisition for tape.

Chicago has an anomaly in the person of Ralph Roe, who is at present making his headquarters in the Windy City. Roe is not the gentleman's real name nor that under which he graduated from an Eastern college. He simply uses it for professional purposes, and his profession is that of a tramp. But he has a mission, and there is the redeeming feature. Who ever before heard of a tramp with a mission? Mr. Roe is forming a vagabonds' trades union. He has tramped over the whole world during the past twenty-five years and he knows his business from alpha to omega. The Amalgamated Association of Hobos is to protect its members from the law and, presumably, from dogs and home-made pie. It is to build homes and issue maps of the best "lunch routes" and in every way make life easy for its supporters and miserable for non-union tramps and beggars, who are to be pestered and annoyed and maligned the same way that non-union workmen are treated by their brethren in other occupations.

There is a great demand for old bottles in New York. Nearly every brewery in the city is calling for them, and can't get enough. The reason is that since the close of the war an immense demand for bottled beer has sprung up in Cuba and Puerto Rico. It comes to a considerable extent from the American troops in these islands, but the natives also appear to be rapidly becoming beer drinkers. Exporters charge extra for the bottles. They do not get them back, as it would not pay to stand the return freight. So there is a big demand for nearly every kind of old bottle, provided it holds a pint or quart.

Elgin, Ill., claims to be the residence of the American butter king, in the person of John Newman, who was recently elected President of the Board of Trade in that city. In all the world he is probably the largest producer of that bovine gold which gilds the staff of life. Every day he drives up from the pasture herds of 55,000 cows, and every morning he skims the cream from 500,000 quarts of milk, enough fluid to sail a yacht in.

In certain parts of Sweden, where the most absolute confidence is reposed in the honesty of the people, a very informal postal system is in vogue. As the mail steamer reaches a landing place a man goes ashore with the letters, which he places in an unlocked box on the pier. Then the passerby who expects a letter opens the box, turns over the letters, and selects his own, unquestioned by any one.

A "trusted cashier" in New York is missing with \$30,000 of his employer's money. He was "ruined by women," of course. If it were not for women how could dishonest men excuse their shortcomings?

Of course Gomez will want to be the first president of Cuba. A soldier of fortune from San Domingo, it would be remarkable if he were content with his Cuban experiences in the bush.

Rapidity of Business Changes.

From Shoe and Leather Facts.

The business man must be very alert these days to carefully note and keep apace with the changes arising and liable to arise in the processes of conducting trade and manufacturing operations. There is an old theory that the human system is renewed at the period of every seven years. Whether this absolutely holds good or not may be a debatable point, but it is certain that in this comparatively short number of years the character of most businesses is almost entirely changed. The Iron Age, in referring to this matter recently, said that the man who totally withdraws from participating in any particular branch of trade will find on re-entering it seven years later that most of his technical knowledge is unavailable and inapplicable, causing him to learn the business over again. Unless he applies himself diligently to master the new conditions which have arisen in the meanwhile, he is pretty certain to be a back number, having completely lost step with the march of progress during the years of his retirement.

Even those who steadily continue to follow the same calling are obliged to keep on the qui vive, posting themselves constantly upon the developments which are taking place, or they will find themselves sadly handicapped in the contest for success, their competitors having pushed forward while they stood still. This is particularly true of the shoe and leather trade in all its branches. Compare, for example, the leather and footwear on the market to-day with those produced and offered less than ten years ago. Then large quantities of French kid and other foreign leathers found a ready market here, while the American manufacturers were in despair over the decline in the demand for pebbles, straight grains and other classes of morocco. They set to work, however, and how amazing the result! In many branches of the manufacture of footwear then hand work was used entirely, whereas now the most improved mechanism is utilized in all departments of the production of footwear.

Retailers, too, have been hard at work solving the problems which have arisen, and the business of catering to the consuming public is on an altogether different basis from what it was only a few years ago.

Thus it is seen that in what is practically only one-fifth of a generation in the life of individuals a new business generation is developed or springs up. To them the methods of former years are largely traditional. They have learned their lesson in a new school, and there have been new conditions thrust upon them, which they have accepted unquestioningly. Those who have experienced the changing conditions in former years and kept apace with the newest developments have the added advantage of experience, an item of the greatest value and importance, but they are the most unfortunate of all persons if they have neglected their opportunities in this respect and have not sufficient knowledge or capital to recover lost ground.

The Dry Goods Market.

Staple Cottons—There is a steady business coming forward and prices have no effect in stopping trading, provided the goods can be found. The mills are in a little better condition to deliver than those manufacturing fancy or dress styles, the latter being now largely turned onto fall styles. There are still some advances being made, and some of the important lines are reported as being advanced around 5 per cent. Prices are steady and strong in the brown goods division, both in heavy and light weights.

Prints and Gingham—There has been no decided change in the conditions of the printed goods market, and the advanced prices noted are strongly maintained by the sellers, and there is

little trouble from this source, for the goods are wanted at almost any price that the buyers have to pay, and there is no question that the prices are on a solid foundation, and very little likelihood of there being any receding for some time; on the other hand, unless there is a drop in the price of cotton and of print cloths, there can be no change in printed goods other than a further advance. Both fancy and staple lines are in excellent shape in calicoes. In fine specialties, stocks are small, and deliveries are generally considerably behind. Robes, draperies and other lines similar are rather quiet, but firm. Gingham are well sold up in all directions, and the situation is very much against buyers.

Carpets—The call is for all lines, including fine pile fabrics and tapestry velets and ingrain, and the trade report a decided improvement in the demand for the better class of goods. This will give the all wool ingrain a better chance next season. The consumers are beginning to realize that it is not cheap to buy inferior goods offered, as a very small amount more of money will procure a more serviceable carpet, which will outlast three of the cheap grades, giving satisfaction from the first. From the commencement of next season the manufacturers of ingrain anticipate a more favorable condition to their line of business, which has been more depressed than any other. Individual instances can be found where the manufacturers are already in better shape as compared with the opening of the season. This is due to the general industrial improvement all over the country, and retailers are more willing to place orders.

Woolens—The cotton worsted business continues one of very close competition. Within the range of fabrics are to be seen good, bad and indifferent. Some that are soft to the feel, having a good worsted face, of good body and attractive design, have compared favorably, as far as the volume of orders is concerned, with the more successful lines of all worsted goods; lines into which a small percentage of cotton has been carded, and which can be and doubtless are sold by some clothiers as strictly all worsted fabrics, have sold to a fair extent; getting away from the better class of goods there are to be found fabrics which, while called cotton worsteds, have such a small percentage of worsted threads in them that a very close examination would be necessary to detect any trace of worsted; some very neat designs of through and through fabrics having a cotton warp are to be had in the vicinity of half a dollar.

How One Merchant Circumvents the Catalogue Houses.

Tekonsha, March 15—I note in your valued paper that you wish to hear from retail dealers regarding the best plan to stop business going to catalogue houses. Our plan is this: Advertise to meet all prices put out by such houses. We keep a catalogue on our counter of one of the largest houses doing this business. We show our customers their prices on articles they wish to purchase, then add the expense of postage, express or freight, sending money and so forth, and sell the goods at the prices quoted in the catalogue. We have no trouble in selling the goods and, in most cases, at a living profit. We are surely diverting at least 50 per cent. of the trade in our line that formerly went to these houses before we commenced on this plan and expect before the season is over to have 80 or 90 per cent. of it. We require cash down, the same as people have to pay when dealing with the catalogue houses.

H. N. RANDALL.

Wash Goods

Percales,
Galatea Cloths,
Silk Madras,
Oxfords,
A. F. C.

Ginghams,
Toil du Nord
Ginghams,
Dimities,
Lawns.

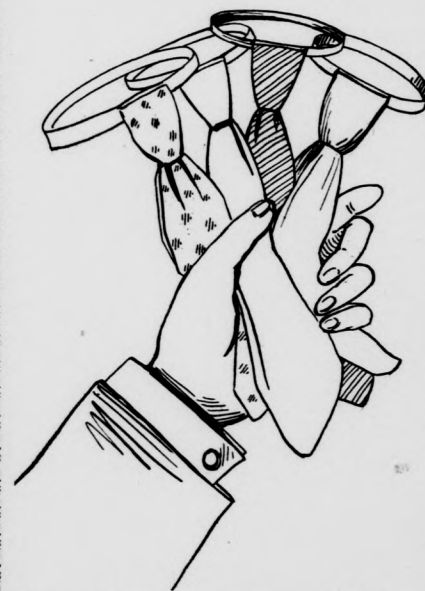
Write for samples.

WASH GOODS



P. Steketee & Sons
Wholesale Dry Goods,
Grand Rapids, Mich.

An Attractive Window



display of men's neckwear will put more money into a merchant's pocket than any other method known for its sale. It is a fact that nine men out of every ten will stop and make a purchase of a tie or two that happens to attract their attention while passing the store. We will be ready to deliver for Easter trade a very choice assortment of colorings in the latest shapes to retail at a quarter and half dollar. If our salesman

does not reach you in time to show the line then write us, stating price and quantity, and we can surely suit you.

Voigt, Herpolsheimer & Co.

Wholesale Dry Goods,

Grand Rapids, Mich.

Safe Anchorage for the Retailer.

Written for the TRADESMAN.

The smaller retail trades are drifting, not with the central current of the stream of progress, but with the diverging tide that strands the driftwood. It may be only a question of a few years when their dismantled barques will be strewn among the wrecks of time. Individually, their members are not strong enough to pull back into the central current and they have no anchorage to prevent their further involuntary drifting. It is a grave question whether it is not now too late, even by combined effort, to command force enough to regain a position in the central stream. But it may be possible to find an anchorage which will prevent further drifting, as a temporary expedient, until opportunity shall offer, by judicious manipulation, to work them back into position or to transfer the crew and cargo to safer craft, without serious loss.

The larger retail houses centrally located possess immense advantages over the smaller and scattered retail establishments: 1, in location; 2, in commercial conveniences; 3, in larger capital; 4, in practical advertising facilities; 5, in volume of business; 6, in buying advantages; 7, in cash patronage.

On the other hand, the smaller and scattered retailers are heavily handicapped: 1, by reason of their isolated locations they can command only a limited patronage at best; 2, their lack of conveniences costs them in time and labor out of proportion to their individual volume of business; 3, their individual capital limitation lessens their individual importance and prestige and loses them their discounts and market advantages; 4, they miss, almost wholly, the advantages of newspaper advertising, by reason of their limited areas of patronage, nearly always being obliged to pay regular rates and getting the benefit of only a very small percentage of the circulation; 5, their individual business is entirely disproportionate to the running expenses charged against it, preventing their meeting prices with the larger stores and resulting in the loss of trade; 6, it is well known that the house which does the largest volume of business is the choice patron of the large jobber and manufacturer, securing the lowest prices and the best discounts, the small retailer being out of consideration in this particular; 7, many of their customers merely use them for convenience and accommodation, working them for credit in emergency until pay day and then patronizing the downtown stores for cash.

These things conceded, what can the small retailer do to put himself in a position to meet this overwhelming competition and save himself from eventual disaster?

At the risk of being condemned as visionary and impractical, permit me to suggest a possible plan for relief.

The large manufacturers, jobbers and heavy retailers have found it desirable, possibly necessary, to combine their efforts along certain lines to protect their interests. Why can not the retailers in every city and town of importance where competition from the large stores and amongst themselves is squeezing the very life out of them form a combination to secure most, if not all, of the advantages enjoyed by the large retailers?

Let us first outline a plan of combination and follow by summing up its advantages: We will begin, for instance,

with the retail grocery business, as that seems to be the victim of a great deal of misapplied energy and lost opportunity, the general plan to be that of a limited stock company, each member to take stock and be responsible to the amount of his present investment and having one vote in the management for each share of stock owned by him; each store in the combination to be treated as a branch of the organization, under the general management of a board of managers chosen by the stockholders; the earnings and expenses to be pooled and shared pro rata, computed on a percentage basis according to the shares of stock; each stockholder or branch manager to make daily reports of sales and expenses and requisitions for stock to the central office and to be responsible for the conduct of the business under his charge, depositing all cash received with the treasurer of the organization, who should be under sufficient bonds to indemnify the stockholders.

It will be understood, of course, that there would be a number of details to be arranged under this general outline, but it is believed that the foregoing skeleton embraces the principal features necessary to the organization proposed.

Now let us proceed to consider some of its advantages:

1. As to location, the various branches scattered throughout a large town or city under one management would prove a positive advantage, as customers in all parts of the city could find right at their very doors the same goods, at the same prices and on the same terms, that they could procure at the downtown store, and with just as good service they could find no possible excuse for going farther and faring no better.

2. Every detail of the business could be so systemized under competent management that the commercial inconveniences would be minimized and no time or labor wasted.

3. The financial standing and credit of the combination would equal the sum of its combined capital and afford its members all the advantages of the prestige conceded to ample capital.

4. The central office could contract for advertising for the entire business, securing the lowest rates, and the goods advertised being offered in all the stores, the combination would get the advantage of the entire circulation.

5. The volume of its combined business would give the combination a purchasing power in the market that no individual member could ever hope to rival outside of it and that no large retail store, however favorably situated, could surpass.

6. Having absolute control of the retail business, credit risks could be almost eliminated and eventually a cash system inaugurated, and with credits and collections handled through a central office, there would be very little occasion to suffer imposition.

7. Systematic and economical management would reduce expenses to the lowest point and afford a better margin of profit.

8. Competition among the members being entirely eliminated, prices uniformly regulated and the profits shared equally, there need be no useless waste of energy, but in its stead a friendly rivalry growing out of a commendable ambition to do the most business possible. A better quality of merchandise could be sold and better satisfaction given customers, the merchant would realize a larger percentage on his in-

vestment and worry would cease to trouble the hours which should be devoted to pleasant dreams.

9. Unworthy members could be weeded out and kept out; no single individual could hope to stand against the combination for any length of time—in fact, an individual possessing ability enough to make an impression would know too much to undertake it, for individual competition would be to him preferable to fighting a combination.

10. In localities where too many stores exist the surplus accommodation could be removed to other localities or the stocks consolidated and their owners taken into partnership or given employment somewhere in the combination.

Why should it be thought less practical to form a combination of this nature in the retail trade than in the manufacturing business or other large interests? Would it not be a great deal more sensible to enter into an arrangement of this character than to be continually flying at each other's throats, and into the face of Providence, metaphorically speaking? Is individual misery sweeter than collective enjoyment?

J. M. BANKER.

A little attention to details, like plenty of string, so the package will not become undone in the street, and good wrapping paper, so that it will not tear, costs so little more, and so much more pleases the customer.

Executive ability is the faculty of getting some one to do your work.

Two of a Kind.

Husband (at the breakfast table): O for some of the biscuits my mother used to make!

Wife (sweetly): I'm sorry you haven't got them, dear. They would be just about stale enough by this time to go well with that remark.

A few flashes of silence occasionally would greatly improve some people's conversation.

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.

SAFE AND PERMANENT INVESTMENTS

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

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.

WORLD'S BEST

S.C.W.

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

SYSTEM IN BUSINESS BEGETS CONFIDENCE

THE EGRY AUTOGRAPHIC REGISTER

By insuring System and Confidence earns money. Let us talk SYSTEM with you, introducing **MONEY SAVING AND MONEY MAKING MEANS** OUR SYSTEM REGISTERS AUTOMATICALLY all Business Transactions, Cash, Credit, Exchange, Produce, etc. etc. Address

L. A. ELY, SALES AGENT, ALMA, MICH.

Grand Rapids Salesman, S. K. BOLLES, 3rd Floor, 39 Monroe Street.

Around the State

Movements of Merchants.

Clare—J. H. Schilling, grocer, has removed to Petoskey.

Twin Lake—Ward Buzzell has embarked in general trade.

Durand—E. B. Shultz has opened a paint and wallpaper store.

Saginaw—J. T. Rose has sold his meat market to Jas. Lester.

Honor—Nelson Holt, of Mt. Pleasant, has engaged in the drug business.

Arland—A. B. Lyman has sold his grocery stock to A. M. Cook, of Leslie.

Marshall—M. B. Powell has sold his drug stock to Sam and Tom Swartout.

Owosso—Fred J. Storrer succeeds Wicking & Storrer in the clothing business.

Three Rivers—Ingersoll & Co. have sold their bazaar stock to E. V. Abell & Co.

Port Huron—Will McArthur has opened a meat market at 322 Commercial street.

Wacousta—John C. Oding has sold his general stock to Maurice Streeter, of St. Johns.

Bronson—William Blass has removed his stock of dry goods from Constantine to this place.

Empire—L. E. Collin and John Frye have engaged in the implement and vehicle business.

Lewiston—David Watson, furniture dealer and undertaker, has sold out to Newton H. Traver.

Manton—W. Elevier is closing out his stock of general merchandise and will retire from trade.

Stockbridge—Milner Bros. succeed Brooks & Milner in the furniture and undertaking business.

Marshall—Deuel & Hughes, furniture dealers and undertakers, have dissolved, Mr. Hughes succeeding.

Saginaw—Mrs. Peter Mills is closing out her grocery stock on Douglass street and will retire from trade.

Perrinton—J. J. Myers, of Davis, has purchased the dry goods and grocery stock of Stroup & Carmer.

Hagensville—Wilson & McHarg succeed W. H. Wilson in the grocery and agricultural implement business.

Bay City—John Slezak has embarked in the boot and shoe business at the corner of 32d street and Michigan avenue.

Elmdale—E. L. Grant has sold his general stock to L. Lott, who will continue the business at the same location.

Owosso—J. T. Walsh has purchased the boot and shoe stock of W. S. Lusk and will add a line of men's furnishings.

Elk Rapids—Joseph Butler succeeds the late R. G. Bruce as manager of the grocery department of the Elk Rapids Iron Co.

Cassopolis—Otis J. Beeson has purchased the drug stock of Smith & Fitzgerald, of Goshen, Ind., and already taken possession of same.

St. Johns—G. W. Hyde has closed out his grocery stock and removed to Hastings, where he will embark in the grocery and bakery business.

Shaytown—Roy Freemire has purchased the general stock of C. S. Jackson and will continue the business in partnership with Arthur Allen.

Ovid—Brazill Marvin, dry goods dealer at this place, recently committed suicide by shooting himself in the forehead. He had suffered much from rheumatism of late, which was probably the cause of self-destruction.

St. Johns—W. H. H. Chapman, of Chesaning, has purchased the shoe stock of A. E. Dutcher and will continue the business at this place.

Alma—A change has been made in the furniture and undertaking firm of Dean & Hollenbeck, Mr. Hollenbeck selling his half interest to C. DeYoung, of Crystal.

Lake Odessa—Charles Wright, of Carleton Center, has purchased the grocery and crockery stock of Mr. Manning, who recently came here from Grand Rapids.

Chesaning—Otis Bettis has sold his interest in the shoe firm of Bettis & Hotaling to his partner, who will continue the business under the style of Wm. Hotaling.

Benton Harbor—J. A. Sheffield, of the drug firm of J. A. Sheffield & Son, recently died from an attack of pneumonia. He was a prominent business man of this place.

Saranac—Geo. W. Ford has sold his interest in the carriage business of Ford & Arnold to Irving C. Stebbins, of Easton. The new firm will be known as Arnold & Stebbins.

Elk Rapids—The drug stock of the late Chas. Vaughan has been moved to Central Lake and will be consolidated with that of Hugh Vaughan, thereby leaving Elk Rapids with but one drug store.

Alma—W. E. Wilson writes the Tradesman that the contemplated co-partnership between himself and Byron S. Webb was not consummated. The firm of Wilson & Webb is, therefore, non est.

Buchanan—The meat market formerly conducted by Frank A. Treat and later by Beck Bros. has been purchased by Jas. R. Detwiler, of Schoolcraft, who will continue the business at the same location.

Battle Creek—The Stevens & Gordon Co. has been organized by A. H. Stevens, M. S. Gordon and H. A. Preston to engage in the mercantile business. The capital stock of the corporation is \$15,000, of which \$6,000 is paid in.

Negaunee—Rosen Bros., who conduct a dry goods and clothing store at Muskegon, have purchased the dry goods stock of M. E. Joyce. It is understood that they will put it on the market with the other stocks they have purchased.

Rapid City—R. E. Hughes and E. F. Henderson have formed a copartnership and engaged in the grocery business, which will be conducted under the management of Mr. Henderson, Mr. Hughes remaining in St. Louis, where he has an established grocery business.

Hudson—J. Roney & Co. have sold their grocery and crockery stock to E. D. Clark and A. H. Colvin, who will continue the business under the style of Clark & Co. Mr. Colvin is traveling representative for Phelps, Brace & Co. and will continue his relations with that house for the present.

Manufacturing Matters.

Chesaning—Jacob B. Hoffman, of Chapin, has purchased the cheese factory of T. A. Cook and will continue the business.

Benton Harbor—Between \$30,000 and \$40,000 in stock in the new beet sugar factory here has been subscribed by Cleveland capitalists.

Hudson—A. & D. Friedman have closed their dry goods store at Hillsdale, but will continue their dry goods store here. They will shortly embark in the manufacture of skirts, wrappers and shirt waists at Detroit.

Middleton—The Rockafellow Grain Co., Ltd., has purchased the elevator at this place. The business will be managed by G. C. Culver.

Gobleville—The Gobleville Canning Co. has been organized by W. W. Lewis, J. L. Clement and A. B. Chase, trustee, with a capital stock of \$5,000, one-half of which is paid in.

Hudson—Geo. Lord, who owns several cheese factories in this vicinity, is critically ill. Some time ago he went to Detroit to have an operation performed for a cancer on his side. For a time he improved in health, but he is now suffering greatly from a return of the dreadful malady, and it is feared he is past recovery.

Yale—The Yale Evaporating & Canning Co. has been organized by B. R. Noble, R. M. Lothian, James McColl, A. W. Ferguson, Wm. Ruh, E. F. Read, Harvey Tappan, James Wallace, Grant Holden and W. G. Wright. It is estimated that the company will use from 250 to 300 bushels of potatoes per day throughout the fall and winter, necessitating the purchase of over 7,000 bushels of potatoes per month.

Port Huron—Geo. B. Stock has purchased the foundry and machine shop of Dr. Northrup for a consideration of \$2,500. He has leased the foundry to Robert Harris, the former occupant, and will also lease the machine shop. He will erect an addition to the property, which will be occupied by the Stock Lubricator Co., which is at present operating in Chicago and Holyoke. This firm will manufacture the improved Xyl te lubricating compound and other friction reducers. It is expected that the plant will be in running order by May 1.

Changes in the Hannah & Lay Store.

Traverse City, March 15—I have yours of the 13th and have noted the contents. What was properly our dry goods and clothing department, I have divided into two blocks, as I might call them. I have taken everything that pertains to men's wear, such as clothing, hats, caps, neckties, underwear, gloves, mittens, and put that into one block of stock, with Frank Kafka as foreman. Mr. Kafka has been with us nearly twenty years, beginning as cash boy in the old store.

The remainder of the dry goods department I have organized as another block of stock, with E. E. Wilhelm as foreman. Mr. Wilhelm is the oldest son of our Mr. Wilhelm who was with us thirty-five years and who was Treasurer of our company for the last seven years.

I have engaged Mr. Rogers to assist me in the advertising and to dress the windows and to help generally between these two blocks of stock wherever he is needed most.

H. MONTAGUE,
General Manager.

Has Quit the Horse Trading Business.

From the Ann Arbor Times.

F. G. Clark is a good joker and enjoys a joke on himself as much as if he had perpetrated one on somebody else. When J. W. Haas came into his shoe store the other day, Clark expressed a wish that he could be the owner of a horse. Haas informed him that he had one that he would sell cheap. Clark wanted to know how much. He said that he would trade him for a pair of good shoes. Clark figured that he could sell the hide for more than that would come to and told Haas to go ahead and select his footwear. He did so, and then Clark's newly-acquired equine proved to be a saw horse. Clark has now quit the horse trading business.

Charlotte—C. L. Rulison succeeds Ernest Hartwell as clerk in Hartwell's grocery store.

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

The Boys Behind the Counter.

Bay City—Leon Brownell, formerly with the Bay City Cash Dry Goods Co., has taken a position with the new Bay City Dry Goods and Carpet Co.

Holland—Ernest Mensching, formerly employed in the shoe store of Peter Boyer, has taken a position with a Detroit shoe firm as traveling salesman.

Battle Creek—Jasper Parmalee has resigned his position as salesman with W. N. Gleason and accepted a more lucrative one with C. J. Austin.

Tecumseh—Arthur Darling, of Onsted, has taken a position as clerk in Lowry's grocery.

Owosso—Clifford Lewis, of Byron, has taken a position as clerk in Fred Carpenter's grocery.

Negaunee—Miss Minnie Tourville, who has managed Michael C. Quinn's dry goods store for several months, has taken a similar position in a store at Calumet.

Bellaire—Miss Emily Hubbard succeeds Pearley & Flanagan as clerk in the dry goods store of Miller Bros.

Rockford—Albert Wellbrook has taken a position in the Wurzburg department store, at Grand Rapids.

Owosso—Will Lusk will act as clerk for J. T. Walsh in the boot and shoe business.

Ludington—C. E. Winslow has taken charge of the dress goods department of the Busy Big Store. He hails from Keota, Iowa.

Ann Arbor—C. Hardy Woodruff has secured a position as head salesman in Newcomb, Endicott & Co.'s new shoe department in Detroit.

Niles—Edward Randall, who has been in the employ of Fox Bros., has accepted a similar position with a Dowagiac dry goods house.

Holland—Peter Van Kolken has been retained as clerk in S. Riedsma's furniture store. Mr. Van Kolken was formerly a member of the Holland Tea Co.

Sault Ste. Marie—Harry Monteith, of St. Ignace, has taken the position of book-keeper in T. I. Everett's flour mill.

Standish—Mr. Pawley, of Saginaw, who has charge of the Saginaw Hardware Co.'s branch store here, is convalescing after a serious attack of inflammation of the bowels.

Ludington—Miss Minnie Moloney has taken a clerkship in Rye Adams' new dry goods store.

Traverse City—J. W. Lucas, of Grand Rapids, is a new salesman in J. W. Slater's house furnishing store.

Kalamazoo—Daniel Houts, of Three Rivers, formerly of this place, has returned and accepted a position with the Edwards & Chamberlin Hardware Co.

Holland—Ardis & Warnock have hired a full corps of clerks for their new store.

Fred Dyke, formerly employed at Van Putten's, will have charge of the dry goods department. He will be assisted by Miss Minnie Dok. Miss Stewart will be employed in the shoe department and the clothing department will be in charge of Antone Boet, of Grand Haven.

Jackson—Fred Boucher has resigned his position with C. J. McGuiness and taken a similar position with Butts, the clothier and tailor.

Standish—The Michigan Manufacturing & Mercantile Co. has a new clerk in its dry goods department in the person of Mr. Weber, of Portland.

Marquette—C. W. Hall has resigned a clerkship in the dry goods store of Albert T. Van Alstyn to take the management of the Emporium.

Grand Rapids Gossip

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—The market is furnished with ample supplies of green fruit, but there seems to be a scarcity of ripe fruit for shipping purposes. Some orders are held up for this reason waiting the receipt of ripe fruit.

Beans—The activity of the past two or three weeks has lapsed into a period of quietness, which will probably continue for a week or ten days, although the high price of potatoes is likely to have a stimulating effect on the market. Handlers are paying 90c for unpecked, holding city picked mediums at \$1.10@1.12 in carlots.

Butter—Receipts of dairy grades are not sufficient to meet the consumptive demand of the market, in consequence of which local dealers are compelled to draw on remote districts for supplies. Fancy dairy in crocks or rolls readily fetches 15c. Factory creamery is a little stronger, being held at 20c for fancy and 19c for choice.

Cabbage—Home grown has receded to \$35 per ton.

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

Cranberries—The market is without change. Cape Cods command \$6.50 per blb., Jerseys are in fair demand at \$6.

Cucumbers—Hothouse stock remains steady at \$2 per doz.

Eggs—Local handlers succeeded in holding the market up to 14c until Friday, when it went off to 13½c, and on Monday morning was again reduced to 12½c, which is above the parity of any other market, New York not excepted. A year ago eggs were bringing 9c, as against 12½c at the present time, which is a clear gain of 33 per cent. for the producer and country dealer. There is likely to be a drop in the price as soon as a few sunshiny days appear, and it is not safe for any dealer to pay over 9c for eggs, unless he has a local outlet for his stock and can watch the market closely from day to day.

Honey—Light amber finds ready demand on the basis of 10c.

Lemons—Californias continue to be in moderate receipt with the market firm. Values have not advanced any over a week ago.

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

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

Oranges—There is an increased call for seedlings since the advance in navel. Receipts are fair but there is no accumulation noticeable, and values on all grades are well sustained, as indications point to an advance at coast points.

Parsley—\$2 per doz. bunches.

Parsnips—Declined to 25c per bu.

Pop Corn—50c per bu.

Potatoes—The market held up strongly until Saturday night, since which time there has been a little weakening in the demand, without any change in the price; in fact, the weakening in the demand is taken by local dealers to indicate that there will be a fresh advance as soon as the market can rally, and some predict that it will go as high as 70c before it stops. The past few days has demonstrated that there is practically no potatoes in Ohio and Indiana, except such as are shipped in from the states further North. Stocks in dealers' hands are practically exhausted and potatoes in pits and cellars are frozen solid. Local buyers are actively bidding for stock, Lowell dealers paying 57c, Rockford, 55c and Oceana and Grand Traverse points, 50c and upwards. A peculiarity of the market this year is the preference for long white stock, in place of round white stock. A year ago New England would not take long stock, preferring the round, but this year the markets congenial to Michigan jobbers are making no discrimination, although a year ago there was a disparity of 2@5c per bushel in the

price. The amount of red stock is so small, in comparison with the white stock, that red brings fully as good prices as white.

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 Grocery Market.

Sugars—The raw sugar market is firm, with no quotable change in prices, there having been sales made during the past week at 4½c for 96 deg. test. The London market is reported firm, with an advancing tendency on beet. Owing to rumors that the American and some of the independent refiners had come to an agreement and that the sugar fight was nearing an end, the stock market has been wild for a few days, an advance of \$30 per share being made on one day of last week. This in turn caused some speculative buying of sugars. In the face of this so-called strong market all grades of softs have since been reduced an average of ½c, and the market is called firm at the decline, with no concessions. Refiners continue oversold on 2 pound packages and the American are accepting orders for a limited quantity only, subject to a week's delay.

Syrups and Molasses—The demand for corn syrup continues good and shipments from refiners are delayed two weeks. The molasses market is reported firm, but business is light.

Dried Fruits—All grades of California dried fruits are firm and stocks in first hands are much reduced. Raisins are improving and prices on the lower grades are quoted ½ to ¾c higher. Holders of peaches are indifferent sellers, as they are confident that, with the very light stocks, prices will be no lower. Stocks of currants are somewhat reduced and, with an increasing demand from cleaners, the market is well sustained.

Canned Goods—There is an improved demand for spot corn and tomatoes and it is difficult to find stock except at an advance of 2½c per dozen. The demand for spot peas is also good and a number of favorite brands are sold out. The buying of future corn and tomatoes has slackened off a little, as most packers have sold out their prospective pack and most jobbers have made their purchases. If an order for tomatoes were to be given now, it probably could not be placed under an advance of 5 cents from opening price. Some packers are still accepting corn orders at opening prices, but offerings are light. Sardines continue to advance and the demand continues good.

Cereals—The demand for rolled oats and all cereal products continues good at the decline and mills are oversold ten days to two weeks.

Rice—The demand for domestics continues to absorb all offerings and prices are maintained. The market for Japans is very firm and sales are in excess of receipts, nothing being obtainable except for future shipment.

The Buffalo Egg Market.

Buffalo, N. Y., March, 20—The past week has brought us quite a steady market, closing at 13@13½c, with a cold wave and quite a fall of snow. This will have an effect to keep the prices firm and shut off the receipts somewhat. J. W. LANSING.

John G. Adrion, meat dealer at 62 Coldbrook street, has sold out to Louis Robe.

Bell Telephone Figures Not Like Caesar's Wife.

The local representative of the Bell Telephone Co. recently caused to be published in the Grand Rapids daily papers the statement that his company has 4,000 subscribers in this city and vicinity.

As the new switch board for the new Bell telephone building, of which the public has heard so much, is equipped for 1,440 telephone numbers, the indications are that the Bell Co. is not expecting in the now near future any pronounced growth. As a matter of fact, the most reliable estimate and information as to the number of Bell telephones in this city, including both free and paid phones in service, is 1,240, being 250 less than the company had three years ago.

In order to ascertain how large a "vicinity" is included in the 4,000 estimate, a circle was drawn on a Rand-McNally map of Michigan, having a radius of fifty miles. The following is a list of all cities and towns inside that circle, where there are exchanges—all independent exchanges being included under the heads of Citizens. The number of telephones in service in each exchange is indicated:

Places	Bell	Citizens
Grand Rapids.....	1240	2690
Lowell.....	59	36
Saranac.....	1	43
Ionia.....	83	161
Lake Odessa.....	1	36
Grand Ledge.....	2	76
Caledonia.....	1	7
Middleville.....	2	39
Hastings.....	73	75*
Nashville.....	9	1
Rockford.....	1	43
Cedar Springs.....	2	32
Howard City.....	2	60
Coral.....	0	7
Lakeview.....	2	15
Stanton.....	3	44
Sheridan.....	1	14
Greenville.....	52	91
Belding.....	25	53
Sparta.....	3	18
Casnovia.....	1	12
Newaygo.....	3	17
Copersville.....	1	6
Muskegon.....	115	498
Grand Haven.....	58	7
Holland.....	115	161
Zeland.....	1	25
Allegan.....	1	126
Otsego.....	8	91
Plainwell.....	12	48
Wayland.....	1	34
Kalamazoo.....	470	695
Saugatuck.....	0	28
Douglas.....	0	14
Fennville.....	0	34
Grandville.....	1	7
South Haven.....	1	162
	2350	5515

*In 10 days.

Besides the thirty-three exchange cities and towns above, there are within the fifty mile circle 164 towns and villages having but one or two telephones known as "public" or "toll" telephones. Of these, the strength of the Bell Co., as compared with the Citizens Co., is as follows:

The Citizens Co. has 161 stations.

The Bell Co. has 41 stations.

In other words, these towns having toll stations only are occupied as follows:

Total towns occupied, 164.

By both companies, 38.

By Bell Co. only, 3.

By Citizens Co. only, 123.

A summary of the above groups will give all the telephones in use within 50 miles of Grand Rapids, as follows:

	Bell	Citizens
In exchanges.....	2,350	5,515
Toll line station.....	41	131
Total telephones.....	2,401	5,646

The Tradesman is prepared to publish a list of the toll stations above referred to and there can be no question as to the approximate accuracy of the figures, as they will not be called into question by either the Bell or the Citizens Co.

Neither newspaper buncombe, nor millions of bonds, nor millions of stock, nor repeated bluffs and threats, nor political pulls, nor corrupt corporation methods can ever re-establish in Western Michigan the supremacy of the Bell Telephone Co. This is probably true of the State at large and, at the present rate of growth of the independent telephone movement, it will be but a short time when the supremacy of the Bell Co. in any community will be a thing of the past.

The Grain Market.

Wheat has been very inactive the past week, with a downward tendency. There have been small spurts but of short duration and a decline of 2c per bushel in wheat centers has been established for the May option, while cash has sold from ½ to 1½c over May in the Northwest. While there was plenty of bear news, especially that the visible keeps on increasing, even if only a small amount weekly, we find our visible nearly as much as last year when farmers were sweeping their wheat granaries to get the price which the Lieter deal was establishing, as May sold 20c higher and cash 25c per bu. more than prices of today. We have in round numbers in the visible 20,992,000 bushels, against 31,417,000 bushels last year. Receipts in the Northwest are large, while in the winter wheat belt they are very moderate. Foreigners are picking up round lots when prices suit them.

Corn has been more steady than wheat. The trade in that commodity has held up well, especially as this cold weather lasts, which necessitates more feeding, so prices are rather firm.

Oats are also firm at last week's prices, with a strong undertone. Prices in oats will probably remain steady for the rest of the season.

Rye has sagged fully 3c. It looks as though outside demand has decreased very much to let prices down 3c in one week.

To sum the whole matter up we may state this was a poor week. The present is what is termed a weather market and will remain so until something definite is known as to the growing crop.

Receipts have been moderate, being 50 cars of wheat, 15 cars of corn and 7 cars of oats.

Millers are paying 66c for wheat.

C. G. A. VOIGT.

Albert Landauer, formerly of this city, is now agent for Fleischmann & Co. at Portland, Oregon. He owes his position to Ludwig Winternitz, Auditor of the house, who has always shown marked partiality toward Grand Rapids boys in filling positions of trust and responsibility.

Louis Hoelzley, grocer and meat dealer at 527 Ottawa street, has sold his meat market to B. J. Everett, who will continue the business at the same location. Mr. Hoelzley will continue the same line of trade at 43 East Bridge street.

John Duck has opened a grocery store at the corner of West Leonard street and Alpine avenue. The Olney & Judson Grocer Co. furnished the stock.

The man who is satisfied with himself is very easily satisfied.

Woman's World

Making the Best of Things.

"I suppose," said the woman with the lorgnette and the gray hair to her companion, "I suppose that there never was a time when the pursuit of happiness was not the chief aim in life, but you used not to hear so much about it as you do now. You took it for granted that everybody was as joyous as circumstances permitted, and they did not feel called upon to explain whether it was the result of philosophy or they were born that way and couldn't help it."

"Well," replied her friend, "we've changed all that nowadays. The pursuit of happiness has become a cult, and almost every woman you know is trying to live up to some theory on the subject, and struggling to get into a state of mind that will enable her to maintain an unruffled calm when the cook leaves without warning and the children come down with the measles. Sometimes she calls it mental science, sometimes it is Christian science, or something occult or transcendental, but whatever it is, ninety-nine times out of a hundred it is a charm that doesn't work."

"That's so," agreed the woman with the lorgnette, "and it always strikes me as strange that in our search for happiness it doesn't oftener occur to us that the real philosopher's stone for which we are looking lies in the simple expedient of learning to make the best of things. When we acquire the art of doing that we have come pretty near solving the riddle of the painful earth for ourselves and those about us. Women are not good at abstract contemplation; they are not built that way, and they never will be able to think themselves into an exalted calm for more than half an hour at a time, but there isn't a single one of them who can't find permanent happiness for themselves in hustling out and doing something for somebody else. For my part, I never see a woman trying a mental science attitude of mind on her troubles without thinking she had better go home and make the best of things if she really wants any satisfactory results."

"Ah, but it's a gift to be able to make the best of things," began the other.

"Not a bit of it," retorted she with the lorgnette; "it's good sense and good philosophy and good religion and—"

"Do you remember Mary Graham?"

The woman with the lorgnette waved it airily. "Now there's an example for you, if you like," she exclaimed. "What a life she had! Always poor and hard worked, with that speculating husband of hers, yet she absolutely wrested victory out of defeat and got more happiness than other people who always have everything their own way. She positively wouldn't see the dark side to anything. Why, once I went to see her when things were bad with them, and she was living in a dingy little third-story back room. It was simply awful and, to make things worse, there was one of those dreadful German musicians who played all day and half the night on a wheezy cornet. Mary met me with a smile that couldn't have been more radiant in a palace. She had put chairs over the worst grease spots on the carpet and hung her pictures where they would cover the dirtiest places on the wall paper, and all the time I was there she discoursed upon the purity of the air and the quiet of being off the

streets, and when I jumped at a particularly mournful squeak from the cornet she said that was Herr Von Something or Other and what a privilege it was to be able to listen to such classical music. It was almost like going to the opera, without the bother of having to dress for it or the expense."

"Yes," agreed the other, "and think of those girls of hers. Positively, any other woman would have just sat down before such ugliness and given up in despair. But she didn't. She studied them just like they were a mathematical problem she had to solve. She saw that one was short and fat and dumpy and dark and the other skinny and tall and bony and with hair and eyebrows and skin as much the same muddy color as if they had been cut off the same piece of goods. Of course, even she couldn't work miracles and make them howling beauties, but she did the next best thing. She drilled them into learning how to walk and sit and stand and dance and she dressed them in ways that brought out every good feature and hid every bad one. Don't you remember how the little dumpy one always had quaint striped gowns without a bit of trimming and how the tall scrawny one was always simply swathed in puffs and shirrs of soft stuff? They always looked so sweet and dainty and well-bred I am sure none of us ever dreamed how plain they really were. Once their mother said to me, 'I have never even intimated to my girls that they are not beautiful, because I don't want them ever to have the consciousness of ugliness. It would only emphasize their plainness, just as the consciousness of beauty makes a pretty woman ten times more radiant.' It was her philosophy, you know, of making the best of things, and I often wonder it doesn't occur to the rest of us to try it on ourselves. On the contrary, look what a mania we have for making ourselves uglier than we need. Think of all the women with long noses and high foreheads you have seen at the theater this winter with their hair done in pompadour rolls; recall the wrinkled old necks and bony arms boldly displayed at the opera and observe all the multitude of pale fallow faded blondes who will wear light tan and pale gray or die."

"Oh, you needn't stop at that," said the woman with the lorgnette. "You can carry the theory all through life and you will find that the art of making the best of things is a panacea for every ill. If we would do that we wouldn't need to make such drafts upon the overworked sympathy of our friends. Every now and then some hysterical woman comes to me with the story of her domestic troubles. Her husband has some fault that grates upon her and 'gets on her nerves,' as the boys say, and she has brooded over it until she has lost sight of every good quality and can't see anything else in all the world. I just simply ache to tell her that she is making a goose of herself and ought to go back home and make the best of things. She says he is stingy about money. I remind her that he never drinks. She says he is cross and dictatorial. Think of all the luxuries with which he surrounds you, I suggest. Or perhaps it is some one of the other million hateful things a good man can be and do. Ah, but, I say, you have always been kept in the shelter of a home and have never known what it is for a woman to feel that only her own frail hands stand between her and want. Think of your blessings and be grateful

for them. Make the best of things, instead of the worst."

"And she never thanked you for your advice, I'll warrant," interposed the other woman.

"No, I'm bound to admit that I never yet found a person who asked for sympathy to be satisfied with sense," the woman with the lorgnette acquiesced. "But it's just as bad with men. Sometimes the party with the tale of woe is a man. He has spent days and nights taking an inventory of his wife's faults and shortcomings and has entirely lost sight of her good qualities. What a pity, instead of airing their troubles in the divorce court, he can't make the best of her. She is extravagant, he says. How much worse, I tell him, if she were stingy and held the purse-strings. He is bookish and complains that she hasn't an idea above progressive euchre. Only fancy, I say, if she were literary and went about reading papers and lecturing on women's rights. Of course, it is aggravating to see waste where there should be thrift, but if a man's wife is true and loyal and good he should thank God and pay the bills."

"Just think of what a reformation in life it would really work if everybody would quit whining and go to work to make the best of everything. The people who have seen better days would no longer weary us with their complaints. They would be so busy making things as comfortable and pleasant as they could that they wouldn't have time for lamentations that do no good. The lot of those unfortunates who are born weak of body or brain would not be so unfortunate because their parents would be so intent on making the best of things for them that whatever faculty they had would be cultivated to the utmost, so that the cripple might have a brilliant intellect as his weapon in the battle of life and even the feeble-minded might be strong of body, with hands trained to some good trade. Half the sickness would be done away with, for when we learn to make the best of things we shall not so often abuse our poor bodies; and perhaps, best of all, we shall have fewer regrets and hearts that ache less often, for we shall be wise enough to make the best of friendship and love while it is still with us and not wait to inscribe our sentiments on tombstones."

"It's a cheerful theory," commented the other woman, smiling at the speaker's enthusiasm, "but it will never become popular. What should we do without our troubles? There would be nothing to talk about. Do you remember the old story about Disraeli? When he couldn't remember a person's name he would enquire sympathetically, 'And how is the old complaint?' and it answered just as well. Everybody had one."

The woman with the lorgnette laughed. "Ah, well," she said, "I will make the best of not being able to convert you to my theory."

DOROTHY DIX.

Knew Her Business.

Lady—I wish to get a birthday present for my husband.

Shopwalker—How long have you been married, madam?

"Ten years."

"Bargain counter to the right, madam."

The Best Plan.

"I have decided to ask your father's consent by letter, Pauline. Now, what sort of letter would you advise me to write?"

"I think that I would write an anonymous letter."

Duty of the Country Press.

From the Coloma Courier.

Starved to it from lack of local patronage or for some other reason, we see the country press throughout this region are admitting city catalogue house advertisements to their columns. By buying inferior stock in large quantities and employing boys and women thirteen to fourteen hours per day at wages but little better than that paid slave laborers some of these concerns are now able to undersell the struggling home merchant—the man who has perhaps accommodated you many times in the past one way and another, the man who takes your hay and eggs and butter off your hands and at whose fire you toast your shins and under whose horse-sheds you stable your team while awaiting the arrival of a quantity of catalogue-house purchases. It is safe to estimate that nine-tenths of the articles carried in stock by the country retailer, waste and freight included, are sold as cheaply as the same quality of goods can be sold per catalogue, and the possible remaining tenth should be purchased of the home merchant anyway, for your own sake as well as his. What will you do when the catalogue house succeeds in stamping the country merchant out of existence? This is not impossible, and is hastened and encouraged by every dollar's worth of goods purchased of the encroaching foreigner. It is every man's privilege to sell in the dearest and buy in the cheapest market, but in this instance we fear the purchaser will ultimately find he has his markets reversed. Carrying the advertisement is possibly much-needed meat and bread to many of our contemporaries, and is perfectly legitimate, of course, as is the desire of the city dealer to extend the boundaries of his field of operations; but unless actual starvation stares it in the face a country newspaper should be very careful not to call too loudly the attention of its readers to the supposed superiority of the catalogue-house system over the credit or spot cash systems of its home business houses.

BATTERSON & CO.

BUFFALO, N. Y., March 18, 1899.

Egg Special

Careful observers have noticed that Buffalo has kept pace with all other markets, considering the difference in transportation, and there is no reason why it should not do so right along. Most every shipper has lost money for some time inevitably, but now they are getting buying prices to a safer point, some money should be made. Remember that we are not buyers, hence we have no eggs to force ahead of shippers, so our interests are mutual. Since Thursday, yesterday and to-day, it has been impossible to sustain eggs at over 13c, the same as New York, about, but the demand is great and rapidly increasing, and the receipts seem to keep up closely with the demand. Bang down buying prices to 10, 9 or 8c as necessary to be safe, and keep pushing them along close up. Please report any delays or errors. Ask for advances if needed. Few sales Southern 12½, we hear.

Poultry Special

This week beats the record for scarcity and high sales of every kind and grade, some elegant returns, and ought to induce more liberal shipments; but it is probably too scarce in the interior. Quick Firm Sales Yesterday and To day: Fancy live chix, 12½ to 13, fancy dressed, 13 to 14; fancy live fowl, 11½ to 12, fancy dressed, 12 to 12½; fancy live dux, 50 to 60, fancy dressed, 14 to 15; fancy live turk, 12 to 13, fancy dressed, 14 to 15. No geese wanted.

Potatoes

Few holders have sold at 70 and 73c, and some claim more for fancy white from store and delivered. Prospects are certainly bright. Some very bad reports of frost indicate good future for sound, choice stock. We would like to hear from potato men. NOTE: For fuller quotations, write us for produce exchange price current—unquestionably reliable. Very resp'y.

BATTERSON & CO.

RESPONSIBLE RELIABLE PROMPT

Satisfactory references anywhere on demand. Established 1868—30 years.

Headquarters for Everything In the Grocery Line



CLARK-JEWELL-WELLS CO., Grand Rapids.



Devoted to the Best Interests of Business Men

Published at the New Blodgett Building,
Grand Rapids, by the

TRADESMAN COMPANY

ONE DOLLAR A YEAR, Payable in Advance.

ADVERTISING RATES ON APPLICATION.

Communications invited from practical business men. Correspondents must give their full names and addresses, not necessarily for publication, but as a guarantee of good faith. Subscribers may have the mailing address of their papers changed as often as desired. No paper discontinued, except at the option of the proprietor, until all arrearages are paid. Sample copies sent free to any address.

Entered at the Grand Rapids Post Office as
Second Class mail matter.

When writing to any of our Advertisers, please
say that you saw the advertisement in the
Michigan Tradesman.

E. A. STOWE, EDITOR.

WEDNESDAY, - - MARCH 22, 1899.

GENERAL TRADE SITUATION.

The principal characteristic for the week has been the continuance of the unusual activity in nearly all lines. Talk of a checking of demand on account of the considerable advance in prices, particularly in iron products, still seems without warrant as to actual conditions, although it may well be questioned as to how long prices can continue their upward movement without a restraining effect. In the stock market the increasing activity and advance in values have been more than maintained in trust shares, while railroads have shown a slight reaction on account of the severe season. Speculative interest carried Sugar upward no less than \$30.75 per share, to be followed by a reaction of 13 points; Tobacco \$13.62, and others from \$3 to \$8. A factor which has no doubt had an influence in these advances is that there is a decided reaction from the fear of trust organization of recent weeks, thus again increasing the pressure of capital for investment.

The rapid advance in iron and steel still continues until forebodings become manifest as to where it will end. There are reports of the loss of some contracts, both foreign and domestic, on account of high prices, but still there is enough in hand and offering to keep the activity to the utmost. In shipbuilding lines especially, many large orders are being refused for lack of ability to handle them.

Attempts to control the wool situation by combination are as yet of little avail, prices having shown a decline of 2 to 3 cents. In standard lines of men's woollens prices have shown steadiness, with fair demand. Medium and lower qualities move slowly, with prices favoring buyers. Cotton goods are still held strongly in price, with advances in several lines, until there is resulting a slight falling off of demand. The boot and shoe situation is not so favorable as expected, although shipments continue active; there is less of new business materializing.

The decline in wheat which characterized the market near the close of the week is followed by a recovery of several points this week. Western receipts in two weeks have been 2,120,000 bushels larger than last year, with exports, flour included, of 8,512,867 bushels, against 8,163,817 last year. For the crop year the exports of wheat including flour, have been close to 177,000,000

bushels, about 17,500,000 more than last year, and even at present low prices the movement from farms does not stop. Corn exports have reached about 123,800,000 bushels, in two weeks 720,000 more than last year, and the price is slightly lower.

The daily average of payments through the principal clearing houses in March has been 46.2 per cent. larger than last year and 59.1 per cent. larger than 1892. At the thirteen cities outside New York the increase over last year has been 31.2 per cent. and 43.4 per cent. over 1892. With \$93,000,000 paid daily at these thirteen cities instead of \$64,000,000 in 1892, currency is naturally employed more actively, but no sign of stringency is reported from any quarter. Another million in gold has been shipped from Australia to San Francisco. Merchandise imports this month at New York have been \$6,400,000, or 20 per cent. more than last year, when they declined rapidly after March. The exports have been \$4,000,000, smaller for two weeks of this month—they amounted last year to \$112,600,000—and were \$51,000,000 larger than imports. Yet the low price of wheat and the decrease in movement of corn leave something to be made up, as in February, by the exports of manufactured products, which may continue large for some time yet on old orders, notwithstanding the rapid rise in iron and steel.

The Chicago Daily News for March 17 contained the advertisements of 147 men seeking employment and 1,052 houses seeking men, which would appear to indicate that there are about seven positions open to every man who is in search of employment. No surer proof of the changed condition of things in the labor market could be presented than this.

Spain claims to have islands to sell, and is selling the Carolines to Germany. She will not attempt to deliver the goods, and it will be useless for the natives of the islands to kick because they do not want to be Dutchmen under Germany's rule. Spain will get the money, and her trusting and loving subjects will get sold.

The bill that has been passed by both branches of the Tennessee Legislature taxes trading stamp agencies \$500 per annum in each county in which they do business, and merchants using the stamps \$250 per annum; provided, that merchants issuing individual checks or coupons shall pay no tax.

The blonde type will have disappeared from Europe in two centuries, according to an English physician, who declares that of 100 blondes only 55 marry, while of 100 brunettes, 75 marry. In Germany and Scandinavia also the blonde type is much less predominant than it used to be.

A remarkable proof of the expansion of German trade is furnished by the traffic returns of the Suez canal. Twenty years ago the German share of the canal traffic was 1 per cent. of the total tonnage. It is now 11 per cent., a large proportion of the trade being with British possessions.

Cloth is now being successfully made from wood. If this goes on, it will not be long before the trees will be keeping our clothes in their trunks, for people to take out and use when needed.

SCOTCH THE SERPENT.

One of the results of the strike last year in the State printing office at Lansing, and a factor in the fight which is not yet ended, is the adoption of a joint resolution by both branches of the Legislature to submit to the voters at the spring election a proposition to amend the constitution so as to permit the establishment of a plant under State ownership and management for doing the State printing, which is now let by contract to lowest bidders. This movement takes its initiative from the printers' union, in accordance with the threat made during the strike. As it is in line with the socialistic principles to which unionism tends, it is but natural that it should receive the enthusiastic support of all kindred organizations. Because so large a proportion of the city press of the State stands in awe of these organizations, thus either giving the movement support or refraining from opposition, it seems probable that there will be little difficulty in its being carried to a successful issue, unless the larger element which has a less selfish and more patriotic regard for the welfare of the community can be aroused to take interest in the matter and thus vote down one of the most iniquitous measures ever conceived by an infamous gang of marplots.

In several of the states the matter of establishing printing offices under state ownership has received consideration. Most of these have been deterred from such action by the constitutional objection to engaging in industrial enterprises in competition with their citizens. These have found that there is no more reason why the state should do the printing required for the public service than that it should engage in the manufacture of any other supplies it requires and which are now furnished by competitive bidders. Among the states which have tried the experiment, New York affords a notable example of one which quickly abandoned it. It was found that such an institution served no more effectual purpose than the adding to the facilities for political jobbery, which were already sufficient in that ring-cursed State, and so the sentiment became so strong against it that the scheme was abandoned. Occasionally various municipalities have essayed such enterprises, prompted by unfair combinations among bidders or the zeal of "reforming" officials, but these are not long continued. When they have run long enough to assume their normal status and to begin to furnish balance sheets, it is found that there are other and cheaper ways to circumvent bidding combinations and conspiracies than by the establishment of a public industry. Just now the Mayor of Boston is achieving a costly notoriety by a most promising departure in this direction. The example will be of more value when time is a factor in the statements.

The Government printing office affords an excellent example of the demoralizing influence of unionism and politics combined. Under the machinations of politicians and walking delegates the establishment has developed into one of the most expensive printing plants in the world, while its output costs the country three times as much as the same result would cost if the work were done in a private, instead of a public, office. The reason for this is the large number of useless men who are carried on the payroll. The office is pointed to by trades unionists as the

ideal for the employe—large pay and short hours. Thus it has become the goal toward which turn thousands of men who can for any reason command a political pull, not only in the printing trade, but who can claim any excuse to connect themselves therewith as clerks, inspectors, supervisors, etc.

The Government printing office is a grand success. It affords means for political rewards for which the other departments would be entirely inadequate. It presents a magnificent appearance for it is arranged and managed to make the finest possible show, but as an industrial undertaking it is a brilliant example of how costly it is possible to do cheap and commonplace printing. As long as partisanship is so great a factor in governmental affairs—as long as political rewards are necessary—so long will the Government printing office continue to be a necessity. Without these reasons for its existence—if it were only a question of obtaining the best and cheapest service for the Government—it would not stand a day.

But with all its vast capabilities, in the nature of things one central institution is not sufficient to meet all demands of those rendering political service or who from their relation to labor organizations and for other similar reasons may claim recognition. If a Government printing office on a smaller scale can be established at each state capital, it will operate in a corresponding degree to satisfy this great need. It happens opportunely for those who would like to see the multiplication of these gilded hotbeds of political corruption and jobbery that there should be a controversy between the office having the State contract and its former employes, if indeed, as would appear from the outrageously unreasonable demands of the latter in forcing the strike, there was not some ulterior object of this kind in view.

The State of Michigan does not want a printing office. The taxpayers can not afford to support so costly a luxury. The interests of clean and decent politics do not demand an institution of this kind—there are already too many facilities for the legitimate requirements of political rewards. The establishment of such an enterprise would be no experiment; its results are sufficiently obvious elsewhere, except that there is danger that it would become an essential and permanent factor in the increasing ring element in the State Government.

The Menominee Indians, in Northwestern Wisconsin, are making as much money in lumber operations as are the Osages at farming. By the sale of pine logs in years past the 1,300 men, women and children have accumulated a tribal fund aggregating \$1,000,000, which is still growing. The tribe expends about \$75,000 a year in logging operations, and clears from \$50,000 to \$100,000 annually.

The Parisians are taking more kindly to their parvenu president. They find much in M. Loubet to admire. He is not an upstart, is plain and sincere in his plainness, and his greatest pride is that he was born on a farm and is the son of peasant farmers. A few years of such a ruler will do the gay Parisians a deal of good.

There are lots of people in the world who would find pleasure in minding their own business when they once became used to it.

THE NEW ARBITER.

The guns which sunk the Spanish navy at Manila and Santiago did double duty. They proclaimed the end of a power that for centuries has been a blight to civilization and they announced to the council board of nations the coming of a new arbiter. Startled, the members of that council board watched the vanishing smoke of the siege guns and rose involuntarily to their feet as America passed before them and took her place at the head of the council. The coming was not a welcome one. It had been long foretold. For three hundred years the walls of that council chamber had received and retained the shadow of that fair hand. The writing on the wall had been verified and they sank apprehensively to their seats as that same fair hand was placed determinedly upon the Scales of Justice. "What have we to do with thee?" was the unasked question upon every lip and the modern monarch, unlike the ancient ruler, needs no prophet to interpret the fateful "upharsin."

That the presence of this new power in the council-gatherings of the world is recognized is apparent. What the new arbiter thinks, and especially what she is to do, has become a matter of much concern. Once in the recent history of events it was a matter of indifference whether or not she "Remembered the Maine;" now her methods of mental retention need no farther proof and the powers that be await with respectful attitude the expression of the arbiter's opinion.

That this consideration is largely due to the American behind the American gun is undoubtedly the prevailing opinion; but if that were true, the attitude of monarchical power to-day would lack the element of genuine and wholesome respect which is a marked characteristic of its present "distinguished consideration" for this country. Aside from the intelligent use of gunpower, aside from the physical fear of disastrous consequences, that genuine manhood, which makes the whole world, admires and likes the same sterling qualities, wherever found, which inspire its manly heart. It admires in the first place the physical "I can" of robust America. In spite of all foreboding it likes her determined "I will" and, best of all, it hears with unfeigned relief her conscientious and unalterable "No." It has become weary of monarchical chicanery and treachery. It is disgusted with kingly lying. It is hating more and more the dishonesty which characterizes the diplomacy of the Middle Ages; and it inhaled deep draughts of invigorating modern nationalism when at the treaty at Paris the contemptible statecraft of Louis XI. stood abashed and powerless in the mighty presence of the world's new arbiter. She has been long in coming. She has come at last. Imperial manhood, at that fateful tribunal, grappled again with imperial kingship, and the manhood of crown-burdened Europe, with that of crown-shattering America, has signified its hearty approval of the righteous decision rendered then and there.

With the character of the arbiter thus determined, the nations are ready to stand by her findings. They are free from all prejudice. They are wise. They are just. More can not be asked for. So Italy brings her claims to this court of justice. So China, in her despair, clings pleadingly to the unstained ermine of the newly-found arbiter. So the rapacious would-be plunderers of

empire stand snarling upon the borders of China, waiting impatiently for the opinion of the court. If she only would take a hand with them; but she will not. If she only would favor one of them; but she looks a frowning "No"; and for the first time in history the rulers of the earth are standing uncovered in respectful silence, to be taught by a worthy example that national salvation is only a part of that universal salvation which rests unchangeably and forever upon the Golden Rule—an opinion which now could come only from the newly-recognized arbiter of the world.

The many failures of socialistic co-operative schemes do not deter successive attempts. The latest of these plans announced is that of a band of Tolstoi students in Minnesota, who have bargained for 1,000 acres of land in the valley of the Red River of the North, in the western part of Minnesota. There, when the snows have gone, they will erect buildings, and begin to live in unity, in the vain hope that competition and the human frailty of envy will not enter. The community will be made of men and women representing all branches of business with the exception of that of manufacturing and selling liquor, which is to be barred. Everything is to be owned in common, and \$150 is the entrance fee which each person joining the colony or living upon the community grounds will be compelled to turn into the common treasury. Plans have been made for a variety of industries, but thus far only two lines of business are really ready to open in the new community. These are a tailor shop and the inevitable printing plant, without which no socialistic community feels itself properly equipped. This is to be the first co-operative colony in Minnesota, but if it has a measure of success it is likely to have many adherents, as the State has a large number of persons with socialistic tendencies.

A thirty-four years' extension of the street railroad franchise in Indianapolis has been granted by the Indiana Legislature, in return for which the company agrees to pay to the city \$750,000 in installments, or at the rate of about \$44,000 a year, pave between its tracks, spend \$1,000,000 in betterments to its plant, give the city the best service, sell six tickets for 25 cents and twenty-five for \$1, practically give the city 255 acres of land for a park (the rental being \$1 per year), and permit the city to buy the plant at the end of the term of the franchise.

The zone tariff introduced some years ago on Russian railways has greatly stimulated travel, as in Hungary, where this system originated. For long distances, Russia is now the cheapest country to travel in. A ticket from St. Petersburg to Odessa, 1,200 English miles, costs only \$6.50 third class, or \$10 in the second, which is about one-half of what it would cost to travel the same distance in Germany.

A bill is before the Connecticut Legislature which, if passed, will require makers or sellers of bicycles to guarantee them for two months, and fixes a fine of from \$5 to \$20 in case of violation of the law.

Bavaria can boast of twenty-eight pencil factories, which employ 10,000 people, including men, women and children. Together they produce no fewer than 4,000,000 black and 300,000 colored pencils per week.

DISMEMBERMENT OF CHINA.

The independence of China is now nothing better than a name. The dismemberment of that vast empire, with its teeming population, is not only impending, but has actually commenced. The great coast line, extending from French Tonquin to the Gulf of Pichili, is now parceled out among the European powers, and although the interior provinces are still nominally under Chinese rule, they are included within more or less well-defined spheres of influence.

Commencing at the extreme western end of the Chinese coast, France has "leased" Lei-Chau, near its older possessions in Tonquin. Next, towards the north and east, are the British possessions of Hong Kong and the admitted sphere of influence along the Canton River region. The province of Fo-kien, opposite Formosa, is claimed by Japan, and that power will no doubt promptly assert her reversionary interest in it. The province of Chihang is the territory now claimed by Italy, and from there, northward and eastward, runs the British sphere of influence, which expects only the German concessions at Kiao Chau. Eastward of the Gulf of Pichili, including the whole of Manchuria, Russia has already taken possession, and in that part of the empire Chinese rule has ceased even to be a myth.

There is little doubt that Italy's demand is part of the British policy. Now that the dismemberment of China is inevitable, the British will undoubtedly endeavor to secure the lion's share of the spoils, and if the extent of the coast line now held by the British is a criterion of the amount of hinterland to be secured, the British sphere of influence will include the richest and most populous parts of China.

Although this country, in pursuance of its traditional policy, has refused to interfere in the parceling out of China, it can not regard the dividing-up now in progress without serious concern. This country enjoys a large trade with China, and this trade is sure to suffer in all territory not included within the British sphere of influence. This is not a very pleasant prospect; but, with a policy of non-interference, it is not clear that anything can be done in the premises to save our trade.

CHANGE IN GERMAN SENTIMENT.

During the time immediately preceding as well as during the continuance of the war with Spain, German sentiment was distinctly unfriendly, not to say hostile, to the United States. The German press teemed with pro-Spanish articles, and in not a few instances was distinctly hostile to us.

Now all this has suddenly changed. The German government has not only ceased to advocate commercial retaliation on us for our high tariff duties, but has reprimanded Admiral Diedrichs for his course in the Philippine Islands, and has missed no opportunity to manifest a decidedly friendly feeling. The first evidences of this change of sentiment were found in the relaxation of the rigorous prohibitive measures against American fruit and meat products. This was soon followed by a change in tone in the inspired press, and, lastly, there has been the withdrawal of the German ships from the Philippines, the placing of German interests in that part of the world under American protection, and the supersession of Admiral Diedrichs, the German commander of the

China squadron, by Prince Henry of Prussia.

Germany has apparently recognized, first, that in a commercial or tariff war with the United States, German interests are likely to be damaged much more seriously than those of this country; and, second, that Germany's interests are to be subserved better by remaining on friendly terms with the United States and Great Britain than by making common cause with Russia and France.

This change of sentiment on the part of Germany will be welcomed by this country, for the reason that our trade relations with the German Empire are most important, and the hostility which has been manifested to our products during recent years has been a cause of much irritation and considerable loss. While the two countries have few political aims in common, they are closely related commercially, and for that reason friendly relations are much desired.

Samuel Sloan, who has just retired from the presidency of the Delaware, Lackawanna and Western Railroad, at the ripe old age of 82, began his remarkable career without a penny and he retires with many millions. He explains his success in accumulating a fortune by saying that when he first went to work, no matter what his salary was, he saved some of it. The first thousand dollars was the hardest to get, but it soon grew to \$5,000, and then to higher figures. "Economy is one of the most important roads to wealth. When I say economy I do not mean sordidness, but I do mean a proper appreciation of the value of money. Given proper economy, integrity, earnestness, application to detail, and you will win every time."

During the course of the trial in Boston the other day of a woman restaurant-keeper, who was charged with selling milk "below standard," the fact was developed that no Bostonian dissatisfied with his milkman can change unless the new milkman be ready to submit to a fine of \$50 from the Milk Dealers' Association. The defendant testified that upon finding that the milk she was getting was poor, she tried in vain to buy from other milkmen, but they feared the \$50 fine of the trust, and refused to sell to her. She finally succeeded in getting better milk by purchasing from another dealer in the name of her janitor.

The Daughters of the American Revolution in Washington, being undecided as to a point concerning the re-election of officers, asked Speaker Reed to solve the problem for them. He complied, and was probably not surprised to learn that, not liking his decision, the Daughters of the American Revolution refused to accept it and followed another authority, which brought them out where they wanted to be.

There is nothing in a name. In the streets of Topeka, the other day, a bulldog named "Dewey" was licked good by a cur named "Rover." This suggests that among the thousands of black and white and red and yellow boy babies that have been named "Dewey," some of them will fail to become honest and valuable citizens.

Men who spend unhappy moments borrowing trouble already feel chilly because scientific cranks have figured out the problem to show that the anthracite coal deposit of the world will be exhausted in the year 2033.

Fruits and Produce.

Statistics Invalidated by a Coterie of Egg Shippers.

From the New York Produce Review.

Statistics of receipts of produce in connection with the market prices of such produce afford a record of value to the trade at large for which our organization of merchants expend thousands of dollars annually. It would seem as if the universal value of these statistics would create a universal desire to guard their integrity on the part of every member of the trade interested. Strange to say, however, this is not so. There are some so ignorant of the causes which determine values of fluctuating commodities as to believe that they can affect these values in their own interest by falsifying the statistics of supply, and of these some have so little regard for a broad commercial truthfulness as to obstruct to the extent of their power the collection of these statistics, with the result of making them inaccurate and unreliable.

The firm of Jean, Hurst & Co. and some other allied concerns who are large shippers of eggs from the Southwest and who are represented on the New York market and on the New York Mercantile Exchange by one E. M. Garrison, caused last year a serious interruption to the accurate collection of the receipts of eggs by insisting that the Baltimore & Ohio Railroad, which was then handling their shipments, should not include these shipments when reporting to the Exchange officials their total deliveries. At that time considerable feeling was generated against this concern on account of their action, and against the Baltimore & Ohio Railroad for complying with their unjust demands, and after considerable work on the part of the Exchange committee on statistics an assurance was obtained that thereafter the receipts would be accurately reported.

But it appears that this Jean Hurst combination is again adopting similar tactics of suppression. They are now forwarding their goods largely over the Delaware, Lackawanna & Western Railroad and freight officials of that road have informed the officers of New York Mercantile Exchange that, under a demand from the shippers, they will no longer include in their report of egg deliveries the quantities shipped by Jean, Hurst & Co.

It is useless to argue further as to the fallacy of the reasoning which prompts this action on the part of a Western shipper. It arises from an ignorance of commercial laws which may be expected of any who have so little appreciation of business ethics as to induce them to make use of similar information furnished by others while they surreptitiously withhold their own. We simply wish to call attention of the New York commission trade to the fact that the prime function of their trade organization, in which they have invested several hundred thousands of dollars, and to which they look for accurate guides to market conditions, is being subverted by the action of this coterie of egg shippers.

It is an outrage that the accuracy of the trade statistics of a city like New York should be at the mercy of any individual or individuals. The organizations whose members are chiefly interested in the correct compilation of these statistics are the New York Mercantile and Produce Exchanges. The law committees of these institutions, acting in concert, should take immediate steps to secure the passage of a law compelling freight lines to make accurate daily reports of the total quantity of staple produce delivered in cities where merchants are organized under the state laws for the purpose of compiling such information.

In the meantime it is evident that no person should be allowed to retain membership in our exchanges who, for himself or his principals, performs acts directly obstructive of the functions of the institution. Members of the New York Mercantile Exchange agree to abide by

its rules. As these rules provide for the accurate compilation of statistics of receipts, one who obstructs such compilation can not be said to abide by them and should be summarily expelled. The membership of any organization should be unanimous in their desire to further the prime objects of the association and should certainly contain none who is antagonistic to such objects. Furthermore a freight line which is willing to thwart the purposes and interests of the trade at large at the dictation of any patron should be discriminated against by the majority in every possible way.

An Unpopular Hearse.

From the Kennebec Journal.

The town of Holden is the owner of a hearse that is out of a job. It is a good hearse, only six years old, clean, bright, and as good as new; but, in spite of its apparent attractiveness and in spite of the fact that it cost the town \$750, it has not carried a coffin or led a funeral procession for more than four years. Until five years ago it was the most popular and widely-employed hearse in Northern Hancock county, and was hired by people in Eddington, Dedham and Clifton. One day the driver, having taken a body to Brooklin for interment, saw a chance to turn an honest dollar by bringing back a load of salt fish. Then the trouble began. The fish didn't harm the hearse any, and the hearse didn't hurt the fish, but when the story got out the usefulness of the hearse was gone. Those who had friends to bury sent to Bangor, ten miles away, and paid \$10 or \$15 for a hearse, sooner than have the local hearse for nothing.

The town had the hearse newly painted and varnished, hoping to remove the prejudice, but the fish story held on, and the village boys threw stones at the hearse house to show their contempt. In a year or so the feeling against the hearse became so strong that men declared in their wills that their heirs should be disinherited in case the testators were carried to the grave in the Holden hearse. Those who didn't wish to mention the hearse got around it by demanding that their bodies should be conveyed in a hearse from Dedham or Bangor. These wills were filed in the probate office in Bangor, and before the property could be divided the heirs were obliged to prove that the request regarding the hearse had been fulfilled. The affair has caused no end of trouble and expense, but in spite of the time that has elapsed, the feeling is stronger to-day than it was five years ago. This spring there was an article in the town warrants "to see if the town will vote to sell the hearse." It was adopted.

The Department Store in Switzerland.

Berne Correspondence Chicago Record.
Berne is peculiar in some things, and in matters of progress and enterprise is far behind the other Swiss cities. A tradesman who had done quite a business in small wares bought several small stores on the main arcaded street of the city, and prepared to erect a modern department store, as far as the Continental idea goes. He wanted to make his establishment as attractive as possible and accordingly sought to have the dark and gloomy arcades in front of his proposed building removed. Such a storm of protests was made against this wilful destruction of the ancient and typical stonework that he was obliged to abandon his scheme and get even by making his store the finest in the city. He even has had an elevator installed. There must be four in Berne. When the little dealers saw it and knew that it was good, they held a largely attended meeting to protest. It is their desire to have a store with several departments so heavily taxed that it will be impossible for the owner to realize anything out of his venture.

Would Not Die Young.

"That palmist said that for \$1 he could tell me how long I would live."
"Did he?"
"He said I would have to live many, many years before I would have sense enough to take care of my money."

Ship your BUTTER AND EGGS to

R. HIRT, Jr., Detroit, Mich.

34 and 36 Market Street,

435-437-439 Winder Street.

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

If you ship

**Butter and Eggs
to Detroit**

Write for prices at your station to

HARRIS & FRUTCHEY, 60 Woodbridge St., W., DETROIT, MICH.

MILLER & TEASDALE POTATOES

CAR LOTS ONLY. ST. LOUIS, MO.

GARDEN SEEDS

The Seeds offered by us are largely our own production and all carefully tested before sent out. PRICES AS LOW AS ANY RESPONSIBLE HOUSE IN THE TRADE.

Alfred J. Brown Seed Co.,

Growers and Merchants,
Grand Rapids, Mich.

Ask for Wholesale Price List.

BEANS

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

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

C. E. BURNS, Howell, Mich.

We are Headquarters for Onions

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

Vinkemulder Company, Grand Rapids, Mich.

JOBBERS OF FRUITS AND PRODUCE.

Extra Fancy Navel Oranges

Car lots or less. Prices lowest.

Maynard & Reed,

54 South Ionia Street,

Grand Rapids, Michigan.

BUTTER & EGGS

Cash f. o. b. cars. We buy in carlots or less after April 1. Write us.

**H. N. RANDALL PRODUCE CO.,
TEKONSHA, MICH.**

DANGER AHEAD.**Egg Market Likely to Be Unduly Stimulated.**

As we approach the season when surplus egg production will be withdrawn to cold storage to hold for the fall and winter markets it will be well for operators in eggs to cast an eye over past experiences so that they may, perchance, avoid a threatened danger and cling to methods which alone have, in the past, been productive of profitable results.

The business of holding eggs from spring to fall and winter, while based upon purely economic considerations, has become more or less a matter of speculation so far as its financial results are concerned, by reason of the enormous extent to which it is indulged in and the consequent danger that the quantity of reserve stock carried may, under some conditions, be so great as to preclude the possibility of a profitable unloading.

One of the dangers likely to result in an unfortunate outcome of speculative holdings is to be found in the enormous development of cold storage facilities and the accompanying fact that a storage house can carry two roomful of eggs for very little more expense than is incurred in carrying one. The capacity for egg storage in this country is now so great that, if it is all utilized during a season when production is normal or perhaps a little below normal, the result is to stimulate cost price above a point which will insure an average profit when unloading the quantity thus carried unless under fall and winter weather conditions of an unusually favorable character.

The development of the egg storage facilities to large proportions was first effected in the West and notably in Chicago. But after these facilities had been carried to great proportions the fact that Eastern holding of stored eggs offered material advantages led to a further great extension of Eastern facilities, both in New York, Philadelphia and Boston, and in many of the smaller cities of New England, New Jersey, Pennsylvania, and New York State. Altogether, among the operators who appreciate the value of having goods stored nearest to the greatest consuming districts of the East, the Eastern storage facilities now have the call and some of the larger storage concerns of the West have of late years often been obliged to buy goods themselves in order to get enough for economical operation. The effect of these conditions is very likely to strain the business of cold storing of eggs to a dangerous point.

During the months of April and May, when surplus production is greatest, and when values are fixed almost entirely by the disposition of speculative buyers, we may look for the keynote of the year's profits or losses in egg holding. During that period it is possible to vary the proportion of consumption and holding by price to a material degree; thus on an unchangeable basis of 11c New York there would be greater consumption, less storage and consequent greater chance of profit than at 12 or 13c. But the prime controller of these conditions is the disposition to store. If speculative operators insist upon securing their usual quantities under conditions of unusually light available stocks, or if unusually large quantities are demanded under usual supplies, abnormally high prices result, with the effect of reducing current consumption and mak-

ing the realization of an average profit hazardous if not actually improbable.

We consider that these latter possibilities are quite likely to result from present and recent conditions of our egg market unless operators can be convinced of the danger from a consideration of similar conditions experienced in the past, and in this connection it is our purpose to call attention to some interesting and important facts.

The price at which spring eggs may be profitably withdrawn to storage naturally depends upon the extent of spring production in relation to the fresh production of the following fall and winter and is of course not certainly to be known. The willingness of storage operators to buy and the extent of their purchases is largely a matter of sentiment based upon the most recent results of the business without due regard to average conditions; and it is to the danger of this influence that we wish especially to point.

It is well known to those who have followed the course of egg values even for a few years that when spring prices have been speculatively supported above a certain very moderate point the average result of holding has been unfavorable, and that even when the first cost of storage eggs has been very low there have been seasons when unfortunate results have been avoided only by accidentally fortuitous weather conditions during the following winter. The course of egg values during the past five years will serve to give illustration of these varying conditions.

In considering these prices it must be understood that the ranges given, and averages also, are for the finest qualities only of the various kinds. In the case of storage eggs particularly the large quantity of undergrades would materially reduce the general average.

In the spring of 1897 although values were abnormally low the quantity of stock withdrawn to storage was large and with an unusually free summer and fall production the unloading of spring purchases was unsatisfactory; ultimate disaster was avoided only by unusually light offerings of fresh eggs during the following January. In November and most of December of '97 holders of spring storages were pressing for sale at any price which would return a new dollar for an old one and although the goods cost only on the basis of about 10 @ 10½c New York in April, thousands of cases were sold at a loss, and a disastrous wind up was avoided only by an unusually light December production of fresh eggs.

The season of 1895-96 gives, thus far, the closest analogy to present and recent conditions that we have had for many years. Storage eggs of the season of '94 were cleaned up early in the winter at comparatively full rates and in February the distributing markets were thrown upon current production for supplies. Cold weather then, as recently, gave light supplies and high prices and the range of values was nearly as high as was the case last month. March of '95 also contained a 30c market for fresh Western, as has this month, and although later heavy receipts carried prices temporarily down to 11½c before the first of April, the beginning of storage speculation forced a recovery and the average for April, 1895, was no less than 13c at New York, and for May 13½c. The rampant and foolhardy speculation which supported so extreme a range of prices at that time was the direct result of conditions almost iden-

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.

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.

tical with those which we have recently experienced. Shall we repeat the deal? The fates forbid! It was then disastrous and it would, in all probability, be again the same.

In '95 it was well along in September before any of the high-priced storage eggs could come out at a profit and then it was very meager. Later in the year the prevailing prices afforded a moderate profit on some of the best of the holdings, but for average qualities it was hard to get cost back. Large stocks were carried over into '96 and as January and February were open, giving us good supplies of new eggs, the wind up of the high priced storages of the previous spring was disastrous in the extreme.

We recall these experiences now because, from all the talk we hear among egg men, we fear there is serious danger of a repetition of them. The past year's storage business in eggs was, happily, a profitable one and the comparatively early closing out of the stock, together with remarkably cold weather and light production since, gave us booming and excited markets during February and early March. The conditions are the same as those which led to high prices during the storage season of '95, which proved generally unprofitable, and to many most disastrous. May this consideration tend to encourage conservative operations during the approaching speculative period.

We look for a heavy production of eggs in April and May. The South-western hens have been set back by abnormally severe weather and probably the height of production will come at the same time in more than usual of the great egg producing states. Speculative buyers can set their price and be absolutely certain of getting goods at the rate they name if they will be satisfied with the quantity of surplus obtainable. Generally improved business conditions may perhaps warrant a slightly higher price than in the spring of 1897, but safety can certainly not be looked for on any higher basis of cost than prevailed last year and even on that basis a profitable unloading might easily be prevented by a reversal of the weather conditions which have proven so potent a favorable factor during the past season.—N. Y. Produce Review.

Varied Sources From Which Egg Supplies Are Drawn.

From the New York Sun.

A man who eats an egg or two for his breakfast might perhaps not realize the number of eggs that it takes to supply the aggregate wants of the people of this town and of the cities and towns of the surrounding territory that draw more or less of their egg supplies from here. There were received in New York from Jan. 1 to March 11 of the present year 279,988 cases of eggs, as against 388,238 cases for the corresponding period last year. The receipts of eggs here last year were 2,642,252 cases. The great falling off in receipts in the early period mentioned this year, as distinguished from the corresponding period of last year, was due to the widespread, long-continued and unusual severity of this year's winter.

There are two standard commercial packages for eggs, one a case of thirty dozen and the other a case of thirty-six dozen. There are about as many shipped in one size case as in the other, so that the average of the egg packages would be about thirty-three dozen to the case, or, say, 400 eggs, so that the receipts from Jan. 1 to March 11 of this year, a period of seventy days, amounted to about 111,995,200 eggs, or an average, approximately, of 1,600,000 eggs daily. It will be borne in mind

that this was a season of unusual restriction in the supply, and, moreover, that the great egg season in the year is not winter, but spring.

Up to about fifteen years ago Indiana and Illinois were about the Western limit of the sources of supply of eggs for this market, eggs coming from those and from all the intervening states, and more or less from the South, as well as from familiar local sources of supply. Eggs come to this market now from substantially the entire country west of here and east of a line drawn down through North Dakota, South Dakota, Nebraska, Kansas and into Texas. Eggs are received here from Texas daily in the season. Some eggs come from Oklahoma. Eggs come practically from everywhere east of the line indicated, from Iowa and Alabama, Michigan and Missouri, Ohio and Arkansas, Mississippi and Pennsylvania, Tennessee and Kansas. Scattered throughout this region there are now thousands of egg-shipping places, large and small, at which eggs are collected and shipped. The egg shipping season at various places depends on the locality. From the North more or less eggs come the year around; from the south none; or practically none, in summer, and the Southern shipping season becomes more and more limited the further South the place, until at the extreme Southern points of shipment the shipping is substantially confined to the winter season.

The wide extension in recent years of the sources of the egg supply for this market is, of course, due primarily to the enormously increased demand. It is due, also, in very large measure to the great improvement in the egg-shipping package and the great increase and improvement in the facilities for transportation. Eggs come nowadays from the most distant points with remarkable quickness; from Texas, for instance, in three days, so that distance scarcely counts. We get fresh eggs from even the remotest localities. The shipping package is everywhere the same as to the manner of its construction. The cases are provided with what are called fillers, the fillers being racks of cardboard placed in the box in tiers, with sheets of cardboard between the tiers, each egg occupying a separate pigeon-hole or compartment in a tier.

Egg raising is carried on now not only far more extensively, but far more systematically, than ever before. The breeds of chickens everywhere have been improved, although more in some parts of the country than in others, and the improvement everywhere continues. There are many great chicken farms, and many chicken raisers that confine themselves to special breeds. The common stock also has been improved everywhere more or less.

Without regard to their actual price at the moment, commercial eggs may vary in value as much as five cents a dozen; handsome, large, selected, high-grade eggs may be worth five cents a dozen more than ordinary eggs. These superior eggs may be the production of special breeds of stock, but the eggs of comparatively ordinary stock packed with care might bring half a cent or a cent more a dozen than the same eggs packed as they run. More and more egg raisers give attention to such details nowadays, culling out eggs that are dirty or discolored and packing them by themselves to sell, although they may be as big and heavy and good as the others, at less than regular price, but more than making this good by the added price obtained for the others, due in great measure to their sightliness of appearance. More handsome eggs may be seen for sale in retail stores now than ever before.

Modern cold storage provides a means of keeping the eggs of the plentiful season against the season of scant supply, and improved methods of refrigeration and of pickling make it possible to keep them now better than ever.

The gospel is free; but the sermons Rev. Dr. Talmage has been sending out have been copyrighted and sold to the highest bidders among newspaper syndicates for years.

Clover and Grass Seeds

Onion Sets, Field Peas, Seed Corn

Highest Grades and Lowest Prices.

ALFRED J. BROWN SEED CO., Grand Rapids, Mich.
Seed Merchants.

If any Beans to offer send sample; state quantity and price delivered Grand Rapids.

FIELD-SEEDS

A SPECIALTY LOWEST PRICES

ALWAYS IN THE MARKET FOR

POTATOES, BEANS, ONIONS, ETC.

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MOSELEY BROS.,

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J. W. LANSING

SUCCESSOR TO
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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.



The Neatest, Most Attractive and
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to handle butter is to put it in our

PARAFFINED
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PACKAGES

Write for prices.

MICHIGAN PACKAGE CO., Owosso, Mich.

POTATO SHIPPERS

Can save 20% on their paper for lining cars
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RED CAR PAPER

Write us for sample and price

H. M. REYNOLDS & SON

GRAND RAPIDS, MICH.



BEANS, HONEY AND POPCORN

POULTRY, VEAL AND GAME

Consignments Solicited.

Quotations on Application.

98 South Division St., Grand Rapids

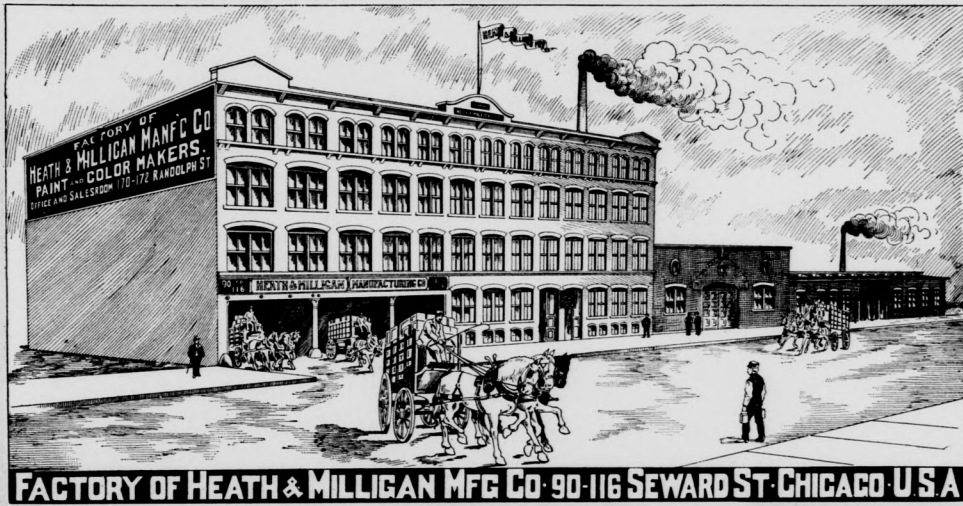




SIX CAR-LOAD SHIPMENT
TO BRIDGES—McDOWELL & LOUISVILLE KY
FROM HEATH & MILLIGAN MFG CO
 DECEMBER 29 TH 1898.



One of Our Spring Shipments to the South---Six Car Loads of High



High Grade Products to Bridges, McDowell Co., Louisville, Kentucky.



GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, Mar. 18—Every day sees evidences of the increasing volume of trade and an increasing number of buyers in market. They are here from every part of the country and they are doing quick buying. They realize that nothing is to be gained in looking for "bargains" with every market booming. So they take what they want, and they have the cash in a good many instances to pay for the stuff, and all this "adds to the gaiety of nations."

Reports from Rio and Santos, sent in every day, almost invariably tell of large receipts at those ports, the aggregate on Thursday reaching 28,000 bags. No decided alteration in the state of affairs prevailing in this market last week has taken place during the past six days, the street market keeping fairly steady. Rio No. 7 is quotable at 63-16c for invoice lots. The stock on hand, in store and afloat, aggregates 1,296,202 bags, against 1,161,537 bags at the same time last year. Little is doing in futures and the general tone of the speculative market is quiet. Mild grades are moving in a limited way at prices showing practically no change. Fair to good Cucuta is worth 8@8½c. East India sorts are quiet and unchanged. Padang Interior, 25@25½c; Mochas, 18@21c.

The tea market is well sustained and the demand for the better sorts of tea has been quite satisfactory. Offerings of the lower grades are not excessively large and, as London rates have advanced slightly, the situation here is decidedly firm. Little or nothing was done in invoice lots.

In sugar more interest in the stock market has been shown than in the real article. Stocks went up like a rocket and there are those who prophesy that the Standard Oil crowd will affiliate with Arbuckle and gradually oust the Havemeyers. The situation is full of interest and everybody is watching Wall Street. There are rumors to the effect that a settlement had been arrived at; but these were all denied. The tone of the market is firm and some very satisfactory transactions in the market were recorded. List prices have been maintained on all kinds of hards.

There is a very decided scarcity of really desirable stock of domestic rice, and for such extreme figures have been paid. Foreign sorts have sold well, most of the demand being for Japan. Prices are very firmly adhered to and remain practically as last week. There has been a limited sale of Patna rice at from 5@5½c Domestic, prime to choice, 5½@6¼c.

The molasses market has been rather quiet, but still there have been quite a good many orders received and prices certainly show no weakness from last week's figures. Low grades have not been wanted and we have very little to report in this in the way of sales made. Good to prime Cetrifugal, 16@26c; blends, 28@32c. Syrups are in a fairly active distributing demand and prices are firmly maintained. Little is doing for export. Prime to fancy sugar syrup, 20@25c. Supplies are not large and any sudden demand would clean the market up pretty thoroughly. Corn syrup is in slow movement, but with prices unchanged.

The demand for canned goods in a jobbing way is simply booming; in fact, it is doubtful whether there was ever a more active market at this season of the year than we are having now. Light stocks are reported from every quarter, one large dealer claiming that his sales for March have averaged 100 cases of tomatoes per day. Canners are mighty cautious about future sales, as the outlook for an increase in the price of cans is very brilliant just now, and they must take this into consideration. New York State spot corn is worth 65@70c; futures, 65c. There is very little Maine corn here, and for Maine futures the rate is 65c. Tomatoes are strong and offerings continue light, with New Jersey at 85@87½c.

Domestic dried fruits are in about the same condition as for a month past. Fancy evaporated apples are worth 10c. The export demand for this fruit has fallen off somewhat and for the moment the market is rather heavy. California dried fruits are firm. There is a decided scarcity in some things and in others the price has advanced so rapidly that sales have been checked.

Lemons and oranges are in about the same condition as last week, although the former are not quite in as free movement. Florida oranges are very firm and are not in excessive supply. Rather more demand has sprung up for bananas, and they are now quotable at \$1@1.15 per bunch for firsts. Florida russet are worth \$3@4.25 per box, as to size. California navels, \$3@4.25.

There is a fairly steady demand for medium and pea beans. Choice marrows are worth \$1.40@1.52½, but it takes very fancy stock to fetch the outside figure. Choice pea, \$1.35. A satisfactory trade in California limas is going on and some good sized lots have changed hands at about \$2.60@2.65.

Fancy fresh creamery butter is in lighter receipt and the market is quite firm, although higher figures than 20c can not well be made. Firsts, 10@10½c; seconds, 17½@18½c; fancy imitation creamery is well held and sells at 17@17½c for fancy; 15@16c for firsts; 13½@14c for seconds. Western dairy sells fairly well at 16c for finest stock; choice rolls, 14@14½c.

There is a fairly satisfactory amount of business going forward in cheese and, with the market pretty closely leaned up, the season promises to open in pretty good shape. Fancy full made, large size colored cheese, 12c; small size fancy stock, 12½@12¾c.

Arrivals of eggs are coming in at a great rate and prices have gone down accordingly to about 13@14c for best Western. With 15,000 to 20,000 cases per day coming to hand, the outlook is good for cheap Easter eggs.

Potatoes are in moderate supply and the demand is good. Long Island, per bbl., \$2@2.25; Maine Hebron, sack, \$2.25; New Bermudas, per bbl., \$6@7.

"Watch the Red Bundles."

From the Advertiser.

Over at the little town of Robinson, Ill., is a merchant named Murphy who owes his success to a roll of red wrapping paper. Murphy has the biggest store in the town now and ought to be rich in a few years. About four years ago he received his customary shipment of wrapping paper, and on opening it up, found it to contain, among the usual rolls of manila, one big roll of bright red paper which he had not ordered. It had gotten into his shipment by mistake. His first impulse was to return it, but on second thought it occurred to him that it could be used, even if it was off color. Then he thought about it some more, and concluded to turn it to good account. As in all farming communities, Saturday is the great trading day at Robinson. So Murphy advertised a special sale for the next Saturday, and stated in the advertisement that all purchases would be wrapped in red paper. "Watch the Red Bundles!" was the bold catch-line of his advertisement. People did watch the red bundles. They were so conspicuous that it looked as though everybody had been to Murphy's. The farmer coming into town would see so many red wrapped packages being carried around that he was instantly reminded of Murphy's advertisement and would make a bee-line for the same store himself. The result was the biggest Saturday in the history of Murphy's business. That afternoon he telegraphed to Chicago for a big shipment of red wrapping paper. I presume that it cost him a trifle more than the plain manila, but it has built up a big business for him. Everything you buy at Murphy's is done up in brilliant red, and in every advertisement he prints appears the impressive line: "Watch the Red Bundles."

One of the things that make life worth living is to remember and recognize the mistakes of yesterday.

IMPORTANT NOTICE

There is no Boracic or Salicylic acid used in the process of The Lacto Butter Co. Everything used is as harmless as potatoes. The process has the highest endorsements of the leading retail merchants of the United States, and all the grocery journals having the interest of their subscribers at heart. It is the only process by which the retailer can put his bad and unsalable butter in shape so that he will not lose money on it. See advertisement in previous issue of this paper.

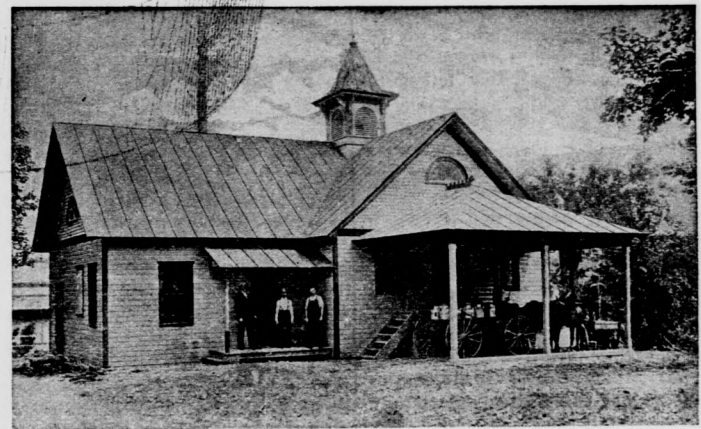
Write for testimonials.

THE LACTO BUTTER CO.,
145 LA SALLE STREET,
CHICAGO, ILL.

Creameries

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

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



A MODEL CREAMERY.

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

Creamery Package M'f'g Co.,

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



FREE SAMPLE TO LIVE MERCHANTS

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

GEM FIBRE PACKAGE CO., DETROIT.

Shoes and Leather

Patronizing Manufacturers Who Run Retail Stores.

Should retailers patronize shoe manufacturers who retail in their own stores a portion of their production?

No, unequivocally, eternally, no. As "Self-preservation is the first law of nature" in the animal world, so ought it be in the commercial world, and the shoe merchant who is endowed with brains enough to think just a little ought to ask himself, is he in business for the shoe manufacturer's benefit or for his own pocket's good?

As I view the question, he is in it not for pleasure but for the profits left after all expenses are paid—I know that's my position. If he is similarly situated, then let him by all means leave the manufacturer of a line that advertises and stamps the line with the maker's name on it, whether it be "Wallack," "Royal," "Rover," "Crawfish," or even any ladies' make, severely alone, because if he doesn't he'll learn by bitter experience (some people only learn that way, however) that it were better if he had.

What advantage has the retailer in handling such a line? Some free advertising possibly, in his local newspaper. He really pays for it, because the maker adds that onto the cost of producing the shoe and the retailer pays for it when he is buying the goods. I am buying makes of goods just as good as any special manufacturer can make, and am selling just as many—yes, more than any of the special stores do. Suppose I buy from one of the makers of a special line, the manufacturer has a lead-pipe cinch, in the expressive slang of the day. If I handle the line nicely this season and expect a larger trade next season, buy accordingly, and I don't sell them, when Mr. Maker's man comes around I'm barreled up ("the unexpected always happens," you know). "I'm sorry, but I can't use any of your goods until I reduce this stock," Mr. Salesman goes straight down the street and sells a business rival, and Mr. Rival doesn't hesitate to tell everybody he knows that has been wearing that special make that he now has the special line and what I have are last season's style and goods, etc., ad libitum.

Then take the other side. If I am in a large city, which is the case, and sell thousands of pairs of their goods, it's only a question of time, and that usually a very short time, before they open up a store of their own. No, thank you, we've never handled a line and advertised Mr. Manufacturer, nor do we propose to as long as we know ourselves.

Suppose their goods are good fitters and splendid wearers—there are others, and lots of lines that wear as well, fit as well, look and sell as well, and you can make as good a profit on, yes and often more, and that's what we're all after.

As for handling a maker's line with his (the maker's) name stamped on the shoes, in my humble judgment that's suicidal for any progressive, up-to-date dealer to do.

Let me relate an incident in the history of A. J. Cammeyer, the largest retail shoe dealer in the world, therefore a good example to pattern after: Not many years ago Mr. Cammeyer was sole agent in the city of New York for a certain make of ladies' shoes. He had that fact announced in large signs on the front and inside of his store, and adver-

tised it extensively. He heard that the firm who made these goods had sold a large department store. Mr. Cammeyer was using thousands of dollars' worth of their goods, and he went down to the factory and asked the head of the firm if the reported rumor was correct. He was informed that it was; that they thought it was high time that one man should not have the exclusive sale in a city as large as New York. "All right," Mr. Cammeyer is reported to have said, "let me have a list of all goods in the works. All goods that are not cut are hereby countermanded; all goods that are in process of making make and deliver at once. When they are finished send me a statement of my account to date, and we'll not buy a penny's worth from you in the future." Returning to his store he called his manager of the ladies' department to his office and said: "Take down every sign of that make (mentioning the name of the makers) from off the front and inside this store; sell every pair of their make at cost, and put a P. M. on them at that selling price—from to-day on A. J. Cammeyer sells no one's shoes but A. J. Cammeyer's!" And he has lived up to that declaration, and it's a pretty good declaration, too. A declaration of independence of the shoe dealer—that no manufacturer shall literally own his store and tell him what he shall do or sell.

No, we've never handled any of the special makers who advertise in the magazines; we don't propose to, and we are doing, and purpose to endeavor to continue to do, the largest shoe business, as we have always done.

The question is asked: "What's the remedy? Ah, there's the rub." Not at all—I will say that I've learned a great deal from the manufacturers' stores and from department store managers, and learned as much more from keeping my eyes open and trying to improve conditions, and I propose to tell a little—yes, enough to help many a live man who is trying to find out what's wrong—what I've learned by an experience of over ten years in the retail shoe business. That goods well bought are half sold is an old maxim, and yet 75 per cent., if not more, of the shoe men who own shoe stores seem to forget it. Another favorite saying of mine is, "Everything goes to junk," which is a more forceful way of saying that goods—particularly shoes—are not worth more than they will bring. I care not what they originally cost, what they will sell for to-day is what they're worth, and not a penny more.

In the last seven years I've gone through at least ten shoe stocks of men who had failed in the business, or had reached, or rather their business had declined to that point where they were eating up the profits of former years.

Looking at the stock, store and all the conditions, I found that in most cases it was a good deal of "dry rot." A great many different makes of goods, and invariably a lot of small sizes in every make, and lots of narrow lasts. Whether they were children's shoes, men's, boys' youths' or women's, it was always the same story, just as if they couldn't get enough of the piano sizes, so-called, because the woman, man or child that wore such sizes must do nothing but sit down and play the piano and ride whenever they went out, because most humans don't wear AA or As and is to 2½, women's, or men's 4 to 5½—they might have in the long ago when athletic-looking men and women were

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.



Goodyear
Glove
Sporting Boots.
Also Duck
Boots for
Hard Wear.
Write

**HIRTH,
KRAUSE
& CO.,**

**GRAND
RAPIDS.**

MAY 1, RAIN OR SHINE.

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.

below par in most people's estimation—that was before I was born, so I don't know anything of it.

A few years ago I was speaking to a most successful shoe buyer, and told him that I found that 4, 4½ and 5 were the best sellers in women's shoes; he not only agreed with me, but said: "We sell twenty-four pairs of each of those sizes to one pair of 2s or 7s"—put this in your pipe and smoke it, my friends, or put your sizes that you sell down with every sale, and you'll find out that you can do more business with less stock.

Let the shoe dealer "ginger" up, watch what's selling and find out why such a line isn't selling or being sold, and do not rest until that lot or those lots say good-bye to the store.

Eternal vigilance is the price of a clean shoe stock. Keep your store looking clean and bright, therefore attractive and inviting. Make it a part and parcel of your business to do personal advertising—be a "joiner;" that is, become a member of different fraternal societies and organizations and identify yourself with the people of your village, town or city, and you need have no fear of the exclusive store, because you will be the proprietor of the store and the manufacturers are usually represented by a manager, who barely, if ever, takes the same interest as the proprietor does or ought to.

Remember, you can't sell all the shoes that are sold; if you get your share of trade you ought to be—yes, must be—satisfied.

In conclusion I would say, all things come to him who waits, yet hustles while he waits. This is particularly true in the shoe line. I've found it to be the only recipe for business success, which I can modestly say I've helped to contribute to. To my fellow merchants all over this broad land and fellow shoe retailers, I say, "Go thou and do likewise!"—See More in Boots and Shoes Weekly.

A Valuable Domestic.

From the Chicago Post.

"Yes; we pay that girl \$6 a week, but she's worth ever cent of it," said the experienced housekeeper.

"Six dollars!" cried the novice. "Why, you can get as good as you want for \$4 or \$4.50."

"Oh, I don't know," returned the experienced housekeeper. "I think this one saves me more than the excess. She's been flirting with the plumber all winter, and now she's just beginning to smile on the iceman."

The pawnbroker who takes the most interest in his business has the least principle.

Some Facts About the Condensation of Air.

Written for the TRADESMAN.

The March issue of McClure's Magazine contains a very interesting account of an interview of the correspondent with Charles E. Tripler, of New York City, and a visit to his laboratory, the purpose being to enquire into the particulars of Mr. Tripler's experiment in manufacturing and utilizing liquid air. As Mr. Tripler is the first man who ever ran an engine with liquid air, as well as the first to invent and patent a machine for its manufacture, he is, as a matter of course, the very best of authority on a subject that is being considered by the scientific men of the world, and one that promises to be not only of interest but of practical value to nearly every person in the civilized world.

The process of the manufacture of liquid air consists of compressing air and producing cold in the machine until 800 cubic feet of air at ordinary pressure becomes a single cubic foot of liquid at a temperature of 312 deg. below zero; and, as a single cubic foot of ice may be converted by the use of heat (producing a temperature of 212 deg. above zero) into steam of great expansive power and capable of running great engines, so a single cubic foot or gallon of liquid air, which by the natural heat of our atmosphere would be rapidly changed to its natural state, would have equally great expansive power and capabilities.

The liquid air itself may be handled as safely as a piece of ice or a jug of water, and although there is always a dense white mist arising from it, it is perfectly harmless unless confined, when at once it becomes as much of a giant as would a boiler of boiling water without an escape valve, and it has been used to run a ten horse power engine exactly the same as steam.

The most wonderful part of it still remains to be told, which is that, although it takes power to manufacture liquid air, it has been proved that there is power enough in three gallons of liquid air to manufacture ten more; that is to say, an engine can be run for the manufacturing of liquid air with no other power than 30 per cent. of the manufactured product, which is more wonderful than the wildest dreams of the perpetual motion crank.

Now, with these two facts before us, viz., liquid air can be made and liquid air can be utilized, and that safely, there is but one other to be solved—that is to manufacture it without expense. Mr. Tripler is very firm in the belief

that he is yet to reach that solution, as liquid air was once manufactured at an expense of \$500 a pint and he has already made it at an expense of 20 cents a gallon. Should he be successful in this there is absolutely no limit to the possibilities; and we have not to consider for a moment the advantage of crossing the ocean in a vessel with the encumbrance of coal-bunkers, boilers and smokestacks, or of crossing the continent with a locomotive with water tank, boiler and tender, in order to understand the practicable uses of such a discovery. We can bring it nearer home and imagine how every house, store and factory may be heated and lighted by a dynamo run by an engine that furnishes itself with power, drawing its supply from the atmosphere without expense, and every farmer may have a power that, without expense, will cut his feed, thresh his grain, churn his butter, as well as light and heat his house.

O. E. B.

Fit Guaranteed.

From the Chicago Tribune.

Customer (at shirt counter)—Here's a shirt I bought of you the other day. It's too small for me; I tore it trying to put it on.

Salesman—That's too bad, but you've spoiled it, so we can't take it back. I'll tell you what you can do, though: Go over to the drug department and you can get a small bottle of anti-fat for 10 cents.

Bound To Be Mean.

"There's one thing," said the misanthropic wife, "that I must say about that man you dislike so much. He always gets up in the morning and cleans the snow off in a public-spirited way."

"Yes," was the answer. "He couldn't miss the satisfaction of annoying people by the noise his shovel makes."

Feed!

Corn and Oats

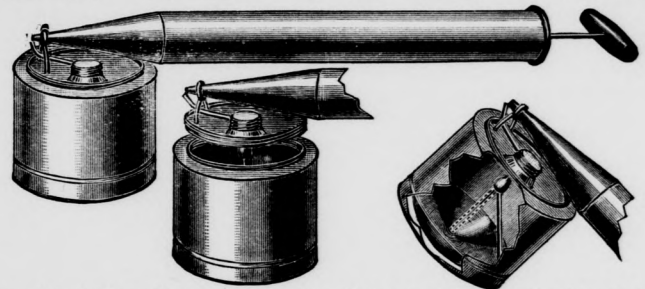
Our feed is all made at one mill. It is all ground by the same man. He thinks he knows how to do it right because he has been doing it for a dozen years. We believe he does it right or we would get another man. Our customers evidently think he does it right because they keep on ordering, and our feed 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."

SPRAYERS



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

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

BOUR'S COFFEES MAKE BUSINESS

We Realize

That in competition more or less strong

Our Coffees and Teas

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

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

The Atmosphere of the Store.

Written for the TRADESMAN.

A marked contrast is noticeable in the atmosphere of different stores. By atmosphere we mean, not the gaseous mixture of oxygen and nitrogen, but rather the moral or physical medium which fills every establishment as really and completely as the material air.

One store always has its crowd of loafers. They are a nuisance and the proprietor knows it and often wishes he were rid of them. He sometimes gets desperate and threatens to "fire the whole shooting match." He puts forth no effort to make them welcome and is even cross and surly to these most frequent visitors; but all to no purpose. Another store, perhaps the very next one, is equally well warmed and lighted. The proprietor is genial, the clerks are courteous. Seats are provided and any person who has to wait a long or short time is made welcome. No one, unless it be an occasional "drunk," is ever told to "move on." There are no signs reading, "Loafing not allowed here," yet there is no loafing. If you were to ask one of the habitués of the one place why he never spends his evenings at the other store his answer would likely be vague and unsatisfactory. He could not analyze his feeling of attraction to the one store nor his repugnance toward the other. All that investigation can discover is that the atmosphere of the one is congenial, while that of the other is not. It may be mentioned that a loafer can no more live in a brisk, thorough going business air than human lungs can breathe the fumes of burning sulphur.

Take another illustration: A girl who has had very defective home training goes to work in a certain store. She is a happy-go-lucky mortal by nature and she does not change her ways. Frequently she is half or three-quarters of an hour late in the morning. Besides being careless in her personal appearance her work is done in a slipshod, disorderly fashion. Innumerable mistakes in computation, measuring goods and making change are traced to her. Reproof has no effect. Finally the proprietor, although a very lax disciplinarian, can endure it no longer and dismisses her. It chances that her next situation is in the store of a very different sort of business man. Very soon a great change is apparent. She is in her place attending to her duties promptly every morning. She dresses neatly and has become more accurate and painstaking. Now this change is not due to any lesson learned by losing her old position. She lives at home and works for spending-money, so she was not very sorry to lose her old place nor particularly glad to get another. There has been no real transformation of character; that would require years to effect. It is not as the result of reprimands that she is doing differently. After explaining her duties to her carefully in the beginning the proprietor has had little to say in regard to them, and that little more in the way of courteous suggestion than of reproof. The explanation of it all is that the atmosphere of the two stores differs; loose methods are as impossible in the one as they are natural in the other.

The creation of a new—and, so to speak, correct—atmosphere in place of an old, incorrect one is a difficult matter and one requiring time and unceasing effort.

A merchant feels, perhaps, that the greatest fault in his store system is a

lack of order and neatness. The stock gets badly mixed and goods do not show up to advantage. Dust, dirt and confusion reign supreme. It sometimes even happens that goods can not be found when wanted and the sale and the time spent in search are both lost. Maybe he will go to his store some morning, order a general cleaning up, lay down a rigid rule that things must be kept in their place, display considerable irritation at the dirt and disorder and proclaim a sudden total change. If he goes at it in this way all hands will gain the impression that "the boss is having a cranky spell," and the improvement he tries to inaugurate will be shortlived. In a few days things will lapse into their old ruts.

But, instead, let him undertake the change thoughtfully and systematically and arrange not only for general cleaning, but for the keeping in order of every portion of the stock. Let him divide the stock into sections and make each assistant responsible for one section. It should be understood that when any clerk has a few minutes' leisure it is to be spent in tidying up the store somewhere; and let each one know clearly just the specific work he is to do. If, after getting the system under way, the merchant exerts a constant pressure sufficient to keep it going he will find in a few months that his store has the desired atmosphere of neatness and order.

As a general rule the atmosphere of a store corresponds quite closely to the personality of its ruling spirit, whether he be the owner of the establishment or some one hired to conduct it. But there are exceptions. Sometimes the proprietor or manager fails to make his personality felt as it should be. His methods of work, his treatment and care of customers, all of his business ways, are correct so far as he himself is concerned, but they are not reflected in his employees. This often results from his trying to do too much himself. A man who started with a small beginning and has built up a large and flourishing business naturally feels that he can do a great many things better than any one else and makes the mistake of spending his time and strength attending to a multitude of details when he might much better expend his energies in training and directing his subordinates and in the general management of his affairs. If only one boy is employed it pays to train him. When the number of employees is large and the pay roll heavy it becomes absolutely necessary that the working force be so educated and directed that the highest possible efficiency will be realized. The old adage that "A good boss does half the work" is, in its way, true; but he does it by his skillful management, by instilling correct methods and by enforcing the thorough performance of duty by each man under him, rather than by trying personally to perform the lion's share of the labor.

QUILLO.

Was Willing To Be Neighborly.

The Rev. Mr. Goodley—And do you love your neighbors as yourself?

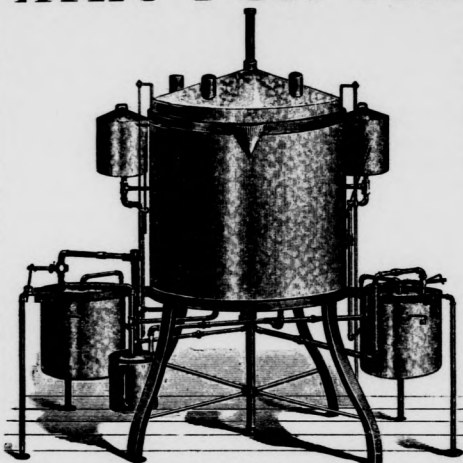
Mrs. Scroggs—Well, I can't say that I do, but I'd be willing to try if she'd return that last pound of coffee she borrowed from us.

Has the Artistic Touch.

"I understand that your friend is fitting up his room in strictly artistic manner."

"I guess it must be so," replied the heavy young man. "Every time I sit on a piece of furniture it goes to pieces."

WAIT FOR THE WINNER

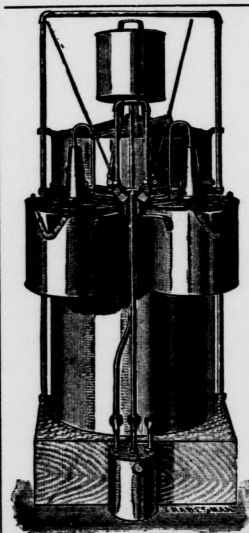


Profiting by the experience of the numerous generators which have been put on the market during the past two years, we have succeeded in creating an ideal generator on entirely new lines, which we have designated as the

TURNER GENERATOR

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

TURNER & HAUSER,
121 OTTAWA ST.,
GRAND RAPIDS.



Acetylene Gas

By the

Kopf Double Generator

Send to the manufacturers for booklet and prices.

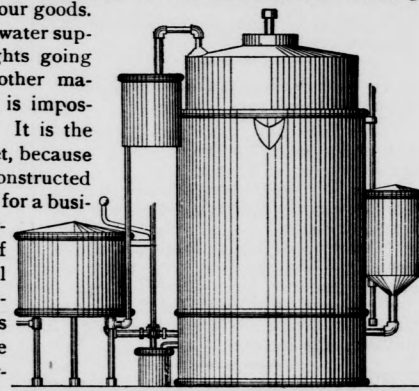
M. B. Wheeler Electric Co.,

99 Ottawa Street, Grand Rapids, Mich.

The Bruce Generator Is the Machine of all Machines to Buy

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

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



THE Owen Acetylene Gas Generator

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

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

Write for Catalogue and particulars to

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

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

Commercial Travelers

Michigan Knights of the Grip.

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

Michigan Commercial Travelers' Association.

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

United Commercial Travelers of Michigan.

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

Michigan Commercial Travelers' Mutual Accident Association.

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

Lake Superior Commercial Travelers' Club.

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

Gripsack Brigade.

H. A. Hazen has gone on the road for the piano department of Edward Germain, of Saginaw.

O. L. Palmer, formerly with the Palmer Shirt Co., is now on the road for the Sheboygan Knitting Co.

Mrs. E. R. Powell has leased the Stanton House to John Hansen, of the firm of Hansen & Jorgensen, dealers in general merchandise.

Ionia Standard: A. L. Bush goes on the road again for the Pease Iron Co., of Cincinnati, the firm for which he previously worked for many years.

Fred L. Slaght, for several years past book-keeper for the Fourth National Bank, has engaged to travel for the Lambertville Rubber Co. His territory comprises Northern Michigan and Northern Wisconsin.

Chas. L. Stevens, who has covered Michigan for the past thirteen years for Weed, Colburn & Co., of Toledo, has engaged to travel for R. E. Bonar & Co., manufacturers of hats and caps at New York City. Mr. Stevens will take with him to his new position the confidence and respect of all with whom he has dealt during the past dozen years, and as his new connection is a larger house than the old one and manufactures many of its own goods, he confidently believes he will be in a position to accord his customers better service than he has been able to heretofore.

Detroit Free Press: The landlords of the city have come to the conclusion that the formation of so many trusts is injuring their business, but they see no remedy for it. They cite the formation of the tobacco trust as a good example. This consolidation of a score or more of tobacco plants all over the country means the withdrawal from the road of several scores of traveling men. The latter are the chief support of all the good commercial hotels in the country that operate the year around, and the withdrawal of this class of trade is going to seriously cut into the receipts of the hostleries. The loss of the travelers affects the railroads also, and this is one of the rare cases where one big monopoly is given a hard blow by another. Local traffic is always going on, but long hauls of travelers are also an important item in the passenger receipts of the railroad. The formation of the sugar, the cracker, glass manufacturing, wire nail and other trusts of manufacturing interests means the loss to thousands of traveling men of their jobs, and, incidentally, to the hotels and railroads of their trade.

New Orleans Times-Democrat: "I used to work for a collection agency in one of the Northern cities," said a lady perfumery drummer who is now at an

uptown hotel, "and my experience was tolerably exciting. My duty was to sit at a roltop desk in the office and impersonate the proprietor. Light work, did you say? Just you wait. All day long men would come in red-eyed to lick the boss. 'Where's the fellow that sends out these blackmailing letters?' was the usual salutation. Then I would smile sweetly and say, 'I am the proprietress; what can I do for you?' At that the visitor would look dazed, mutter things under his breath, and walk off. Occasionally the real proprietor would peep through an inside window to see whether I was still alive, for I must admit our letters were calculated to give a man the homicidal mania. Things went along all right for nearly a month. Then one day a little wiry chap walked in carrying a thick cane. 'Where's the boss?' he said. I gave the usual fairy story. 'Don't believe a word of it,' he replied, 'still I can't beat a woman.' He thought a while, and something in his eye made me feel creepy. 'I'll have to take it out on the fixtures,' he said, finally, and, upon my word, he broke up every blessed thing in the shop. He did it quickly and systematically, and you never saw such an awful ruin! I yelled murder, but it did no good, and he went right ahead. As a wind-up he smashed the chandelier and bade me a polite good-day. When the proprietor came in he had a fit. It was after that I went into the perfumery business. The work is harder, but it is much less trying on one's nerves."

A drummer who travels in his own special train of cars has secured no small amount of advertising in the West. According to the New York Morning Telegraph, his name is Felix Carr, and he hails from New York. He concluded that it would be a scheme to represent several firms, instead of one, and after making the desired connections, on a commission basis, he leased a Wagner car and two baggage coaches. Space in the Wagner was set aside for office purposes and a roltop desk, typewriter, letter-press and other necessary furniture were purchased. The office was also provided with table, easy chairs and all the popular magazine current literature. The drawing rooms were used as sleeping compartments, and every convenience was provided for the comfort of Mr. Carr and his assistants, and also his visitors. The baggage coaches were fitted with counters and shelving for the display of the various lines banded, space being reserved for kitchen, dining room and buffet. The novelty of the scheme "caught on" with the country merchants, who were notified several days in advance of the time of arrival of the train, and the visit of Mr. Carr was always good for a half-column story or more in the local papers. The expenses of this enterprising drummer are over \$1,500 per month. He has been out three months and proposes to stay out three months longer. He estimates his six months' expenses at \$10,000, and says that he will certainly sell over \$250,000 worth of goods, which, at 10 per cent. commission, will net him, over and above all expenses, a profit of \$15,000 for half a year's work. Now that Mr. Carr's experiment has proven successful, it is said that other traveling salesmen will adopt the scheme. Two well-known drummers have decided to pool their interests and are negotiating with the Pullman company for a special train which, to use their own expression, will simply "stun" the countrymen.

Most Fatal Mistake a Salesman Can Make.

Of all the errors that a salesman can make the most fatal is to borrow money from his customers. The most dire necessity can hardly furnish an excuse for doing so. It is enough to ask a customer to cash a check received from the house, which can be added to the day's deposit at the bank and thus keep the cash balance intact; it is presuming upon good nature and putting a man in a position that may work harm to his interests to ask a customer to cash a draft upon the house, even although there is no danger of its being dishonored; it is business suicide to negotiate a straight loan. Merchants have no money to loan to their business associates, and, while probably the greater number will help a salesman with whom their relations are particularly cordial with seeming willingness, they will remember very distinctly the date upon which payment was promised, and if the money is not forthcoming promptly, will have a growing feeling of uneasiness until they get it—a feeling that returns when the salesman calls thereafter and the possibility that he may want another favor of the kind presents itself.

"To him that bath shall be given, and from him that bath not shall be taken away even that which he hath," reads the old law, and it nowhere finds better exemplification than in the matter of personal credit. It is the man who has money, whose manner and bearing indicate that he is in no need of favors, to whom they come most readily; but let him get into hard straits and once show himself to be in need of funds, his well-fed and well-groomed appearance avails him nothing. He is ever after a man in need, liable to call for assistance and to be kept at a distance. Better is it for a salesman to wire home or to friends not upon his list of customers, to borrow from a fellow salesman, to "stand off" the hotel-keeper and go out of town upon the bumpers of a freight train than to strain his relations with a customer whom he wants to sell in the future and to risk the loss of his friendly regard.

I had not expected to write anything upon this subject, but I have just learned of so flagrant a breach of good business manners in this regard, by a salesman for another house whom I know and like, that I feel impelled to do so. The loan (a considerable amount) was made nearly six years ago, I am told, and the greater portion of it remains still unpaid. The occurrence has cost the man one position, and if the circumstances are as related to me he stands in a fair way to lose another should the facts reach his employer's ears. He is a bright fellow and a good salesman, and it would seem to the ordinary observer that he would realize the gravity of the situation and find some way to pay up this old score.

"There are three good friends," says Poor Richard, "an old wife, an old dog and ready money." An old traveler, now nearing the last inn on his journey, puts it still stronger. "I will tell you one thing that you will do well to remember," said he, "and that is that there is nothing that will stick by a man in his old age but ready money. It is his best friend at any time, but when he gets old there is nothing that will so befriend him. It insures him a home, no matter what happens; it keeps him from being a burden upon his children, enables him to be of use to them when he can not aid them in any other way, and will procure him all the rational enjoyments and comforts to the end." He is probably worth \$200,000, the result of his individual efforts, and has earned the right to speak with authority. "I never spend money without trying to get its worth," he said. "I am not mean or stingy—I try not to be—but whatever I get, whether it be pleasure, clothes or anything else, I see that it is worth what I pay for it, and unless it is something that I can afford I don't get it."

Our newest salesman is a man of the same kidney. He comes from a decaying house that are loose in their money matters. After he had been lectured by everybody else, I took him to the credit man for a final talk before starting out, and he came back to me after it. "I like the way things are done here, and the way men are paid," said he. "Where I came from the boys had open accounts and drew when they pleased, and some of them were always overdrawn. I like this business of paying once a month and the way credits are looked into before firms are sold. It don't pay to be loose in money matters, of all things." REX.

It is said that the Cuban generals can do anything with the Cuban privates. They ought to be able to show this absolute control—there are only about two privates to a general.

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.

Taggart, Knappen & Denison, PATENT ATTORNEYS

811-817 Mich. Trust Bldg., - Grand Rapids

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
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Secretary, A. C. SCHUMACHER, Ann Arbor.
Treasurer, HENRY HEIM, Saginaw.

Examination Sessions.

Star Island—June 26 and 27.
Houghton—Aug. 29 and 30.
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STATE PHARMACEUTICAL ASSOCIATION.

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The Preparations Used in Homeopathy.

The principal preparations used in homeopathic pharmacy are tinctures, called mother tinctures, liquid attenuations from these, called dilutions, and triturations in powder form, which are attenuations of the crude drug with milk-sugar. All other preparations, much used and recognized by the United States Pharmacopoeia, such as fluid extracts, infusions, wines, etc., do not have a part in homeopathic pharmacy. A drug may be given homeopathically in any of these forms, however.

The tinctures vary from those of the U. S. P. With few exceptions they are uniform in strength, in the new Homeopathic Pharmacopoeia being 10 per cent., while those of the U. S. P. are made in the strength considered to be the best for each particular drug. They are made where possible from the undried, fresh plant, the plant moisture being considered as a part of the menstruum. They are more difficult to make, and receive more care and study in their preparation.

The dilutions are all made in decimal proportions, and are termed dilutions or attenuations. Only one grade of dilution is now recognized, the decimal, the centesimal not being recognized by the new Homeopathic Pharmacopoeia. The tincture has a drug strength of 1 to 10, and is, therefore, called the first dilution or 1x, the second being made from this by taking one cubic centimeter of the tincture and nine cubic centimeters of the menstruum. This is called 2x. The third, or 3x, is made in the same manner, taking one part of the 2x and nine parts of menstruum, and so on.

Triturations are mixtures of medicinal substances with sugar of milk. This substance is of a hard crystalline character and is of much aid in comminution, which process is carried out by triturating in a mortar for some hours. The newness of a drug is considered of much importance.

Tincture triturations are made by absorbing tinctures in sugar of milk. Attenuations of the above may be made by the same method as dilutions of tinctures, sugar of milk being substituted in place of a menstruum.

The physician, as a rule, administers his own medicines, and dosage varies to a marked extent with different physicians, some using for liquids exclusively tinctures, which they dilute with water. Others use dilutions of varying degrees of strength either diluted in water or by medicating disks. These disks are cone-shaped, made from cane-sugar and egg albumen, about six millimeters in diameter, and each is supposed to absorb about two minims. Most of the chemical salts are administered

in the form of triturates and powders, one, two, or three grains to the dose; or in the form of trituration tablets.

The pellet or globule, which has so long been the distinctive method of administering homeopathic medicines is now little used by the physician. It is still used in domestic practice, but even here is fast being displaced by the disk and the tablet.

The Drug Market.

Opium—Is dull and weak. Conditions are favorable for a large crop and this is the cause of the lower prices.

Morphine—Is dull and tending lower.

Quinine—The market can be said to be excited. Predictions are for very much higher prices. Bark has been sold abroad at a price 60 per cent. higher than was paid at the last auction sale. Much interest is manifested in the outcome of the sale of bark next Thursday, after which there will no doubt be another advance. The London price to-day is 37c, which is much higher than the price in the United States. A 40c price for bulk quinine is probable within a week. P. & W. advanced their price 2c per ounce on the 18th.

Salicylic Acid—Owing to foreign competition, has declined.

Salicylate Soda—Is weak and lower.

Essential Oils—Clove is lower, on account of a decline in clove stems. Wintergreen is scarce and higher.

Seeds—There is nothing of interest to note in this line except the firm position of California, both yellow and brown.

Linseed Oil—Has been advanced by the new trust 2c per gallon.

An Identity Reaction for Peppermint Oil.

Arzberger recommends the following reaction: Warm a few drops of oil of peppermint with 5 Cc. of formaldehyde, when a pink color, turning rapidly to violet red, with either menthol or menthene, ensues. If concentrated acetic acid be added to the liquid it dissolves with a beautiful red color, turning rapidly to violet red and gradually growing darker until it becomes of a dirty brown. Japanese oil of peppermint does not show this reaction. Some variation is shown in the color developed in the different oils examined, which fact may eventually be made use of in determining the relative value of different samples. Oils of bay, lavender, pine, spearmint, etc., do not produce this reaction. The author has not yet determined which of the constituents of the oil is involved in the reaction.

Necessity of Examining One's Purchases.

Frank Edel says in the Western Druggist that not long ago he examined a sample of so-called pure cream of tartar which contained only 38 per cent. of potassium bitartrate, the balance being starch, talcum, and the like. Shortly after he was given a sample of borax for chemical examination, and found it to contain 38 per cent. of carbonate of sodium. Again, he examined several samples of powdered cinnamon and cloves, and found the cinnamon to be adulterated with ground cocoanut shells, while the cloves contained less than one-third the oil that they should to have been even of fair quality. Another case was a specimen of ground flaxseed. This was bought from a prominent wholesaler and contained less than half the oil it should, and showed under the microscope that it was mixed with oil cake.

The general opinion seems to be that economy should begin at somebody else's home.

DRUG STORE SITTER.

How He Invariably Makes Himself at Home.

M. Quad in American Druggist.

I have never been really envious of Astor, Gould, Vanderbilt or Rockefeller and their millions, but there is one man whose position in life I have always coveted—the drug store sitter. I have known a score of such in my time, and their good fortune has always made me sulky and disagreeable towards the world at large. I can't say that if I had been given a chance I would have made a grand success of the profession, but I should have tried my level best and died game. I'm not too old yet, but I despair of an opening. There are too many others looking for such easy jobs.

The drug store sitter is always a man of middle age. Sometimes he has two or three houses to rent or is trying to live on the interest of his money, and sometimes he doesn't even own the house he lives in and his wife earns the family keep at the wash-tub. Nobody ever enquires about these things, however. When his position as a sitter is established he is above financial criticism. He may have been familiarly known as Ben or Joe for a dozen years previously, but after he has put in his first month around the store all familiarity is dropped and he is "Mister." I think all druggists are opposed to sitters on principle, but they are made to realize that they are a necessary evil. They bear and forbear in hopes the "attachments" will get blown up, fall down the well or die in their beds, and yet when one is thus rid of another takes his place, and so it will probably go on to the end.

The drug store sitter makes himself at home from the first hour. That's what he's there for. He's always sure of a good fire in winter and a reasonably cool place in summer. It's a place where he can find others and be found himself, and there is no office rent to pay. The druggist not only takes a daily paper for the benefit of the sitter, but more or less news is always picked up. Then, too, a druggist is always receiving almanacs and circulars worthy of the closest perusal, and if there be a dearth of reading matter the first woman who comes in after paregoric is only too glad to give the gossip of the neighborhood. In about two weeks after his first call the sitter begins to call the druggist "Doc," and to feel at home behind the counter and be ready with much advice, and thence on he is as much of a fixture as the sponge basket or the soda fountain. It is about a month before the general public reaps any benefit. Then the sitter tears himself away from the drug store long enough to show up at the grocery and impress the men sitting around on the cracker and sugar barrels. They are ready to be impressed. A certain reverence is always felt for a drug store, and some of this must descend to the sitter. He knows his gait. He looks wise and waits to be asked about business. There is pride in his tones as he replies that business is booming, and he lies like a trooper about the daily cash receipts in order to add to his own dignity. He feels the respect in every mind, but the climax comes when somebody asks him if he can't mention a remedy for indigestion, kidney complaint or insomnia. That's what he's been waiting for, and he assumes all the dignity and gravity of a doctor as he glibly refers to calomel, orthoform, citrate, anoline, hyoscine, salol and a dozen other things he has jotted down and committed to memory for the purpose of getting off at the right time. If given proper encouragement he'll ring in from ten to fifteen medical terms and half a dozen Latin words, and when he takes his departure some one is sure to throw up his hands and exclaim: "Gosh all hemlock, but who'd a-thunk it!"

In another month the sitter has a recognized standing in his neighborhood as a medical man. He is not a regular doctor, of course, but it is argued that he couldn't sit around a drug store for two months without picking up lots of

pointers. He is consulted regarding felons, warts, wens, obstinate cold sores, dandruff, sore heels, headaches, sore throats and coughs, and it is declared awfully good of him when he volunteers to run in and see a baby with the colic or a boy who has been swallowing peach-stones. He is given dozens of opportunities every week to talk about nux vomica, hypophosphites, alkaloids, salicylates and chlorides, and it's all the same to his bearers whether he gets them right or wrong end to. He may have been considered a scrub sort of man before becoming a sitter, but after a time public opinion undergoes a change and men take pains to brag of his smartness and boast that they always knew he had it in him.

I have always wished I could get a druggist out into the woods and secure his candid opinion as to his sitter, but have never been able to accomplish the feat. No matter what they think, however, he has become an adjunct, and it would be dangerous to try to upset things. His position is well defined, because he started in to define it himself. It is his duty to occupy the only chair; to keep possession of the only newspaper; to welcome all callers in advance of the druggist and ask what is wanted. If he is the right sort of brand he makes all customers feel glad that they didn't go to the carpenter shop for their prescriptions or to the blacksmith for their patent medicines. He is cheerfully willing to advise, and his personal experiences with pitch-plasters, hot-water bags and consumption cures are both interesting and valuable to a man who wants to live out his allotted years. For the first few weeks the sitter is rather in awe of the doctors who drop in, but contact soon puts him on a familiar footing. He has no diploma and can't practice, but having got onto the contents of most of the bottles on the shelves he is imbued with a fraternal feeling and can be made a friend for life if called "Doc." Three months after his initiation he is ready to greet any physician entering the store with: "Hello! Doc—good morning to you! Got any interesting cases on hand?"

"Nothing, more exciting than a case of measles."

"Measles, eh? Well, you know your business and I'm not a man to be poking my nose in, but if I was a doctor I'd want to be dead sure whether it was measles or smallpox. You are up on first symptoms, of course? It would be awkward to have it turn out smallpox. If you think I can be of any assistance just let me know."

The doctors usually treat the sitter with something like contempt, but he gets his revenge on the druggist. In four months he thinks he owns the store; in two more he thinks he owns the druggist as well. Then he begins to suggest and advise and be aggressive, and it is a hard job for a customer to tell who is the actual head. Only once in my life did I ever know of a druggist to rebel against his sitter. The sitter had worn out his chair and accidentally broken his cuspidor, and he wanted them replaced. He also wanted a curtain hung at a certain window and the show-cases wrestled around. To my great amazement, and probably to his own as well, the druggist replied that if the sitter didn't like things he'd better move out on the sidewalk. There was five minutes of red-hot conversation and then the man of drugs went down into his boots and acknowledged his error. He wasn't forgiven at once. It was two or three minutes before the sitter extended the hand of reconciliation and said:

"All right, Jim—we'll let it go this time, but don't ever let me hear such an outbreak again. I'm not here for my own benefit, but for yours. If I drop this store nine-tenths of the custom drops you, and don't you get the idea that I'm chained to the floor and can't get away!"

The cheapest watch made will not vary a second in a year—if you don't wind it up.

The only thing a man wants after he gets all the money he needs is more.

WHOLESALE PRICE CURRENT.

Advanced— Declined—					
Acidum		Conium Mac.		Seille Co.	
Aceticum.....	60 8	Copalba.....	1 15 2 50	Tolutan.....	50 50
Benzolcum, German	70 2	Cubeba.....	1 15 2 50	Prunus virg.....	50 50
Boracic.....	75 16	Erigeron.....	1 00 2 100	Tinctures	
Carbolicum.....	29 41	Gaultheria.....	1 00 2 100	Aconitum Napellis R	50 50
Citricum.....	48 50	Geranium, ounce.	1 50 2 160	Aconitum Napellis F	50 50
Hydrochlor.....	30 5	Gossypii, Sem. gal.	50 2 60	Aloes.....	50 50
Nitrosum.....	80 10	Hedera.....	1 00 2 100	Aloes and Myrrh.....	50 50
Oxalicum.....	12 14	Juniper.....	1 50 2 200	Arnica.....	50 50
Phosphoricum, dil.	15 15	Lavandula.....	1 00 2 100	Assafetida.....	50 50
Salicylicum.....	50 60	Limonia.....	1 30 2 140	Atrape Belladonna	50 50
Sulphuricum.....	1 25 1 40	Mentha Piper.....	1 60 2 20	Aurant Cortex.....	50 50
Tannicum.....	38 40	Mentha Verid.....	1 50 2 160	Benzoin Co.....	50 50
Tartaricum.....	38 40	Morhuus, gal.....	1 10 2 125	Barosma.....	50 50
Ammonia		Myrica.....	4 00 2 450	Cantharides.....	50 50
Aqua, 16 deg.....	40 6	Olive.....	75 3 00	Capsicum.....	50 50
Aqua, 20 deg.....	60 8	Picis Liquida.....	10 12	Cardamon.....	50 50
Carbonas.....	12 14	Picis Liquida, gal.	10 12	Cardamon Co.....	50 50
Chloridum.....	12 14	Ricina.....	92 1 00	Castor.....	50 50
Aniline		Rosmarini.....	1 00 2 100	Catechu.....	50 50
Black.....	2 00 2 25	Rose, ounce.....	6 50 2 850	Cinchona.....	50 50
Brown.....	80 2 1 00	Succin.....	40 45	Cinchona Co.....	50 50
Red.....	45 50	Sabina.....	1 00 2 100	Columba.....	50 50
Yellow.....	2 50 2 3 00	Santal.....	2 50 2 7 00	Cubeba.....	50 50
Bacca		Sassafras.....	55 60	Cassia Acutifol	50 50
Cubese..... po. 18	13 15	Sinapis, ess., ounce.	1 70 2 65	Cassia Acutifol Co	50 50
Juniperus.....	60 8	Tigil.....	1 70 2 65	Digitalis.....	50 50
Xanthoxylum.....	25 30	Thyme.....	40 50	Ergot.....	50 50
Balsamum		Thyme, opt.....	1 60 2 50	Ferri Chloridum	50 50
Copalba.....	50 2 55	Theobromas.....	15 20	Gentian.....	50 50
Peru.....	45 50	Potassium		Gentian Co.....	50 50
Terabin, Canada.....	50 2 55	Bi-Carb.....	15 18	Guaiaca.....	50 50
Tolutan.....	50 2 55	Bichromate.....	13 15	Guaiaca ammon.	50 50
Cortex		Bromide.....	5 57	Hyoscyamus.....	50 50
Abies, Canadian.....	18 12	Carb.....	12 15	Iodine.....	50 50
Cinchona Flava.....	18 12	Chlorate, po. 17 19c	16 18	Iodine, colorless.....	50 50
Euonymus atropurp	30 30	Cyanide.....	2 40 2 50	Kino.....	50 50
Myrica Cerifera, po.	20 20	Iodide.....	2 40 2 50	Lobelia.....	50 50
Prunus Virgini.....	12 12	Potassa, Bitart, pure	28 30	Myrrh.....	50 50
Quillaja, gr'd.....	12 12	Potassa, Bitart, com	15 15	Nux Vomica.....	50 50
Sassafras..... po. 18	12 12	Potass Nitras, opt.	10 12	Opil.....	50 50
Ulmus..... po. 15, gr'd	15 15	Potass Nitras.....	10 12	Opil, camphorated.....	50 50
Extractum		Prussiate.....	2 25 2 18	Opil, deodorized.....	50 50
Glycyrrhiza Glabra.....	24 25	Sulphate po.....	15 15	Quassia.....	50 50
Glycyrrhiza, po.....	28 30	Radix		Rhatany.....	50 50
Hematox, 15 lb box.....	11 12	Aconitum.....	20 25	Rhel.....	50 50
Hematox, 15.....	14 14	Aitha.....	22 25	Sanguinaria.....	50 50
Hematox, 1/4s.....	14 15	Anchusa.....	11 12	Serpentaria.....	50 50
Hematox, 1/4s.....	16 17	Arum po.....	20 25	Stromonium.....	50 50
Ferru		Calamus.....	12 15	Tolutan.....	50 50
Carbonate Precip.....	15 15	Gentiana.....	12 15	Valerian.....	50 50
Citrate and Quinia.....	2 25	Glycyrrhiza, pv. 15	16 18	Veratrum Veride.....	50 50
Citrate Soluble.....	2 25	Hydrastis Canad.....	5 5	Zingiber.....	50 50
Ferrocyanidum Sol.	40 40	Hydrastis Can., po.	90 90	Miscellaneous	
Solut. Chloride.....	15 15	Hellebore, Alba, po.	18 20	Aether, Spts. Nit. 3 F	30 35
Sulphate, com'l.....	2 2	Inula, po.....	15 20	Aether, Spts. Nit. 4 F	30 35
Sulphate, com'l, by	50 50	Ipecac, po.....	3 90 2 4 00	Alumen.....	21 24
Sulphate, pure.....	7 7	Iris plox..... po. 35 38	35 40	Alumen, gro'd..... po. 7	3 4
Flora		Jalapa, pr.....	25 30	Annatto.....	40 50
Arnica.....	12 14	Maranta.....	25 30	Antimoni, po.....	40 50
Anthemis.....	22 25	Podophyllum, po.....	25 30	Antimoni et Potass T	40 50
Matricaria.....	30 35	Rhei.....	75 100	Antipyrin.....	40 50
Folia		Rhei, cut.....	1 25 2 15	Antifebril.....	40 50
Barosma.....	25 30	Rhei, pv.....	75 135	Argent Nitras, oz.....	10 12
Cassia Acutifol, Tin-	18 25	Spigelia.....	35 38	Arsenicum.....	10 12
nevelly.....	25 30	Sanguinaria, po. 15	35 38	Balm Gilead Bud.....	38 40
Cassia Acutifol, Alx.	25 30	Serpentaria.....	30 35	Bismuth S. N.....	1 40 2 1 50
Salvia officinalis, 1/4s	12 20	Senega.....	40 45	Calcium Chlor., 1s.....	9 9
and 1/4s.....	10 10	Similax officinalis H	40 45	Calcium Chlor., 1/4s.....	10 10
Ura Ursi.....	10 10	Smilax, M.....	40 45	Calcium Chlor., 1/4s.....	10 10
Gummi		Scilla.....	10 12	Cantharides, Rus. po	12 14
Acacia, 1st picked.....	40 45	Symplocarpus, Fosti-	25 30	Capsici Fructus, af.....	15 15
Acacia, 2d picked.....	40 45	us, po.....	25 30	Capsici Fructus B. po	15 15
Acacia, 3d picked.....	40 45	Valeriana, Eng. po. 30	25 30	Caryophyllus..... po. 15	12 14
Acacia, sifted sorts.....	40 45	Valeriana, German.....	15 20	Carmine, No. 40.....	3 30
Acacia, po.....	60 80	Zingiber.....	12 16	Cera Alba.....	50 55
Aloe, Barb. po. 18 20	12 14	Zingiber j.....	25 27	Cera Flava.....	40 42
Aloe, Cape..... po. 15	12 14	Semen		Coccus.....	40 42
Aloe, Socotri..... po. 40	12 14	Anisum..... po. 15	12 12	Cassia Fructus.....	40 42
Ammoniac.....	55 60	Apium (graveleons)	13 15	Centraria.....	40 42
Assafetida..... po. 30	50 55	Bird, 1s.....	4 6	Chloroform.....	50 53
Benzolsum.....	25 28	Carui..... po. 18	10 12	Chloroform, squibbs.....	1 10
Catechu, 1s.....	13 13	Cardamon.....	1 25 2 1 75	Chloral Hyd Crst.....	1 65 2 1 90
Catechu, 1/4s.....	14 14	Coriandrum.....	1 25 2 1 75	Chondrus.....	20 25
Catechu, 1/4s.....	16 16	Cannabis Sativa.....	4 4 6	Cinchonidine, P. & W.....	35 35
Camphore.....	53 59	Cydonium.....	75 100	Cinchonidine, Germ.....	35 35
Euphorbium..... po. 35	10 10	Chenopodium.....	10 12	Cocaine.....	3 80 2 4 10
Galbanum.....	1 10	Dipterix Odorate.....	1 40 2 1 50	Coke, list, dis. pr. et.	70 70
Gamboge..... po. 25	65 70	Feniculum.....	7 9	Creta.....	2 2
Guaiacum..... po. 25	30 30	Foenugreek, po.....	7 9	Creta, prep.....	2 2
Kino..... po. 33.00	3 30	Lini.....	3 4 4 4	Creta, prep.....	2 2
Mastic.....	40 40	Lini, gr'd..... bbl. 3 1/4	4 4 4 4	Creta, Rubra.....	2 2
Myrrh..... po. 45	40 40	Lobelia.....	35 40	Crocus.....	18 20
Opil..... po. 55.00 25.20	3 35 2 3 4	Pharlaris Canarian.....	40 44	Cudbear.....	24 24
Shellac.....	25 35	Rapa.....	4 4 6	Dextrine.....	10 12
Shellac, bleached.....	40 45	Sinapis Albu.....	10 12	Euphr Sulph.....	6 4 2 8
Tragacanth.....	50 50	Sinapis Nigra.....	11 12	Ether Sulph.....	75 90
Herba		Spiritus		Emery, all numbers.....	8 8
Absinthium..... oz. pkg	25 25	Frumentum, W. D. Co.	2 00 2 2 50	Emery, po.....	8 8
Eupatorium..... oz. pkg	20 20	Frumentum, D. F. R.	2 00 2 2 50	Ergota..... po. 40	30 35
Lobelia..... oz. pkg	25 25	Frumentum.....	1 25 2 50	Flake White.....	12 15
Majorum..... oz. pkg	25 25	Juniperis Co. O. T.....	1 65 2 3 00	Galla.....	23 23
Mentha Pip..... oz. pkg	28 28	Juniperis Co.....	1 75 2 3 00	Gambier.....	8 9
Mentha Vir..... oz. pkg	28 28	Saacharum N. E.....	1 90 2 10	Gelatin, Cooper.....	60 60
Rue..... oz. pkg	39 39	Spt. Vini Galli.....	1 75 2 6 50	Gelatin, French.....	35 35
Tanacetum..... oz. pkg	22 22	Vini Oporto.....	1 25 2 2 00	Glassware, flint, box	75 70
Thymus..... oz. pkg	25 25	Vini Alba.....	1 25 2 2 00	Less than box.....	70 70
Magnesia		Sponges		Glue, brown.....	9 12
Calcined, Pat.....	55 60	Florida sheeps' wool	2 50 2 2 75	Glue, white.....	13 25
Carbonate, Pat.....	30 32	carriage.....	2 50 2 2 75	Glycerina.....	14 20
Carbonate, K. & M.....	20 25	Nassau sheeps' wool	2 00 2 2 25	Grana Paradisi.....	20 25
Carbonate, Jennings	35 36	carriage.....	2 00 2 2 25	Humulus.....	25 55
Oleum		Velvet extra sheeps' wool	1 25 2 1 25	Hydraag Chlor Mite	80 80
Absinthium..... 3 75 4 10	30 30	Extra yellow sheeps' wool	1 25 2 1 25	Hydraag Chlor Cor.	80 80
Amygdala, Dulc.....	30 30	carriage.....	1 25 2 1 25	Hydraag Ox Rub'm.	1 00
Amygdala, Amara.....	8 00 8 25	Grass sheeps' wool,	1 00 2 1 00	Hydraag Ammoniac	1 15
Anisi.....	1 14 2 2 00	carriage.....	1 00 2 1 00	Hydraag Unguentum	45 55
Aurant Cortex.....	2 40 2 50	Hard, for slate use.....	1 00 2 1 00	Hydrargyrum.....	75 75
Bergamoti.....	2 80 2 90	Yellow Reef, for	1 40 2 1 40	Ichthyobolia, Am.....	65 75
Calypuit.....	2 80 2 90	slate use.....	1 40 2 1 40	Indigo.....	75 1 00
Caryophylli.....	2 80 2 90	Syrups		Iodine, Resubi.....	3 60 2 3 70
Cedar.....	35 65	Acacia.....	50 50	Iodoform.....	4 20
Chenopadi.....	2 75	Aurant Cortes.....	50 50	Lupulin.....	2 25
Cinnamonli.....	1 60 2 1 70	Zingiber.....	50 50	Lycopodium.....	40 45
Cronella.....	45 50	Ipecac.....	50 50	Macle.....	65 75
		Ferri Iod.....	50 50	Liquor Arsen et Hy	25 25
		Rhei Arom.....	50 50	Liquor Potass Arsin	10 12
		Smilax Officinalis.....	50 50	Magnesia, Sulph.....	2 3
		Senega.....	50 50	Magnesia, Sulph, bbl	1 14
		Seille.....	50 50	Mannia, S. F.....	50 60
				Menthol.....	3 25

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.

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Mottlers Flowing
Color
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single or double
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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.....80 7 00 Diamond.....50 4 00 Fraser's.....75 9 00 IXL Golden, tin boxes 75 9 00 Mica, 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	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 25	Hominy. Barrels.....2 50 Flake, 50 lb. drums.....1 00 Beans. Dried Lima.....5 1/4 Medium Hand Picked 1 2 @ 1 25 Macaroni and Vermicelli. Domestic, 10 lb. box.....60 Imported, 25 lb. box.....2 50 Pearl Barley. Common.....2 0 Chester.....2 25 Empire.....2 75	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 35 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	SAUERKRAUT. Barrels.....4 75 1/4-Barrels.....2 60 SNUFF. Scotch, in bladders.....37 Maccaboy, in jars.....35 French Rappee, in jars.....43 SEEDS. Anise.....9 Canary, Smyrna.....3 1/4 Caraway.....8 Cardamon, Malabar.....60 Celery.....11 Hemp, Russian.....4 1/4 Mixed Bird.....4 1/4 Mustard, white.....10 Poppy.....10 Rape.....4 1/4 Cuttle Bone.....20
BAKING POWDER. Absolute. 1/2 lb cans doz.....45 1 lb cans doz.....1 50 Acme. 1/2 lb cans 3 doz.....45 1 lb cans 1 doz.....1 10 Bulk. 6 oz. Eng. Tumblers.....85 Arctic. 1/2 lb cans per doz.....1 20 1 lb cans per doz.....2 00 El Parity. 1/2 lb cans per doz.....75 1 lb cans per doz.....1 20 Home. 1/2 lb cans 4 doz case.....35 1 lb cans 4 doz case.....55 1 lb cans 2 doz case.....90	CHEESE. Acme.....@ 12 Amboy.....@ Emblem.....@ Gold Medal.....@ Ideal.....@ Jersey.....@ 13 Riverside.....@ Brick.....@ 12 Edam.....@ 70 Leiden.....@ 17 Limburger.....@ 13 Pineapple.....50 @ 75 Sap Sago.....@ 17 Chicory. Bulk.....5 Red.....7	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	Peas. Green, Wisconsin, bu.....1 00 Green, Scotch, bu.....1 10 Split, bu.....2 50 Rolls Oats. Rolled Avena, bbl.....4 00 Monarch, bbl.....3 5 Monarch, 1/2 bbl.....2 00 Monarch, 90 lb sacks.....1 80 Quaker, cases.....3 20 Huron, cases.....2 00 Sago. German.....4 East India.....3 1/4 Tapoca. Flake.....5 Pearl.....4 1/4 Anchor, 40 lb. pkgs.....5 1/2 Wheat. Cracked, bulk.....3 1/4 24 lb packages.....2 50	JELLY. 15 lb pails.....35 35 lb pails.....65 LYE. Condensed, 2 doz.....1 20 Condensed, 4 doz.....2 25 LICORICE. Pure.....20 Calabria.....25 Sicily.....14 Root.....10 MINCE MEAT. Ideal, 3 doz. in case.....2 25 MATCHES. Diamond Match Co.'s brands. No. 9 sulphur.....1 05 Anchor Parlor.....1 70 No. 2 Home.....1 10 Export Parlor.....4 00	SALT. Diamond Crystal. Table, cases, 24 3-lb boxes.....1 50 Table, barrels, 100 3 lb bags.....2 75 Table, barrels, 40 7 lb bags.....2 40 Butter, barrels, 250 lb. bulk.....2 25 Butter, barrels, 20 14 lb bags.....2 50 Butter, sacks, 28 lbs.....25 Butter, sacks, 56 lbs.....55 Common Grades. 100 3-lb sacks.....1 95 60 5-lb sacks.....1 80 28 10-lb sacks.....1 65 Worcester. 50 4 lb. cartons.....3 25 115 2 1/2 lb. sacks.....4 00 60 5 lb. sacks.....3 75 22 14 lb. sacks.....3 50 30 10 lb. sacks.....3 50 28 lb. linen sacks.....32 56 lb. linen sacks.....60 Bulk in barrels.....2 50
JAXON 1/2 lb cans, 4 doz case.....45 1 lb cans, 4 doz case.....85 1 lb cans, 2 doz case.....1 60 Jersey Cream. 1 lb. cans, per doz.....2 00 9 oz. cans, per doz.....1 25 6 oz. cans, per doz.....85 Our Leader. 1/2 lb cans.....45 1 lb cans.....75 1 lb cans.....1 50 Peerless. 1 lb. cans.....85 Queen Flake. 3 oz., 6 doz. case.....2 70 6 oz., 4 doz. case.....3 20 9 oz., 4 doz. case.....4 80 1 lb., 2 doz. case.....4 00 5 lb., 1 doz. case.....9 00 BATH BRICK. American.....70 English.....80	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, 72 ft. per doz.....95 COCOA SHELLS. 20 lb bags.....2 1/4 Less quantity.....3 Pound packages.....4 CREAM TARTAR. 5 and 10 lb. wooden boxes.....30 Bulk in sacks.....29 COFFEE. Roasted. Fair.....9 Good.....10 Prime.....12 Golden.....13 Peaberry.....14 Santos. Fair.....14 Good.....15 Prime.....16 Peaberry.....18 Maracalbo. Prime.....15 Milled.....17 Java. Interior.....26 Private Growth.....3 Mandehling.....35 Mocha. Imitation.....22 Arabian.....23 Roasted. Clark-Jewell-Wellis Co.'s Brands Fifth Avenue.....29 Jewell's Arabian Mocha.....24 Wells' Mocha and Java.....24 Wells' Perfection Java.....24 Sancelbo.....21 Breakfast Blend.....18 Valley City Maracalbo.....18 1/2 Ideal Blend.....14 Leader Blend.....12 1/2 Package. Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package, also 1/2 c a pound. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases. Arabuckle.....10 50 Jersey.....10 50 McLaughlin's XXXX. McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago. Extract. Valley City 1/2 gross.....75 Felix 1/2 gross.....1 15 Hummel's full 1/2 gross.....85 Hummel's tin 1/2 gross.....1 43 CLOTHES PINS. 5 gross boxes.....40	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 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 1/4 60-70 25 lb boxes.....@ 6 1/2 50-60 25 lb boxes.....@ 7 40-50 25 lb boxes.....@ 10 30-40 25 lb boxes.....@ 10 1/4 cent less in 50 lb cases 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 1/4 FOREIGN. Citron. Leghorn.....@ 12 Corsican.....@ 13 Currants. Patras bbls.....@ 5 1/2 Cleaned, bulk.....@ 6 Cleaned, packages.....@ 6 1/4 Citron American 10 lb bx.....@ 13 Lemon American 10 lb bx.....@ 10 1/4 Orange American 10 lb bx.....@ 10 1/4 Raisins. Ondura 28 lb boxes.....@ Sultana 1 Crown.....@ Sultana 2 Crown.....@ Sultana 3 Crown.....@ Sultana 4 Crown.....@ Sultana 5 Crown.....@ Sultana 6 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 80 100 lb. kegs.....2 70 200 lb. barrels.....5 10	Wheat. Cracked, bulk.....3 1/4 24 lb packages.....2 50 SALT FISH. Cod. Georges cured.....@ 4 Georges genuine.....@ 5 Georges selected.....@ 5 1/4 Strips or bricks.....6 @ 9 Herring. Holland white hoops, bbl.....9 25 Holland white hoop 1/2 bbl.....5 25 Holland white hoop, keg.....70 Holland white hoop mchs.....80 Norwegian.....3 10 Round 100 lbs.....1 40 Round 40 lbs.....1 40 Scaled.....14 Flackerol. Mess 100 lbs.....15 00 Mess 40 lbs.....6 30 Mess 10 lbs.....1 65 Mess 8 lbs.....1 35 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.....3 0 100 lbs.....7 00 6 50 3 0 40 lbs.....3 10 2 90 1 70 10 lbs.....85 80 45 8 lbs.....71 65 39 FLAVORING EXTRACTS. Jennings'. D. C. Vanilla.....2 00 D. C. Lemon.....2 00 2 oz. Vanilla.....1 20 2 oz. Lemon.....75 3 oz. Vanilla.....1 50 3 oz. Lemon.....1 00 4 oz. Vanilla.....2 00 4 oz. Lemon.....1 40 6 oz. Vanilla.....3 00 6 oz. Lemon.....2 00 No. 8 4 00 No. 10 6 00 No. 2 T. 1 25 No. 3 T. 2 00 No. 4 T. 2 40 Lem. Van. 1 20 2 oz. Taper Panel.....75 3 oz. Taper Panel.....1 35 4 oz. Taper Panel.....1 60 FLY PAPER. Tanglefoot, per box.....36 Tanglefoot, per case.....3 20 Holders, per box of 50.....75 HERBS. Sage.....15 Hops.....15	PICKLES. Medium. Barrels, 1,200 count.....3 75 Half bbls, 600 count.....2 38 Small. Barrels, 2,400 count.....4 75 Half bbls, 1,200 count.....2 88 RICE. Domestic. Carolina head.....6 1/4 Carolina No. 1.....5 Carolina No. 2.....4 Broken.....3 1/4 Imported. Japan, No. 1.....5 1/4 @ 6 Japan, No. 2.....4 1/4 @ 5 Java, fancy head.....5 @ 5 1/4 Java, No. 1.....5 @ Table.....@ SALERATUS. Packed 60 lbs. in box. Church's.....3 36 Deland's.....3 15 Dwight's.....3 30 Sodio.....3 15 Taylor's.....3 00 SAL SODA. Granulated, bbls.....75 Granulated, 100 lb cases.....90 Lump, bbls.....75 Lump, 145 lb kegs.....85	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 95 5 box lots, delivered.....2 70 10 box lots, delivered.....2 75 JAS. S. KIRK & CO.'S BRANDS. American Family, wrp'd.....2 66 Dome.....2 75 Cabinet.....2 20 Savon.....2 50 White Russian.....2 35 White Cloud, laundry.....6 25 White Cloud, toilet.....3 50 Dusky Diamond, 50 6 oz.....2 10 Dusky Diamond, 50 8 oz.....3 00 Blue India, 100 1/2 lb.....3 00 Kirkoline.....3 50 Eos.....2 50 Allen B. Wrisley's Brands. Old Country, 80 1-lb. bars.....2 75 Good Cheer, 60 1-lb. bars.....3 75 Uno, 100 1/2-lb. bars.....2 50 Doll, 100 10-oz. bars.....3 05 Scouring. Sapollo, kitchen, 3 doz.....2 40 Sapollo, hand, 3 doz.....2 40 SODA. Boxes.....5 1/4 Kegs, English.....4 1/4

SPICES.

Allspice	14
Cassia, China in mats	12
Cassia, Batavia in bund	25
Cassia, Saigon in rolls	32
Cloves, Amboyna	14
Cloves, Zanzibar	12
Mace, Batavia	55
Nutmegs, fancy	60
Nutmegs, No. 1	50
Nutmegs, No. 2	45
Pepper, Singapore, black	13
Pepper, Singapore, white	16
Pepper, shot	15

Pure Ground in Bulk.

Allspice	17
Cassia, Batavia	30
Cassia, Saigon	40
Cloves, Zanzibar	14
Ginger, African	15
Ginger, Cochín	18
Ginger, Jamaica	23
Mace, Batavia	65
Mustard	12@18
Nutmegs	40@50
Pepper, Sing. black	15
Pepper, Sing. white	22
Pepper, Cayenne	20
Sage	15

SYRUPS.

Barrels	18
Half bbls	20
1 doz. 1 gallon cans	2 30
1 doz. 1/2 gallon cans	1 70
2 doz. 1/4 gallon cans	1 75
Pure Cane.	
Fair	16
Good	20
Choice	25

STARCH.



Kingsford's Corn.

40 1-lb packages	6
20 1-lb packages	6 1/2

Kingsford's Silver Gloss.

40 1-lb packages	6 1/2
6-lb boxes	7

Diamond.

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

Common Corn.

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

Common Gloss.

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

STOVE POLISH.



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

SUGAR.

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

Domino	5 38
Cut Leaf	5 63
Crushed	5 63
Powdered	5 25
XXXX Powdered	5 25
Cubes	5 25
Granulated	5 13
Granulated in bags	5 13
Fine Granulated	5 13
Extra Fine Granulated	5 25
Extra Coarse Granulated	5 25
Mould A	5 38
Diamond Confec. A	5 13
Confec. Standard A	5 00
No. 1	4 63
No. 2	4 13
No. 3	4 63
No. 4	4 56
No. 5	4 56
No. 6	4 44
No. 7	4 38
No. 8	4 31
No. 9	4 2
No. 10	4 25
No. 11	4 1
No. 12	4 13
No. 13	4 0
No. 14	4 06
No. 15	4 16
No. 16	4 06

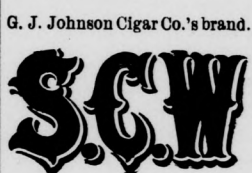
TOBACCO.

Cigars.

Clark-Jewell-Well's Co.'s brand.
New Brick.....33 00

H. & P. Drug Co.'s brand.
Quintette.....35 00

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



S. C. W.....35 00

Ruhe Bros. Co.'s Brands.

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

TABLE SAUCES.

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

VINEGAR.

Malt White Wine, 40 grain	5
Malt White Wine, 80 grain	11
Pure Cider, Red Star	12
Pure Cider, Robinson	11
Pure Cider, Silver	11

WICKING.

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

Crackers.

The National Biscuit Co.
quotes as follows:

Butter.

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

Soda.

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

Oyster.

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

SWEET GOODS—Boxes.

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

Oils.

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

Candies.

Stick Candy.

Standard	bbls. pails
Standard H. H.	6 1/2 @ 7
Standard Twist	7 1/2 @ 8
Cut Leaf	8 @ 8
Jumbo, 32 lb	cases
Extra H. H.	6 1/2 @ 6 1/2
Boston Cream	8 1/2 @ 8 1/2
	10 @ 10

Mixed Candy.

Grocers	@ 6
Competition	@ 6 1/2
Standard	@ 7
Conserve	@ 7 1/2
Ribbon	@ 7 1/2
Broken	@ 7 1/2
Cut Leaf	@ 8
English Rock	@ 8
Kindergarten	@ 8 1/2
French Cream	@ 9
Dandy Pan	@ 10
Hand Made Cream mxd	@ 13
Ital. Cream Bbns, 35 lb p	11
Molasses Chewes, 15 lb. pails	13
"Alla Samee," 5 lb. pails	12

Fancy—in Bulk.

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

Fancy—in 5 lb. Boxes.

Lemon Drops	@ 50
Sour Drops	@ 50
Peppermint Drops	@ 50
Chocolate Drops	@ 50
H. M. Choc. Drops	@ 75
H. M. Choc. Lt. and	
Dk. No. 12	@ 90
Gum Drops	@ 30
Lozenges, plain	@ 75
A. B. Lozenges Drops	@ 75
Lozenges, plain	@ 50
Lozenges, printed	@ 50
Imperial	@ 50
Mottos	@ 55
Cream Bar	@ 50
Molasses Bar	@ 50
Hand Made Creams	80 @ 90
Cream Buttons, Pep.	
and Want.	@ 65
String Gum	@ 60
Burnt Almonds	1 25
Wintergreen Berries	@ 50

Caramels.

No. 1 wrapped, 2 lb. boxes	@ 35
No. 1 wrapped, 3 lb. boxes	@ 35
No. 2 wrapped, 2 lb. boxes	@ 50

Fruits.

Fancy Navel	@ 3 75
Choice	@ 3 50
Seedlings	2 50 @ 2 75

Lemons.

Strictly choice 300s	@ 3 50
Strictly choice 300s	@ 3 50
Fancy 360s	@ 3 75
Ex. Fancy 300s	@ 4 00
Ex. Fancy 360s	@ 4

Bananas.

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

Foreign Dried Fruits.

Fig.	
California Fancy	@ 14
Choice, 10 lb boxes	@ 13
Extra choice, 10 lb boxes new	@ 15
Fancy, 12 lb boxes	@ 22
10 lb boxes	@ 22
Pulled, 6 lb boxes	@ 2
Naturals, in bags	@ 7

Dates.

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

Nuts.

Almonds, Tarragona	@ 16
Almonds, Ivaca	@ 14
Almonds, California, soft shelled	@ 15
Brazil new	@ 8
Walnuts, Granobles	@ 10
Walnuts, Calif No. 1	@ 13
Walnuts, soft shelled	@ 11
Calif	@ 11
Table Nuts, fancy	@ 11
Table Nuts, choice	@ 10
Pecans, Med.	@ 7 1/2
Pecans, Ex. Large	@ 12
Pecans, Jumbos	@ 12
Hickory Nuts per bu.	@ 1 80
Ohio, new	@ 1 80
Cocoanuts, full sacks	@ 4 00
Chestnuts per bu.	@ 2

Peanuts.

Fancy, H. P., Suns	@ 7
Fancy, H. P., Flags	@ 7
Roasted	@ 7
Choice, H. P., Extras	@ 4 1/2
Choice, H. P., Extras, Roasted	5 1/2

Grains and Feedstuffs

Wheat.

Winter Wheat Flour.

Local Brands.

Patents	4 00
Second Patent	3 50
Straight	3 25
Clean	3 00
Graham	3 50
Buckwheat	4 10
Rye	3 25
Subject to usual cash discount	
Flour in bbls., 25c per bbl. additional	

Spring Wheat Flour.

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

Pillsbury's Best 1/2s	4 30
Pillsbury's Best 1/4s	4 20
Pillsbury's Best 1/8s	4 10
Pillsbury's Best 1/16s	4 10
Pillsbury's Best 1/32s	4 10
Ball-Barnhart-Putman's Brand	
Daisy, 1/2s	3 75
Daisy, 1/4s	3 75
Daisy, 1/8s	3 75
Worden Grocer Co.'s Brand	
Quaker, 1/2s	3 50
Quaker, 1/4s	3 50
Quaker, 1/8s	3 50

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

Pillsbury's Best 1/2s

Pillsbury's Best 1/4s

Pillsbury's Best 1/8s

Pillsbury's Best 1/16s

Pillsbury's Best 1/32s

Ball-Barnhart-Putman's Brand

Daisy, 1/2s

Daisy, 1/4s

Daisy, 1/8s

Worden Grocer Co.'s Brand

Quaker, 1/2s

Quaker, 1/4s

Quaker, 1/8s

Duluth Imperial, 1/2s

Duluth Imperial, 1/4s

Duluth Imperial, 1/8s

Lemon & Wheeler Co.'s Brand

Gold Medal 1/2s

Gold Medal 1/4s

Gold Medal 1/8s

Parisian, 1/2s

Parisian, 1/4s

Parisian, 1/8s

Oliney & Judson's Brand

Ceresota, 1/2s

Ceresota, 1/4s

Ceresota, 1/8s

Worden Grocer Co.'s Brand

Laurel, 1/2s

Laurel, 1/4s

Laurel, 1/8s

Bolted

Meal

St. Carl's, screened

No. 1 Corn and Oats

Unbolted Corn Meal

Winter Wheat Bran

Winter Wheat Middlings

Screenings

Corn

New corn, car lots

Less than car lots

Oats

Car lots

Carlots, clipped

Less than car lots

Hay

No. 1 Timothy carlots

No. 1 Timothy ton lots

Fish and Oysters

Fresh Fish.

Whitefish	Per lb.
Trout	@ 10
Black Bass	@ 11
Halibut	@ 15
Ciscoes or Herring	@ 5
Bluefish	@ 11
Live Lobster	@ 24
Boiled Lobster	@ 26
Cod	@ 10
Haddock	@ 8
No. 1 Pickerel	@ 8
Pike	@ 7 1/2
Perch	@ 6
Smoked White	@ 8
Red Snapper	@ 8
Col River Salmon	@ 12
Mackerel	@ 16
Oysters in Cans	
F. H. Counts	@ 38
F. J. D. Selects	@ 20

Hardware

The First Year in a Hardware Store.

The first year in a hardware store is generally the most unsatisfactory to the clerk. It seems from the thousands of difficulties that arise that he will never be able to master them, but interest in the work is doubly increased as knowledge is gained. The clerk in small towns looks with admiration at the jobbers' traveling salesman and wishes he could have the opportunity of learning found in a well-regulated wholesale establishment. Here is where most young men make their mistake. You can not sell goods for any wholesale house until you have a thorough knowledge of the goods, as your knowledge to be successful must be superior to that of the buyer. If you go to work for the jobber you commence work at 7 or 8 a. m. and quit at 6 p. m. During these hours you are obliged to show five times the activity that you are called upon to display in the smaller towns, and if you do not get away with enough work to make a good showing you are dropped, as they have no positions for slow people. Almost invariably you are given a position to get out goods and pack them. Most of the goods are in original packages and you become familiar with names, numbers, sizes, etc., but not with the goods themselves for a long time. If your position is in the office you become familiar with lists, discounts and the general run of prices, but never become familiar with the goods. The most desirable place in a jobbing house is the sample and sales-room, but to get there you must show ability to arrange and display goods to their best advantage, have a thorough knowledge of lists, discounts, net prices and be a No. 1 salesman, stand in with the credit man and show good judgment in making sales and opening new accounts. There are many men ahead of you and you will find the road much more difficult than in smaller places. On the other hand, look at the opportunities for an ambitious beginner in a smaller town, say one of 5,000 or 6,000. You work from 7 a. m. to 9 p. m., or about three hours more than the city man. Do not kick on these three hours extra labor, as they are your three opportunities each day to learn so much more, and if you apply yourself you will find them a splendid investment.

Begin with the determination of making yourself the clerk that fills every want of his employer. Commence by making a study of the goods, sizes, numbers, finishes, classification, quality and usefulness. Your customers will educate you to some extent, but do not hesitate to be eternally asking questions of your fellow clerks when you are unable to solve the problem by yourself and in return do everything you can to help all the clerks, as in this way you gain their good will and each one knows something the others do not. One probably understands stoves thoroughly, the other builders' hardware and so on. Try to absorb all the knowledge together with all the good qualities as you see them in each and avoid the bad. Do everything in your power to please customers of the house and gain new ones, and do not allow anything to prevent your pulling together with the other clerks for the good of the house. If they like you they will not impose on you and if they do shove their own work on you, do all you can of it, as it will redound to your own credit in the end.

They may commence by making fun of your efforts, but "Ridicule never hurts an honest man; he only is a slave who complains." Join in the laugh against yourself and make friends. Do not allow your early troubles to discourage you. One of Josh Billings' truths was: "Every sorrow has its twin joy and the fun of scratching almost pays for the itch."—Bena in Stoves and Hardware Reporter.

Origin and Gradual Growth of the Department Store.

From the Dry Goods Chronicle.

To Ireland must be given the credit for the first glimmer of the idea that has its culmination in the present department store. Its inception saw the light in the dry goods establishment of Todd, Burns & Co., in Dublin, but it was then only the germ. When A. T. Stewart returned to Ireland from his first visit to this country, his acute perception noted the advantage of this manner of doing business and in all probability it led him to improve upon and put into execution the idea suggested by the methods of this Irish concern. In this country the introduction of the department store plan was tardily accepted, and even with A. T. Stewart's earlier efforts there was little hope of an awakening. Not until close onto the fifties did the idea assume strength.

Before the advent of the department store the stores were of the average dimensions of about 25 feet front, extending from 50 to 100 feet in depth, the business being usually confined to the ground floor. There were stores selling only dry goods proper, others selling fancy goods and notions, the former greatly in preponderance. There were a few millinery stores and some stores especially devoted to the manufacture and sale of mantles; only in the latter two were women employed, there being a force of skilled workwomen in the millinery and mantle stores as well as saleswomen in the millinery shops.

At all seasons of the year the hours of labor were abnormally long and wearisome. There was no settled agreement as to opening or closing, this being left with each individual proprietor. The day's work varied from 7 a. m. to 10:30 or 11 p. m. on week-days, and as late as 12 p. m. (and sometimes later) on Saturdays. Only those stores that had a high class clientele would open at 7:30 or 8 a. m. and close at 9 or 9:30 p. m. In those days the dry goods stores had scarcely any of the comforts, and absolutely none of the luxuries or conveniences of the present day appointments.

The two-price system with all its iniquities of selling goods was the one in almost universal use in the dry goods trade of those times. There is no gainsaying the fact that it was a most unfair system, and led to great abuse on the part of dishonest merchants and their employees. With the exception of a few houses the dry goods salesman of those days was expected to exercise his art in getting the highest possible price for an article from a customer irrespective of its value. It was a system of haggling between the buyer and seller in which all the tricks of the trade—and they were legion—were called into play by the salesman, and in which subterfuge, evasion, quick-wittedness and finesse were brought into requisition by the buyer. One of the most vicious features of the two-price system of those times was what was technically known in the trade as half-overs—that is, certain articles were marked by the proprietor so as to give the salesman one-half the price obtained over a certain figure. This, of course, was giving a premium for downright dishonesty.

On this side of the water the department store first gained prestige in the City of New York. It was of gradual growth—first fancy goods and notions were added to the stocks of general dry goods; after a while laces and embroideries. New departments were added, one at a time. When millinery and ribbons and a department for the making to order of mantles and costumes were added in rotation it was the beginning of the dawn of that competition

that is the life of trade. After this the addition of new stocks came somewhat in the following order: Carpets and upholstery, furs, women's muslin underwear, boys' clothing, furniture, crockery and glassware and house furnishings, men's clothing, toys, leather goods, cutlery, silverware, patent medicines, stationery and books, jewelry and shoes. The later additions include pianos, sporting goods, bicycles, harness and carriages, the physician, the dentist, the manicure and the undertaker.

A Succession of Failures.

From the Atlanta Constitution.

A coroner's jury delivered the following verdict on the sudden death of a merchant who had recently failed in business:

"We, the jury, find from the new doctor's statement, that the deceased came to his death from heart failure, superinduced by business failure, which was caused by speculation failure, which was the result of failure to see far enough ahead."

Followed the Pattern.

Head of the Establishment—David, you are a fool.

David—Well, sir, I can't help it. When you engaged me you told me to imitate you, and I've done the best I could.

It is a wise father that knows as much as his own son.

Bicycle Dealers



Who have not secured the "WORLD" agency will be almost sorry they didn't speak for it—after it is too late. "WORLD" wheels are easy sellers—stay sold and every "WORLD" sells another "WORLD." We can take care of a few more good agencies. Write for catalogue and wholesale prices. We are Michigan selling agents.

Adams & Hart,

Wholesale & Retail Bicycles & Sundries,

12 West Bridge Street,

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.

SYRUP AND SUGAR MAKERS' SUPPLIES



We make
everything.

Write for prices.

Wm. Brummeler & Sons
Grand Rapids, Mich.

How the Burglar Met His Death.

Written for the TRADESMAN.

"These stag hostilities may be impeccable, but give me the good old-fashioned kind that mother use to run," eructated from the larynx of a red-headed gentleman who vended codfish and prunes.

He wasn't one of those sunny-dispositioned men who when visited with the grip could down a colossal potion of quinine, escalate into a bed that a baby had fortified with cracker crumbs, close his orbs and fancy he was at the seashore, with the roar in his head the billows and the crumbs the cooling sands.

He was sitting at one of those quarter sawed oak writing tables that are quartered for the convenience of the commercial peregrinator. They are sort of a tit-tat-toe arrangement where the stall where one man writes, geometrically speaking, is the complement of the opposite side.

The gentleman who was circumvalated behind the pianobox finished parapet facing the redheaded man was perpetually pounding the table with his fist and agitating the gentlemen who occupied the other three-quarters. This bombardment was telling enough to demolish the hybrid disposition of a Mantanzas mule, still the furious cannonading abated not. Finally, three-fourths of the occupants of the table arose as one man and shot mauser glances at the commercial gunner whose face floated the Spanish colors—a sallow complexion and red eyes. These glances tore great holes in his attention. The board of enquiry found that the Spanish-faced man was traveling for a fountain pen concern and that he was writing a letter in to the house with one of their pens.

The protocol was signed and the gentlemen resumed their writing.

"Have any of you gentlemen a blotter?" asked the redheaded man.

Three white flag of truce looking blotters immediately waved above the bulwarks as though fearing that the red-headed Aguinaldo might commence hostilities from his quarter.

He took the blotter proffered by the gentleman at his right and trailed it in to the sea of ink that formed his heavily shaded writing.

It was one of those new, thirsty blotters whose foraminous surface never had imbibed ink, and when it was returned it resembled the tattooed epidermis of a Filipino. As it beheld itself in one of the small mirrors that paneled the partitions of the table this sentence stood out plainly: "Collected \$900 to-day. Will send draft in the morning."

The man who had lent the blotter gave a start "So the fellow has \$900 in his jeans, has he? I wonder what kind of a sensation would creep over the gentleman should he find this money missing in the morning! It's worth trying for anyhow; that amount of money doesn't grow on every bush."

The redheaded man approached the register and told the clerk that he guessed he would retire.

"I am sorry but I will have to give you a room in the new annex. The rooms are not quite finished, still they are large and comfortable. We are burning gas in that part; the electric wiring is not yet completed."

"I guess I can stand it," spoke up the redheaded man.

The clerk tapped the bell and the drummer was on his way to his room.

The redheaded man didn't make mother-in-law visits to dreamland; on the contrary his stays were short. He

was so loosely wrapped in slumber that he was continually taking cold. He had a habit of hanging his watch at the head of his bed so that in his wakeful moments during the dead hours of night he could determine whether it was to-day or yesterday that he couldn't sleep. He was unable to drive a tack into the iron bedstead, so was content in hanging his watch on a projecting wire that dangled at the head of his bed.

It was a terrible night outside and the wind blew a perfect hurricane. The rain came down in torrents and played a tattoo on the plate glass windows. The lightning wrote a literary band in the blackened sky, now and then mumbling to itself, with an occasional thundering clap of applause in token of its own handiwork. If lightning, like some men, wasn't always in such an awful hurry it might accomplish more than it does; still on this particular night it struck a solar plexus blow and felled a small forest of electric light poles.

The redheaded man was awakened by a dull thud like the noise of a ninety-day note falling due. He sprang from his bed and lighted the gas, and there lay the prostrate form of a man. He had a roll of bills in one hand and a watch in the other; but he had no word of explanation to offer. He was stiffer than a lenten mackerel and seemed to have received a severe shock of some sort.

Investigation showed that during the night a live wire had blown across those leading into the hotel and the small piece that held the redheaded man's watch was rendered alive. The burglar had extracted the \$900 and was about to depart when he saw the watch. He grasped it and in so doing took an electric launch across the River Jordan.

CLYDE W. FRANCIS.

Told By a Traveler.

Edward Maurer, who travels out of Indianapolis for a Cincinnati shoe firm, tells the following:

In one of the little towns out in Iowa there lives a crusty, close-fisted merchant named Shaw, whose heart is in the right place, but whose manner is exceedingly gruff. Shaw is well-to-do, but he secured his wealth by hard work, and he does not let any of it get away from him if he can help it. Shaw is not a member of any church, but his wife is a believer in the Methodist doctrine and attends the village church regularly. About a year ago the congregation decided that a new building was absolutely necessary, and Mrs. Shaw induced her husband to advance money to build it. Shaw, of course, took a mortgage on the structure, and he was careful to see that it was constructed according to the plans and that no inferior material was used. In fact he devoted his entire attention to the construction of the new church, for he looked upon it as a business proposition. It was finally completed, and one Sunday morning, shortly after it had been dedicated, he happened to pass it on his way home.

It was raining at the time, and the first thing he noticed was that proper drainage had not been provided for. The water was pouring from the eaves of the building, and fearing that it would weaken the foundation, he secured a shovel and began to dig a ditch. While he was busily engaged in his work the new preacher came up, and seeing him at work, stopped to have a talk with him.

"Good morning," said the preacher, gruffly, without raising his eyes.

"Ab, a child of God," said the preacher. "My friend, do you belong to this church?"

"Hell, no," answered Shaw, fiercely. "This church belongs to me."

Hardware Price Current.

AUGURS AND BITS

Snell's.....	70
Jenning genuine.....	25&10
Jennings imitation.....	60&10

AXES

First Quality, S. B. Bronze.....	5 50
First Quality, D. B. Bronze.....	9 50
First Quality, S. B. S. Steel.....	6 25
First Quality, D. B. Steel.....	10 50

BARROWS

Railroad.....	14 00
Garden.....	net 30 00

BOLTS

Stove.....	60&10
Carriage new list.....	70 to 75
Plow.....	50

BUCKETS

Well, plain.....	\$ 3 50
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BUTTS, CAST

Cast Loose Pin, figured.....	70&10
Wrought Narrow.....	70&10

BLOCKS

Ordinary Tackle.....	70
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CROW BARS

Cast Steel.....	per lb 5
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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.....	70
Socket Framing.....	70
Socket Corner.....	70
Socket Slicks.....	70

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 60
Corrugated.....	1 25
Adjustable.....	dis 40&10

EXPANSIVE BITS

Clark's small, \$18; large, \$25.....	30&10
Ives', 1, \$18; 2, \$24; 3, \$30.....	25

FILES—New List

New American.....	70&10
Nicholson's.....	70
Heller's Horse Rasps.....	60&10

GALVANIZED IRON

Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16.....	17
Discount, 70.....	

GAUGES

Stanley Rule and Level Co.'s.....	60&10
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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.....	2 2
Steel nails, base.....	2 30
Wire nails, base.....	Base
30 to 60 advance.....	05
10 to 16 advance.....	10
8 advance.....	20
6 advance.....	30
4 advance.....	45
3 advance.....	70
2 advance.....	50
1 advance.....	15
Casing 10 advance.....	25
Casing 8 advance.....	35
Casing 6 advance.....	25
Finish 10 advance.....	35
Finish 8 advance.....	45
Finish 6 advance.....	85
Barrel 1/2 advance.....	

PLANES

Ohio Tool Co.'s, fancy.....	250
Scotch 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 1/2c per pound extra.....	

HAMMERS

Maydole & Co.'s, new list.....	dis 35
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 40&10
Wheeler's Solid Cast Steel.....	20 1/2 70
Blacksmith's Solid Cast Steel Hand 30c list.....	50&10

HOUSE FURNISHING GOODS

Stamped Tin Ware.....	new list 75&10
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 2 50

ROPES

Sisal, 1/4 inch and larger.....	9 1/4
Manilla.....	10 1/4

WIRE GOODS

Bright.....	80
Screw Eyes.....	8 1/2
Hook's.....	80
Gate Hooks and Eyes.....	80

LEVELS

Stanley Rule and Level Co.'s.....	dis 70
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SQUARES

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

SHEET IRON

Nos. 10 to 14.....	com. smooth. com. \$2 70 \$2 50
Nos. 15 to 17.....	2 70 2 50
Nos. 18 to 21.....	2 80 2 60
Nos. 22 to 24.....	3 00 2 70
Nos. 25 to 26.....	3 10 2 80
No. 27.....	3 20 2 90

All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.

SAND PAPER

List acct. 19, '86.....	dis 50
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SASH WEIGHTS

Solid Eyes.....	per ton 20 00
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TRAPS

Steel, Game.....	75&10
Onelda Community, Newhouse's.....	50
Onelda Community, Hawley & Norton's.....	70&10
Mouse, choker.....	per doz 15
Mouse, delusion.....	per doz 1 25

WIRE

Bright Market.....	0
Annealed Market.....	10
Coppered Market.....	6 1/2 10
Tinned Market.....	60
Coppered Spring Steel.....	50
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, nicked.....	30
Coe's Genuine.....	40
Coe's Patent Agricultural, wrought.....	7 1/2
Coe's Patent, malleable.....	75

MISCELLANEOUS

Bird Cages.....	40
Pumps, Cistern.....	70
Screws, New List.....	75
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	50

METALS—Zinc

600 pound casks.....	8 1/4
Per pound.....	9

SHOT

D'rop.....	1 45
B B and Buck.....	1 70

SOLDER

1/4 @ 1/4.....	17
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The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.

TIN—Melyn Grade

10x14 IC, Charcoal.....	\$ 7 1/2
14x20 IC, Charcoal.....	7 0
20x14 IX, Charcoal.....	8 5 1/2

TIN—Allaway Grade

10x14 IC, Charcoal.....	6 2 1/2
14x20 IC, Charcoal.....	6 2 1/2
10x14 IX, Charcoal.....	7 1/2
14x20 IX, Charcoal.....	7 5 1/2

ROOFING PLATES

14x20 IC, Charcoal, Dean.....	5 50
14x20 IX, Charcoal, Dean.....	6 50
20x28 IC, Charcoal, Dean.....	11 00
14x20 IC, Charcoal, Allaway Grade.....	5 00
14x20 IX, Charcoal, Allaway Grade.....	6 00
20x28 IC, Charcoal, Allaway Grade.....	11 00
20x28 IX, Charcoal, Allaway Grade.....	12 00

BOILER STEEL TIN PLATE

14x56 IX, for No. 8 Boilers, 1/2c per pound.....	10
14x56 IX, for No. 9 Boilers, 1/2c per pound.....	

UP TO DATE CUTS FOR ALL PURPOSES TRADESMAN COMPANY GRAND RAPIDS

The Whiner in Trade.

If there is any class, clique or clan which the retail grocery trade can well afford to dispense with, it is the whiner. We meet him in all localities and in all stages of prosperity. In most cases, however, he is not prosperous and, true to his nature, he insists on attributing his lack of success to the shortcomings of his customers, the machinations of his competitors and the natural depravity of the wholesale trade.

In dealing with the jobber, the whiner invariably complains about the meagerness of his collections, the amount of goods he has trusted out, the lack of appreciation on the part of his customers, the carelessness of his clerks, the illness of his family and a dozen other matters which should possess little or no interest for the jobber. Then he complains about the leakage from the molasses barrel, the short weight codfish and raisins, the quality of the coffee not being up to the former standard, the harshness of the letter reminding him that his account is past due and numerous other things which he would never notice—much less speak of—if he were as intent on his proper work of making money and pleasing his customers as he is on making the most of the unpleasant incidents of life and finding fault with his surroundings.

His attitude toward his immediate competitors is anything but friendly. No matter how pleasantly they may greet him or how courteously they may treat him, he repulses their advances and insists that they are actuated by sinister motives; that they have succeeded in seducing his best customers by unfair methods and unwarranted inducements; that they sell sugar too cheap and pay too much for eggs—in short, that they have entered into a conspiracy to ruin him and wreck his business.

His demeanor toward his patrons is anything but amiable and businesslike. He upbraids his best customer because she does not give him all of her orders and brusquely informs his occasional customer that she comes in the store so seldom that he has forgotten how she looks and where she lives. His moody preoccupation leads him to take on credit customers without having a definite understanding as to when settlement is to be made, and then he whines because they allow their accounts to run for months.

To his clerks he is anything but agreeable. No matter how early they may appear in the morning or how hard they may work during the day, no word of praise escapes his lips. He magnifies every mistake and complains at every failure to make a sale. Every breakage which occurs in the store or in the course of delivering goods is referred to again and again, as though frequent repetition tended to exalt its importance in the mind of the clerk who was so unfortunate as to take a false step.

To the trade journal publisher the whiner is a never-failing source of amusement. He seldom subscribes for a trade journal, because he "can not afford it" and, besides, he "gets more papers now than he can read," as he expresses it, at the same time pointing to a dust-covered pile of sample copies which have been sent him by the generosity of publishers. If he ever takes the trouble to unwrap and read a trade paper, he invariably finds something to condemn and he straightway writes the editor an angry remonstrance for printing "such stuff." On account of his

lack of information, owing to the salutary nature of the little reading his mental infirmity permits, it frequently happens that he runs across something on which he wishes more light, in which case he propounds a long series of questions, the answer to which may require hours of research, but no stamp accompanies the enquiries and no acknowledgment or word of thanks ever reaches the editor for his trouble.

In my humble opinion, there is no room in this world for the whiner—except in the canine family—and the sooner he is given to understand that he is an unnecessary and disturbing factor in the commercial world, which can get along without him better than it can with him, the sooner he will be inclined to reform his methods or transfer himself into some other occupation where whining is not so conspicuous and disagreeable as it is in the retail grocery business.—E. A. Stowe in Ohio Merchant.

Uncle Sam Not Known in West Superior.

Maurice Shanahan, Treasurer of the Bissell Carpet Sweeper Co., recently made a business trip to Duluth, during the course of which he took a street car ride to West Superior. As the car was nearing the latter city, Mr. Shanahan called out to the conductor:

"Put me off at the custom house."

A little later the conductor approached his passenger with a puzzled look on his face and remarked:

"What house did you say you wanted to stop at?"

"The custom house," was the reply.

The conductor resumed his place at the rear of the car, but soon returned to Mr. Shanahan and repeated his question a second time.

The answer was the same as before, whereupon the conductor ventured the question:

"Who runs the house?"

Mr. Shanahan noted the man's perplexity and the misunderstanding under which he was laboring and replied:

"Down our way we call him Uncle Sam."

"No man by that name runs a hotel in this place," emphatically rejoined the conductor.

Purely a Matter of Business.

F. M. Witbeck, hardware dealer at Millburg, who divides his time between conducting a store and presiding over a justice court, thus advertises both occupations in a local paper:

Young man, if you are keeping company with a nice young lady, that's your business.

If a young lady has a sweetheart good and true, that her's business.

But if you love one another and want to get married, that's my business.

Our charges are reasonable and we will not refuse a limited amount of stove wood in part payment for tying the nuptial knot.

When the bride is past 70 years of age and the groom under 18, reduced rates will be given. If the groom is 85 or over and the bride 16, double price will be charged. All others at regular rates.

Cook stoves and furniture furnished contracting parties at reduced prices. Give us a call.

Our neighbors, the Mexicans, pay but little more attention to smallpox than we do to bad colds and the mortality is rarely large. The chief danger must be in the fright which seizes the Americans. In Manila also the natives have a way of walking around nonchalantly with the disease.

Hides, Pelts, Furs, Tallow and Wool.

Hides are off in price, quantity and quality, and the demand market is easier. The quality will not warrant past prices and collections are not large enough to worry dealers.

Pelts are slow of sale at old prices, with few offerings in country markets.

Furs are poor and assorted close. London sales show an advance in fine goods, while poor and common goods rule some lower. Lining stock is in good demand, but at no advance. Fine furs are strong, with a fair advance in values.

Tallow is firmer and higher. The demand is for soap's stock, which shows no accumulation and a good demand. Soaps yield no margins on present prices.

Wool is quoted weak East, with light sales. State wools have gone out more freely at an advance price above former offerings. More wool has left the State during the past two weeks than for months previously. The demand holds good at former asking price.

WM. T. HESS.

From Butter to Yeast.

Richard D. Sulter, who was associated with his late father in the butter and eggs business at Cleveland, when he succeeded in securing \$150,000 worth of goods at the hands of credulous shippers, and who subsequently organized a stock company to continue the business under the style of the American Butter Co., has wound up that business and organized the Noonday Yeast Co., with a capital stock of \$1,000,000. His associates in the company are John C. Heald and Edna Conrad, both of Cleveland, and it is understood that those who dealt with the elder Sulter will have the privilege of subscribing for stock in the new corporation.

Funds are lacking to carry on a revolution in France, although pretenders and rebels may be plentiful enough.

Uncle Sam does not borrow trouble. He has bought and paid for it, to the tune of \$20,000,000 for one lump.

When lightning goes on a strike, the walking delegate has no time to collect money for his own support

Reduced rates to Europe happen at a time when travelers have no desire to go that way.

The less people know about each other the politer they are when they meet.

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.

WANTED—GENERAL STOCK IN THRIVING town in exchange for 50-acre fruit and vegetable farm, three miles from city limits of Grand Rapids. Good buildings and excellent soil. Address No. 891, care Michigan Tradesman. 891

BEST OPENING IN THE UNITED STATES for a druggist. Elegant store for rent. Best location in best town in the State—Dowagiac, Mich. Move your stock or buy new. Careful investigation invited. Address E. T. Van Ostrand, Allegan, Mich. 894

DRUG STORE FOR SALE OR TRADE in a town of 800 inhabitants on South Haven & Eastern Railroad in Van Buren county. Stock will invoice about \$1,000; has been run only about four years; new fixtures; low rent. Address No. 897, care Michigan Tradesman. 897

COMPARATIVELY NEW \$2,500 STOCK DRY goods for sale in Coldwater. J. H. Mon ague, Coldwater, Mich. 899

FOR SALE—HOUSE AND LOT IN TRAV-erse City; also store building adjoining Steinberg's opera house. Will sell either or both cheap. S. Cohen, Muskegon, Mich. 900

STORE FOR RENT AND FIXTURES FOR Sale—One of the best locations in Allegan. Address Kohlenstein Bros., dry goods, Allegan, Mich. 885

DRUG STOCK FOR SALE—WILL INVEN-tory \$1,500; daily sales from \$15 to \$20. Reason for selling, wish to quit the business. Address No. 893, care Michigan Tradesman. 893

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

SINGLE 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—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

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

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

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

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

FOR SALE—CLEAN 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 \$50 per month. Will sell on easy terms. Address No. 868, care Michigan Tradesman. 868

FOR SALE—TUFT'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 meat market, located in excellent residence district of Grand Rapids. Investigation solicited. Address No. 863, care Michigan Tradesman. 866

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

COUNTRY PRODUCE

WANTED—BUTTER, EGGS AND POUL-try; any quantities. Write me. Orrin J. Stone, Kalamazoo, Mich. 870

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.

CLERK WANTED—EXPERIENCED MAN for dry goods and shoe department. Must speak German. Permanent position for right man. Good references required. S. Maundlin & Co., Bridgman, Mich. 898

WANTED—POSITION AS MANAGER OR head clerk in country store. Have had valuable experience as manager of a lumber store having annual sales of \$50,000. Salary, moderate. Address No. 890, care Michigan Tradesman. 890

WANTED AT ONCE A GOOD SPECIALTY salesman for the grocery and drug trade. Must have A No. 1 references, and only first-class men need apply. The Dunkley Celery & Preserving Co., Kalamazoo, Mich. 886

WANTED—BRIGHT, ACTIVE YOUNG MAN as dry goods and shoe salesman and stock-keeper in town of 2,500 population. New, up-to-date stores. Only experienced, reliable man wanted. Address No. 892, care Michigan Tradesman. 892

FOR SALE—STOCK OF DRY GOODS, SHOES and furnishing goods amounting to \$1,200; 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. 889

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Detroit and Milwaukee Div

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Printed and plain for **Patent Medicines, Extracts, Cereals, Crackers and Sweet Goods, Addition Powders, Etc. Bottle** ies. Ask or write us for prices.

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

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Ar Manistee.....	12:05pm
Lv Manistee.....	8:30am	4:10pm
Ar Grand Rapids.....	1:00pm	9:55pm

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

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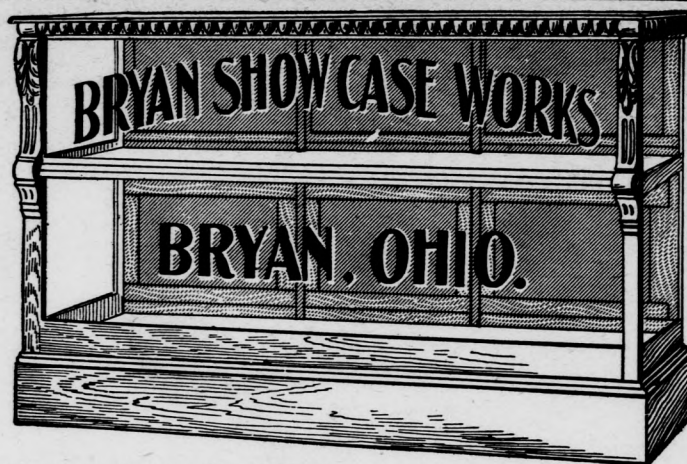
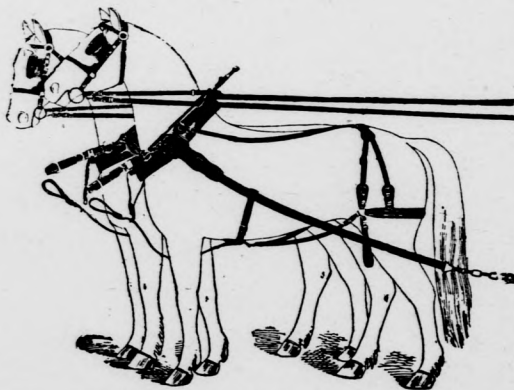
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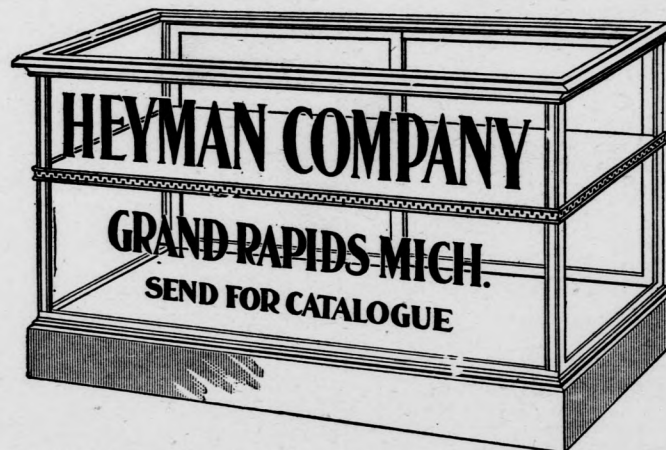
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This Showcase only \$4.00 per foot.
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Guess the man what said invention was pretty close ter kin
Ter necessitee knowed somethin' 'sides the wagin' of his
chin.

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 thet 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.