

STANDARD OIL CO.,

MANUFACTURERS AND DEALERS IN

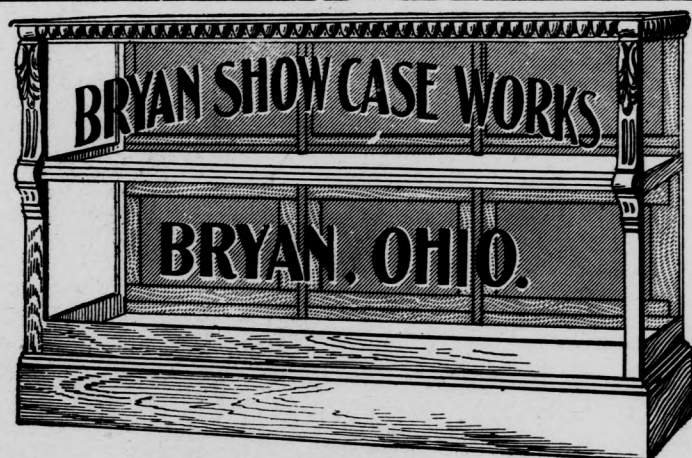
ILLUMINATING AND LUBRICATING OILS

Naphthas
Gasolines
Greases

The brand **MICA AXLE GREASE** has become known as well as its good qualities. The merchant handles MICA because his customers want the best Axle Grease they can get for their money. MICA is the best because it is made especially to reduce friction, and friction is the greatest destroyer of axle and axle boxes.

It is becoming a common saying that "Only one-half as much MICA is required for satisfactory lubrication as of any other axle grease," so that MICA is not only the best Axle Grease on the market but the most economical as well. Ask your dealer to show you MICA in the new white and blue tin packages.

Highest Price Paid for Empty Carbon and Gasoline Barrels.



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



TANGLEFOOT

STICKY FLY PAPER

ASK YOUR JOBBER FOR IT

Do You keep

Faust Oyster Crackers

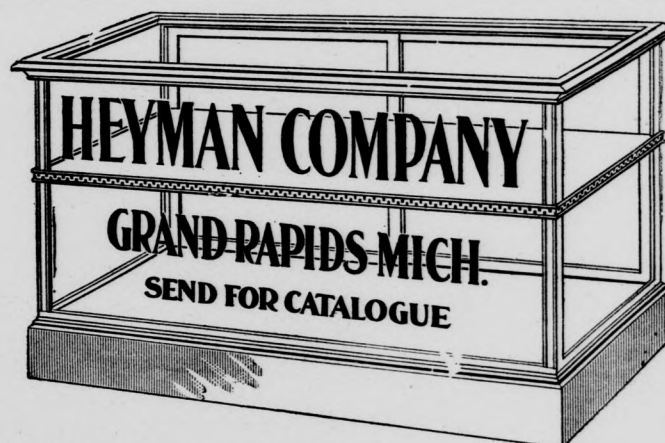
If Not, Why Not?

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.



This Showcase only \$4.00 per foot.

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

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.

Epps'
Cocoa

Epps'
Cocoa

GRATEFUL COMFORTING

Distinguished Everywhere

for

Delicacy of Flavor,

Superior Quality

and

Nutritive Properties.

Specially Grateful and

Comforting to the

Nervous and Dyspeptic.

Sold in Half-Pound Tins Only.

Prepared by

JAMES EPPS & CO., Ltd.,

Homœopathic Chemists, London,

England.

BREAKFAST

SUPPER

Epps'
Cocoa

Epps'
Cocoa

"Eclipse" Hard Wall Plaster

BEATS THEM ALL. Can be floated or darbeyed without applying water to the surface—same as lime mortar. Makes a wall as hard as cement and grows harder with age. 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.

Coopersville Roller Mills

Merchant
Millers

Manufacturers of

White Lillie

Winter Wheat Flour,

Graham and Feed.

Correspondence and trial orders
Solicited.

F. J. YOUNG, Prop.

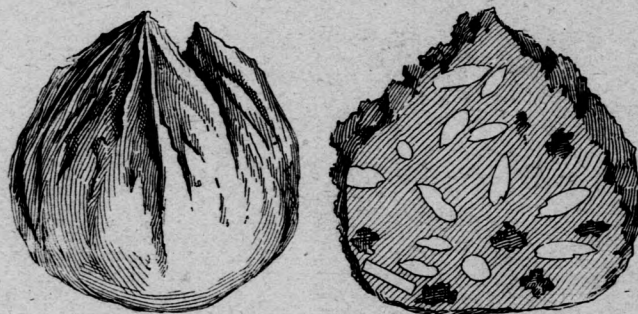


FEED AND MEAL

Strictly pure corn and oats goods. No oat-hulls, barley-dust or other adulteration in ours. Orders for any quantity promptly filled. Favorable freight rates to all points on C. & W. M., D., G. R. & W., G. R. & I., F. & P. M., M. & N. E., or Ann Arbor R. Rs. Correspondence solicited.

WALSH-DE ROO MILLING CO.,
HOLLAND, MICH.

PLUM PUDDING



New Confection in Pudding Shape. Delicious. Always Ready for Use. Improves with Age. Made in ½, 1, 2, 3 pound sizes and also in cakes. 15 cents per pound.

GRAND RAPIDS CANDY CO.

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.

MICHIGAN TRADESMAN

Volume XVI.

GRAND RAPIDS, WEDNESDAY, APRIL 5, 1899.

Number 811

THE MERCANTILE AGENCY

Established 1841.

R. G. DUN & CO.

Widdicom Bld'g, Grand Rapids, Mich.

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

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

SPRING SUITS AND OVERCOATS

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

KOLB & SON
OLDEST FIRM, ROCHESTER, N. Y.

Stouts, Slims a Specialty. Mail orders attended to, or write our traveler, Wm. Connor, Box 345, Marshall, Mich., to call, or meet him at Sweet's Hotel, Grand Rapids, April 18 to 21. Customers' expenses paid.

The Preferred Bankers Life Assurance Company of Detroit, Mich.

Annual Statement, Dec. 31, 1898.

Commenced Business Sept. 1, 1893.

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

FRANK E. ROBSON, President.

TRUMAN B. GOODSPEED, Secretary.



A reporting agency that gives Facts without Regard to Policy or Politics. A collection agency that Collects.

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, \$500 per year. Five years' lease, if desired. For further particulars address X, care Michigan Tradesman.

Tradesman Coupons

Save Trouble.
Save Money.
Save Time.

IMPORTANT FEATURES.

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The Lack of Time.

It is probable that if some good fairy should appear to us overworked and overdriven moderns and offer us the gratification of three wishes, as used to be the pleasant way in Wonderland, we would take, as our first choice, more time. And this would not mean that last, awful, palpitating hour when we shall stand on the threshold of death, and when all that the world can offer of riches, or beauty, or honors, we would give for a little lengthening of the span of life. It means that the days are all too short for what we have planned to do, and that the burden of every excuse for things neglected and things illy done is the lack of time.

There are so many things we intend to do when we get leisure that sometimes it seems that we have put off all the noble resolves, all the white things and the bright things of our aspirations, to that future that never grows nearer, but dances on before us, a will-o'-the-wisp that constantly eludes us as we go forward. Not always are we going to be bogged in earth mire. We are going to think better thoughts, we are going to be kinder, and more patient, and more cheerful after a bit. Now the day's work presses so heavily upon us we have no leisure for serene thoughts, and if we are impatient and cross—well, we are mentally and physically overdone, with nerves stretched to the snapping point.

Of course, we realize that Jamie's manners need reforming, and Tom is growing into a big, rough boy, and Mamie is getting pert and fast. We don't intend to let our children grow up that way—oh, dear, no! Just as soon as we get time we are going to train Jamie to be more courteous, we are going to have long talks with Tom, and try to awaken in him higher ideals, and teach Mamie to be sweet and gentle; out, pray, how can a woman who does the work of two seamstresses to keep her children tucked and ruffled and bloused

as much as the rich ones they go with, and looks after her house, and belongs to a club or two, and runs the church sociables, do another thing? There simply isn't time for it, unless an extension could be put to the day.

It has always been the same way. We remember how it was when we were girls. We were always intending to help mother. It grieved us—when we happened to notice it—to see that she grew thinner year by year; that the patient eyes grew more wistful, and the thin hands became at length almost transparent. Sometimes she talked about stopping and taking a rest when she got time, but she never found the place where she could lay her burden down until she found it in the green mound where not all our tears or self-reproaches could reach her. If we had only taken time to help her, time idly spent in a round of trivial pleasures, we might have kept her with us a little longer. We thought then we had gotten a lesson we should never forget, but we didn't. It is just the same now. We are still waiting to find time to say the kind word; to tell some one how we love and appreciate them; to write the letter that would bring pleasure to some lonely one; to sit with our children in the twilight, and show them that very heart of a mother's sacred love, without which all care for their bodies is but worthless chaff. We have not time for these things, yet in the meantime we have leisure for a thousand idle schemes, and plans that, like boomerangs, return to injure us.

CORA STOWELL.

Hides, Pelts, Furs, Tallow and Wool.

Hides are firm at the declined price. The demand is good, but the quality is scanned closely. The best lots are none too good for the price paid.

Pelts are few and neglected at former values. There is no life to the trade. The indifference of pullers at almost any price is real, as they do not know what their product will bring.

Furs are poor in quality and buyers are not plentiful. The spring catch is not desirable and is neglected, except at extremely low values.

Tallow is in good demand, with higher prices and small offerings. The scarcity has run prices above what soapers can profit by in using.

Wool is relatively no lower, but very weak, with small or no sale. Many are looking around and watching what others may do and awaiting the action of the combine. Some old and mothly wools are being sold at low prices. It is astonishing how much there is of this stock. The new clip is close at hand and is quoted at last year's prices by country buyers, but the question of prices is an enigma for old dealers.

WM. T. HESS.

Somewhat Suggestive.

Flossie—I don't care, I think Jack Townley is real mean!
Annette—Why, Flossy?
Flossie—He wrote to me from Florida saying he had shot an alligator seven feet long, and said when he shot another he would have a pair of slippers made for me.

Things Seen and Said.

The company of a garrulous man is most highly appreciated when somebody else is enjoying it. A woman's beauty and attractiveness are more apt to be discovered by some other woman's husband than by her own. The precocious boy is a source of joy to his mother, but an abomination to others in whose company he is interjected. A gushing girl may turn the head of the veal youth, but she succeeds only in turning the stomach of the mature man. Considering how wise all babies are, it is strange that so many of them develop into noodles long before they attain maturity. The growing boy is impressed with the belief that this world is full of men who have no other object in life than to help him on in the road to affluence; but in process of time he finds it is the fortunes of children of a larger growth they are interested in—namely, themselves. Men as well as women are given to lying about their ages; but a horse is more fortunate. His owner can always be depended upon to lie for him. If one-half the stories a man tells about his dog could be believed, the average man would hang his head in shame and never again boast of belonging to a superior race. It is true that there is plenty of room at the top in all departments of industry, but unfortunately it is pretty thoroughly occupied by others. It is fortunate, perhaps, that we can not live our lives over again. Beginning with our present knowledge, we would probably be so puffed up by our own wisdom that we should make a worse mess of it than we have already. It is clear that we do not entertain a very high estimate of others' penetration, else we would not take the trouble to inform them how smart we are. They say that beauty is but skin deep. It is for this reason, that some women lay their complexion on so thick. Some cynics affirm that love is but selfishness, but considering the kind of persons that some men and women marry, it looks more like altruism. The man who is contented with his lot is, like the rest of us, discontented with a lot of other things. There are persons with whom it is impossible to live in amity. Even their simplest feed disagrees with them. The bric-a-brac with which we crowd our habitations costs a deal of "dust," but then it seeks to repay us by its assiduity in collecting dust on its own account. Our necessities increase with our years. The small boy is more than satisfied with a washed face having a plainly defined high-water line just beneath it. It is not until he is older that he thinks it necessary to bathe his entire body. Children, when drawing a house, usually begin at the roof. It is no uncommon thing for children of a larger growth to attempt to begin in the same way in building their fortune.

The only way to prevent a man making a big fool of himself in later life is to make a fool of him early.

Every dog has his day, and every other dog thinks how much nicer it is than his day.

Dry Goods

The Dry Goods Market.

Staple Cottons—Staple cottons have shown no material change during the past week, although the volume has decreased slightly since our last report. They are in a firm position, however, and there have been some slight advances during the past week. Coarse colored cottons show the greatest activity in the way of advances, but it is more in the way of leveling and bringing them up to the pitch of other staple cottons than anything else. There are no stocks being accumulated yet, and both brown and bleached cottons are strongly situated. Ducks show only a moderate business with prices firm. Wide sheetings are strong.

Prints and Gingham—Printed calicoes have secured an excellent business during the week and are fully up to the expectations of the trade. The jobbers report business as satisfactory. Printers are now busy on the dark goods and are doing practically nothing on the light lines. The new fall goods that are open in dress styles are selling well at an advance of $\frac{1}{4}$ to $\frac{1}{2}$ c per yard over last season.

Blankets—The blanket business—referring to all wool and cotton warp blankets—is in a very thriving condition. The volume of business done to date is away ahead of recent years, the only drawback to the situation being that prices are very low; but the prospects are good for advances in the near future, the subject being already under consideration by certain houses; agents are generally sold ahead for some months. Bed blankets, both all wool and cotton warp goods, in whites and grays, are selling well. Something of a departure in all wool blankets made out of Eastern Oregon fleece wool by Indians, are attracting very favorable attention by reason of their excellent quality, harmonious colorings and low prices as compared with the imported article; the line includes steamer, college and also bed blankets.

Carpets—The carpet manufacturers are very busy at present. Some of the largest mills are running full. Some of the ingrain mills have been agreeably disappointed this season at the volume of business. In some instances orders were refused, as the mills had previously booked all that they could fill. The season started out with low prices and a large volume of business followed, mainly in cotton warps, all cotton and low grade 12-pair ingrain. During the past two weeks there has been a stiffening in values of yarn, and good wool for filling is scarce. This has caused the manufacturers to hold for higher prices for duplicate orders. While there are already some few mills who have commenced to make samples, the majority will wait until the middle of April. Regarding the rumors of a carpet trust, some of the large manufacturers do not believe it will be possible to form it, as there are too many conflicting interests. Manufacturers of ingrain as well as other lines are looking anxiously forward to the opening of next season, as they want to see what the prices of carpets will be. Tapestry and velvet carpets still have a good run. The low price at which the regular "taps" and velvets are made to day, has induced more business, and while the printed tapestry has sold quite freely, the low prices of the regulars have narrowed the business to smaller proportions. Bun-

dar wiltons and rugs are selling well.

Upholstery—While some jobbers report a fair volume of business, prices are low and profits small. Cotton warp, also all silk damask piece goods, are receiving some attention. While the selling price for the goods has not advanced, the silk yarn is much higher, and bids fair to advance again. This, the manufacturers claim, will mean higher prices next season, as they have not made any money owing to the higher values for material since the opening.

Yarn—Much care must be used in the purchasing of mercerized yarns. So-called mercerized cotton yarns are being offered at low prices that never were subjected to the mercerizing process. To all outward appearances they are as represented, but they are lustered by various patent processes, and they lack the strength and permanence of luster that characterize mercerized yarns.

Neckwear—The neckwear manufacturers have been working night and day to get out their Easter goods, but the demand has been so great that none of the houses have been able to make prompt deliveries.

Carpet Manufacturers Getting Together.

New York, April 3.—At the New York offices of several of the New England carpet companies, it was admitted to-day that a movement was on foot, instigated by a Philadelphia carpet manufacturer to consolidate a number of large New England plants. No options have as yet been given, and the affair is yet in a preliminary stage. In discussing the matter, a New York sales agent of a New England company said that offers had been made for the purchase of nearly all the large plants.

"The movement has not yet, however, reached a stage," said he, "where options have been given or where a meeting has been called by the manufacturers to consider the question. Personally, I believe the present movement will not be successful if the capital stock of the company is only \$5,000,000. That amount represents but a small fraction of the capital invested in the carpet manufacturing industry. Unless the combination be made more extensive I think the movement will fall through, as did a similar one five years ago."

"Many of the local agents admit that a combination of carpet manufacturers can be readily accomplished, and would be one of the strongest pools yet formed. It is pointed out that inasmuch as it requires considerable capital to enter the business, the competition from irresponsible sources would be almost wholly eliminated."

"One of the great economies resulting from the scheme would be the opening of a large selling agency, which would then do away with the commission merchants and the sales agents."

Selection and Direction of Employees.

I was recently talking to a gentleman who is the owner and manager of a very important business, one in which it is necessary for him to delegate a great deal of important work to his employees. I know something of this man's business of which I had heard from other sources, and I believe he has the best set of workers I know about. There is not a man in the entire number who does not seem to be working with his whole heart and soul in the interest of the house.

"How is it," I asked, "that all your people are so enthusiastic? They all seem to work together like the wheels in a clock; I do not believe there is one of them that does not take pretty nearly as much interest in the business as you do."

"Well," replied the gentleman, "I have a first-class force. Of course, I

take a great deal of pains in selecting them at the beginning. I never add a man to the force unless I ascertain thoroughly who he is and what kind of stuff he is made of. I hold on to my people and make them good workmen by showing my appreciation of what they may do. I do not want people around me who are afraid of me or have the least hesitancy in saying what they think. I encourage them to give me their opinion, and when the opinion is good I say so right out. I do not try to take their advice and belittle it in their presence and afterward put it into practice and try to palm it off on somebody else as my own thought. When any of my people originate a good idea they get credit for it before everybody. I think they appreciate this and every one of them is striving to suggest something as often as possible that will really help the business. Then, again, I pay my people all I think they are worth. I

have not been but once in two years asked by any of my employees for a raise in salary. I make it a business, if I think a man is worth more than he is getting, to give him a raise. I do not care how small the raise is, my employees appreciate it and work that much harder for it because I give it to them voluntarily. It is only human nature that a man should appreciate a small voluntary raise in his salary much more than he would appreciate a larger raise if he had to ask for it himself.

"Then, again, I do not ask of my employees anything that is unreasonable. I do not expect them to do anything which I myself would not want to do if our circumstances were reversed and I was in their place. When an emergency comes up and an extraordinary effort is required on their part, I always thank them when they perform their duties faithfully. It encourages them and makes them more anxious next time to put themselves out for my benefit."

CHARLES F. JONES.

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.

DISPLAY HOOK



A most useful article for the display of Shirts, Neckties, Handkerchiefs, etc.

Write us for sample order.

P. STEKETEE & SONS,
WHOLESALE DRY GOODS,
GRAND RAPIDS, MICH.

We are at the Front



again with our claim made last season. We make a specialty of ribbed underwear for Men's, Ladies' and Misses' wear to retail from five cents to a half dollar. Most every one concedes that is the only kind for comfort and wear. Of course there are a few who still stick to the flat goods. For such we carry several lines of extra good values to retail at twenty-five and fifty cents. Look us over, that's all we ask.

Voigt, Herpolsheimer & Co.,

Wholesale Dry Goods. - - Grand Rapids, Mich.

Clerks' Corner.

Nasty Habits Which Will Not Be Tolerated.

Nobody on earth has any higher respect for the grocery clerk than I have. Grocery clerks, as a class, are an honest lot of hard working fellows, as good as I or anyone else. Lots and lots of them are worthy of better positions than they've got.

But all this doesn't alter the fact that behind grocery counters there are some of the worst bores that ever drew the breath of life. Some of these are fellows who ought to herd with swine, for that's what they are themselves.

The most unfortunate feature about it is that these fellows are barely responsible for their own coarseness, since God made them that way. At the same time, if I were a grocer I should no more have one of them behind my counter than I'd fly. Instead of attracting trade, they keep it away.

I went into a grocery store the other day, where the only clerk had the most neglected teeth I ever saw in a white man's mouth. He had the smiling habit, too. That clerk would smile graciously into the very face of a lady customer—and did while I was there—just as if he had the finest set of ivories that ever grew.

Now there's no excuse for a thing like that. No matter how poor a clerk is, he can buy a toothbrush and a nickel's worth of prepared chalk. This may seem like an insignificant thing to some of you fellows, but I have no doubt in the world that lots and lots of trade has been kept away from stores on account of things much more insignificant than this. Take a fastidious lady, clean, and neat as a pin herself. Think she's going to subject herself to such sights as this, when there are other stores to go to, where the clerks are clean gentlemen?

Not much.

Then there's the simple little matter of a clean shave—don't prick up your ears there, you boys of 15 years old; I'm not talking to you—an unshaven face isn't one tenth as bad as bad teeth, but it is bad enough. No man with any beard at all can look clean and neat with a three days' growth on his face.

I tell you, all these things count.

One day last week I stood in a small Philadelphia grocery store down town. The clerk was waiting on a lady customer, and at the same time talking with a young man acquaintance who stood a little to one side. This in itself was an unbusinesslike thing, but it wasn't the worst thing he did, by any means.

The clerk had just had a tooth out. It had been hurting him for a long time, and he was telling his friend all about it. The minutest details he brought out—what medicine he had used for it, how awfully it had hurt, how he had refused to take gas, and so on, and so on.

Finally, he opened his mouth right in the lady's face, to let the friend see where the tooth had been. I saw, too; nobody in the store could have missed it. Evidently the tooth had just been taken out, for the gum was still bleeding, and when the gentleman opened his mouth he revealed a bloody gullet and a deep red hole where the tooth had been. His mouth was half full of blood, and the friend exclaimed over the nasty sight with proper appreciation, while the heroic clerk looked at all of us with a vast complacency.

The lady was right in range and she had to see, too. I saw her drop her head and swallow hard a few times. I felt like swatting the fellow over the head, and I probably would have done it if he hadn't been a bigger man than I am.

Now, that clerk didn't think he was doing anything wrong. He did what he thought was interesting, and I suppose he rightly surmised that we three who were in the store didn't see such sights every day. As a matter of fact, we don't. But at the same time, do you think such things are calculated to get trade? Do you think they are even calculated to hold it? I don't. I shouldn't

be one bit surprised if that sickened lady never went near that store again.

Another clerk in a store where I go sometimes is invariably picking his teeth. He must eat a terrible lot, for he keeps the toothpick working all the time, no matter what time you go in. While he waits on a customer he holds the toothpick in his mouth, and keeps up that horribly nasty sucking act which is my pet abomination. I have seen him do this with the utmost unconcern right in customers' faces. Yet he didn't see anything wrong in it. If I were to tell him he was a pig; that he was doing something nobody in polite society would tolerate, he would probably forcibly resent it.

That's why I don't tell him.

My point about such breaches is that not only are they extremely bad manners, but they actually do the store harm. It is natural with everybody to want to deal where they are free from sights that repulse them. I give you my word, I'd never allow such a clerk to wait on me the second time, even if I went back to the store.

A commoner thing, perhaps, than any of the habits I have described is that of cleaning the nails behind the counter. This isn't nice—decidedly it isn't. Such things should be done in private. Least of all should they be done in a public store where customers come.

It isn't clean; it isn't attractive.

I was going to say a word or two about another clerk I know of who is constantly picking his nose. I shan't say much about that, though, for it is a nasty subject even to write about. A fellow who will do this in public is the most hopelessly nasty object I can conceive of. I wouldn't accept \$10 a week, if I were a grocer, to let such a clerk stay in my store, to say nothing of paying him a salary. He is a business-killer, if ever there was one. Just the other day my wife told me about a girl clerk in a confectionery store she often patronized—emphasis on "often"—who does the same thing. She said she had shaken the store entirely and would never go back there again, just on that account. And her trade amounts to something, I can tell you.

There are two sides to this thing. One is the clerk's side, and the other the grocer's side. The grocer's side I have touched upon a little. Where there are several clerks, and one has any nasty personal habit, it won't always work to keep trade away from the store. The customers will still come, perhaps, but they will boycott the nasty clerk religiously. And that is where the clerk's side comes in. He won't build up any personal trade. People will shun him, and they won't do it long before his employers notice it. When they do that, his time is short. Out he goes, and even if he gets another job, it will be the same story over again.

A clerk is valuable according to the amount of personal good will he can control from the people who visit the store. If he gets where people seek him out when they want anything done and wait for him to take their orders, he has become very valuable, indeed, and has a good foundation laid for a business of his own.

But what value has a clerk that everybody shuns?

Be decent, boys. Be decent and be gentlemen.

To meet a funeral procession is a sign that there has been a death in the family.

If You Hire Over 60 Hands

Don't write to
BARLOW BROS.
GRAND RAPIDS, MICHIGAN

for sample sheet of their "PERFECTION TIME BOOK AND PAY ROLL."

Their WAGE TABLE, however, fits (and pleases) firms who hire from one to a million hands. So do their PAT. MANIFOLD SHIPPING BLANKS.



NOW YOU SEE IT

all about you and everywhere that the merchant who has the best system of doing business and sticks to one pre-arranged plan, succeeds in doing a profitable trade, while he who has no plan, trying to run without system, will see his business get away from and final ruin swamp him.

THE EGRY AUTOGRAPHIC REGISTER

shown at top, used with our system of business, will insure success, as it stops all leaks, keeps ones business standing prominently in mind, saves time, labor and money, thus continually piling up the ingredients of all fortunes.

NOW YOU DON'T

think for a minute that our entire working force, planning for years a perfect system, can fail in showing advantages to you, by which your business would be benefited. We have practical systems adapted to nearly all kinds of retail merchandising, and would be pleased to aid you in placing your business on a profitable basis. The merchant without system stands no show against his neighbor who has the best. Address orders or inquiries

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

G. R. Salesman, S. K. Bolles, 39 Monroe St. 3d floor.

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SIZE—8 1/2 x 14.
THREE COLUMNS.

2 Quires, 160 pages.....	\$2 00
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Tradesman Company
Grand Rapids, Mich.

WE GUARANTEE

Our brand of Vinegar to be an ABSOLUTELY PURE APPLE-JUICE VINEGAR. To any person who will analyze it and find any deleterious acids or anything that is not produced from the apple, we will forfeit

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We also guarantee it to be of not less than 40 grains strength. We will prosecute any person found using our package for cider or vinegar without first removing all traces of our brands therefrom.

Robinson Cider and Vinegar Co., Benton Harbor, Mich.

J. ROBINSON, Manager.

This is the guarantee we give with every barrel of our vinegar. Do you know of any other manufacturer who has sufficient confidence in his output to stand back of his product with a similar guarantee?
ROBINSON CIDER AND VINEGAR CO.

Important Notice!



We have changed our corporate name from the Petoskey Lime Company to the **Bay Shore Lime Company**, and the name of our lime from Petoskey Standard to **Bay Shore Standard**. No other change in any way.

Bay Shore Lime Co.,

By E. M. Sly, Secretary.

Bay Shore, Mich., April 1, 1899.

SYRUP AND SUGAR MAKERS' SUPPLIES



We make everything.

Write for prices.

Wm. Brummeler & Sons

Grand Rapids, Mich.

Around the State

Movements of Merchants.

Matherton—E. Mathews has embarked in general trade.

Saginaw—Chas. Mave, meat dealer, has sold out to Kolb & Nowake.

Fenton—Arthur M. Davison has removed his clothing stock to Flint.

Girard—A. A. Perry has sold his grocery stock to his father, James Perry.

Elk Rapids—Vlack & Co., of Traverse City, have opened a meat market here.

Charlotte—Cove & Kesler, lumber dealers, have sold out to Webster, Cobb & Co.

Springport—Eben Comstock has engaged in the grocery business at this place.

Coldwater—A. J. Skinner, of Baroda, has purchased the book stock of J. B. Foote.

Athens—F. O. Hutchins has purchased the dry goods stock of V. R. Lepper.

Kalamazoo—Cornelius Radiker, dealer in confectionery and cigars, has retired from trade.

Gaylord—Qua & Wilson, dealers in feed and groceries, have sold out to Nelson Cook.

Quinnesec—Ida M. (Mrs. L. M.) Packard succeeds Luther M. Packard in general trade.

Menominee—Jensen, Sorensen & Co. have purchased the grocery stock of Eierdam Bros.

Luther—Mrs. Schall has added a line of ladies' and children's shoes to her millinery stock.

Bay City—Chas. Bradley has purchased the grocery stock of James Todds on Litchfield street.

Otsego—W. G. Andrus, dealer in tinware, has removed his stock to more commodious quarters.

Portland—The lumber firm of H. K. Balderson & Co has been dissolved, Fred Balderson retiring.

Corey—David Berger, of Three Rivers, has purchased the general merchandise stock of J. B. Paddock.

Girard—John Williams, in company with his son, Glen, will shortly open a hardware store at this place.

Holland—B. Sterken has sold his shoe stock to P. Slioter & Son and will engage in the lumber business.

Blissfield—Geo. Palmer & Co., Limited, succeed Collins & Palmer in the furniture and undertaking business.

Detroit—M. Schowitz & Co. succeed Schowitz & Hirschfield in the clothing and men's furnishing goods business.

Ithaca—Ingles & Hiffner is the name of a new grocery and bazaar firm which has recently been formed at this place.

Battle Creek—W. E. Brackett, recently of the firm of Brackett & Judd, has purchased the grocery stock of O. V. Pratt.

Union City—M. D. Eberhardt has purchased a grocery stock at Fairfax and has already taken possession of same.

Edwardsburg—D. W. Ray & Co. has purchased the agricultural implement, hardware and harness stock of C. M. Dennis.

Gladwin—A. Cohen has formed a copartnership with Mr. Weinberg, of Bay City, and engaged in the grocery business here.

Colon—The stock of dry goods and groceries formerly belonging to Alfred Purkiss has been closed out by Edson, Moore & Co., Detroit, to B. M. Roush, who will dispose of it at auction sale.

Houghton—B. T. Barry has temporarily discontinued the drug business until his new building, now being erected, is completed.

South Allen—Salem Zetoin has removed his stock of groceries to Fremont, Ind., where he will engage in general trade.

Woodland—Shutter & Co. have sold their drug stock to H. E. Hill & Son, who will continue the business at the same location.

Clarksville—S. E. Bevier has engaged in the agricultural implement business, having formed a copartnership with O. Prasser for that purpose.

St. Johns—Wm. M. Leland is making improvements in the store building recently vacated by G. W. Hyde and will shortly put in a grocery stock.

Hastings—E. L. Sentz has purchased the interest of A. D. Cook in the grocery firm of Cook & Cook. The new firm will be known as Cook & Sentz.

Holland—Con De Pree has resigned his position as clerk in the Central drug store and will engage in the drug business here on his own account May 1.

Bay Shore—The name of the Petoskey Lime Co. has been changed to the Bay Shore Lime Co. The officers of the corporation remain the same as before.

Eaton Rapids—The Island City Feed store has been discontinued and the manager, Amos McKinney has engaged to drive an egg wagon for Stirling & Crawford.

Lowell—Will Taylor, who has been engaged in the grocery store of R. Van Dyke, has formed a copartnership with Dan T. Bush and engaged in the bakery business.

Litchfield—Barnhart & Shepard, grocers, have dissolved partnership, Mr. Barnhart succeeding. He has also purchased the Bulger stock and will consolidate the two.

Somerset—H. A. Smith has removed his stock of general merchandise to Moscow. Arthur Burcroff has rented the store building recently vacated and will put in a stock of groceries.

Olivet—B. F. Bremer has embarked in the hardware business at this place. He has associated himself with his brother-in-law, J. E. Wiechers, of Brighton, who will take charge of the store.

Detroit—George A. Moebis & Co., the cigar and tobacco firm at 92 Woodward avenue, has dissolved partnership, Gustav A. Moebis retiring. The other members will continue the business at the same place.

Portland—Vincent P. Cash and Matt J. Debn have formed a copartnership under the firm name of the V. P. Cash Co. for the purpose of conducting a produce commission business in Toledo. Lafayette Bugbee will have charge of the business.

Owosso—W. H. Bell, of Bay City, has purchased the Cheapside crockery stock of C. A. Baldwin, assignee, at private sale, the consideration being about \$900. He will add a line of general merchandise.

Sault Ste. Marie—Alf. Richards, who has been engaged in the clothing business on West Portage avenue for the past six years, has associated himself with A. J. Eaton under the firm name of the Alf. Richards Co. and engaged in the clothing business at the corner of Ashmun and Arlington streets.

Homer—Before Harmon & Allen sold their stock of boots and shoes to Geo. W. Feighner they ordered a bill of goods of Williams & Co., of Winona,

Minn., to be shipped the following fall. They sold their stock soon after giving the order, and advised the Winona firm of the sale and cancelled the order. Williams & Co. paid no attention to the cancellation, but in the fall sent on the goods, which Harmon & Allen refused to accept. Williams & Co. thereupon sued Harmon & Allen for the value of the goods, resulting in a verdict for the defendants at the trial of the case at Marshall last week.

Saginaw—Receiver T. A. E. Weadock has sold the remaining assets of the defunct First National Bank of East Saginaw with the exception of some township bonds and other securities, the bids for which were not satisfactory to him. Colonel Michael Jeffers was the principal bidder, and the Howry paper to the extent of \$42,000 was knocked down to him for \$100. Jacob Schwartz secured 400 acres of land in Gladwin county for \$255. About twenty notes endorsed by F. E. and A. A. Talmadge and aggregating over \$1,200, were sold to W. S. Eddy for \$100. The bidding on the other notes was about in the same proportion except those secured by real estate, which brought a better price. The notes of the London Tea Co., endorsed by H. A. Forrest, aggregating over \$1,000, were sold for \$1 to Michael Jeffers. Frank Lawrence purchased a few notes and the old books and stationery at \$1 25 per 100 pounds. The office furniture went to J. B. Peter, Frank Lawrence and Col. Jeffers. J. B. Peter also purchased a few notes. The par value of the property put up aggregated \$98,000, and the total amount realized by the sale was \$2 202.50. Receiver Weadock announced himself as well satisfied with the results of the sale, which was largely attended and attracted much interest.

Riverdale—Thos. Tallow, whose misdoings were briefly referred to in last week's Tradesman, turns out to be a defaulter to the township, which he was elected to serve as treasurer, to the amount of \$2,090.45. His hardware and furniture stock has been turned over to his bondsmen, including a carload of nails just received from Foster, Stevens & Co. and a large shipment of furniture from the Charlotte Manufacturing Co. Attorneys for the latter will probably throw the man into bankruptcy, so that all creditors will share alike.

Manufacturing Matters.

Detroit—Camille DeConinck, proprietor of the Royal Hat Co., is succeeded by the Central Clothing Co.

Sherman City—John R. Cameron and G. W. Johnson have formed a copartnership for the purpose of engaging in the manufacture of cheese.

Millburg—The farmers in this vicinity to the number of 43 have each taken \$100 stock in a new creamery to be built at this place by a co-operative company, capitalized at \$5,000.

Port Huron—The offer of the Port Huron Engine & Thresher Co. to sell \$128,000 of its preferred stock was taken advantage of by a number of the employees of the shops, who, on one afternoon, purchased \$11,000 of the stock.

Saginaw—The Freud Milling Co. has been re-organized as the National Milling & Evaporating Co., with Julius Freud as President and William Emery as Secretary and Treasurer. The capital stock has been increased to \$75,000 and a new factory will be located at East Tawas, having a capacity for handling 1,000 bushels of potatoes per day.

Saginaw—Briggs & Cooper, of this city, own several thousand acres of land near Upton which contains a large quantity of hemlock and hardwood timber. It is the intention of the owners to erect a sawmill on the land this spring and manufacture the lumber there, as they deem it more profitable to do so than to cut the logs and rail them to this point.

Status of the St. Louis Potato Market.

St. Louis, Mo., April 4—Trade was very slow last week, which was observed by both Jew and Gentile, and this, with the continued bad weather, interfered with all lines of trade. We have had exceptional weather here in this section—cold, snow and rain—much colder than ever known here at this season. All planting is backward, which will make new potatoes very late this spring and will make a better demand for eating potatoes until late in the summer.

The demand for both seed and eating potatoes has been slow, merchants holding off in the expectation that prices will sustain a further decline. Shippers have held firm and generally would not come to buyers' views, so trading was light. Receipts have been light of both seed and eating stock, especially of anything in choice to fancy eating potatoes. Poor stock has been more plentiful and easier, but fancy is scarce, with light offerings and really higher prices.

Seed potatoes are moving more freely from loading stations everywhere. The weather is now warmer in the Red River Valley and we hear of more stock loading on this account. We look for lower prices in seed potatoes, especially Ohio, possibly Rose; also lower prices on common to fair quality, but choice or fancy bright eating potatoes are improving in price and are needed here. We find much poor pit potatoes coming from Michigan. Such stock will give trouble and be hard to sell. Anything but the best sells slowly and low prices must be made to move them. Shippers should be very careful about buying pit stock. If it is dark and stained, it will have to be sold for much less than bright, clean potatoes. It is time now for pit stock, and we want to caution shippers to watch closely.

We consider the market here in better shape now than at this time last week and believe the demand and prices of eating potatoes of good quality will be better the coming week, but expect seed stock and poor quality eating potatoes will be lower. Movement of potatoes in the Northwest will, no doubt, be good from this on, and we confidently expect receipts to increase.

MILLER & TEASDALE CO.

Enlarging the Scope of the Organization.

Port Huron, April 3—The name of the Port Huron Grocers and Butchers' Association has been changed to the Port Huron Merchants and Manufacturers' Association. The organization has 125 members and is doing excellent work.

At the meeting last Friday evening the question of a home market was discussed at some length, and it was voted to hold a meeting in the near future to which all farmers will be invited. It is believed if a suitable market is maintained that farmers can be induced to bring their produce to Port Huron.

The Sunday closing law was also discussed, and the Association went on record as opposing the opening of any stores on Sunday. It will also advocate the uniform closing of all stores in the evening during the week.

The Facts in the Matter.

Chapin, April 3—I see you note my purchasing the cheese factory at Chesaning from T. A. Cook. That is a mistake. I purchased of Burgess & Peet, and they from E. Switzer. Mr. Cook runs the factory at Brant Center and, so far as I know, expects to continue. The factory at Chesaning has only run for a short time in the past two years. I expect to start it up April 17 and will operate both Chapin and Chesaning.

J. B. HOFFMAN.

Grand Rapids Gossip

The Alfred J. Brown Co. recently cleared a carload of German beet seed.

John G. Hazlet succeeds Geo. Miedema in the grocery business on Quimby street.

A. A. Manning succeeds Manning & Co. in the grocery business at 660 Wealthy avenue.

Ed. Cramer has purchased the grocery stock of B. F. Yerden & Co. at 317 Plainfield avenue.

Thos. R. Dunstan has engaged in the grocery business at Bellaire. The stock was furnished by the Worden Grocer Co.

Michael T. Crimmon has engaged in the grocery business at Copemish. The Lemon & Wheeler Company furnished the stock.

Herman Teunis, who conducted a grocery store at the corner of Fifth and Stocking streets, has closed out his stock and retired from business.

Elon A. Richards has purchased a half interest in the drug stock of Emory A. Richards, druggist at 766 East Fulton street. The new firm will be known as Richards & Co.

John J. Dawson, of Hastings, has purchased the drug stock of W. H. Ross, at the corner of Jefferson and Wealthy avenues, and will continue the business at the same location.

Jacob Vander Linde, formerly engaged in the grocery business in this city, has re-engaged in trade at 429 East street. The Ball-Barnhart-Putman Co. furnished the stock.

Lawrence & Mathewson, fruit and produce dealers, have removed from 127 Louis street to 16 North Ottawa street, where they have better facilities for meeting the requirements of their business.

Geo. W. Haines and Fordyce A. Savage have formed a copartnership under the style of Haines & Savage and engaged in the grocery business at Dowagiac. The Worden Grocer Co. furnished the stock.

Cone & Co., formerly engaged in the grocery business at Kent City, but for the past three years engaged in the same business at Bellaire, have opened a grocery store on Cherry street, near the Boulevard building. The Worden Grocer Co. furnished the stock.

The Produce Market.

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

Beans—The market is quiet and somewhat lower, due to the lessening of the demand. Local handlers are taking in all the stock they can obtain in the belief that a higher range of values will surely follow the present era of depression.

Butter—Receipts are not large and the market is kept closely cleaned up. Fancy dairy in crocks and rolls readily fetches 15@16c. Factory creamery is stationary at 20c.

Cabbage—Home grown is held at \$1 per doz. for fair stock.

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

Cranberries—Wisconsin Bell and Bugle, \$6; Cape Cod, \$7.

Cucumbers—\$1 per doz.

Eggs—Local dealers are securing 14@15c for their shippers, which is above the parity of any outside market with which the Tradesman is familiar. Cold

storage buyers are in the field, ready to pay 9c whenever the market drops to that figure. It is claimed that Chicago buyers are putting eggs into cold storage on the basis of 12½c, but it hardly seems probable that any considerable quantity will be taken on that basis.

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

Lemons—As a result of the heavy offerings the market has shown a decline amounting to about 25c since a week ago. Supplies in the market at present are sufficient to meet all demands.

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

Onions—Both red and yellow stock is in fair demand at 50@60c.

Oranges—The arrival of Mediterranean sweets has been heavier during the past week than at any time since the opening of the market. Comparatively, values rule about the same. The demand for seedlings continues good.

Parsley—\$1 per doz. bunches.

Parsnips—25c per bu.

Pop Corn—50c per bu.

Potatoes—No Michigan buyer can afford to pay 50c per bu. on the basis of the present market and the grower is firmly holding for 50c or better. In the meantime roads are getting bad in the Southern and Central portions of the State and in the Northern portion it is neither good wheeling nor sleighing—snow drifts in some places and bare ground in others. Considering the lateness of the season and the manner in which the spring work of the farmer is going to be crowded into a few days, it would seem as though it would be better for the grower to unload now on the basis of 45c than hold off for a 50c market when it may come at a time when he will be busiest with his spring work.

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

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

Flour and Feed.

The demand for flour during the past week has been steady, but not urgent. Buyers seem to prefer to feel their way along and purchase only for present needs. There seems to be so much uncertainty about the outcome of the growing crop of wheat and so many conflicting reports concerning it that the trade is waiting anxiously for more definite information. If April showers and warm sunshine bring out and resuscitate the wheat fields that now appear brown and dead, present prices are, undoubtedly, high enough; but, on the other hand, if large areas sown to winter wheat must be plowed up and planted with other crops—as now to all appearances seems certain—then present prices will soon look cheap, for a sharp advance will come suddenly and be well maintained for some time.

The city mills are all running steadily, as usual, and have plenty of orders booked for April business.

Millstuff is in good demand, with prices unchanged for the week. Feed and meal are steady and moving quite freely.

WM. N. ROWE.

Large Loaves of Bread

The largest loaves of bread baked in the world are those of France and Italy. The "pipe" bread of Italy is baked in loaves two or three feet long; while in France the loaves are made in the shape of very long rolls, four or five feet in length, and in many cases even six feet.

The Pennsylvania Senate recently passed by a vote of 42 to 4 Senator Rice's bill which legalizes the sale of uncolored oleomargarine in that State.

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

The Grocery Market.

Sugars—Since our last issue raw sugars have made two advances of 1-16c and are now quoted at 4½c for 60 deg. test. There has been no advance in refined and the difference between raw and refined is now but 34c, which is conceded to be below the cost of refining. Sugars are undoubtedly a good purchase and buyers can not make a mistake in carrying full stocks.

Canned Goods—There has been a steady demand for nearly everything in the canned goods line. There have been no changes to note in prices, but jobbers and packers are cleaning up stocks and some grades are difficult to find.

Dried Fruits—There has been a good demand for nearly everything in the dried fruit line, raisins and prunes heading the list. For some time we have repeatedly urged the purchase of prunes. That we were correct is shown by the recent advance, the price now being ¾c higher than the lowest point touched. Raisins will undoubtedly go out clean. Eastern stocks are about exhausted. The Raisin Growers' Association holdings are not heavy, they having disposed of all their Pacific ungraded and Pacific 2 crown loose muscatels and have but a few cars left of their standard grade of 2 crown loose muscatels. Regarding currants, cables from Greece are again higher. On spot there is decidedly more demand, and prices are a little stronger, as holders, in view of the heavy loss which present prices show, are inclined to take advantage of the favorable change in the Greek market.

Nuts—New crop Brazils are now arriving and the quality is giving perfect satisfaction. It is reported from Norfolk that the peanut trust is an assured fact and that experts are now going over the books of the various concerns in the deal, verifying the figures and that as soon as this is finished the plants will go into the hands of the promoters. The market, in consequence, is very strong and an advance is looked for as soon as the deal is consummated.

Teas—The predicted advances in lower grades of blacks and greens went in to effect last week. Hyson, Oolong and English Breakfast are affected by the change in price, in most instances the range between high and low quotations being lessened. The tea market continues firm and it is believed that the conditions fully warranted the recent advances. Some jobbers are inclined to believe that prices will still further advance.

Coffee—The situation is featureless, with present movement restricted somewhat and values ruling the same as a week ago.

Cereals—The rice market is quiet at present, with previous values still ruling. In some lines of rolled oats there has been a reaction from the advances two months ago and quotations are lower.

Cocoonut—It is stated that the manufacturers of shredded cocoonut have come to an agreement regarding prices and that an advance will be the result of the agreement. Many favored retailers and jobbers who were on the inside, have taken on large stocks in anticipation of higher prices.

The Grain Market.

Owing to fine weather the last few days, wheat has dropped off in price on futures as well as in spot deliveries. We fail to see the reason for the decline, as the few days of fine weather have not

been sufficient to show any growth of wheat. In another week we may be able to form some opinion of the growing crop. Farmers' deliveries are of a very moderate size in the winter wheat belt. In the Northwest there seems to be a large movement from interior elevators, while farmers' deliveries are also small. As spring work comes on and as the season is late, farmers will not have time to do any wheat marketing for some time. The roads, also, are breaking up, so we can not expect much wheat from farmers' wagons until spring work is over. As prices are lower, farmers are very obstinate and say they will not sell any wheat under 70c.

Corn, while not lower, is rather slow, as buyers are looking for lower prices, in which they probably will be mistaken, as corn is not as plenty as heretofore. The long winter has made a large hole in the amount on hand, especially as that amount is not very large.

Oats, as usual, held up in prices—very strong prices, in fact—and will go higher, as oats are not plenty, while the demand is large.

Rye seems to be the strongest on the list and will probably remain so, as there seems to be a scarcity.

We might state here that in reporting the invisible last week, there was a slight error. While the Government made it 108,000,000 bushels, the statistician counted measured bushels, while the weight fell short three pounds, which would leave the invisible at about 189,000,000 bushels, instead of 140,000,000 bushels, as stated.

Receipts during the month of March were 235 cars of wheat, 102 cars of corn and 47 cars of oats.

During the week there were 75 cars of wheat, 32 cars of corn and 12 cars of oats.

Millers are paying 67c for wheat or about 2c from the high point.

C. G. A. VOIGT.

Gradual Growth of Grand Rapids Council.

Grand Rapids, April 3.—At the regular meeting of Grand Rapids Council, No. 131, United Commercial Travelers, held Saturday evening, April 1, the application of Chas. P. Reynolds, Martin H. Van Horn and Frank H. Spurrier were received. These gentlemen were admitted and initiated into full membership, thereby making three more earnest and enthusiastic workers for the grand order.

A committee, consisting of H. E. Hatch, J. B. McInnes and F. H. Spurrier, was chosen to arrange a musical entertainment and pedro party, to be given in the council chambers Saturday evening, April 15, to which all traveling men in the city and their friends are cordially invited. The same committee was also authorized to make preparations for a ball, to be given before warm weather, which is intended to be a social event. We are pleased to note the steady growth of our Council and would thank our worthy Senior Counselor for the many applications he has secured of late.

Saturday evening, March 25, the Council gave a social dance in Straban's hall, which was largely attended. All the ladies and gentlemen present expressed themselves in the most cordial terms with regard to the entertainment.

L. F. BAKER, Sec'y.

Not to Blame.

"A woman," remarked the man who assumes superior airs, "has no sense of humor."

"Well," answered his wife, "when you consider how often she is requested to laugh over serious matters like housecleaning and Easter bonnets I don't think you ought to blame her."

Woman's World

The Virtue of Moderation.

Not long ago I heard a little Japanese fairy story that ran something like this: Once upon a time there was a woman old and ugly, with a face seamed with wrinkles and a body bent and aged by the passing of the years, but notwithstanding all this she had set her foolish heart in love, as many another woman has done, upon a beautiful young Prince. Needless to say, he passed her by, as she stood by the roadside, without so much as a second look, but by and by a good fairy came that way and, seeing her grief, asked her why she wept. "Because," answered the woman, "I am old and ugly and find no favor in the Prince's eyes." The good fairy, touched at the old woman's tears, told her of a magic fountain wherein, if one bathed, the years slipped from them like a discarded garment and left them young and fair. The woman hurried at once to the fountain and dipped in its water and, as the fairy had said, she became young and beautiful. Not satisfied, however, with what she had gotten, she dipped again and again until at last she became a baby, and when the Prince passed by there was nothing but a mewling infant on the brink of the fountain. Womanlike, she had overdone it.

It is said this is a very old story, but it strikes me as being very applicable to the woman of to-day. We seem, as a sex, to have always overdone things, and we are still overdoing them now. We have many virtues, but not the virtue of moderation. We know many things, but not how to stop when we have gotten enough of a thing. If we are industrious we work ourselves into such a state of nervous prostration it's a question if it isn't cheaper, in the long run, to be lazy and save the doctor's bill. If we are neat we are such monomaniacs on the subject of dirt we make people long for disorder and comfort. If we care for clothes we get so our very brains are cut on the bias and ruffled in the middle. If we go in for philanthropy we encourage pauperism and mendicants camp on our hall settee from year's end to year's end. When we are good we are so overpoweringly and uncomfortably and self-righteously good we make every one who knows us yearn for the society of cheerful and easy-going sinners. Somehow, we always seem to be at one extreme or the other, without the ability to steer in the safe middle course.

This tendency towards overdoing everything explains in a homely way many things to which we assign much higher-sounding reasons. For one thing, we are always talking about the faithlessness of men, the treachery of friendship, the ingratitude of children, and we never stop to think how often these misfortunes are simply the result of too much love. We have worn out affection by our too great demands upon it; we have surfeited the beloved one by a devotion that has simply bored and made him tired of the strain of trying to live up to our ideal. If I should ever write a novel—which God forbid—I shall not describe my melancholy and tearful heroine as the victim of a perfidious friend who stole her husband's love by means of insidious wiles. Neither shall I describe her as a forlorn creature whose children have repaid her devotion with blackest ingratitude. I shall devote all three volumes to giving a

realistic study of how a perfectly devoted wife and mother can smother the most robust affection by never-ending attention and kill love with kindness.

Perhaps this sounds a little brutal. We all have a theory that we can't have too much of a good thing and especially that in matters of the affections the thing can't be overdone. Perhaps there can't be too great a reserve supply to draw from, but nothing else in the wide world needs to be tempered with so much forbearance and common sense as love. And nothing else is so unwise and so foolish. We laugh at a child who plants a flower and pulls it up every day to see if it is alive, we have a proverb that the watched pot never boils, yet there are women who are never satisfied to trust any affection to itself. They watch it and fuss over it and agonize with dread over it until, by the very excess of their devotion, they kill it.

Take the matter of friendship, for instance. Women's friendships are proverbially shortlived. Why? Because they are always overdone—too violent to last—and they demand too much. There are many of us who cherish as our unattainable ideal a friendship that would give us congenial companionship, but not be forever popping into our houses at all seasons of the day and night; that would give us understanding and sympathy, yet respect the reserve that kept us from pouring into the ear of another the secrets of our family, but we don't expect to realize it in this life. On the contrary, we know very well, if we have what is called "a woman friend," she is going to expect us to listen to details about her husband and affairs we have no business to know and she will feel aggrieved if we fail to retaliate in kind. If she falls out with any one we are bound to take up her quarrels or else she sulks; if she takes tickets for a series of concerts we have to subscribe whether we can tell Wagner from the noise in a boiler factory or not; if she buys a foulard and a sailor hat we have to get them, too, no matter how unbecoming and unsuitable they may be. In the end, this kind of too intense friendship is bound to burn out just as surely as a flame in a draft, and yet we wonder why.

It is heresy to suggest that a good deal of domestic unhappiness comes from this same cause, but it is the truth nevertheless. No one would advocate a woman's loving her husband less, but a whole volume might be written on the advantages and wisdom of not oppressing him with that love. The most cursory observation will show anyone that the women who have the most devoted husbands are never the ones who make slaves of themselves, never the ones who, in effect, are always clinging around the man's neck, humbly grateful for a word or caress. On the contrary, it is always those independent ladies who have had the good sense to make outside interests for themselves and who accord the like right to a man, whose husbands are lovers to the end of the chapter. The minute a man feels that he has to stay at home in the evening or have a scene, that minute his house becomes a prison to him and his wife a jailor. The instant he feels that he can not go on a journey without her, that instant she becomes a burden and unwelcome companion. The wisest thing any woman ever learns is when she learns to leave those she loves sometimes alone.

Pretty much the same thing also may be said about a mother's love for her

children. There is nothing else in life so tender, so beautiful, so holy, as mother love, and sometimes there is nothing so unwise. Perhaps the one inextinguishable pang of jealousy that no mother ever escapes is when she realizes that her children are getting away from her. She is no longer their all in all, no longer the companion that suffices. They have other needs and other desires, and are thinking other thoughts than hers. It is but natural that she should cling desperately to the old order and bitterly resent the new; but, little as she may think it, it is the crucial time of her life and theirs. She has come to the parting of the ways and whether they go different paths or keep on hand in hand with her depends on whether she is wise enough and unselfish enough to sacrifice herself a little or whether she makes her love a burden to them, that they are sure to escape from as soon as possible.

Not long ago I was thrown with a tiny mite of a girl, the child of one of the overfond, overanxious mothers we all know, and one who was simply crushed by her sense of duty to her children. The child had never had a moment to herself since she was born. A skilled kindergarten nurse directed her play, some responsible person sat on the lawn and watched her when she was out of doors and when she was on the street the little hand was always held tight and fast in some one else's. It was not pos-

sible that another thing could have been done for her mentally, morally or physically in the way of attention, yet the little creature, through it all, was dimly conscious that she was a prisoner, and her constant entreaty, her one idea of a treat, was to escape, to be allowed to go off by herself. "Just alone," she would beg, "with nobody looking, nobody touching me—just me, by myself."

How often do we see the same thing with older children and how often does it account for the boys and girls who break through all restraint the minute they are old enough and turn carelessly and ungratefully from the mother love that has been too fond, too unwise, and kept them prisoners.

The human soul is a very lonely thing. If we are to think great thoughts and do great things we must each have our individual life and our individual opportunity, and if we defraud a child of that chance we have done him a great wrong. There must be moderation even in love.

DOROTHY DIX.

Asserting His Right as an American.
From the New England Grocer.

A stranger entered a Plymouth grocery store the other day and, seeing a bottle of Spanish olives, he took it and was marching off when he was stopped. He said he thought as a free-born American he had a right to take anything that bore the name "Spanish!" Wonder where he got the idea?

No Confectioner's Stock Is Complete

without a line of Hanselman's Famous Chocolates. Put up in Souvenir, ½, 1 and 2 pound packages; Sweet Violets, ½ and 1 pound packages; Favorites, ¼ pound packages. Also full line packed in 5 pound boxes.

HANSELMAN CANDY CO., Kalamazoo, Mich.

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Are requirements in the Paper Box trade. The GRAND RAPIDS PAPER BOX CO. acknowledges no superior in the manufacture of made-up and folding Boxes of all descriptions or in Die Cutting and Gold and Silver Leaf Label work. A trial will convince you.

GRAND RAPIDS PAPER BOX CO., Grand Rapids, Mich.

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

ROOFING

WE ARE MANUFACTURERS AND CAN SAVE YOU MONEY. Our Roofing is better and cheaper than shingles, iron or tin. Buy a Roofing with a Reputation. Ours has stood the test for years. Patronize a Michigan firm. Write us for descriptive circular and samples.

H. M. REYNOLDS & SON,

DETROIT, MICH.

Established 1868.

GRAND RAPIDS, MICH.

Office: 82 Campau St.

Factory: 1st Av. and M. C. Ry.

(Please mention where you saw this advt.)

HINTS TO DRUGGISTS.

Things They Are Expected To Do and Know.

M. Quad in American Druggist.

Never admit to a customer that you make less than 200 per cent profit, even on a box of cough drops. The popular idea is 200 per cent, and if you try to scale it down you'll be rated as a liar. You can't make the average man believe that you don't stand in with three or four doctors and whack up on prescriptions, and so it will be a waste of time to argue the matter. I've long had the idea that my family druggist turns over about \$500 per year to my family doctor, and I feel rather proud of it. It shows what a family can do when they set about it. A Pittsburg druggist hung a parrot at his door, and the bird yelled "Come In!" to every pedestrian and pushed sales along at a tremendous rate. An Omaha druggist tried the same game, but the bird damned everybody's eyes and ruined business in two months. Better stick to the newspapers and periodicals. Don't set up a telephone station in your store with the idea that users are going to pay anything. They'd fork over if it was anywhere else, but a druggist is expected to do anything and everything to accommodate the public. It's a little hard when a man who has used the telephone four times in one day wants you to cut the price of a porous plaster square in two on account of his being such a liberal customer, but you are in business to study human nature instead of making money.

Subscriptions for all sorts of charities always start at a drug store. You are expected to come down like a little man and figure it as bread cast upon the waters. I was telling a lady one day of a druggist who subscribed a dollar to a home she was interested in, and she walked a block and a half to buy a ten-cent toothbrush of him, so that his subscription might return to him tenfold. A druggist who won't buy tickets for church fairs, picnics, dances, excursions, concerts and prize fights can't expect to be rushed to death with business. I know a young man who used to buy a cake of toilet soap once a month of a certain druggist. One day the druggist refused to buy a \$2 ticket to some sort of shindy and he lost that young man's custom forever and ever.

All drug stores are expected to keep postage stamps and to sell them on tick to regular customers. If they happen to run out of stamps now and then a dozen rows may be looked for before the boy comes in with a fresh supply. It's almost a penal offense in most people's estimation for a druggist to be short, and the one who won't weigh up packages and lick on the stamps is regarded as a crank. It is generally supposed that he makes about \$10,000 per year profit selling stamps. I was in a drug store one day when a lady came in and wanted two one-cent stamps. There were none to be had, and after remarking that some folks didn't care whether they accommodated other folks or not, she flounced out and went to a grocery to purchase the stick of gum she had intended to buy of the druggist.

Every druggist should let it be known that he cheerfully welcomes all accidents. When a street car has knocked some tramp into the middle of next week, what is left of him is always hustled into a drug store. Wine or brandy is supplied free of cost, with perhaps a few rods of adhesive plaster, and although trade is interrupted for an hour and the crowd generally steals about \$5 worth of goods, the fact that the papers say the sufferer was carried into Blank's drug store is supposed to recoup the druggist ten times over. When the proprietor of the Blue-Front drug store refused to let the police bring in the leg and arm of a man who had been blown up and make efforts to restore the lost spark, scores of people hissed him for his hard-heartedness and his trade at once fell off.

Let a drayman's horse be taken with the colic and his first thought is to run him into a drug store. His second is to get something for nothing which will

work a cure. It is not considered "good business" for a druggist to talk politics or express a preference for certain candidates. It is nothing to him whether good or bad men are up for office, or whether his taxes are to be lessened or doubled. Just as sure as he opens his mouth to give his views some man who was thinking of buying a ten-cent sponge or a dozen sheets of fly-paper will take himself off to leave his custom elsewhere. Any other man, in any other business, can talk politics by the hour and show up at all caucuses and conventions, but the line is drawn at the druggist. Let him but express his belief in the honesty or dishonesty of a certain candidate and sales at once begin to fall off.

There are always a dozen men in every neighborhood who want to see the family druggist prosper. Each one is willing to tell him how to do it and each has his own particular plan. The druggist who knows his gait will listen to all and be thankful for the friendly interest displayed. When it was suggested to the Triangle drug store man by one of his well-wishers that he lend him \$500 on his unsecured note of hand as a bit of business enterprise that druggist never turned a hair. He was all smiles and thanks and good-nature.

He didn't lend the money, but he cut the price of liquorice root in two for his adviser and thus held onto his friendship. It may be that the plumber, grocer, butcher and coal men have friends who spend hours of their days and nights in thinking up advertising schemes for them, but I never heard of it. It is the druggist who is thus favored. By the time he has sold a man three nickel cigars and a blue mass pill the customer begins to warm up to him. This warming up is pretty sure to bring up the subject of advertising and result in the birth of a hundred schemes. I never yet talked with a man on the subject of advertising who didn't firmly believe that the druggist had a thousand golden opportunities before him and was neglecting them all. In fact, I'll be honest enough to admit that for a year or two I lost lots of needed sleep in thinking up schemes to enrich my family druggist. I presented him with no less than 150 bright and novel ideas, each one bound to create a sensation and boost his daily sales, and although he turned me down and hurt my feelings I didn't abandon him. My brightest scheme, as I remember it, was to call his place "The Elephant" drug store. A living elephant was to be stationed on either side of the door, day and night, a brass band of twenty-four pieces was to play at intervals, and fifty men and boys were to parade the streets bearing signs of: "Get your cough syrup at 'The Elephant' drug store." The scheme looked to me like a sure thing to sell 20,000,000 bottles of cough syrup in a year, and I went away wounded to the quick when the druggist failed to enthruse. After mine came hundreds of other schemes. It was suggested that there be a balloon ascension every week on Wednesday, and for that day only the price of all liver invigorators be cut one-half. The idea was that, while the druggist might lose a couple of thousands on the invigorator, he'd make up for it twice over on soda water and bird seed. A hardware man who had never advertised a dollar's worth in his life used all his spare moments for a month to bring forth a scheme to push the druggist to the top. It was to open a free menagerie in the back yard, a free public library upstairs, and to draw soda water free to all callers. Everyone entering the doors would feel morally bound to buy a package of powdered borax or a trial bottle of perfumery, and it would take a dry goods box to hold the profits. One scheme included fires, robberies, suicides, bull fights, circus performances, weddings and so forth, and how that druggist managed to turn them all down and yet held the good will of the originators is something beyond me. I'm not giving any more advice, and I have about forgiven the druggist for not accepting my ideas, but there is no let up on the part of others. Only the other day, as I waited

for my prescription, the real estate man was unfolding a scheme which required \$1,500,000 to carry out. He could scrub around and raise that in an hour, of course, and the profits could be no possibility fall short of \$3,000,000. Not a shade of annoyance crossed the druggist's face. Indeed, as he pasted the label on my bottle he worked up something resembling a smile and quietly replied:

"Yes, it looks like a big thing, and I hope you will keep it in mind and give me further particulars when you come in again."

The Drug Market.

Opium—Is dull and weak. There are rumors of higher prices later on when speculators get all the cheap opium bought up. Powdered is very firm.

Morphine—Is unchanged.

Quinine—Is quiet at recent advances. Manufacturers will not contract for future delivery.

Sugar Milk—Has been advanced 10 per pound by manufacturers.

Cod Liver Oil—Has declined. Fishing has been good this year and stocks will be large.

Essential Oils—Pennyroyal has been advanced twice during the past week. As stocks are light, a further advance is probable. Wormwood is also scarce and prices have been advanced.

Roots—Golden seal is scarce and continues high. Ipecac is firmer.

Seeds—Canary is lower. It is said that the present price in the primary market is the lowest ever known.

When a dog howls under a man's window at night and there is a gun handy, it is a sure sign of an early death—to the dog.

It is always the bottom dollar that counts.

BATTERSON & CO.

BUFFALO, N. Y., April 4, 1899.

Egg Special

The supplies are apparently just enough to meet the trade at 13c, so that it would seem reasonably safe to predict a fairly healthy market. The trade in the interior is well prepared to crowd buying prices still lower, and we advise doing so, as well as shipping up close. We shall, as usual, do all we can to please you and merit your continued business. We are prepared to store eggs for future market on as satisfactory terms as anywhere and in one of the best cold storage in the United States. Those desiring such service will be fully advised on application. We return all crates we can and as near original lots as possible. Market to-day mostly 13c, only Southern occasionally 12½¢@12¾¢, but they will probably soon be done.

Poultry Special

Dressed has been firmly and actively sustained with very light supplies—lighter than last week. There is no reason why this situation should not continue right along on dressed, and we feel confident in encouraging your steady liberal shipments weekly. Yesterday's and to-day's sales: Dressed fancy young chix, 13¢@14¢; fancy yellow fowls, 11¢@12¢; fancy dux, 13¢@14¢; fancy turx, 13¢@14¢, few extra selections 15¢@16¢, and more of such could have been sold at that; geese sell well for so late at 8¢@9¢. Live young chix equally scarce and well sustained at 12c, few extras 12½¢@13c. We would thank you to send all you can of both live and dressed chix and fowls. Dressed turx very scarce, live selling at 12¢@13¢; both wanted very much. Live dux, 11¢@12c per lb. Live geese, 75¢@90c each, and wanted. We want dressed poultry, iced, right along all summer.

Potatoes

Very fancy white, 70¢@73c; fair to good stock, 65¢@68c. We can handle them satisfactorily, if possible.

NOTE—Those desiring full quotations will be sent our produce exchange price current on demand. Also satisfactory references anywhere. Write for any further information. Very resp'y,

BATTERSON & CO.

RESPONSIBLE RELIABLE PROPRT

Established 1868—30 years.

\$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.



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, - - - APRIL 5, 1899.

GENERAL TRADE SITUATION.

While the week has shown a falling off in the aggregate of trade movement, owing to a number of well-defined causes, as a natural reaction from the long season of unprecedented movement, unseasonable weather conditions, interference of religious holidays, elections, etc., there is yet a strengthening of prices in many lines, including wages, and a generally active industrial undertone which show that there is nothing to indicate an unfavorable condition of affairs. Indeed, it is a healthy indication that with so many temporary interferences there is so little effect manifest.

The improvement which had set in last week in the stock market in transportation especially has been more than maintained. The average of prices for the sixty most active railroad stocks rose last week \$1.31 a share, and the week before it had also risen \$1.76, so that in two weeks the average has advanced from \$72.02 to \$75.09. The industrial stocks also advanced, endeavoring to make up last week for their exceptional decline the week before, so that they also record for two weeks a rise of \$3.65. The sales last week were of almost record-breaking magnitude, but this time the steadiness and unhesitating rise in many prices were more impressive than the frantic operations which caused over a quarter of the sales to be made of two industrial stocks. The current week shows less strength, many in both lines showing a decided falling off in price.

The industrial progress toward higher prices, more combinations, more endeavors to secure partial control of supplies of material, has been so striking that many are beginning to sound an alarm. But it is extremely doubtful whether warnings will do any good. The business world has fallen into another of its sudden and sweeping epidemics, which must run its course. Sales of 130,000 tons Bessemer pig for delivery in the last half of the year at Pittsburgh tended to fix the price at \$15.15 for the season, and Philadelphia and Chicago are both higher, while steel rails have been advanced both East and West, and are hoisted by a most urgent demand. The demand for plates has far exceeded the supply at all the chief markets, and meanwhile expected consolidations are now affecting business in hoops, cotton ties, tubes and other products.

Exports of cotton have shown a de-

cided falling off, as compared with last year, but the preceding movement was so heavy that this is sufficiently accounted for. Movement of wheat continues more steady with little change in prices. In four weeks March exports from both coasts were 16,247,868 bushels, flour included, against 15,610,799 last year. And while corn falls off a shade it still moves so steadily that all past records for the two grains together are eclipsed.

A man who has been hard up in Philadelphia says one of the most curious ways of raising ready money practiced by the impecunious is the hypothecation of soiled linen. The bankers are the Chinese laundrymen, whose places are so numerous scattered over the city. When a needy individual has no other collateral to put up for a short loan, he finds in John a friend in need, who is always ready to make an advance on a bundle of shirts, collars or cuffs. Very often the loan almost equals the value of the security, but John shrewdly reasons that his customer will let other claims go by default before he will forfeit the shirts and collars so necessary in making a presentable appearance. The custom of making use of the laundry man as an "uncle" is said to have originated in San Francisco, and was brought eastward by returning travelers from the Pacific slope.

Illinois' new pawnshop bill is now a law. One hundred Chicago business men are said to stand ready to put up \$1,000 each for the incorporation of the pawners' society under this law. When the society is in working order the poor person who must go to the pawnshop will be delivered from the clutches of the "10 per cent. a month" sharks. The incorporated pawners' society may charge only 1 per cent. a month as interest and one-half of 1 per cent. for storage, insurance, etc. There is provision for the appointment of one director by the Mayor of a city and one by the Governor, so that the operation of this new style pawnshop will be under the supervision of the authorities. The Merchants' Club of Chicago fathered the bill.

The timely and suggestive article on clerk's habits, published under Clerks' Corner this week, was original with Stroller, of the Grocery World, and should have been credited to that gentleman and publication. No more thoughtful and practical articles have ever appeared in the trade press than Stroller's contributions, which cover every feature incident to mercantile life. The Tradesman has reprinted many of the articles during the past two or three years, with satisfaction to itself and profit to its readers.

The man who sets his watch by everybody's clock, and takes everybody's remedy when he has a cold, will soon be able to see his finish.

If Germany's supply of adventurous priests only holds out, the kaiser will own the bigger part of China before long.

China has commenced the manufacture of smokeless powder. She should smoke less opium.

Men have made the worst sort of mistakes with the best of intentions.

Good material is not wasted in a shirt waist.

PROVINCE OF GOVERNMENT.

It is probably true that the majority of thoughtful observers are more and more inclined, as they grow older, to discredit the ability of any form of political government to save society. The proper province of government, however, has never yet been defined to the satisfaction of all concerned, and powerful parties have proceeded apparently upon the principle that it is practically unlimited. Public men can be found in the United States who are ready to defend the doctrine that Congress may give the force of law to any measure that it may deem likely to prove beneficial to the people of this country. And the people themselves are disposed to hold the Government responsible and to look to it for relief in any time of industrial depression, whatever may have been the actual source of the trouble; and there are those who really seem to imagine that there is scarcely any form of moral or material evil which might not be cured by some act of legislation or a change of administration.

But what are the reasons which, in the face of this evident tendency, incline so many thoughtful and serious men to doubt the ability of government to do much more for society than to provide the means of public and private defense—that is to say, armies, navies, courts of justice with an efficient constabulary, systematic and vigilant sanitation, instruction in the absolutely indispensable branches of learning and a revenue system for the sole purpose of meeting the actual cost of an economical administration? To these things they would, perhaps, add certain institutions and regulations of a necessary character, such, for example, as the maintenance of a proper national coinage system, the establishment and working of mints, and a sufficient diplomatic corps. But beyond these limits they would not expect any government to accomplish much for the benefit of its country or of mankind at large. Why? If the question were addressed directly to a man of the class referred to he might remark, in the first place, that his view is determined partly by the fact, nowadays so commonly proclaimed that superior men—that is to say, men of the highest ability and character—are keeping out of politics, or, at all events, will not become candidates for office. If that is true, he would say, it is a very discouraging circumstance at the outset—a failure of the system at an extremely important point. The fact must be due either to the indifference, the ignorance or the venality of the people generally; or it must be ascribed to a strange and anomalous deficiency on the part of "superior men" in respect to their sense of civic duty. But if the delinquent citizen, the man who can but will not serve his country were approached with a complaint of this sort, he would have at least some excuses to offer, although they might not be considered quite exculpatory. Men of a high order of ability are usually busy men, absorbed in the labors of professional life or engrossed with the cares and responsibilities of extremely important business interests. They could not accept office without making some sacrifice, or, in some cases, without disregarding the claims of others upon their personal service. Then the smaller offices are not attractive to them from any point of view, and, as a rule in politics, it is extremely difficult to begin at the top. Lawyers have the best chance, perhaps,

if there is any chance at all, for sudden elevation to the highest places in public life; but even a very famous lawyer would have to look for a very hard fight if he found himself opposed by a professional politician who has a recognized "pull" and has always kept his fences in good condition. It may be that the difficulties have been exaggerated, but one who has never had anything to do with practical politics must accept a good deal on report.

The view of government entertained by the critic referred to at the beginning of this article is largely determined also by the hopeless immensity of the work undertaken by national legislatures, as that work appears to him. He remarks that legislative bodies, chosen usually for a brief term of years, have no coherent and well-understood plan of progressive legislation. He sees them moved by various forces from without and by the various motives that appeal to individual members. The lobby may be kept out of sight; but, in one form or another, it is unavoidable. And the lobby, at its best, is still concerned only with particular interests—commonly some individual or corporate enterprise. In the past it has often been a source of corruption; but it seems to be something in the nature of a permanent institution. Finally, there is a whole school of political students—formerly a very influential school—who insist that civil government is by its nature essentially conservative and is never properly concerned with any consideration of progress. Society, they hold, is a vital organism, directed in its growth by an inherent law of development. Their motto is, "Laissez faire." They think that as government is not formed, in the first place, to transact the business of private life, it should never interfere in the management of such business in any way. Meanwhile society will develop under the inspiration of individual initiative, as fast as it can, maintaining its natural strength and the symmetry of its proportions.

The small republic of Switzerland, with an area of about one-third that of our state of Pennsylvania, has made rapid progress in the development of every branch of industry. In spite of the fact that every pound of coal and every pound of iron has to be imported, the exports of Swiss-made machinery amounted in value to over 34,000,000 francs in 1897. The Swiss excel in the manufacture of watches, cottons, silks, laces and ribbons, for all of which the raw material has to be imported from foreign countries.

The Boston Globe remarks that a daily newspaper now without a picture looks as odd as a daily newspaper did with a picture twenty years ago. The newspapers have not only kept up with the wonderful changes of the past twenty years, but have largely set the pace of progress.

It is not known exactly how many volts of electricity are necessary to kill a strong man, and, as far as heard from, no strong man has the volting ambition to try the experiment on himself.

Improvements in methods of killing people will keep right along with the progress of civilization, and one wealthy nation at war will not have great advantage over another.

It is best to break up a cough before it breaks up your lungs.

RAILWAYS AND TRUSTS.

A report published by the United States Interstate Commerce Commission of the earnings of American railways shows that their total gross earnings during the year ending June 30, 1898, were \$1,238,523,380, being an amount in excess of the gross earnings of the previous year of \$116,433,607. As compared with the gross earnings of the year ending June 30, 1894, being the year in which the recent commercial depression showed itself most clearly in railway statistics, the year covered by this report shows an increase in gross earnings of \$165,161,583. These figures indicate a return of prosperity to the railways of the United States.

Of the aggregate gross earnings, \$332,892,782 must be credited to the passenger service, and \$874,865,487 to the freight service. It should be observed that receipts for carrying the mail and express and certain miscellaneous items are included in the earnings of passenger service, and that receipts from stock yards, elevators and analogous items are included in the earnings of freight service.

The operating expenses of railways during the year covered by this report were \$811,241,458, being an amount in excess of corresponding expenditures of the previous year of \$58,716,694. The net earnings for the year were \$427,281,922, being a sum in excess of the net earnings of the previous year of \$57,716,913. The fact that operating expenses did not increase in proportion to the increase in gross earnings is of great significance, so far as the market value of railway stocks and railway bonds is concerned, for railway securities are much more sensitive to the financial showing of a corporation than to the amounts paid as interest on bonds or as dividends on stocks.

Of course, all the railroads were not operated at a profit, for the consequences of paralleling lines where the demands of business did not justify, and of building roads in thinly populated regions, are still showing themselves in the receiverships and sheriffs' sales of bankrupt roads. The railroads of the United States represent a capital stock of about \$5,500,000,000, and a mileage, in round numbers, of nearly 190,000.

These railroads, with their immense aggregation of capital and their enormous mileage, controlling the internal commerce of the country, are only prevented from forming a vast trust or monopoly combination by the frail barrier of the interstate commerce law, which the Federal courts are constantly undermining and breaking down.

If the railroads could only form a gigantic trust, they would be able to relieve themselves of the incubus of unwise and excessive construction. They could shut off competing and non-paying lines, or else dictate rates that would give a profit; but, fortunately, the courts have not yet intervened to force the people to pay for the mistakes of the railway projectors. Every railroad that was wisely located and has been properly managed has become a paying institution; but those that were improvidently and imprudently built, contrary to ordinary light and knowledge, have suffered just as does any other unwise business enterprise, and those who were so unfortunate as to have money in them must take the consequences.

The recent opinion of Attorney General Griggs, to the effect that there is no law or warrant in the constitution that can authorize the Federal Government to

exercise any control over the powerful commercial combinations that are destroying all competition in their several lines and monopolizing in the several states the markets in the chief articles of prime necessity, does not apply to the railroads, because they are engaged in interstate commerce and are within the sphere of regulation by Congress, provided they are not regulated too much. Theoretically, they are amenable to the power of regulation possessed by Congress over interstate commerce, but practically the existing laws on the subject are held in great dispute.

On the Chicago, Milwaukee & St. Paul and the Atchison, Topeka & Santa Fe Railways hereafter all engines will be pooled and run continuously, regardless of the engineer in charge. Hereafter each man has had his own particular engine which has been laid up in the round house when he was not working. This system, it is claimed, has resulted in the loss of thousands of dollars every year to the railroad companies, as an engine run continuously will do as much work as two or three that are laid off while their engineers are not working. The companies mentioned evidently take no stock in the claim that an engineer can get more work out of an engine he is acquainted with and takes pride in than can a new engineer, neither do they accept the theory that machinery needs rest as well as man.

A strong sentiment is growing up in Nicaragua in favor of annexation to the United States. President Zelaya is said to favor it, as does General Estrada, who is governor of the coast provinces. Through annexation, it is pointed out by Nicaraguans favoring it, the preservation of order and observance of law would be secured; capital would be ready to invest in the development of Nicaragua's natural resources; prosperity and security would be attained. For the United States, the canal question would be settled beyond dispute. Annexation to the United States is becoming popular in all directions.

The governors of the Chinese provinces are between the devil and the deep sea. The Dowager Empress orders them, under penalty of death, to oppose by force any landing of armed foreigners. And if the foreigners do land, the governors, of course, will not be able to oppose them.

Notwithstanding the severity of the weather this year the loss of sheep in Montana has not been serious. The reason is that stockmen provided an ample stock of hay in accessible places. With plenty to eat full grown sheep and cattle can stand a great deal of cold weather.

A horse may be led to water; but he will do as he pleases about drinking. It is different with a man who says trouble drove him to drink. Perhaps it did; but drinking was his own choice.

A man may count his eggs before they are hatched; but he will be more accurate if he leaves his chickens until he sees them.

It is a stand off about lying. Some people lie to prevent trouble; others lie to make trouble.

The man who defies public opinion is soon despised by those who respect it.

It is much cheaper for a man to drown his sorrows in water than in liquor.

THE NEW JAPANESE TREATY.

The new treaties which Japan has negotiated with all the principal powers go into effect in July. After that date, Japan will take her place among the nations as a full-fledged civilized State. Her domain will be thrown wide open to foreign residents and travel, and foreigners will be given the same rights and privileges before the law as are accorded to Japanese, including the right to trade everywhere and to hold property.

The most important change which will take place on July 1 will be the ending of extra-territorial jurisdiction. Up to the present time the leading powers, including the United States, have claimed the privilege of having their subjects residing in Japan tried for offenses, not by the Japanese courts, but by special consular courts. This right was claimed in Japan, as it is claimed in all semi-barbarous countries. This special jurisdiction is now to be abandoned, and all foreigners residing in Japan will henceforth be subject to the Japanese laws and to the jurisdiction of Japanese courts, just as would be the case with foreigners residing in this country or in France, or, for that matter, in any other civilized country.

July 1 will, therefore, mark the initiation of Japan into the full sisterhood of nations. What a degree of progress this final concession on the part of the great powers attests! Contrasted with the aversion to foreigners and their harsh treatment which Commodore Perry found in Japan fifty years ago, the conditions existing in that country to-day represent a most wonderful progress. The treaties accepted by the powers, including this country, are practical announcements to the world that Japan is now as safe a place of residence for foreigners as England or America, and that the lives and liberties of foreign residents can be safely trusted to Japanese laws and Japanese courts.

The great increase which Japan has made in her navy, and her demonstrated ability to send a large army across seas and to maintain it at a distance from the home base, have won for her a place among the military powers, and Japan's wishes must henceforth be consulted in all matters affecting the Orient. This wonderful enterprise and enlightenment displayed by an oriental nation is one of the great surprises of the age.

OUR DEMANDS UPON CHINA.

Although the United States has carefully avoided interference in the schemes now in progress to bring about the dismemberment of China, it has been impossible to avoid becoming in some measure entangled in the web of diplomatic fencing at present progressing at the Chinese capital. The demand of the German and British governments for extensions of their concessions at Shanghai threatened a direct encroachment upon privileges Americans enjoy there. The United States has a concession in the foreign quarter of Shanghai, and the Government at Washington feared that the extensions demanded by Germany and Great Britain might involve an impairment of American rights. The American Minister at Pekin was accordingly instructed to demand that any extensions granted to other powers in Shanghai should also be granted to this country.

Although the Government is amply justified in demanding that American rights be respected, there can be no disguising the fact that our demand that

the same privileges granted to Germany and Great Britain be also granted to us involves us in an association more or less remote with the entire Chinese problem. The fact can not be overlooked that, after Great Britain, the United States has the largest trade interests in China. So great a trading nation as we are will not permit so vast and lucrative a traffic as that with China to slip away from us without much squirming, and, despite our aversion for entangling alliances and intermeddling in foreign affairs, it will be difficult to keep hands off in a matter in which we have so deep a concern.

Maintaining, as we do, a very large naval force in the Far East, our demand upon China to respect our rights and privileges in Shanghai can not be easily ignored by that power, and both Germany and Great Britain will have to admit that fact, and either modify their demands or take our interests into their calculations.

Italy's demand upon China for a concession similar to that granted to Germany has been more recently followed by a similar demand from Belgium. Six European powers are now clamoring for concessions on the Chinese coast, and others may be expected to put in similar claims shortly. These demands are rather disquieting to American interests, as their success will have the effect to close the door to Chinese trade, as far as we are concerned, except on that portion of territory which may fall to the share of Great Britain. Our strict adherence to the time-honored principle of non interference promises to be at the expense of our trade interests. This consideration should induce the State Department to closely watch the course of events in China, so that our commercial interests in that part of the world may be protected as far as possible consistent with our policy of non-interference.

At the age of 57, Francis B. Thurber, of New York, has been admitted to the bar. It took him four years of hard study to prepare for the necessary examinations. He was formerly at the head of the great grocery house of Thurber, Whyland & Co., which went out of business several years ago. At one time he was prominent as an anti-monopolist and took an active interest in advocacy of the interstate commerce act, although he now stoutly favors railway pooling.

People have been poisoned with bread containing salts of lead, which came from the timber used to heat the oven. The Paris Council of Hygiene has, therefore, forbidden the employment of painted or unpainted wood from old houses, old sleepers impregnated with creosote or sulphate of copper, and disused blocks of wood paving for heating ovens, on the ground that poisonous volatile salts may arise from them and deposit on the roof or floor of the oven.

In the Philippines the law which relates to the property of married people is entirely in favor of the wife. Any property a bride may possess is never by any chance settled upon the husband, and if he is poor and she well off, he can only become at most an administrator of her possessions.

A bill to coerce and humiliate judges, adopted in Wisconsin, provides that those officials shall not be paid their salaries except on affidavit that no case submitted for decision has remained undecided for a period of three months.

Fruits and Produce.

Observations by a New York Egg Man.

The ups and downs of the current egg market have continued to absorb a considerable part of trade energies during the past week, but the question of prices for spring storage eggs has been of the most vital interest to those who are accustomed to accumulate any considerable quantity of April and May eggs. So far as all reports of contracts made, or offers to make contracts, for April delivery of storage packings are at prices which, according to the general arguments recently set forth in these columns, are dangerously and unnecessarily high. There are evidently a lot of people who have made up their minds that April prices are going to rule high and who have concluded to take the goods anyway and run the chances. If these hasty and ill-considered operations should create a general conviction that the rates mentioned will prove permanent, and cause a general competition to secure goods by all who ordinarily accumulate spring storage, there will be nothing left to which one may pin a hope for conservatism and safety until after the rampant speculators get filled up. It seems very probable that the earliest purchasers will pay the biggest prices and if the large egg packers will keep their own hands off at the dangerous rates now generally talked of and let the high flyers have all the stock they can, the latter will probably get enough before it is too late to secure reasonably satisfactory goods at safe figures.

* * *

Speaking of cold storing I have noticed that most of the spring eggs which are kept as late as December show a slight growth of white, delicate-fibered mold when they come out. This mold is so delicate as to be scarcely noticeable unless in some quantity and is entirely removed with a breath of air or a light handling of the egg. It has appeared on stock kept under the most favorable circumstances and has occasioned much cogitation on the part of storage men as to methods of prevention. The cases of it which have come under my own observation generally have shown more of the mold toward the center of the cases, which naturally leads to the conclusion that it flourishes best where the air is confined.

* * *

By the way here is an idea which is worthy of the most careful consideration of egg storers and some of our storage men are already giving the matter some attention. The present method of packing eggs for storage confines the eggs in a practically tight case and additional prevention of air circulation is given by the fillers and flats, which, as usually constructed, confine each egg in a closed cell. Toward the center of the cases, especially, there is absolutely no ventilation and the egg remains immersed in a modicum of air, vitiated by the gaseous exhalations of the egg itself. That these gases do vitiate the air there can be no doubt and very likely use or increase the peculiar and undesirable "ice house flavor" which becomes so pronounced after long holding.

* * *

Systems of ventilation of egg rooms, when devised with proper facilities for refrigerating and thereby expelling the moisture from the fresh air before admitting it to the store room, have proven valuable in securing more per-

fect retention of quality, and it is known to some that eggs carried in open trays are far better preserved than those carried in closed cases. A storage case and filler, especially designed to afford free circulation of air, would very likely prove decidedly more advantageous for holding purposes than the usual closed cases and tight compartments now generally used and might also be found to obviate the light, fluffy mold growth mentioned in the preceding paragraph. It's worth trying.

* * *

The character and appearance of the case has an important effect upon the salability of eggs and generally affects the selling price more or less according to the general condition of the market. I notice a good many lots of Southern eggs in unattractive looking pine cases which generally have to be sold $\frac{1}{2}$ to 1c below first class packings and sometimes at even a greater reduction. At the same time there are many marks of Tennessee and Virginia goods which are packed in first class hard wood cases which generally sell within $\frac{1}{4}$ c of the best Western and a few which are graded and run clean and of good size bring as much as Western.

* * *

It is true that at this season of large consumption differences in quality of eggs lead to less difference in selling value than is the case later but there are other important advantages in having stock put up in first-class shape which often result in financial gain. The comparative readiness with which sales of handsomely and carefully packed stock can be made is often a very material advantage when stock is accumulating and prices tending downward.

* * *

A receiver here reports an order for ten cars of April storage packings at 13c delivered—truly a dangerous figure. It is to be hoped these high flyers will soften down or get filled up early.—N. Y. Produce Review.

Groceries Tainted With Tobacco Smoke.

From the North Adams Democrat.

A local grocer has started a practice which was suggested by the frequent complaints made by the ladies, and might well be copied. This man conducts a grocery store, and it frequently happens that a number of men congregate in the rear of the store to discuss questions of the day. Most of these men are inveterate smokers, and the store soon becomes blue with tobacco smoke. The ladies have made complaints that the groceries were tainted with tobacco smoke, and so the proprietor put a stop to the smoking. As he sells cigars and will not allow a purchaser to smoke in the store his trade has been decreased considerably. It is a too common practice, however, for men to congregate in the stores and smoke, and while very few of the business men realize it, their business is injured quite a little. Now that the move has been started it would be a good plan to follow it up in other stores.

A Lost Art.

Mrs. Blickens—The President of our Club is going to lecture next Tuesday evening on "Conversation as a Lost Art."

Mr. Blickens (yawning)—That so? Mrs. Blickens—Well, why don't you go on and make some sarcastic comment about the impossibility of conversation being a lost art while women remain on earth? Of course, that is what you think.

Mr. Blickens—No, I agree with your President. Conversation is a lost art. When only one side can be heard it is merely talk.

STRANGE & NOKES WHOLESALE FRUIT AND PRODUCE CLEVELAND, OHIO.

NOTE: If you have a car Apples, Onions, Potatoes or Cabbage that you want to ship, write us. We will advance you cash close up to market price.

MEMBERS: NATIONAL LEAGUE COMMISSION MERCHANTS
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GARDEN SEEDS

ANY RESPONSIBLE HOUSE IN THE TRADE.

Alfred J. Brown Seed Co.,
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Ask for Wholesale Price List.

MILLER & TEASDALE POTATOES

CAR LOTS ONLY. ST. LOUIS, MO.

BEANS

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

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

C. E. BURNS, Howell, Mich.

We are Headquarters for Onions

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

Vinkemulder Company, Grand Rapids, Mich.

JOBBER OF FRUITS AND PRODUCE.

Extra Fancy Navel Oranges

Car lots or less. Prices lowest.

Maynard & Reed,

54 South Ionia Street,

Grand Rapids, Michigan.

FIELD-SEEDS

A SPECIALTY

SEND US YOUR ORDERS

ALWAYS IN THE MARKET FOR

POTATOES & BEANS.

SEND SAMPLE BEANS AND QUANTITY TO OFFER.

ESTABLISHED 1876

MOSELEY BROS.,

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



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.

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, April 1.—The general situation in grocery circles continues satisfactory and a good volume of business is being transacted every day. The weather has been very favorable for work and the buyers here are getting down to business in a most satisfactory manner.

Coffee is about the most uninteresting of any of the great staples at the moment. Quietude characterizes the situation and, while there is not a real weakness, there is hardly the firmness that might be hoped for. Friday and to-day are largely of a holiday character and the street seems to be taking an after-dinner nap. Rio No. 7 continues to be quoted at 6½¢ in an invoice way. In store and afloat the amount of coffee aggregates 1,303,127 bags, against 1,142,625 bags at the same time last year. East India growths are quiet at about unchanged rates. Padang, 24½¢@25½¢ and fancy stock 28@32¢. West India growths are steady and some quite large transactions are reported under way. Good Cutti is worth 8½¢@8½¢.

Raw sugars are higher. On Wednesday and Thursday some 40,000 tons are said to have changed hands at 4½¢@4.44¢. The close is firm, with supplies so light that the outside figure above give is likely to be advanced soon. The refined market, acting in sympathy with raws, shows greater activity and buyers realize that they will do well to come in out of the wet as soon as possible. On Thursday afternoon orders began to come in with great frequency and all day Friday and to-day the same has been the case. Hards are all firmly held at list, but Arbuckle has shaded some sorts (5 and 14-16) to the amount of 1-16¢. The list on granulated is 5½¢.

Tea prices are very firmly maintained, but the volume of business during the week will not show up as well as last week. The lower grades are in rather limited supply and altogether the time is favorable for buying, as there seems no prospect of lower figures in the immediate future. Invoices are steady, but little is doing in this way.

Rice is quiet all around. The demand has been quite light, except for the very finest grades, which are in light supply. Prices, however, are pretty firm and dealers hope for a change for the better soon. Reports from New Orleans indicate a much larger area of rice than last year. Choice to head rice is quotable at 6¼¢@8¢; Pina, 5@5½¢ Japan, 4¾¢@5¢; Java, 4¾¢@5¼¢.

There has been a rather quiet market in molasses. Orders have been for small lots for sorting up purposes. Sellers show no great anxiety to dispose of holdings, nor do buyers crowd each other to get at the head of the line. Low grades are in light supply and steady. Foreign grades are firm. Some new crop Ponce has been received and is held at 32@34¢, choice to fancy. Exporters are not doing much, but rates are firm for the goods they want.

In canned goods, lemon cling peaches, California apricots, Bartlett pears and salmon are conspicuous by their absence. Everything is in comparatively light supply and prices are firm. Columbia River No. 1 talls are held at \$1.40@1.45; flats, \$1.55 and upwards. Sockeye talls, \$1.15@1.17½. Peas are quiet and steady, within the range of all the way from 90¢ to \$1.50, as to grade. Corn is strong for the finer qualities of New York State, which are held from 75¢@90¢; Maine 90¢@\$1 for the best. No 3 tomatoes, N. J., 82½¢@90¢.

Practically no change is observable in spices, but quotations are hardly as firm as a fortnight ago. Pepper is again attracting some attention, with Singapore black quoted at 10¼¢.

While no especially large transactions have taken place in dried fruits, there is a good steady demand and everything indicates that the new goods will arrive upon comparatively a bare market. Prices are well adhered to and dealers are generally pretty well content with the situation. Loose muscatel

raisins are in good demand and the market has greatly strengthened within ten days. Notwithstanding the better feeling, the rates for loose raisins here are still said to be below those on the coast. Domestic dried are without particular change.

In lemons and oranges, the situation is practically without change. A little better demand for lemons has sprung up and, as the supply of oranges has grown lighter this fruit, too, is a little firmer. Florida oranges especially are in light supply and there are not many more to come. Russetts are worth \$2.75@4 per box; brights, \$2.75@4.50; California navels, \$2.75@4.25.

There is little if any change in beans and trade is generally quiet. Choice marrow are still worth \$1.50; medium, \$1.37½@1.40; pea, \$1.35; red kidney, \$1.77½@1.80; California limas, \$2.50@2.55.

The butter market is in excellent shape. Arrivals are hardly equal to the demand, especially for the extra Western creamery sorts, which are firmly held at 23¢; firsts, 21¢@21½¢; seconds, 19¢@20¢; thirds, 17¢@18¢; fancy Western imitation creamery, 18¢@18½¢ for fancy and 15¢@16¢ for firsts; 13½¢@14¢ for seconds; finest Western dairy, 16¢@17¢; Western factory, extras, 14¢@14½¢; firsts, 13½¢@14¢; seconds 13¢@13½¢.

The cheese market is strong. The demand is good and stocks are steadily growing smaller. Large size, full cream, are worth 12¢@12½¢ for colored or white. Small size full cream, fancy stock, sells readily at 12¼¢@13¢.

Eggs can be afforded by everybody now. The finest sort of Michigan are quotable at about 12½¢; in fact, the top price even for nearby stock is not over 13½¢. Fancy Western duck eggs are worth 25¢.

Some new maple sugar has been sold at about 9¢@10¢. Old is worth 7¢@8¢ and maple syrup 60¢@75¢ per gallon.

New Bermuda potatoes \$7.50@9 for first class stock. Domestic potatoes old stock, from \$2@2.50 per bbl. in bulk.

Baldwin apples are held from \$3.75@4.25 per bbl. Greenings, \$3.50 up to \$6, the latter for very fancy stock.

Latest Fad in the Poultry Market

One of New York's latest fads is the craze for "Chinese" poultry. This poultry comes alive from New Jersey, Pennsylvania and other neighboring points and differs from other poultry only in color. Upon investigating the matter it was found that the bright purple and other colors are caused by a paint-brush in the hands of an expert who seemed to be able to dye every feather. At any rate there has been a good demand for them and they have brought extreme prices. One dealer reports having sold about forty pairs last week from \$5 per pair upward. They are bought by retail dealers, especially egg merchants, who put them in their windows with a large sign marked "Chinese" or "Japanese Poultry" as an attraction. They would doubtless receive little attention except at Easter, but the enterprising shipper who originated the idea reaped a rich harvest.

Decided in Favor of the Retailer.

New York, April 1.—A retail poultry dealer recently purchased part of a car of ducks and geese from a West Washington Market receiver to arrive. He agreed to pay 55¢ per pair for the ducks and \$1.37½ per pair for the geese. The receiver evidently had more faith in the retailer than the retailer had in the receiver as the latter gave the retailer two coops of ducks of a mark he already had in to bind the contract. When the poultry came in the receiver sold it to another dealer for 65¢ per pair for the ducks and \$1.67½ per pair for the geese. The original buyer thereupon brought suit against the commission man, in the city court, for the difference—nearly \$90—between what he bought the stock for and what the receiver sold it for to the other dealer. The judge decided in favor of the retailer.

Solitary meditation naturally gives some people a poor opinion of mankind.

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:

Bradstreet and Dun Agencies.

Pottstown National Bank.

The Citizens National Bank, Pottstown, Pa.

The National Iron Bank, Pottstown, Pa.

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 again take pleasure in informing you that we have opened our branch house in Grand Rapids, and are 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.

Novel Method of Food Inspection.

Battle Creek, April 1—I believe that an inspector should be appointed in every village and city in the State, under the control of the Dairy and Food Commissioner, for the purpose of inspecting dairy and creamery butter, so-called process butter, oleomargarine and butterine. Oleomargarine is a legitimate product and has just as good a right to compete in the open market as butter, but it must be sold for just what it is, not for butter, as has been done when colored in the semblance of yellow butter.

The same expert could act as inspector of both butter and grain. Under such a law, in large towns, all butter, process butter, and oleomargarine must be passed upon or scored according to the score adopted by the Michigan Dairy-men's Association, which gives flavor 45, grain 30, color 10, salt 10, package 5; total 100 points. Every package must have a stamp or label attached, and, when bought by the customer, shows just what it is, and its quality. Then the poor, stinking butter must drop out or improve in future lots, and oleomargarine can not be sold for anything else, even when colored. This would satisfy the grocers, customers, and all makers of really good dairy and creamery butter—and more than all, it would force oleomargarine to stand on its merits alone and the manufacturers could not kick and cry class legislation, as they do now.

The cost of inspection can be provided for by nominal fees, paid by the producers of these goods, same as the producers already pay fees for other produce. When the fees are paid the stamps or labels are attached by the inspector. The cost of inspecting grain can be paid for in the same way, and the expense to farmers, in both cases, will not be a fractional part of what they now pay—or lose—under existing conditions.

Under such butter inspection the great mass of farmers and dairymen will receive more for their good butter, and creameries will increase and profit thereby. Upon some such plan as the above I believe more can be done along the line of improvement in the making and profitable selling of good dairy butter than under any present plan, and it will not add to the taxpayers' burden in the least.

J. H. BROWN.

Prejudice Against Cold Storage Game.

The prejudice against the use of game which has been in cold storage has entirely died out in many quarters, but echoes of it appear from time to time in the daily or periodical press in the shape of warnings to their readers, and these nearly always along what we believe to be erroneous lines. Thus Robt. T. Morris, A. M., M. D., in reply to an enquiry from the editor of Recreation, writes:

Answering your query about the unwholesomeness of cold storage game, I would say that when albuminous substances, like meat, milk, eggs or cheese, are subject to a temperature sufficiently low to prevent the free development of the common bacteria of putrefaction, they seem to be still open to attack by certain saprophyte bacteria, the toxins of which are harmful. These toxins in milk, ice cream and cheese often prove violently poisonous and many fatal cases are reported.

In meats, especially in cold storage game, the toxins do not often accumulate in sufficient quantity to produce dangerous symptoms, but they are apt to cause pretty severe gastro-intestinal irritation, and I presume few people who have eaten much cold storage game have failed to suffer at least from diarrhoea from its effects. One might eat a good deal of cold storage game before coming upon any important quantity of toxins, but there is always so much speculation about it that when ordering game at a restaurant, I make the waiter interview the chef to make sure that no cold storage game will be sent to fill my order.

Although there are certain bacteria

which thrive at the freezing point, it has never been shown that such are formed in cold storage game. Cold storage game may, doubtless, be spoiled, as well as other articles of food, but if so, it is certainly not on account of cold storage, but in spite of cold storage. Such spoiled game should and doubtless is treated the same as any other spoiled article by sensible restaurant keepers and caterers, i. e., it is promptly rejected. It is doubtless in the interest of sportsmen to have the sale of game out of season interdicted, and such a measure would practically stop the cold storage of game. To what extent Dr. Morris has strained the medical man to accommodate the sportsman in himself it is difficult to say, but it is a notable fact that others who were interviewed knew nothing of the toxic properties of frozen game, only speaking of the flatness in taste, etc. The latter may be due to the very fact that cold storage and freezing put a stop to the bacterial development of the "baud gout" (putrefactive taste) which most gourmands look for in game. This would put an entirely different face on the matter from that pictured by Dr. Morris, who, according to his own writings, does not seem to suffer from over-conscientiousness and sincerity.

Eastern Egg Storage.

From the New York Produce Review.

The advantage of having eggs stored at points most convenient to the greatest consumptive outlets has, of late years, been more and more fully appreciated. It has given such a stimulus to Eastern storage facilities that the enlargement of cold store rooms has been very much greater in the East than in other parts of the country.

The beginning of cold storage unloading comes at a season when weather conditions are unsettled and changeable, and under these circumstances nearness to the points of greatest consumption is a material advantage. The modern method of handling cold storage eggs is to take out a few at a time as needed for immediate consumption. In this way the goods can be worked out with satisfaction to consumers, while if any considerable time must elapse between the store house and consumption, bad results often follow during the mild and muggy weather especially incident to the early fall season.

The greatest consuming district for refrigerator eggs is in the East. The population of the Middle Atlantic and Eastern States is nearly one-third of the entire United States and of this population a larger proportion consists of consumers and a less proportion of producers than in any other part of our country.

Moreover, the development of Eastern storage facilities to large proportions, having come later than in the West, has given the East the most modern methods and appliances, and the most perfect storehouses to be found in the country.

These advantages of Eastern storage have been so fully appreciated of late years that almost all of our Eastern houses have been filled with customers' goods while many Western plants have had to buy eggs themselves in order to get enough for economical operation.

Egg storers who know their own interests will appreciate the value of placing their goods in the most modern houses, located where the consumptive demand is naturally the greatest.

Strenuous efforts are being made by commission merchants in Philadelphia to suppress the unlawful sale of oleomargarine. So little assistance can be secured from the Dairy and Food Commissioner of the Department of Agriculture that the merchants have now taken the matter in hand, and propose to prosecute all dealers whom they can find selling oleo contrary to law.

What Do You Do With Your Bad Butter

No matter how bad it smells or how nasty it looks you can purify it with "Lactobutu" and make nice elegant, sweet butter out of it. There is no excuse now for any merchant selling his poor butter at a low price and losing money on it when he can treat several hundred pounds of mixed grades in a few hours and make it all uniform, pure and good. This is the only process for treating bad butter that has maintained the highest endorsement.

Every merchant knows that when he sells his poor butter for 5 and 6 cents per pound it is purchased by some process firm who make good salable butter out of it. Why don't you?

One customer writes that by the use of Lactobutu he now makes enough out of butter to pay all store expenses.

Thousands of dollars have been saved by the country merchants during the past year by using this process, which does not conflict with the most rigid laws of any state. It requires no machinery to work the butter. No extra expense. The process is so simple a boy can work it.

WHAT IT COSTS: On receipt of \$5.00 we will send you the full secret process and a box of Lactobutu sufficient to treat 500 pounds. With future orders for Lactobutu to those who have purchased the process we will send enough to treat 500 pounds for \$2.

Write for Testimonials.

Mention this Paper.



The Lacto
Butter Co.,

145 La Salle St.,
Chicago, Ill.

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.

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DETROIT, MICH.

Process Butter Ruining the Reputation of Creamery.

The Department of Agriculture has been conducting a series of experiments in Great Britain and Continental Europe with American butter, and Secretary Wilson has succeeded in establishing the fact that there is a market for that product, especially in England. He has succeeded in overcoming all the obstacles, only to find that his work will be wasted unless something is done to protect the American creameries from the competition of American process or renovated butter. The latter product is being extensively introduced abroad and unless stopped will be certain to destroy the reputation for American butter. At Chicago, Elgin, Omaha, Cincinnati, in Michigan, and other points in the West, large industries have been established for the preparation of process butter, which is made from the material purchased at country stores and elsewhere and represents cow fat that has at some time been offered for sale as butter. During the last four or five years hundreds of thousands of dollars have been invested in establishments where this oil or refuse, or whatever it may be termed, has been subject to mechanical and chemical treatment, the process being secret, and then offered on the market as fresh butter and sold in competition with the creamery product.

The manufacturers of process butter collect their material throughout the country districts in cans, tubs, boxes, and other receptacles. It reaches the factory generally in an oily state, and not infrequently is offensive and sickening because of the odors which arise from it. By mixing it with fresh milk and subjecting it to a secret process it comes forth to all appearances fresh butter and is sold as such on the market. There is a large profit in the business because the manufacturers can buy their stock at less than ten cents a pound and can prepare it for the market at less than three cents a pound.

The danger which arises from its competition with the genuine American butter is its clever imitation, a counterfeit that can not readily be detected. It can be easily sold for the genuine article, and when so substituted irreparable damage is done. Like filled cheese it holds its form for awhile, but soon collapses and, unless kept in refrigerators, is soon unsalable. This process butter is now going abroad, where it is being disposed of by unscrupulous exporters to unsuspecting wholesale and retail dealers. Already some complaint is being received at the Department of Agriculture of the quality of American butter now being exported. There is no question that this complaint is caused by the renovated article, and unless its shipment is soon stopped or so regulated that it may readily be recognized wherever offered, the foreign market for American butter will be ruined. No retail dealer likes to have eighty tubs out of every hundred spoil on his hands, and this will be the experience of the Europeans, as they have no facilities for keeping the process article in refrigerated compartments.

The matter is now receiving the attention of the Secretary of Agriculture, but he can not do much effective work until the next session of Congress. In the meantime the European market is likely to be destroyed and will be unless he can succeed in exposing the fraud so as to protect the reputation of the makers of genuine creamery butter. A

brand of the process butter is now being offered under the name of Elgin butter. It will be a difficult task for the officials of the Agricultural Department to find a way to assist the foreigners in discriminating between the genuine Elgin creamery butter and the Elgin process product. The latter bids fair to destroy the well-earned reputation of the former. So it is with other well-known brands. While trademarks may not be infringed, the counterfeit will be carried to a wide extent

HENRY E. ALVORD.

Catch Phrases Gleaned From Everywhere.

Size up stock.
For beauty's sake.
Ladies' needables.
Better each season.
All articles of merit.
No fuss and feathers.
Buy now—don't wait.
Prepared for the weather.
We know—that's why.
A seasonable symptom.
Dollars become elastic.
For that chilly feeling.
An approachable price.
Novelties in wearables.
Figure fitting shoes.
The easy shopping store.
Your wants our concern.
Health makes fair faces.
Worthy because made so.
Genius of merchandising.
Whole families trade here.
You'll profit by proving this.
Broken lots at broken prices.
Nearing the perfection point.
Unequaled because the best.
Short stories of strong values.
Proven sterling by every test.
"Unbeatable" combinations.
Quick picking—high picking.
Short prices reach tall values.
Values that pass all precedent.
Opportunity rings at your door.
Ideals turned into possibilities.
Not expensive, but experienced.
Enough for all—but come early.
Be watchful—be wise—be early.
Respect-deserving merchandise.
Money savers for money earners.
Test the matter—save the dollars.
Step lively if you want first choice.
A popular article at a popular price.
Price pickings for particular people.
Prices lowness and quality highness.
Pass it on—let neighbor tell neighbor.
The attractions of our store invite you.
Prices down to economy's foundation.
Big value a sure basis for big business.
Gathered from all quarters—sold here.
A saving without a risk is a gold mine.
The shoe you want at the wanted price.
Prices scaled below your lowest guess.
True economy lies in buying good things.
The bigger the promise the better we keep it.
Popular because made right and sold right.
Real worth saves dollars and makes satisfaction.
A thoughtful expenditure is the wisest economy.
Shoddy goods would not stand what these will stand.
Thoughtful people want the best.
Dealing here they get it.
Worth what it is marked and marked what it is worth.
Every taste and every purse finds satisfaction here.

Factories for the Manufacture of Bogus Curios.

From the Jeweler's Circular.

A well-known curio expert makes a remarkable statement. There are certain factories that exist in Europe for the manufacture of all kinds of works of art that are likely to attract the collector. Modern articles of china are stamped with old marks so cleverly that even experts have been deceived. Arms and armor are treated with acids which eat away the metal, thus producing the same effect as the ravages of time. Carved ivories are stained with oils to

make them yellow, and are subjected to heat to make them crack. Pieces of furniture have holes drilled to represent the worm holes, and so on, until there will in time be very little in the way of curios which are in themselves really curious.

Paris is one of the strongholds of this class of forgers, while in Hungary there is a factory where Dresden china is imitated in a fair manner. There is, however, one safe way, and that is to buy through reputable dealers. Forgeries in all works of art very rarely get into the dealers' hands. As a rule, they are sent to auction rooms.

Many amateurs have an idea that they may pick up a priceless work of art or curio for a mere song. This is the chance for the forgers. They know all this and work accordingly, and thus the amateur is deceived. The spurious

curio-makers haunt out-of-the-way auction rooms, where amateurs look in with the idea that none but themselves can know of the room in question. The sale takes place, and they come away with a gem, so they think, and are perfectly happy until undeceived. There has, curiously enough, in this connection lately been discovered a disease which eats away bronze and gives it a sign of antiquity. All objects of antiquity fabricated from metallic copper and its important alloy, made by adding tin in certain proportions, are liable to be attacked by this destructive corroding affection. Skilled artists of these false antiquities are known to inoculate their reproductions with spots of bronze disease.

The shorter a man is in his accounts the longer it takes to find him.

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Consignments Solicited.

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WHOLESALE DEALER IN

BUTTER AND EGGS

BUFFALO, N. Y.

Write or wire me for any information you may want. Send me your Butter and Eggs, as I need them and can give you the best market prices.

Shoes and Leather

Patronizing Manufacturers Who Run Retail Stores.

The aim of the shoe manufacturer who would succeed must be identical with the aim of the retailer who would succeed—he must give to the buyers of his shoes the very best article possible for the money. In fact, he must out-strip his competitors in this. In the ability to get out an extra good shoe at an extra low price lies the secret of the manufacturer's success.

In this day of semi and quarter-annual issuance of catalogues the average retailer is strictly up to date. He knows right where he can buy the best shoe for the least money, and right there he is going to buy. To-day it is quality in the goods and big cash discounts that catches the retailer, instead of long time with an extension of time in which to pay for goods, as was the case in by-gone days. I can conceive of no reason that should prevent the retailer from patronizing the manufacturer who retails his own shoes provided the shoes are up to the standard of excellence. It would not be business policy for a manufacturer to retail a poor shoe. The outcome of such a proceeding would be an advertisement the results of which would be a minus quantity, and for him to sell the retailer a shoe inferior, class for class, to the one he (the manufacturer) was retailing would be suicidal to his interest as a wholesaler and upon the retailers he depends for the bulk of his business.

I can see where it would not be quite the thing for the retailer to patronize a manufacturer who was retailing his product in the city or town wherein that particular retailer was engaged in business, as the public would think, and correctly, too, that the manufacturer's store carried the larger line and the bigger variety and would go there to buy, although the prices were no lower than at the regular retail store. Then, too, when it came to a fight on the line of price cutting, it would be worse than folly for the small retailer to buck the manufacturer's concern. It would be too much like playing a man at his own game. All the advantage would be on the other side.

My experience with shoes which were manufactured by concerns which had retail stores of their own has been very satisfactory. My customers were well pleased with them. I have never found the shoes sold to the retailer by these concerns to be inferior in quality to the ones retailed in their own establishments.

In fact, I have found the manufacturer's retail stores to be a very good advertisement for their particular brands of shoes. The most of the manufacturers who retail a portion of their output are creating thereby a popular demand for their shoes, and I believe it is to the interest of the retailer to secure the agency for such a line, provided it is not retailed by the manufacturer in the same town.

If one manufacturer retails in your town, the best thing to do is to secure the agency for some line retailed elsewhere by a manufacturer who is an acknowledged competitor of the one who retails in your town. There are so many good lines that popular opinion is divided between them, no one line having a monopoly throughout the country, and by judicious advertising and careful

treatment of your trade you may even outdo the manufacturer's store.

Comparatively so few manufacturers are retailing their product, and those who are doing so in so few cities that at present I see no necessity for measures that would put a stop to it.

If the time comes when manufacturers' retail stores become epidemic, as it were, when they become so numerous as to be a menace to the welfare of the general retailers, let the retailers throughout the land form a confederation for their protection, let them draft laws that shall be inimical to the wholesale interest of the retailing manufacturer. Let them impose a penalty on their members who patronize such manufacturers. Then those manufacturers will find it to their interest to close the doors of their retail establishments and to court once more, exclusively, the favor of the wholesale trade.—Boots and Shoes Weekly.

First-class Passenger Service.

In answer to an enquiry regarding the success in running trains between this city and Chicago, and also whether the published schedules could be relied upon in making engagements and connecting with trains leaving Chicago for points beyond, the General Passenger Agent of the Chicago & West Michigan Railway called for the daily records of the three trains to Chicago, and from them this report was made for the month of March just passed:

March 1,	all three on the minute.
March 2,	all three on the minute.
March 3,	all three on the minute.
March 4,	all three on the minute.
March 5,	one eight minutes late account head winds.
March 6,	all three on the minute.
March 7,	all three on the minute.
March 8,	all three on the minute.
March 9,	all three on the minute.
March 10,	all three on the minute.
March 11,	all three on the minute.
March 12,	all three on the minute.
March 13,	all three on the minute.
March 14,	all three on the minute.
March 15,	all three on the minute.
March 16,	all three on the minute.
March 17,	all three on the minute.
March 18,	all three on the minute.
March 19,	all three on the minute.
March 20,	all three on the minute.
March 21,	all three on the minute.
March 22,	all three on the minute.
March 23,	one train 15 minutes late.
March 24,	all three on the minute.
March 25,	one train 10 minutes late.
March 26,	all three on the minute.
March 27,	all three on the minute.
March 28,	one 15 minutes late account road blocked, one eight minutes late account road blocked.
March 29,	all three on the minute.
March 30,	all three on the minute.
March 31,	all three on the minute.

When the distance, 182 miles, number of stops and the speed (especially of the flyer leaving here at noon), are considered, this is a remarkable showing. This statement means that out of a total of 85 trains only five were delayed and two of those were on account of accidents to other trains.

Geo. H. Reeder & Co.,

19 South Ionia Street,
Grand Rapids, Mich.

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

Herold=Bertsch Shoe Co.

Grand Rapids, Mich.



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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.

We Want You to Get into Our Wagon

this year, for we will have what you want. Agents for Candee Rubbers, first quality; Federal brand, second quality. Best Combinations in the market in felt boots with rubbers and socks and the finest line of Lumbermen's Socks to be found. Also a line of short socks, wool and leather gloves and mittens and Mackinaws. A leather top lumberman's rubber over will be one of our leaders. Our Rubber and Felt Combination will be with a rolled edge at the same price as the plain rubber. Prices on rubbers will be made April 30. All other goods now upon application.

STUDLEY & BARCLAY, 4 MONROE STREET,
GRAND RAPIDS, MICH.

Acetylene Lighting

Some Scientific Tests for Acetylene Gas Generator.

There are four villages in this country lighted in part or entirely by acetylene gas, and a number of stores, factories, and hotels have installed plants having a capacity of about two hundred lights each, but nevertheless the principal development to-day is with that type of generator that is adapted and intended for the lighting of such places as dwelling houses, small stores, offices or shops, in localities where the ordinary city gas is not to be had or is supplied at an excessive price.

Up to the present, the development in generator design and construction has rather tended toward multiplicity, rendered possible by the simplicity with which the gas can be generated, and inventors find that it requires very little ingenuity to devise a satisfactory apparatus for the purpose.

This multiplicity of apparatus is instructive as a study, but when they are actually to be introduced into communities where their faulty action, especially in the hands of careless or ignorant persons, may cause loss of life or property, the idea at once suggests itself: How are we to know whether any generator of the host offered for sale is safe?

To this question there is but one answer—test it, have some one else test it, or inspect it at some place where the generator has been in use for a long time. There are other considerations to be reckoned upon than the simple possibility of the apparatus being able to supply gas. Among these may be mentioned the possibility of the gas igniting through the generation of excessive heat in a generator which contains some air, and consequent explosion of the apparatus, although this is liable to occur only in the drip or dip types. Gas may escape into the generator room and be accidentally ignited. The apparatus may be so made that emptying or charging it fills the apparatus with too much air—a fact which soon becomes evident when the careless or ignorant operator brings a flame near it. Deposits of lime, tar and water in the house pipes, caused by lack of filters and condensers, too much heating or violent generation, or an overproduction of gas may burst the apparatus or blow out the seals and fill the neighborhood with an evil-smelling gas. Many other inconveniences may be noted, but these are sufficient to show how important it is to have the apparatus tested or a satisfactory assurance that this has been done by competent persons.

In this connection the tests made by W. W. Duffield under the direction of Prof. Lewes and Boverton Redwood, a sub-committee appointed by the London Society of Arts to test the generators submitted for the Imperial Institute Exhibition (opened June 15, 1898), may be of interest. It was decided that no apparatus should be admitted until tested and shown to be safe. They first adopted the following classification of generators:

1. Those in which the gas is generated by water being allowed to drip or flow in a small stream onto the top of the carbide.
2. Those in which water rises around the carbide.
3. Those in which the carbide falls into the water.

Automatic. Those having storage

capacity less than the volume of gas generated from the carbide charge and a regulating device to stop contact of carbide and water.

Non-Automatic. Those having a holder large enough to take all the gas given off by the maximum charge of carbide.

This classification differs somewhat from previous ones, and is interesting for that reason. They then laid down the conditions for the admission of apparatus to the exhibition, of which the following is the substance:

Automatic Generators. 1. Working pressures must not exceed that of 100 inches of water (3.6 pounds per square inch). 2. When charged, less air must be inclosed than one-fifth the capacity of the apparatus. 3. Shutting off gas must stop generation in a seasonable time, and a pipe must lead any accidental overproduction outside the building. 4. Gas generation should not cause excessive heating.

Non-Automatic Generators. 1. Working pressure must not exceed that of 100 inches of water. 2. Air spaces should be as small as possible and generation should not be accompanied by excessive heating. 3. If pipe between generator and holder becomes choked, a blow-off seal must be provided or water may be allowed to escape through the water supply pipe.

Mr. Duffield was given a set of rules to govern him in his tests, of which the following is an abstract:

1. No generator to be tested until a sectional drawing is submitted with the signed statement that the apparatus is in proper working condition.

2. Details to be noted before testing; a. Dimensions of generating chambers. b. Charge carbide. c. Cubic capacity of gas holder or storage chambers. d. Vapor condensers. The cubic capacity of generating chambers determines the air introduced when charging.

3. Details to be noted during working: a. Pressure in generating and storage chambers. b. Temperature in generating chamber; the latter is determined by rods of tin (melts 434 degrees Fahr.) lead (melts 629 deg. Fahr.), and zinc (melts 790 deg. Fahr.) placed in the carbide, and examined after generation for fusion. c. Weight carbide charged, and time until necessary to recharge in regular working. d. After removing residue, throw it into pail of water, noting whether gas is given off. Although all generators used the same grade of carbide, the yield in gas per pound varied from 3.55 to 5 cubic feet; this undecomposed carbide in the residue may cause annoyance and be dangerous. e. If the gas does not leave the generator cool, a Liebig's condenser may be used to cool the gas before testing.

The generator building was open at all sides, and each apparatus was connected to its own burners inside the exhibition building, forming a separate plant. A meter and mercury pressure governor was attached to each machine, and drip cocks provided for pipe condensation.

Every day a weighed quantity of carbide was supplied to each exhibitor and a printed record blank filled out. This blank contained the items: Name of apparatus, date, charge carbide, gas generated (by meter), equivalent in cubic feet per pound, number of burners supplied and hours lighted, kind of burner, pressure in generator and in supply pipe, cubic feet of gas used per burner

hour, volume liquid removed from drips, condition of lime residue, water flowing to waste during run, and notes as to the general behavior of the apparatus.

The generators which combine the largest yield of gas with strength of material and simplicity in charging the carbide, and in emptying the residue, are those which will recommend themselves to the public.

When manufacturers are trying to make good exaggerated claims for their apparatus, as to the number of lights it can supply, they are liable to overheat the gas and be pursued by a consequent long train of evils. The committee found that many of the machines submitted had to have their rating cut down before they would work satisfactorily. The temperature in these cases sometimes was sufficient to melt tin.

They think that portable lamps may be dangerous, and should be handled with care. They are led to believe from their tests that generators can be made which are absolutely safe with ordinary precautions, as much so as any other method of lighting.

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Successors to the Michigan & Ohio Acetylene Gas Co.'s Carbide Business.

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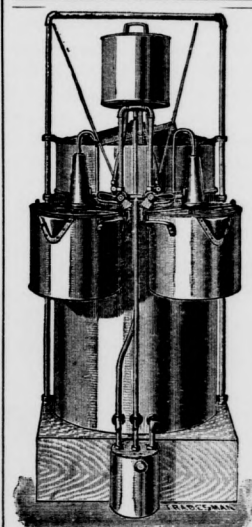
Calcium Carbide

and all kinds of

Acetylene Gas Burners

Orders promptly filled.

JACKSON, MICH.



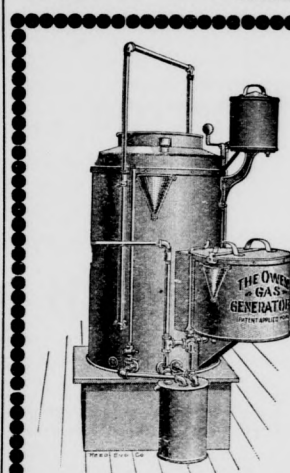
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Send to the manufacturers for booklet and prices.

M. B. Wheeler Electric Co.,
99 Ottawa Street, Grand Rapids, Mich.



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

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

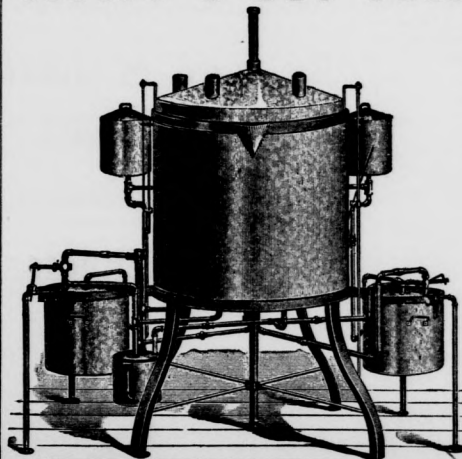
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WAIT FOR THE WINNER



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.

The concluding paragraphs of this report are worth giving in extenso, as they are authoritative. The committee includes such men as Professors Dewar, Lewes, Roberts-Austen, and Thomson, Sir Henry Wood, and others, all men of world-wide reputation, and it is worth while knowing what they think of generator types. They say:

We consider that non-automatic generators, with a holder capable of taking the gas generated from the largest charge of carbide the generator will hold, are free from objections attending all automatic generators examined by us, and we are of opinion that every generator should be fitted with an arrangement by which all air can be rinsed out of the generating chamber by acetylene or some inert gas before action is allowed to commence between the water and carbide.

We are also strongly of opinion that every generator should be fitted with a purifying chamber or chambers in which the acetylene is purified from ammonia and sulphureted and phosphureted hydrogen and from other impurities.

A point not touched upon as yet is insufficient construction. Some cheap generators are built of thin galvanized iron riveted and soldered and dignified by the name of gas machine. These generators soon become dented, and rust through in a comparatively short time; in some cases the temperature of generation becomes so great with the dip or drip type that the solder begins to melt, and it is not long before the apparatus leaks and must be thrown out. If generator manufacturers were more careful and insurance companies or city officials more vigilant in inspection, these and other evils would not be possible. In many cases the generator maker and his representatives are the worst enemies of acetylene lighting.

As the multiplicity of apparatus increases, the public good demands that some guarantee of safety be provided and that each type be tested thoroughly before it is put upon the market.—Scientific American.

The Business Theory of a Church. From the Utica Press.

The revelations that have followed the request for the resignation of the Rev. Dr. Anthony H. Evans, pastor of the West Presbyterian Church of New York City, are attracting widespread attention. The congregation contains many persons of wealth. It is said to be one of the richest congregations in the world. Rich men are prominent in its affairs and their wishes control. They are men who have been successful in business, and they have made plain their belief that a church should be conducted on a strictly business basis.

They have shown that there is a deficit in the finances. They have no particular fault to find with the pastor except that he has not been able to make the church pay. The receipts have been falling below the expenditures. The thing to do, in their opinion, is to get another pastor who can attract profitable patronage. He has increased the membership and the attendance, but he has not drawn what the theatrical profession calls "paying houses." He has not been able to hold people who pay high pew rents. It is said that there will be a contest over the acceptance of the resignation that he has given in compliance with the request of the trustees, but whatever may be the outcome there will be no loss of interest in the proposition that the successful pastor is one who makes his church pay.

Couldn't Help Saying It.

"Dearest," asked the confiding girl, after her usual manner, "am I really your first and only love?"

"No, darling," said the young druggist, "but you are something just as good."

American Destiny.

To-day our destiny is brooding over every sea. We are dealing with the world and with the unborn years. We are dealing with the largest duties that ever crowned and burdened human brows. American statesmanship must be as broad as American destiny and as brave as American duty. And American statesmanship will be all this if it draws its inspiration from the masterful American people and their imperial history.

For the American people have never taken fear for a counselor. They have never taken doubt for a guide. They have obeyed the impulses of their blood. They have harkened to the voice of God. They have surmounted insuperable obstacles on the wings of a mighty faith; they have solved insoluble problems by the sovereign rule of liberty; they have made the bosom of the ocean and the heart of the wilderness their home; they have subdued nature and told history a new tale. Let American statesmanship listen to the heartbeats of the American people in the present hour and there will be no confusion, no

hesitation, no craven doubt. The faith of the Mayflower, as it sailed into the storm-fringed horizon, is with us yet. The courage of Lexington and Bunker Hill is with us yet. The spirit of Hamilton and Jefferson and Jackson and Seward and Grant is with us yet. The unconquerable heart of the pioneer still beats within American breasts, and the American flag advances still in its ceaseless and imperial progress, with law and order and Christian civilization trooping beneath its sacred folds.

The American people are the propagandists and not the misers of liberty. He who no longer believes in the vitality of the American people, in the immortality and saving grace of free institutions, in the imperial greatness of American destiny, belongs not in the councils of the American nation, but in the somber cabinets of the decaying races of the world. The American people are not perishing; they are just beginning their real career. The full sunrise of the day which peculiarly belongs to the American people in the progress of human events has flooded all the world at last and we will live each

golden moment of our mighty day in a way as great as the day itself.—Senator Beveridge.

The Little Arm Chair.

Nobody sits in the little arm chair;
It stands in a corner dim;
But a white-haired mother, gazing there,
And yearningly thinking of him,
Sees through the dust of long ago
The bloom of the boy's sweet face,
As he rocks so merrily to and fro,
With a laugh that cheers the place.

Sometimes he holds a book in his hand,
Sometimes a pencil and slate,
And the lesson is hard to understand,
The figures to calculate;
But she sees the nod of the father's head,
So proud of his little son,
And she hears the words so often said,
"No fear for our little one."

They were wonderful days, the dear, sweet days,
When a child with sunny hair
Was here to scold, to kiss and to praise
At her knee in the little chair.
She lost him back in her busy years,
When the great world caught the man,
And he strode away past hopes and fears
To his place in the battle's van.

But now and then, in a wistful dream,
Like a picture out of date,
She sees a head with a golden gleam
Bent over a pencil and slate;
And she lives again the happy day,
The day of her young life's spring,
When the small arm chair stood just in the way,
The center of everything.

The man who persists in doing his fellowmen usually ends by doing time.

The President of the United States of America,

To

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

MEETING:

Whereas, it has been represented to us in our Circuit Court of the United States for the District of

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

ENOCH MORGAN'S SONS COMPANY,

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

Now, Therefore, we do strictly command and perpetually enjoin you, the said HENRY

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

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

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

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

[SEAL]

ROWLAND COX,

Complainant's Solicitor

[SIGNED]

S. D. OLIPHANT,

Clerk

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 PANTLAND, Grand Rapids; Secretary and Treasurer, GEO. F. OWEN, Grand Rapids.

Lake Superior Commercial Travelers' Club.

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

Grand Rapids Council No. 131.

Senior Counselor, D. E. KEYES, Secretary-Treasurer, L. F. BAKER. Regular meetings—First Saturday of each month in Council Chamber in McMullen block.

Gripsack Brigade.

Geo Gargett, of Alma, has engaged to travel in this State for the Milwaukee Harvesting Machinery Co.

Marshall Statesman: Schuyler French, who has been traveling for Morley Bros., of Saginaw, has accepted a position as traveling salesman for Wells & Neleger, of Chicago.

Reading—The prospect of Higley & Son moving their Alganssee flouring mill here seems to have gone glimmering, but there is still another deal on foot which at this time appears to have a show for success.

Marquette Mining Journal: H. O. McMain one of the best known and most popular grocery salesmen in the Upper Peninsula, has engaged to travel in this territory for Reid, Murdock & Co., of Chicago.

Owosso Press: A. E. Currey, clerk in C. C. Duff's grocery, has taken a position as traveling salesman with C. S. Blake & Co., of St. Louis, Mo., wholesale tea and coffee dealer. His territory will be in Michigan with headquarters in this city.

Marquette Mining Journal: J. W. Knowles, who is now representing Pemberton, Cook & Co., in this territory, expects to add himself to the colony of traveling men who make this city headquarters. His home is now in Menominee, but he intends to move here when he can find a suitable house.

Referring to the retirement of Albion F. Wixson from the road, the Marquette Mining Journal remarks: "Mr. Wixson is the dean of the hardware men on this territory. He is one of the best known of all the salesmen making this territory and his popularity among his fellow druggists is attested by the fact that he has three times been elected Secretary and Treasurer of the Upper Peninsula Travelers' Club, of which he was one of the founders."

Menominee Herald: We are glad to notice an influx of commercial travelers, crawling out of their holes, as the spring season opens. They are harbingers of brightening trade skies. They are the pulse that indicates with unerring certainty the stagnation or the converse of all commercial activities. Their presence or absence indicates favorable or unfavorable trade winds. It is not always necessary to meet face to face these potent factors in the world's commerce to know that they are on the wing. It does not need one gifted with Divine afflatus to tell the local news gatherer that "the spring trade is picking up, you know." He can see it by

the hotel register. He can note it in the smile that adorns the faces of the hotel men. They wear a different look. It was only a short time ago when the stringency in the money market was most attenuated and when the average speech of us poor mortals tended toward the demnition bow-wows, that they were as silent as clams and as cadaverous as the old fashioned circuit rider. Smiles are chasing each other over their phizes to-day, however, and they are rubbing their hands with much of their old-time cheer. There is another indication, too. The boys have a fresh lot of stories! The old stock had become thread-bare and chestnutty. One can always tell of the presence or absence of the commercial traveler by the brand of stories going the rounds. There are new weaves in yarns as well as in goods. And so you see their presence livens up the whole lump and the fact that they are again coming in increased numbers is evidence that springtime has come, gentle Annie, and that confidence is expanding the sinews and opening up the trade centers of the Upper Peninsula.

Sample Case: Never has there been put forth a more vigorous protest against industrial combinations than has been witnessed in the year just passed. The economist, the social reformer, the philanthropist have waged unceasing war against the greed of gain which delegates to the few a monetary and social supremacy over the many. Men of all classes and of all occupations have had their eyes opened to the terrible fact that sooner or later—if not successfully treated—these horrible contractions of the commercial system must end either in hopeless deformity or complete extinction of trade—so far at least, as the majority are concerned. Nevertheless, the year 1898 has been a banner year for trusts. Last month saw the organization of three new combines, either three of which must of necessity work harm to the traveling salesman. While these great combines must seriously affect all trade, no class of business then will be so sadly affected by them as the commercial traveler. He is the aorta of the commercial system and when he ceases to be, then nothing remains but dissolution of trade, for every trust that is organized breaks upon those ramifications of commerce which are its life. The traveling salesman then is the one who should be up and doing, and we fear that he has been somewhat careless in this matter, for not until of late does he seem to have realized the gravity of the situation. Now that he has done so, however, let him not remain idle. Think over the situation seriously and talk it over in your council chamber and lodge rooms. The constant drop wears away the stone and some good must ensue from concerted and determined action. The commercial traveler is menaced; the danger is a serious one and he should consider it seriously. Now is the time.

The New York Clearing House has made an important modification of that section in the rule to charge for the collection of out-of-town checks, which makes the minimum charge 10 cents. It was changed so as to provide that checks drawn on banks covered by the same rate, of one tenth or one-fourth of 1 per cent., as the case may be, and deposited together in a local bank by the same person, can be bunched, thus avoiding the payment of ten cents on each check.

It is difficult to find a good reason for doing a bad deed.

The Boys Behind the Counter.

Grand Rapids—J. Geo. Lehman has a new clerk in the person of Frank Misner, who clerked for F. J. Dettenthaler a couple of years and was also employed at one time by the Van Every Grocery Co.

Kent City—Oscar Holmquist succeeds Oscar Johnson as clerk in the general store of A. H. Saur & Co.

Crystal—Dennis O'Connell has taken charge of the furniture and undertaking business of F. S. Caswell.

Coldwater—Ray Fisk has resumed his former position as clerk in Vern Nettleton's hardware store.

Jackson—Archie Brown is the new clerk at E. D. Hamilton's store in place of Eugene Ingles.

Lansing—C. K. Esler has taken a situation with P. L. Daniels, the pioneer druggist of this city. Mr. Esler is an old druggist, who has for the past ten years resided in Lansing.

Nashville—Harry White has gone to Charlotte, where he has taken a position in Selkirk & Norton's clothing store.

Sault Ste. Marie—A. J. Tulian has resigned his connection with H. B. Sellito, to accept a position in H. A. Harrison & Co.'s jewelry store.

Charlotte—Fred Gibbons is clerking for Brown Bros.

Hillsdale—Lewis Green returned last week from Quincy and is again to be found behind the counter in Boyl & Brown's dry goods store.

Three Rivers—Dr. E. C. Waltersdorf has resigned his position at Snyder's drug store to take the management of the drug store of F. S. Packard, at Sturgis. Mr. Waltersdorf has held the position at Snyder's for nearly a year.

Coldwater—Homer H. Wicks, who has been clerking for the Yesner Clothing Co., has taken a position as clerk for Thomas Skelton, succeeding Will Lafin, who has gone to Barryton to take charge of a store there for Mr. Skelton. Cheboygan—Edward Delottinville will return to this city April 10 to clerk in Lee & Co.'s dry goods store.

Lake Odessa—Will Mooney has entered the employ of Otis Miner as clerk in his general store.

Chelsea—Edward Webber is now clerking in John Farrell's grocery store.

Kalamazoo—D. Beach is now behind the counter in the clothing store of Samuel Folz.

Hastings—E. E. Faulkner, of Lowell, succeeds Burt Fraken as prescription clerk for Fred L. Heath. Mr. Fraker has taken a similar position with W. F. Nagler, the Howard City druggist.

Cheboygan—Frank McMahon has taken a position as clerk with the F. A. Kramer Co.

Grand Ledge—Frank Vincent is the new clerk at A. B. Schumaker's

Sault Ste. Marie—Chas. DeHate has taken his old position in J. P. Haller's book store.

Saginaw—The Saginaw Dry Goods & Carpet Co. has secured two new clerks from Grand Rapids—Miss M. A. Stuart, formerly with the Nelson-Matter Furniture Co., in the drapery department, and Walter Honor, formerly with the Morse Dry Goods Co., in the carpet section.

Lansing Journal: A prominent Lansing young man, noted among the merchants of the city for hesitation in paying his debts, stepped into a Washington avenue store the other day and induced the new and unsuspecting clerk to trust him for a small amount. The proprietor on coming in and seeing the name of an old debtor on his books was greatly incensed, and used vigorous language in expressing his sentiments. A day or two later the young man in question entered the store to secure more merchandise and incidentally to add to his account. The clerk informed him that his credit was not good, wherefore the young man assumed a bantering tone and used a few choice sarcastic remarks. Without a word the clerk came from behind the counter and in the latest approved style proceeded to use up his tormentor. At the conclusion of the exercise it was noticeable that the floor presented a much cleaner appearance with the exception of a few scattered articles which had been displaced by the aerial flights of the subject. The latter, after being propelled out of the store by the broad foot of his antagonist, was seen to retreat up the avenue in great disorder.

Sure Cure for Insomnia.

"Well, Billy how's your insomnia?"
"It's all right; the doctor told me to take a brisk walk every night before going to bed."
"Did it cure you?"
"Yes; while I take a brisk walk, you see, my wife gets the baby to sleep."

An egg war at Pittsburg, Pa., recently, between two East End grocers enabled the housewife to purchase a dozen eggs for 5c. A few weeks ago they were obliged to pay 60c a dozen.

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. Every thing 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.

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YOU OUGHT TO SEE THIS BIRD FLY IN YOUR CIGAR CASE.

SWEET; RICH. \$35 PER M. SEND MAIL ORDER.

THURLOW 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
A. C. SCHUMACHER, Ann Arbor	Dec. 31, 1899
GEO. GUNDRUM, Ionia	Dec. 31, 1900
L. E. REYNOLDS, St. Joseph	Dec. 31, 1901
HENRY HEIM, Saginaw	Dec. 31, 1902
WIRT P. DOTY, Detroit	Dec. 31, 1903

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

Examination Sessions.

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

STATE PHARMACEUTICAL ASSOCIATION.

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The Adoption of Pharmacy as a Profession.*

In looking over the topics of this course of talks to the young men of Traverse City, it seemed to me Professor Grawn had omitted an important one which occupies the time of a good many men. Was it because no one in Traverse City could properly present it? I refer to the trade or profession of the politician. But as each speaker who has preceded me has emphasized that "character" is the great essential to business or professional success, the reason is plain!

Mrs. Humphrey Ward puts this excellent criticism upon the lips of one of her personages: "No, we don't lack brains. All the same, I tell you in the whole of that room there are about a dozen people—oh, not so many, not nearly so many—who will ever make a mark even for their own generation. Why? Because they have every sort of capacity, every sort of cleverness, but no character."

Character is the determining quality in manhood. You cannot be at your best in any line of achievement or pursuit without it; and in no profession is it more essential than in that of pharmacy.

Pharmacy is the art or practice of preparing, preserving and compounding substances, whether of the vegetable or mineral world, for the purpose of medicine, and embraces materia medica, botany and medicine.

Pharmacy and medicine, in most countries, had a common origin in the fetishistic philosophy of the savage, which recognized a "soul" in even inanimate objects. Disease was the "soul" of one object attacking another and, to drive this evil influence off, noises, smells and various contortions were employed. The fact was empirically ascertained that herbs had beneficent properties, which were at first explained on the fetishistic philosophy. On this double basis of empiricism and a fanciful philosophy developed pharmacy and medicine. Pharmacy early attained a high development among the Egyptians. A papyrus of the reign of Sent, 3300 B. C., gives directions as to the preparation of prescriptions. In the Ebers papyrus, 1600 B. C., is a formula containing prescriptions of famous physicians. Draughts, blisters, powders, ointments, etc., are the chief preparations mentioned; mineral and vegetable drugs are used. That the "art of the apothecary," however, already existed among the Assyrians is shown by these prescriptions. The Hebrews, from association with the Egyptians and Assyrians, imbibed a taste for pharmaceutical studies and the "art of the apothecary" is mentioned very early in Old Testament history. In Exodus we read where Moses is directing the preparation of an ointment for anointing the tabernacle: "And thou shalt make it an oil of holy ointment, an ointment compounded after the art of the apothecary." And in Ecclesiastes, the preacher, X., 1, we read: "Dead flies cause the ointment of the apothecary to send forth a stinking odor." (Evidently no flies on that preacher!) A very ancient memorial of an apothecaries' guild may

be seen in the gateway of the minster of Ulm (Germany). It is an epitaph, with the picture of a woman in the dress of the Fourteenth Century. The inscription reads as follows: "In 1413 Died Margarita, Hainczan Winkle's Daughter, Apothecary." This is the earliest record we have of a woman pharmacist. The practice of pharmacy was greatly extended by the Arabians, and among them the separation of medicine and pharmacy was recognized as early as the Eight Century and was established by law in the Eleventh.

It would be interesting to mention some of the remedies and prescriptions of early days. In the colonial days of our own country, angleworms, toads, snails, etc., formed a part of their materia medica—were it so to-day I imagine there would be fewer women pharmacists.

The first American Pharmacopoeia was issued in 1778; the first American Dispensary in 1806. Beginning with 1840, there has been a revision of the American Pharmacopoeia each decade. The most important change in that of 1890 was the official adoption of the metric system of weight and measures. It is much simpler and of easier working method than the Apothecaries' or Troy, but is very slow of adoption by pharmacists and physicians. It seems strange that the two Anglo-Saxon nations, of which so much is now being said, are the last and the slowest in adopting it.

Pharmacy is of a two-fold nature, professional and commercial. We speak of "professions" and we think of the law, medicine and the ministry. But because pharmacy takes on so largely of the commercial it is no less a profession, and ranks to day equal with any; and when you enter upon the study of pharmacy you enter the door of an honorable and honored profession, made so by men whose lives are a part of the world's history. Among them are such names as Koch, Jenner, Lister, Maiche, Remington, Prescott, Vaughan and others. And it rests largely with you as to what round of the ladder you will reach in this profession. If you desire to succeed in the commercial sense you can best accomplish it by earnest effort toward professional success. I was in a physician's office a short time ago when a young man asked the physician, "What college graduates the students the quickest?" The reply was, "I couldn't recommend such an one; but if you are in a hurry there is said to be a diploma factory in Milwaukee." I believe none present here to-night are looking for that kind of a diploma, nor are desirous of getting just sufficient knowledge to pass the examination of a Board of Pharmacy.

The apprentice in a drug store begins his work on little or no salary, by learning properly to sweep and dust, to wash bottles, clean graduates, mortars, etc., and here he gets his first lessons in chemistry, for he must know what will best remove the oil, acid or other drug. He must keep the windows and show cases clean, tend the fire and do the several things devolving on the chore boy or janitor; keep the shop bottles and drawers filled with their respective drugs, and here he gets his first lessons in botany and materia medica. It is a good plan for an apprentice to note down the names of the different drugs while doing this and at his first leisure moments "read up" on them. In a short time he is permitted to sell such common articles as copperas, sulphur, gum camphor, ginger, essence peppermint, etc., and if he has the right kind of employer he is helped to study these different drugs. If your intention is to become a pharmacist do not enter a drug store as an apprentice without a good common school education. Any young man who, having the opportunities that the Traverse City schools give him, leaves before graduating to begin any profession or trade makes a mistake and does not hasten the accomplishment of the end he seeks. It is just as important that you should possess this education when you become an apprentice as when you enter a college of pharmacy. The latter requires

it, and the former should. And right here is the reason why so large a percentage fail to pass the examinations of the several state Boards of Pharmacy. Excepting the college graduates, over 50 per cent. taking the examinations have not had a sufficient preliminary or common school education. Partly perhaps from necessity, but oftener from the Young American desire to "get ahead and become a bread-winner," they leave school at 12 to 15 years of age and enter a drug store; or perhaps some druggist engages them for the hours out of school and, demanding more and more of their time, they must either quit the school or the store. Unfortunately, it is the school. In three or four years they find they can, or are allowed to, wait upon a good share of the trade; have been permitted to put up a good many recipes and prescriptions and, thinking they know the business now—often thinking they know more than the proprietor—they go up to the examination only to be bitterly disappointed and return home thinking the members of the Board are a lot of cranks, or at least a set of conceited fellows who have gotten up a lot of "catch questions" just to bother the boys. So many with little preparation appeared at the examinations of the Michigan Board of Pharmacy that a few years ago it was obliged to adopt a rule taking into account the writing and orthography in marking the papers; also it required more practical experience or college training before taking the examination.

A good deal of criticism could be made of proprietors who do nothing toward instructing an apprentice or giving him certain hours for uninterrupted study. There are many hindrances to successful study in the store; and I would not advise any here to-night to think of making pharmacy their profession unless determined to get in some way the college training, nor to be satisfied with just sufficient knowledge to pass the examination of a Board of Pharmacy. I recall one of the latter kind who came before the Michigan Board seven times and failed each time, notwithstanding each member of the Board received a letter from his brother, then prosecuting attorney of ———, extolling the merits of this brother and instructing the Board as to their duty in the matter. This candidate identified asafetida as "garlick," and said that aloes was "the inner kore of the onion," etc.

But neither is the student's education finished when he graduates or has received his certificate from the Board of Pharmacy. It is but a means toward an end and his real education is only begun. In no profession has there been greater progress nor is there any that promises richer fields for investigation. Do you desire to keep up with the times—and you must, to be successful—you must be a student to-day, and to-morrow. Among the many good schools of pharmacy none offer better advantages than the University of Michigan Department of Pharmacy. Its Dean, Professor Albert B. Prescott, is one of the ablest instructors in the country and his reputation as such and as a writer is world-wide. The same can be said of Professor Stevens, Dr. Victor C. Vaughan and others of its faculty. Two courses are offered the student: a two-years' course leading to the degree of Pharmaceutical Chemist and a four-years' course leading to the degree of Bachelor of Science in Pharmacy. From a list of its alumni I find its graduates holding responsible positions or conducting successful pharmacies of their own.

Let me quote Professor Prescott: "As a pursuit pharmacy is now in a period of transition. All pursuits are more or less in transition, owing especially to the applications of science to the uses of man at the close of the Nineteenth Century. But pharmacy is in greater transition than most any other branches, for reasons as follows: 1. The greater number and complexity of medicines and the chemical arts concerned in their production. 2. The greater use of chemicals in the industries, arts and comforts of life. 3. As a result the

greater need of special qualification of the pharmacist. Hence state laws of pharmacy restricting its practice to the qualified. Pharmacy proper, with the application of science to the supply of medicine, to sanitation and to the uses and comforts of the community, is an inviting pursuit to young people and a pursuit not now, nor soon to be, overcrowded. For thoroughly-trained pharmacists the demand is greater than the supply. For tradesmen in drug wares with the lowest permitted requirements in pharmacy the supply is greater than the demand."

The Traverse City high school offers first-class preparation for the college; or, with three years of good practical experience under a competent and willing employer, a successful examination before the Michigan Board of Pharmacy. Its instructions in chemistry and Latin are sufficient for the Board of Pharmacy requirements, its instructions in botany and physics very helpful and its instruction in German valuable. It is a question to day which is of the more service to the student in pharmacy or medicine—German or Latin. The solution is in the study of both. Again let me quote from Professor Prescott: "A high school graduate, in taking a course in pharmacy, of at least two college years, with earnest industry becomes qualified in the applications of science to pharmacy. The expense of taking the School of Pharmacy course is \$300 to \$400, including all living expenses. One year may be taken at a time, in intervals of service in a drug store and as means may be obtained. Many young men can earn their own way in this education. It is all within the public school system of the State. It is no more than so much schooling as is the fair inheritance and prudent choice of any young person if possessing the diligence and capacity to profit by it. It requires a fair degree of adaptation to study, to scholarship, to laboratory training. The laboratory methods of high schools will fairly test the adaptation of the student to practical science. All the studies of the high school are tests of scholarship, of that adaptation to study which is necessary to a course in pharmacy."

But you ask me, "What are the encouragements to enter the profession of pharmacy?" It has both encouragement and discouragement. First, what is your adaptation? Have you a taste for it? If you have taken the Latin or Scientific Course of our high school you will know. Speaking of it from the commercial side, of course it is all profit—everybody says so and it therefore must be so. The average salary of the drug clerks of Michigan is \$10 per week, that of the head clerk or prescription clerk \$15 per week, while the number receiving \$20 per week could be

[CONTINUED ON PAGE TWENTY-THREE]

Have You Bought Your Wall Paper for the Coming Season?

If not it will be to your interest to send for our samples. We will send them express prepaid to you. We represent the 15 leading manufacturers of Wall Paper. We guarantee our prices, terms and discounts to be exactly the same as factories represented. Write us.

The Michigan Jobbers,
Heystek & Canfield Co.
Grand Rapids, Mich.

*Address before young men of Traverse City high school by C. A. Bugbee.

WHOLESALE PRICE CURRENT.

Advanced— Declined—					
Acidum					
Aceticum.....	60 3	Conium Mac.....	35 50	Scilla Co.....	50
Benzolium, German.....	70 75	Copaiba.....	1 15 25	Tolutan.....	50
Boric.....	16	Cubeba.....	90 1 10	Prunus virg.....	50
Carbolicum.....	25 41	Exechthitos.....	1 00 1 10	Tinctures	
Citricum.....	45 50	Erigeron.....	1 00 1 10	Aconitum Napellis R.....	60
Hydrochlor.....	30 5	Gaultheria.....	1 50 1 60	Aconitum Napellis F.....	50
Nitrocum.....	10 10	Geranium, ounce.....	75	Aloes.....	60
Oxalicum.....	12 14	Gossypil, Sem. gal.....	50 60	Aloes and Myrrh.....	60
Phosphorium, dil.....	15	Hebeoma.....	1 10 1 20	Arnica.....	50
Salicylicum.....	50 60	Junipera.....	1 50 2 00	Assafetida.....	50
Sulphuricum.....	1 25 1 40	Lavendula.....	1 30 1 40	Atrope Belladonna.....	60
Tannicum.....	35 40	Limonia.....	1 60 2 20	Aurant Cortex.....	50
Tartaricum.....	35 40	Mentha Piper.....	1 50 1 60	Benzoin Co.....	50
Ammonia		Mentha Verid.....	1 50 1 60	Benzoin Co.....	50
Aqua, 16 deg.....	40 6	Morruha, gal.....	1 00 1 15	Barosma.....	50
Aqua, 20 deg.....	60 8	Myrcia.....	4 00 4 50	Cantharides.....	75
Carbonas.....	12 14	Olive.....	75 3 00	Capicum.....	75
Chloridum.....	12 14	Picis Liquida, gal.....	10 12	Cardamon.....	75
Aniline		Picis Liquida, gal.....	10 12	Cardamon Co.....	75
Black.....	2 00 2 25	Ricina.....	32 1 00	Castor.....	1 00
Brown.....	80 1 00	Rosmar.....	1 00	Catechu.....	50
Red.....	45 50	Succini.....	6 50 8 50	Cinchona.....	50
Yellow.....	2 50 3 00	Sabina.....	90 1 00	Cinchona Co.....	50
Bacca		Santal.....	2 50 7 00	Cubeba.....	50
Cubese.....	13 15	Sassafras.....	55 60	Cassia Acutifol.....	50
Juniperus.....	6 8	Sinapis, ess., ounce.....	1 70 1 80	Cassia Acutifol Co.....	50
Xanthoxylum.....	25 30	Tigili.....	40 50	Digitalis.....	50
Balsamum		Thyme, opt.....	1 60	Ergot.....	50
Copaiba.....	50 55	Theobromas.....	15 20	Ferri Chloridum.....	35
Peru.....	2 75	Potassium		Gentian.....	50
Terabin, Canada.....	45 50	Bi-Carb.....	15 18	Gentian Co.....	50
Tolutan.....	50 55	Bichromate.....	13 15	Gulaca.....	50
Cortex		Bromide.....	5 57	Gulaca ammon.....	50
Ablea, Canadian.....	18	Carb.....	12 15	Hycosamus.....	75
Cassia.....	12	Chlorate, po. 17@19c.....	16 18	Iodine.....	75
Cinchona Flava.....	18	Cyanide.....	2 40 2 50	Iodine, colorless.....	50
Euonymus atropurp.....	30	Iodide.....	35 40	Kino.....	50
Myrcia Cerifera, po.....	20	Potassa, Bitart, pure.....	28 30	Lobelia.....	50
Prunus Virgini.....	12	Potassa, Bitart, com.....	28 30	Myrrh.....	50
Quillaja, gr'd.....	12	Potass Nitras, opt.....	10 12	Nux Vomica.....	50
Sassafras.....	12	Potass Nitras.....	10 11	Opil.....	75
Ulmus.....	15	Prussiate.....	20 25	Opil, camphorated.....	75
Extractum		Sulphate po.....	15 18	Opil, deodorized.....	1 50
Glycyrrhiza Glabra.....	24 25	Radix		Rhatany.....	50
Glycyrrhiza, po.....	28 30	Aconitum.....	20 25	Rhel.....	50
Hematox, 15 lb box.....	11 12	Althae.....	22 25	Sanguinaria.....	50
Hematox, 1s.....	13 14	Anchusa.....	10 12	Serpentaria.....	50
Hematox, 1/2s.....	14 15	Arum po.....	25	Stromonium.....	60
Hematox, 1/4s.....	16 17	Calamus.....	20 40	Tolutan.....	50
Ferru		Gentiana.....	12 15	Valerian.....	50
Carbonate Precip.....	15	Glycyrrhiza, pv. 15.....	16 18	Veratrum Veride.....	50
Citrate and Quinia.....	2 25	Hydrastis Canad.....	5	Zingiber.....	20
Citrate Soluble.....	75	Hydrastis Can., po.....	90	Miscellaneous	
Ferrocyanidum Sol.....	40	Hellebore, Alba, po.....	18 20	Aether, Spts. Nit. 3 F.....	30 35
Sulphate, com'l, by.....	50	Inula, po.....	15 20	Aether, Spts. Nit. 4 F.....	34 38
Sulphate, pure.....	7	Ipecac, po.....	3 90 4 00	Alumen.....	24 30
Flora		Iris plox.....	35 40	Alumen, gro'd, po. 7.....	40 50
Arnica.....	12 14	Jalapa, pr.....	25 30	Annatto.....	40 50
Anthemis.....	22 25	Maranta, 1/2s.....	25 30	Antimoni, po.....	40 50
Matricaria.....	30 35	Podophyllum, po.....	22 25	Antimoni et PotassT.....	40 50
Folia		Rhei.....	75 1 00	Antipyrin.....	40 50
Barosma.....	25 30	Rhei, cut.....	1 25	Antifebrin.....	20
Cassia Acutifol, Tin.....	18 25	Rhei, pv.....	75 1 35	Argent Nitras, oz.....	50
Cassia Acutifol, Alx.....	25 30	Spigelia.....	35 38	Arsenicum.....	10 12
Salvia officinalis, 1/2s.....	12 20	Sanguinaria.....	35 38	Balm Gilead Bud.....	35 40
Ura Ursi.....	8 10	Serpentaria.....	30 35	Bismuth S. N.....	1 40 1 50
Gummi		Senega.....	40 45	Calcium Chlor., 1s.....	10 15
Acacia, 1st picked.....	45 50	Similax, officinalis H.....	25	Calcium Chlor., 1/2s.....	10 15
Acacia, 2d picked.....	45 50	Scilla.....	10 12	Cantharides, Rus, po.....	75
Acacia, 3d picked.....	45 50	Symplocarpus, Fosti.....	25	Capici Fructus, af.....	15
Acacia, sifted sort.....	45 50	Valeriana, Eng. po. 30.....	25	Capici Fructus, po.....	15
Acacia, po.....	60 80	Valeriana, German.....	15 20	Capici Fructus B, po.....	15
Aloe, Barb. po. 18@20.....	12 14	Zingiber a.....	12 16	Caryophyllus, po. 15.....	12 14
Aloe, Cape.....	12	Zingiber j.....	25 27	Carmine, No. 40.....	3 00
Aloe, Socotri.....	12	Semen		Cera Alba.....	40 42
Ammoniac.....	55 60	Anisum.....	12 15	Cocculus.....	40 42
Assafetida.....	25 30	Apium (graveleons).....	13 15	Cassia Fructus.....	40 42
Benzoinum.....	50 55	Bird, 1s.....	40 6	Centraria.....	40 42
Catechu, 1s.....	13	Cardamum.....	1 25 1 75	Cetaceum.....	40 42
Catechu, 1/2s.....	14	Coriandrum.....	8 10	Chloroform.....	50 53
Catechu, 1/4s.....	16	Cannabis Sativa.....	4 1/2 5	Chloral Hyd Crst.....	1 65 1 90
Camphore.....	53 59	Cydonium.....	75 1 00	Chondrus.....	20 25
Euphorbium, po. 35.....	10	Chenopodium.....	10 12	Cinchonidine, P. & W.....	25 38
Galbanum.....	1 10	Dipterix Odorate.....	1 40 1 50	Cinchonidine, Germ.....	23 38
Gamboge po.....	65 70	Feneculum.....	10 12	Cocaine.....	3 80 4 10
Gualacum.....	25	Fenugreek, po.....	7 9	Corks, list, dis. pr. ct.....	70
Kino.....	3 00	Lini.....	3 1/2 4 1/2	Cresotum.....	35 40
Mastic.....	60	Lini, gr'd.....	4 1/2 4 1/2	Creta, prep.....	5 8
Myrrh.....	40 45	Lobelia.....	35 40	Creta, precip.....	11
Opil.....	3 25 3 31	Pharlaris Canarian.....	4 1/2 4 1/2	Creta, Rubra.....	8
Shellac.....	25 35	Rapa.....	4 1/2 5	Crocus.....	18 20
Shellac, bleached.....	40 45	Sinapis Alba.....	9 10	Cubear.....	24
Tragacanth.....	50 60	Sinapis Nigra.....	11 12	Cupri Sulph.....	6 1/2 8
Herba		Spiritus		Dextrine.....	10 12
Absinthium, oz. pkg.....	25	Fruentil, W. D. Co.....	2 00 2 50	Ether Sulph.....	75 90
Eupatorium, oz. pkg.....	25	Fruentil, D. F. R.....	2 00 2 25	Emery, all numbers.....	8
Lobelia.....	25	Fruentil.....	1 25 1 50	Ergot.....	30 35
Majorum.....	25	Juniperis Co. O. T.....	1 65 2 00	Flake White.....	12 15
Mentha Pip. oz. pkg.....	25	Juniperis Co. N. E.....	1 75 3 50	Galla.....	23
Mentha Vir. oz. pkg.....	25	Saacharum N.....	1 90 2 10	Gambler.....	20 23
Rue.....	25	Spt. Vini Galli.....	1 75 6 50	Gelatn, Cooper.....	60
Tanacetum V oz. pkg.....	25	Vini Oport.....	1 25 2 00	Gelatn, French.....	35 60
Thymus, V. oz. pkg.....	25	Vini Alba.....	1 25 2 00	Glassware, flint, box.....	75 10
Magnesia		Sponges		Less than box.....	70
Calcined, Pat.....	55 60	Florida sheeps' wool.....	2 50 2 75	Glue, brown.....	90 12
Carbonate, Pat.....	20 22	Nassau sheeps' wool.....	2 00 2 25	Glue, white.....	130 25
Carbonate, K. & M.....	20 25	Velvet extra sheeps'.....	1 25	Glyceria.....	140 30
Carbonate, Jennings.....	35 38	Extra yellow sheeps'.....	1 00	Grana Paradisi.....	25
Oilum		wool, carriage.....	1 00	Humulus.....	55
Absinthium.....	4 50 4 75	Grass sheeps' wool.....	1 00	Hydraag Chlor Mite.....	90
Amygdale, Dulc.....	30 35	Hard, for slate use.....	75	Hydraag Chlor Cor.....	1 00
Amygdale, Amaræ.....	8 00 8 25	Yellow Reef, for.....	1 40	Hydraag Ammoniat.....	1 15
Anisi.....	1 85 2 00	Syrups		Hydraag Unguentum.....	45 55
Aurant Cortex.....	2 40 2 50	Acacia.....	50 50	Hydrargyrum.....	75
Bergamit.....	2 80 2 90	Aurant Cortes.....	50 50	Ichthyobolla, Am.....	60 75
Cajuputi.....	75 80	Zingiber.....	50 50	Indigo.....	75 1 00
Caryophylli.....	80 90	Ipecac.....	50 50	Iodine, Resubi.....	3 60 3 70
Cedar.....	35 65	Ferri Iod.....	50 50	Iodoform.....	20 25
Chenopadi.....	2 75	Rhei Arom.....	50 50	Lupulin.....	40 45
Cinnamonil.....	1 60 1 70	Smilax Officinalis.....	50 50	Lycopodium.....	40 45
Cironella.....	45 50	Senega.....	50 50	Macis.....	65 75
		Scilla.....	50 50	Liquor Arsen et Hy.....	25
				drag Iod.....	10 12
				Liquor Potass Arsinat.....	20 3
				Magnesia, Sulph.....	14
				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.

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

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

GROCERY PRICE CURRENT.

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

AXLE GREASE. Aurora.....55 6 00 Castor Oil.....50 7 00 Diamond.....50 4 00 Fraser's.....75 9 00 IXL Golden, tin boxes 75 9 00 Ilica, tin boxes.....75 9 00 Paragon.....55 6 00	CANDLES. 8s.....7 16s.....8 24s.....8 Wicking.....20 CATSUP. Columbia, plate.....2 00 Columbia, 1/2 pints.....1 25	CONDENSED MILK. 4 doz in case. Gail Borden Eagle.....6 75 Crown.....6 25 Daisy.....6 75 Champion.....4 50 Magnolia.....4 25 Challenge.....3 35 Dime.....3 35	Hominy. Barrels.....2 50 Flake, 50 lb. drums.....1 00 Beans. Dried Lima.....5 1/2 Medium Hand Picked 1 2 @ 1 25 Maccaroni and Vermicelli. Domestic, 10 lb. box.....60 Imported, 25 lb. box.....2 50 Pearl Barley. Common.....2 0 Chester.....2 25 Empire.....2 75	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 25 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 1/2-Barrels.....2 60 SNUFF. Scotch, in bladders.....37 Maccaboy, in jars.....35 French Rappee, in jars.....43 SEEDS. Anise.....9 Canary, Smyrna.....3 1/2 Caraway.....8 Cardamon, Malabar.....60 Celery.....11 Hemp, Russian.....4 1/2 Mixed Bird.....5 1/2 Mustard, white.....10 Poppy.....10 Rape.....4 1/2 Cuttle Bone.....20
BAKING POWDER. Absolute. 1/2 lb cans doz.....45 1 lb cans doz.....85 1 lb can doz.....1 50 Acme. 1/2 lb cans 3 doz.....45 1 lb cans 3 doz.....75 1 lb cans 1 doz.....1 04 Bulk.....10 Arctic. 6 oz. Eng. Tumblers.....85 El Purity. 1/2 lb cans per doz.....75 1 lb cans per doz.....1 20 1 lb cans per doz.....2 00 Horne. 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 1/2 Amboy.....@ Emblem.....@ Gold Medal.....@ Ideal.....@ Jersey.....@ 13 1/2 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.....3 00 100 books.....5 00 250 books.....10 00 500 books.....17 50 Universal Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Credit Checks. 500, any one denom.....3 00 1000, any one denom.....5 00 2000, any one denom.....8 00 Steel punch.....75	Peas. Green, Wisconsin, bu.....1 00 Green, Scotch, bu.....1 10 Split, bu.....2 50 Roller Oats. Rolled Avena, bbl.....4 00 Monarch, bbl.....3 5 Pearl, 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 1/2 Taploca. Flake.....5 Pearl.....4 1/2 Anchor, 40 lb pkgs.....5 1/2 Wheat. Cracked bulk.....3 1/2 24 2 lb packages.....2 50 SALT FISH. Cod. Georges cured.....@ 4 Georges genuine.....@ 5 Georges selected.....@ 5 1/2 Strips or bricks.....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	JELLY. 15 lb pails.....35 30 lb pails.....65 LYE. Condensed, 2 doz.....1 20 Condensed, 4 doz.....2 25 LICORICE. Pure.....30 Calabria.....25 Sicily.....14 Root.....10 MINCE MEAT. Ideal, 3 doz. in case.....2 25 MATCHES. Diamond Match Co.'s brands. No. 9 sulphur.....1 65 Anchor Parlor.....1 70 No. 2 Home.....1 10 Export Parlor.....4 00 NO LASSES. New Orleans. Black.....11 Fair.....14 Good.....20 Fancy.....24 Open Kettle.....25 @ 35 Half-barrels 2c extra. MUSTARD. Horse Radish, 1 doz.....1 75 Horse Radish, 2 doz.....3 50 Bayle's Celery, 1 doz.....1 75 PIPES. Clay, No. 216.....1 70 Clay, T. D. full count.....65 Cob, No. 3.....85 POTASH. 48 cans in case.....4 00 Babbitt's.....2 00 Penna Salt Co.'s.....2 00 PICKLES. Medium. Barrels, 1,200 count.....3 75 Half bbls, 600 count.....2 39 Small. Barrels, 2,400 count.....4 75 Half bbls, 1,200 count.....2 88 RICE. Domestic. Carolina head.....6 1/2 Carolina No. 1.....5 Carolina No. 2.....4 Broken.....3 1/2 Imported. Japan, No. 1.....5 1/2 @ 6 Japan, No. 2.....4 1/2 @ 5 Java, fancy head.....5 @ 5 1/2 Java, No. 1.....5 @ Table.....@ SALERATUS. Packed 60 lbs 'n box.....15 Church's Arm and Hammer.....3 00 Deland's.....3 15 Dwight's Cow.....3 50 Emblem.....3 50 Soda.....3 15 Wyandotte, 100 lbs.....3 00 SAL SODA. Granulated, bbls.....75 Granulated, 100 lb cases.....90 Lump, bbls.....75 Lump, 145 lb kegs.....85	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, 25 lbs.....25 Butter, sacks, 56 lbs.....55 Common Grades. 100 3-lb sacks.....95 60 5-lb sacks.....1 80 28 10-lb sacks.....1 65 Worcester. 50 4 lb. cartons.....3 25 115 2 1/2 lb. sacks.....4 00 60 5 lb. sacks.....3 75 22 14 lb. sacks.....3 50 30 10 lb. sacks.....3 50 28 10 lb. linen sacks.....32 56 10 lb. linen sacks.....60 Bulk in barrels.....2 50 Warsaw. 56-lb dairy in drill bags.....30 28-lb dairy in drill bags.....15 Ashton. 56-lb dairy in linen sacks.....60 Higgins. 56-lb dairy in linen sacks.....60 Solar Rock. 56-lb sacks.....1 Common. Granulated Fine.....65 Medium Fine.....75 SOAP. JAXON Single box.....2 55 5 box lots, delivered.....2 0 10 box lots, delivered.....2 75
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 BLUING. CONDENSED PEARL BLUING Small, 3 doz.....40 Large, 2 doz.....75 BROOKS. No. 1 Carpet.....2 3 No. 2 Carpet.....2 1 No. 3 Carpet.....1 8 No. 4 Carpet.....1 4 Parlor Gem.....2 9 Common Whisk.....95 Fancy Whisk.....95 Warehouse.....2 73 CANNED GOODS. Tomatoes.....80 @ 90 Corn.....80 @ 1 00 Hominy.....80 Beans, Lima.....70 @ 1 30 Beans, Wax.....50 Beans, String.....85 Beans, Baked.....75 @ 1 00 Beans, Red Kidney.....75 @ 5 Succotash.....95 @ 1 20 Peas.....50 @ 85 Peas, French.....2 25 Pumpkin.....75 Mushroom.....15 @ 22 Peaches, Pie.....1 0 Peaches, Fanny.....1 40 Apples, gallons.....@ 3 00 Cherries.....90 Pears.....70 Pineapple, grated.....2 40 Pineapple, sliced.....2 25 Pineapple, Farren.....1 70 Strawberries.....1 10 Blackberries.....80 Raspberries.....85 Oysters, 1-lb.....85 Oysters, 2-lb.....1 45 Salmon, Warren's.....1 4 @ 60 Salmon, Alaska.....1 25 Salmon, Klondike.....90 Lobsters, 1-lb. Star.....3 20 Lobsters, 2-lb. Star.....3 90 Mac erel, 1-lb. Mustard 10 Mackerel, 1-lb. Soused 1 75 Mackerel, 1-lb. Tomato 1 75 Shrimps.....2 00 Sardines, 1/4 domestic.....3 @ 4 Sardines, mstrd. dom. 5 @ 7 1/2 Sardines, French.....8 @ 22	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.....80 COCOA. James Epps & Co.'s. Boxes, 7 lbs.....40 Cases, 16 boxes.....38 COCOA SHELLS. 20 lb bags.....2 1/2 Less quantity.....3 Pound packages.....4 CREAM TARTAR. 5 and 10 lb. wooden boxes.....30 Bulk in sacks.....29 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.....96 Private Growth.....3 Mandehling.....35 Mocha. Imitation.....22 Arabian.....28 Roasted. Clark-Jewell-Wells Co.'s Brands Fifth Avenue.....29 Jewell's Arabian Mocha.....29 Wells' Mocha and Java.....24 Wells' Perfection Java.....24 Sencalbo.....18 Breakfast Blend.....18 Valley City Maracalbo.....18 1/2 Ideal Blend.....14 Leader Blend.....13 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. Arbuckle.....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 1/4 gross.....75 Felix 1/4 gross.....1 15 Hummel's foil 1/4 gross.....85 Hummel's tin 1/4 gross.....1 43 CLOTHES PINS. 5 gross boxes.....40	DRIED FRUITS-DOMESTIC. Apples. Sundried.....@ 7 1/2 Evaporated 50 lb boxes.....@ 9 1/2 California Fruits. Apricots.....@ 15 Blackberries.....@ 2 1/2 Nectarines.....@ 2 1/2 Peaches.....@ 2 Pears.....@ 2 Pitted Cherries.....@ 2 Prunelles.....@ 2 Raspberries.....@ 2 California Prunes. 100-120 25 lb boxes.....@ 4 90-100 25 lb boxes.....@ 5 80-90 25 lb boxes.....@ 5 1/2 70-80 25 lb boxes.....@ 6 1/2 60-70 25 lb boxes.....@ 6 1/2 50-60 25 lb boxes.....@ 7 40-50 25 lb boxes.....@ 7 1/2 30-40 25 lb boxes.....@ 8 1/2 cent less in 50 lb cases Raisins. London Layers 2 Crown.....1 50 London Layers 3 Crown.....1 65 Cluster 4 Crown.....2 00 Loose Muscatels 2 Crown.....5 Loose Muscatels 3 Crown.....7 Loose Muscatels 4 Crown.....8 L. M. Seeded, choice.....8 L. M. Seeded, fancy.....9 1/2 FOREIGN. Citron. Leghorn.....@ 12 Corsican.....@ 13 Currants. Patras bbls.....@ 5 1/2 Cleaned, bulk.....@ 6 Cleaned, packages.....@ 6 1/2 Peel. Citron American 10 lb bx.....@ 13 Lemon American 10 lb bx.....@ 10 1/2 Orange American 10 lb bx.....@ 10 1/2 Raisins. Ondura 28 lb boxes.....@ Sultana 1 Crown.....@ Sultana 2 Crown.....@ Sultana 3 Crown.....@ Sultana 4 Crown.....@ Sultana 5 Crown.....@ Sultana 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 1 lb. packages.....1 80 100 lb. kegs.....2 70 200 lb. barrels.....5 10	Flavoring Extracts. Jennings's. D.C. Vanilla.....D.C. Lemon 3 oz.....1 20 3 oz.....75 3 oz.....1 50 3 oz.....1 00 4 oz.....2 00 4 oz.....1 40 6 oz.....3 00 6 oz.....2 00 No. 8 4 00 No. 8 2 40 No. 10 6 00 No. 10 4 00 No. 2 T.1 25 No. 2 T. 80 No. 3 T.2 00 No. 3 T.1 25 No. 4 T.2 40 No. 4 T.1 50 Pure Brand. 2 oz. Taper Panel.....75 2 oz. Oval.....75 3 oz. Taper Panel.....1 35 3 oz. Oval.....1 35 4 oz. Taper Panel.....1 60 4 oz. Oval.....1 60 FLY PAPER. Tanglefoot, per box.....36 Tanglefoot, per case.....3 20 Holders, per box of 10.....75 WICKS. Sage.....15 Hope.....15	Wheat. Cracked bulk.....3 1/2 24 2 lb packages.....2 50 SALT FISH. Cod. Georges cured.....@ 4 Georges genuine.....@ 5 Georges selected.....@ 5 1/2 Strips or bricks.....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 Flackeral. Mess 100 lbs.....15 00 Mess 40 lbs.....6 30 Mess 10 lbs.....1 65 Mess 8 lbs.....1 35 No. 1 100 lbs.....13 25 No. 1 40 lbs.....5 60 No. 1 10 lbs.....1 48 No. 1 8 lbs.....1 20 No. 2 100 lbs.....11 50 No. 2 40 lbs.....4 90 No. 2 10 lbs.....1 30 No. 2 8 lbs.....1 07 Trout. No. 1 100 lbs.....5 25 No. 1 40 lbs.....2 40 No. 1 10 lbs.....68 No. 1 8 lbs.....57 Whitefish. No. 1 No. 2 Fam 100 lbs.....7 10 6 50 2 75 40 lbs.....8 10 2 90 1 40 10 lbs.....85 80 43 8 lbs.....71 68 37	Wicks. 100 3-lb sacks.....95 60 5-lb sacks.....1 80 28 10-lb sacks.....1 65 Worcester. 50 4 lb. cartons.....3 25 115 2 1/2 lb. sacks.....4 00 60 5 lb. sacks.....3 75 22 14 lb. sacks.....3 50 30 10 lb. sacks.....3 50 28 10 lb. linen sacks.....32 56 10 lb. linen sacks.....60 Bulk in barrels.....2 50 Warsaw. 56-lb dairy in drill bags.....30 28-lb dairy in drill bags.....15 Ashton. 56-lb dairy in linen sacks.....60 Higgins. 56-lb dairy in linen sacks.....60 Solar Rock. 56-lb sacks.....1 Common. Granulated Fine.....65 Medium Fine.....75 SOAP. JAXON Single box.....2 55 5 box lots, delivered.....2 0 10 box lots, delivered.....2 75 JAS. S. KIRK & CO.'S BRANDS. American Family, wrp'd.....2 66 Dome.....2 75 Cabinet.....2 20 Savon.....2 50 White Russian.....2 35 White Cloud, laundry.....6 25 White Cloud, toilet.....3 50 Dusky Diamond, 50 6 oz.....2 10 Dusky Diamond, 50 8 oz.....3 00 Blue India, 100 1/2 lb.....3 00 Kirkline.....3 50 Kos.....2 50 Allen B. Wrisley's Brands. Old Country, 80 1-lb. bars.....2 75 Good Cheer, 60 1-lb. bars.....3 75 Uno, 100 1/2-lb. bars.....2 50 Doll, 100 10-oz. bars.....2 05 Scouring. Sapollo, kitchen, 3 doz.....2 40 Sapollo, hand, 3 doz.....2 40 SODA. Boxes.....5 1/2 Kegs, English.....4 1/2

SPICES.

Whole Sifted.	
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	80
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, Cochian	13
Ginger, Jamaica	23
Mace, Batavia	65
Mustard	12@18
Nutmegs	40@50
Pepper, Sing., black	15
Pepper, Sing., white	22
Pepper, Cayenne	20
Sage	15

SYRUPS.

Cora.	
Barrels	18
Half bbls	20
1 doz. 1 gallon cans	2 90
1 doz. 1/2 gallon cans	1 70
2 doz. 1/4 gallon cans	1 75

Pure Cane.

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 64 5c packages	5 00

Common Corn.

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

Common Gloss.

1-lb packages	4 1/2
3-lb packages	4 1/2
6-lb packages	5
40 and 50 lb boxes	3
Barrels	3

STOVE POLISH.



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

SUGAR.

Domino	5 38
Cut Loaf	5 63
Crushed	5 63
Powdered	5 25
XXX Powdered	5 25
Cubes	5 25
Granulated in bbls	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 Confection	5 13
Confection 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 01
No. 14	4 08
No. 15	4 16
No. 16	4 06

TOBACCOS.

Cigars.

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

H. & P. Drug Co.'s brand.
Fortune Teller 35 03
Our Manager 35 00
Quintette 35 00

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

S. C. W. 35 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 12
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 5 1/2
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
Zephyr Wafers 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 Gems 8
Ginger Snaps, XXX 7 1/2
Graham Crackers 8
Graham Wafers 10
Grand Ma Cakes 9
Imperial 8
Jumbles 11 1/2
Marshmallow 15
Marshmallow Creams 16
Marshmallow Walnuts 16
Mich. Frosted Honey 12 1/2
Molasses Cakes 8
Newton 12
Nic Nacs 8
Orange Gem 8
Penny Assorted Cakes 8 1/2
Pretzels, hand made 7 1/2
Sears' Lunch 8
Sugar Cake 8
Sugar Squares 9
Vanilla Wafers 14
Sultanas 12 1/2

Nuts.

Almonds, Tarragona 2 16
Almonds, Ivaca 2 14
Almonds, California, soft shelled 2 15
Brazil new 2 7
Pilberta 2 10
Walnuts, Granobles 2 13
Walnuts, Calif No. 1 2 11
Walnuts, soft shelled 2 11
Calif 2 11
Table Nuts, fancy 2 11
Table Nuts, choice 2 10
Pecans, Med 2 7 1/2
Pecans, Ex. Large 2 9
Pecans, Jumbos 2 12
Hickory Nuts per bu. 2 10
Ohio, new 2 10
Cocoanuts, full sacks 2 50
Chestnuts per bu. 2

Peanuts.

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

Candies.

Stick Candy.

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

Mixed Candy.

Grocers	@ 6
Competition	@ 6 1/2
Standard	@ 7
Conserve	@ 7 1/2
Royal	@ 7 1/2
Ribbon	@ 8 1/2
Broken	@ 7 1/2
Cut Loaf	@ 8
English Rock	@ 8
Kindergarten	@ 8 1/2
French Cream	@ 9
Dandy Pan	@ 10
Hand Made Cream mxd	@ 13
Ital. Cream Babu	35 lb p @ 11
Molas es Chews	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	@ 2
Gum Drops	@ 5
Wass Drops	@ 8
Sour Drops	@ 8 1/2
Imperials	@ 9

Fancy—in 5 lb. Boxes.

Lemon Drops	@ 50
Sour Drops	@ 50
Peppermint Drops	@ 60
Chocolate Drops	@ 60
H. M. Choc. Drops	@ 75
H. M. Choc. Lt. and	
Dk. No. 12	@ 90
Gum Drops	@ 30
Licorice Drops	@ 75
A. B. Licorice Drops	@ 75
Lozenges, plain	@ 50
Lozenges, printed	@ 50
Imperials	@ 50
Molasses	@ 55
Cream Bar	@ 55
Molasses Bar	@ 55
Hand Made Creams	80 @ 90
Cream Buttons, Pep.	
and Want.	@ 65
String Rock	@ 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.

Oranges.

Fancy Navels	@ 1 75
Choice	@ 3 50
Seedlings	2 75 @ 10
Meat Sweet	@ 3 25

Lemons.

Strictly choice 300s.	@ 3 00
Strictly choice 300s.	@ 3 25
Fancy 300s	@ 3 50
Ex. Fancy 300s	@ 3 75
Ex. Fancy 300s	@

Bananas.

Medium bunches	1 00 @ 1 25
Large bunches	1 50 @ 2 00

Foreign Dried Fruits.

Figs.	
California Fancy	@ 13
Choice, 10 lb boxes	@ 12
Extra choice, 10 lb boxes new	@ 16
Fancy, 12 lb boxes	@ 22
Imperial Mikados, 18 lb boxes	@
Pulled, 6 lb boxes	@ 7
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
Sairs, 60 lb cases	@ 5

Oils.

Barrels.	
Eocene	@ 11 1/2
XXX 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 @ 34
Engine	11 @ 21
Black, winter	@ 8

Grains and Feedstuffs.

Wheat.

Winter Wheat Flour.

Local Brands.

Patents 4 00
Second Patent 3 50
Straight 3 25
Clear 3 00
Graham 3 50
Buckwheat 4 10
Rye 3 25
Subject to usual cash discount.

Flour in bbls., 25c per bbl. additional.

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

Spring Wheat Flour.

Clark-Jewell-Wellis Co.'s Brand.

Pillsbury's Best 1/2s. 4 45
Pillsbury's Best 1/4s. 4 35
Pillsbury's Best 1/8s. 4 25
Pillsbury's Best 1/2s paper. 4 25
Pillsbury's Best 1/4s paper. 4 25
Ball-Barnhart-Putman's Brand.

Clark-Jewell-Wellis Co.'s Brand.

Pillsbury's Best 1/2s. 4 45
Pillsbury's Best 1/4s. 4 35
Pillsbury's Best 1/8s. 4 25
Pillsbury's Best 1/2s paper. 4 25
Pillsbury's Best 1/4s paper. 4 25

Ball-Barnhart-Putman's Brand.

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Pillsbury's Best 1/2s paper. 4 25
Pillsbury's Best 1/4s paper. 4 25

Ball-Barnhart-Putman's Brand.

Clark-Jewell-Wellis Co.'s Brand.

Provisions.

Swift & Company quote as follows:

Barreled Pork.

Mess 10 00
Back 10 50
Clear back 10 00
Short cut 10 00
Pig 14 00
Bean 9 00
Family 11 00

Dry Salt Meats.

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

Smoked Meats.

Hams, 12 lb average 8 1/2
Hams, 14 lb average 8 1/2
Hams, 16 lb average 8 1/2
Hams, 20 lb average 8 1/2
Ham dried beef 11 1/2
Shoulders (N. Y. cut) 5 1/2
Bacon, clear 7 @ 7 1/2
California hams 5 1/2
Boneless hams 10 @ 12 1/2
Cooked ham 10 @ 12 1/2

Lards. In Tierces.

Compound 4 1/2
Kettle 4 1/2
55 lb Tubs advance 3 1/2
50 lb Tubs advance 3 1/2
50 lb Tins advance 3 1/2
30 lb Pails advance 3 1/2
10 lb Pails advance 1 1/2
5 lb Pails advance 1 1/2
3 lb Pails advance 1 1/2

Sausages.

Bologna 5 1/2
Liver 6 1/2
Frankfort 7 1/2
Pork 6 1/2
Blood 6
Tongue 9
Head cheese 6 1/2

Beef.

Extra Mess 10 25
Boneless 12 00
Rump 12 25

Pigs' Feet.

Hardware

How Hardware Clerks Can Make Themselves Indispensable.

Always have a system about your arrangement of stock, placing small numbers and sizes to the left and large to the right or vice versa, with the same system on the top and lower shelves all through the stock. Classify the goods and arrange the stock so that goods in the same class will be in the same sections—builders' and mechanics' tools—agricultural tools and implements—builders' and cabinet hardware—structural, merchant iron and heavy hardware—saddlery, carriage and wagon material—paints, varnishes and glass—miscellaneous hardware—fancy toys and sporting goods—guns and gun goods—fishing tackle—cutlery and silverware—bicycles and accessories.

Try to arrange goods for display with an eye to having at least a sample of every article in the store in sight. Goods well displayed often sell themselves and with every new experience in arrangement will come new and original ideas. Should they not come naturally, create and cultivate them. A collection of good ideas is a good thing to have included in your assets. Keep one of your employer's catalogues in the store for reference and take his invoices and mark the costs with your private cost mark with the initials of the jobber or factory and date of invoice. In a few months you will have your employer asking you from whom, what price and date he bought certain goods. By your method you have the prices of all from whom he has bought and if there has been no market change you know who is selling the cheapest and can pick out the lowest price from each seller, and your employer is beginning to some extent to depend upon you. This gives you a knowledge of costs and you know now what the goods are. Study the catalogues of different manufacturers and the numbers from different finishes. Study all the catalogues. Take stove catalogues of different houses and compare them with the goods you have in stock. Notice the ovens, sizes, ventilation, flue system, linings, fire-pots, grates, radiating surface, claims for different composition of castings, etc., etc. In refrigerator catalogues study the system of ventilation, traps, etc., and be able to tell your customers why certain packings or fillings, such as charcoal, mineral wool, etc., or dead air space is considered the better. In fact, study the catalogues, whether your house handles the goods or not. A customer may call any day for goods you do not carry in stock but know enough about them from the catalogue to make a sale, and again your next employer may carry a full line of these goods and you will go to him with some knowledge you would not have had except by studying the catalogue. Take, for instance, Pike's catalogue and you learn that Arkansas stones are the hardest had suitable for engravers, surgeons and dentists' tools, but too hard for most edge tools. When an old-timer calls for Quachita stones you will know he wants Washita, the name having been changed many years ago, and is best adapted to most edge tools. Thousands of things that might escape your attention in the ordinary course of business for years you can learn from these factory and jobbers' catalogues. If you have not an unusual retentive memory do not tax it too much, but have a memorandum

book. In doing your work, waiting on customers, etc., etc., you will see things that ought to be done, and when you have finished the more important work, refer to your memorandums and you will be surprised at the number of things needing to be attended to that would have escaped your memory without the note book.

Cultivate the acquaintance of your architects and try to get them to specify goods you have in stock or on which you have the exclusive sale. Learn what goods they are specifying and try to get your employer to carry them in stock. Keep your stock clean and study the wants of your customers. Make the traveling salesmen your friends. They will always be glad to inform you, especially on their special brands, but do not show them or tell them what is on the want book, nor at what price their competitor is offering goods to your employer. No matter if you are getting \$25 or \$3 per week, every minute of business hours belongs to your employer and an earnest effort to make every minute count will be a splendid investment for yourself as well as your employer. Keep a memorandum of goods called for that you do not carry in stock, together with the date, and call the attention of the buyer to the number of calls you have for certain goods within a certain period of time. Do not allow the faults of others to warp your own judgment. Study human nature in your employer, traveling salesmen and your customers. Try to see the "good in wicked folks, the depth in shallow folks, the designs in haphazard minds, the impulsive follies of the cunning." Do not ignore them, but try to discern to what extent they exist.

Practice in printing, marking and making out price lists, as this is one of the essential things in a hardware store and time is not wasted while practicing at this important work.

Study the advertisements in the large dailies and hardware trade journals, catalogues, etc., and try to improve on them in changing them to apply to your own line. Study the style and wording most likely to attract attention and give confidence and weight to its meaning.

Do not forget that it is only weak men that look upon "selfishness as a virtue, rascally shrewdness as enterprise and greed as ability."

A writer once said that, a "good reliable set of bowels were worth any quantity of brains." Take good care of your health. "You can't get something for nothing even in hades;" and if you want to make a hardware man of your self you will have to "dig in" in '99, and 1900 will find you in a better position.—Bena in Stoves and Hardware Reporter.

Assimilate Metropolitan Methods.

From Stoves and Hardware Reporter.

Cultivate the powers of observation as much as possible on all possible occasions and particularly when visiting the city markets. Methods which can not be adopted intact may be modified to the needs of the smaller stores and prove quite useful to the merchant in promoting trade. In the city particularly the enterprising and observant merchant may pick up ideas which he can use at intervals throughout the greater part of the year. The metropolitan stores particularly pride themselves on their progressiveness and versatility in the display and arrangement of goods in the windows and in the acquisition of up-to-date and highly perfected utensils and tools. In the exposition of goods in the windows especially and in the use of mechanical and ingenious contrivances the country merchant can

pick up many pointers which will prove invaluable to him. It is said that he is the rich man who can avail himself to all men's faculties. The broadminded dealer is the one who is continually endeavoring to glean useful information from all quarters and strives to discern the very best possible means by which his business may be conducted. His mind should be like the full-celled boneycomb stored from all flowers. An idea which can not be used one time may be serviceable at another time. It is always well to keep a reserve fund of plans and ideas in the store room of the brain so that the stock of them may never be wholly exhausted or any loss occur from their total absence in the shelves of the cerebrum and cerebellum. No merchant need feel when contemplating the vast resources and complex methods of the city establishments that he can do nothing to emulate their example or that he is debarred from it by his limited and slender resources. Let him use what he can in a smaller way and on a more diminutive scale, and thus assimilate the theories and keep them in mind so that he can employ them as his business develops and enlarges.

When a woman stops crying over trouble and begins to think, it is a sign that she is getting old.

When a man visits your orchard and meets the watch dog, it is a sign that his errand will be fruitless.

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.

SPRAYERS

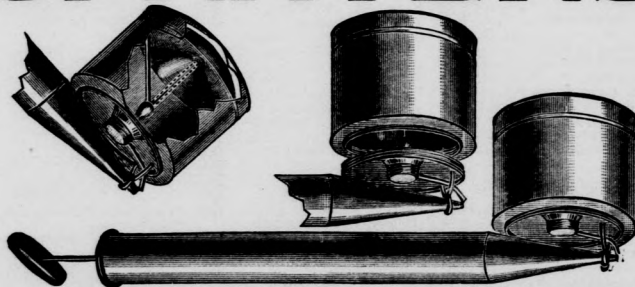
of all kinds.

Brass,
Copper
and Tin

Write for prices.

Foster, Stevens & Co.,
Grand Rapids, Mich.

SPRAYERS



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

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

The Adoption of Pharmacy as a Profession.

[CONCLUDED FROM PAGE EIGHTEEN]

counted on the fingers. As to the supply and demand, please remember what I have quoted from Professor Prescott about thoroughly-trained pharmacists. What success as a proprietor? That depends on your adaptability both to pharmacy and to business which requires strict and close attention. There is no business requiring more minute detail, more watchfulness and care, than the retail drug business; and there is no business but will bring larger dividends in dollars if close application, hard work and long hours be given it, and if any here to-night are minded to enter it with only a view to the dollars there may be in it, I would most emphatically say, don't do it.

To be successful in a business sense, you must have a good common school education. The young people of Traverse City have special advantages along this line in our excellent high school and the Traverse City Business College. If circumstances are such that you can not complete the Latin or Scientific Course make the best possible use of your time by taking one or more studies in either. You have about decided to take up pharmacy, but you are not ready to nor are situated to enter college. You could take the chemistry and laboratory work and Latin of the high school; or, if you have had these, you could take some commercial work in the Business College, and at the same time study the Pharmacopoeia and Remington's Pharmacy. Other books that could be studied at home with profit are Alper's "The Pharmacist at Work" and Professor Oldberg's "Home Study in Pharmacy," also some good work on materia medica. Another line of study which is helpful is that of the National Institute of Pharmacy, Chicago. It consists of two terms of fifteen weeks each. The lectures are mailed you each week, with questions on the preceding lesson. These must be answered and will be returned to you corrected, together with your percentage. But all these are only helps and again I would impress upon you the desirability of at least a two years' course at the University of Michigan or some other equally good school. Are you contemplating the study of medicine? Let me urge you to first take the Pharmacy Course. You will then be better equipped for your profession, and will be glad you profited by this advice.

The thoroughly equipped pharmacist is not a physician; neither is the physician a pharmacist by any means unless he has specially prepared himself as such.

Again, he who would succeed in pharmacy must not only love his work, but be willing to work hard, endure long hours or days and be faithful, methodical, careful, saving and self-sacrificing and self-denying. He will find a compensation not counted by dollars and cents; and in business, while never rich, as we count riches to-day, he will gain a good living, be able to put a little in the bank, and in the twilight days of his life, with her who has been through all his faithful helpmeet, live on Easy Street, enjoying the consciousness of having done his full share of relieving the suffering of this world and of having an honored name and place among his fellowmen. Professionally, there is much of encouragement in pharmacy. To-day in the practice of medicine, the diagnosis of disease is not in the "feeling of the pulse" and "looking at the tongue." In the infectious and contagious diseases examinations for bacilli must be made; in other diseases tests for sugar, albumen, pus, etc. Then there is the demand for food, milk and other analyses. In these and others the microscope comes into play. Because of the lack of time of the busy physician, for the care and watchfulness these require, he turns to the pharmacist, who, by careful training and with well-equipped laboratory, is competent to work out these painstaking details. Also there is demand for competent pharmacists in many different lines, such as mines and mining, manufactur-

ing, etc., and position in school and colleges, the army and navy, etc., so that he who goes beyond the tradesman and makes the most of every opportunity will not only add to his exchequer but be prospered in the truest and best sense. And think of the knowledge and the pleasure that come to him as the wonders of nature in the mineral and vegetable kingdom are opened up to him, and he rejoices that he lives among such surroundings and in such an age, and can not help but acknowledge in his heart He who is the Creator, of all.

I trust that, among so many young men, amid such helpful surroundings, there are some who will find delight in taking up and pursuing this profession, and who may some day become worthy successors of the honored men I have mentioned and others. But don't lose your identity and your profession in a store where pharmacy is made secondary to soda water, china and glassware, ten cent counters, etc. Honor the profession and it will honor you.

There is a fascination in the study of pharmacy to young women. They make good students and almost invariably are successful in their first examination for a Board of Pharmacy certificate. At the examinations they give evidence of thorough preliminary preparation. They make good clerks and are generally successful. In looking over the list of the alumni of the University of Michigan, I find the women graduates holding responsible positions—I also find that a large percentage of them were successful in changing their surnames.

It has given me pleasure to talk to so large and so attentive a company of young men and women, I thank you all for your interest and attention, and will be pleased if I can assist you further in any way in making your choice of a profession.

The Grocer's Burden.

Take up the grocer's burden—
Go pay him for your feed;
He stood your friend in trouble,
Served you in time of need;
And now to wait forever
On unpaid bills high piled
Of never-pay-up peoples
Will starve his wife and child.

Take up the grocer's burden—
His patience has been great,
But he, too, needs some money,
A check would be first rate,
Do not by sullen silence
Allow his hopes to wane—
To steal another's profit
For your unwise gain.

Take up the grocer's burden—
Remember how he came
And filled your mouth on credit—
To cheat him is your shame,
Now, when you are obtaining
The funds for which you sought,
Forget not what you promised—
Go, pay for what you bought.

Take up the grocer's burden—
It's time for his reward—
Nor blame him if he asks you
To settle for your board.
Don't get in crusty humor
When he requests a lift,
But calmly then remember
You're not so very swift.

Take up the grocer's burden—
You need not try again
To call aloud for credit
From other grocer men;
For you will find they do not
Care whether you exist—
The silent, sullen peoples
Will have you on the list.

His Luck.

Harry—So you didn't get that pretty Miss Dimple, after all?

Dick—No; I had the good luck to be rejected.

Harry—Sour grapes! You were just dead gone on her.

Dick—I admit it. I am now, when you come to that. But I'm in luck, all the same. When I met her and her husband in society, she gives her attention to me, which is just heaven, and her husband all the time is torn by pangs of jealousy, which is—well, the other place to him.

Never refer to a woman's age; some women have had the family bible suppressed on that account.

Never marry a girl who is not industrious—you might want her to support you sometime.

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
Flow.....	50
BUCKETS	
Well, plain.....	\$ 3 50
BUTTS, CAST	
Cast Loose Pin, figured.....	70&10
Wrought Narrow.....	70&10
BLOCKS	
Ordinary Tackle.....	70
CROW BARS	
Cast Steel.....	per lb 5
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 67
Corrugated.....	1 25
Adjustable.....	dis 40&10
EXPANSIVE BITS	
Clark's small, #18; large, #26.....	30&10
Ives', 1, #18; 2, #24; 3, #30.....	25
FILES—New List	
New American.....	70&10
Nicholson's.....	70
Heller's Horse Rasps.....	60&10
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 26 and 28; 27.....	28
List 12 13 14 15 16.....	17
Discount, 70.....	
GAUGES	
Stanley Rule and Level Co.'s.....	60&10
KNOBS—New List	
Door, mineral, jap. trimmings.....	70
Door, porcelain, jap. trimmings.....	80
MATTOCKS	
Adze Eye.....	\$16 00, dis 60&10
Hunt Eye.....	\$15 00, dis 60&10
Hunt's.....	\$18 50, dis 20&10
MILLS	
Coffee, Parkers Co.'s.....	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	40
Coffee, Landers, Ferry & Clark's.....	40
Coffee, Enterprise.....	30
MOLASSES GATES	
Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	30
NAILS	
Advance over base, on both Steel and Wire.....	
Steel nails, base.....	2 2
Wire nails, base.....	2 30
30 to 60 advance.....	Base
10 to 16 advance.....	05
8 advance.....	20
6 advance.....	30
4 advance.....	45
3 advance.....	70
2 advance.....	50
Fine 3 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.....	55
Barrel 1/2 advance.....	85
PLANES	
Ohio Tool Co.'s, fancy.....	@50
Schlotz Bench.....	80
Sandusky Tool Co.'s, fancy.....	@50
Bench, first quality.....	@50
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 1/4c per pound extra.....	
HAMMERS	
Maydole & Co.'s, new list.....	dis 35
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 10&10
Woods' Solid Cast Steel.....	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.....	80
Hook's.....	80
Gate Hooks and Eyes.....	80
LEVELS	
Stanley Rule and Level Co.'s.....	dis 70
SQUARES	
Steel and Iron.....	70&10
Try and Bevels.....	60
Mitre.....	50
SHEET IRON	
Nos. 10 to 14.....	com. smooth. com. \$2 70 \$2 30
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
SASH WEIGHTS	
Solid Eyes.....	per ton 20 00
TRAPS	
Steel, Game.....	75&10
Onelida Community, Newhouse's.....	50
Onelida Community, Hawley & Norton's 70&10.....	
Mouse, choker.....	per doz 15
Mouse, delusion.....	per doz 1 25
WIRE	
Bright Market.....	70
Annealed Market.....	70
Coppered Market.....	61&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, nickled.....	30
Coe's Genuine.....	40
Coe's Patent Agricultural, wrought.....	75
Coe's Patent, malleable.....	75
MISCELLANEOUS	
Bird Cages.....	41
Pumps, Clister.....	70
Screws, New List.....	85
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	50
METALS—Zinc	
600 pound casks.....	8 1/4
Per pound.....	9
SHOT	
D-rp.....	1 45
B B and Buck.....	1 70
SOLDER	
1/20.....	17
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
TIN—Melyn Grade	
10x14 IC, Charcoal.....	\$ 7 15
14x20 IC, Charcoal.....	7 0
20x14 IX, Charcoal.....	8 51
Each additional X on this grade, \$1.25.	
TIN—Allaway Grade	
10x14 IC, Charcoal.....	6 25
14x20 IC, Charcoal.....	6 25
10x14 IX, Charcoal.....	7 51
14x20 IX, Charcoal.....	7 51
Each additional X on this grade, \$1.50.	
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.....	10 00
20x28 IX, Charcoal, Allaway Grade.....	12 00
BOILER STEEL TIN PLATE	
14x56 IX, for No. 8 Boilers, per pound.....	10
14x56 IX, for No. 9 Boilers.....	

UP TO DATE CUTS
FOR ALL PURPOSES
TRADESMAN COMPANY
GRAND RAPIDS

The Qualities of a Successful Salesman.

What are the essential qualities of a successful salesman? There are a few points that should be justly considered as essential, and first in the list, as I consider it, is higher moral character. A few may place this quality down lower in the list. I believe it to be the first. It is not simply to be above drink and other vicious dissipation, but also to be honest and truthful and to have other cardinal virtues, to be honest with his house and to be honest with his customers, his word to be as good as an United States bond. With such a man, all that the house wants or cares to know when any question may come up is that Salesman A says so. How the house comes to rely on such a man, and how close a bond is established between himself and his customers as well as between the house and them!

I do not mean that a man is required always to tell the whole truth, that is, all that he knows (as may be demanded of a witness in our courts). But the salesman who is successful in the long run, and who builds up a trade that sticks is a man who tells the truth, a man whom his customers have come to confide in and are not afraid of.

The second qualification is, that the salesman knows his business. Thoroughness is the word. Know all you possibly can about the goods you sell. Always be learning more about them. It is a large line of goods that the traveling man these days has to master, but if you are aiming at the first rank among salesmen, learn your goods thoroughly from A to Z.

It is only second in importance to the learning of your goods to study and learn your customers. This is the strong point of some salesmen, and it is of very great value. When a salesman has been on a territory for two years he ought to know the best way to reach every customer. I do not mean that any salesman can make a valuable customer of every merchant on his territory, but I do say that he should have studied every desirable merchant so thoroughly that he knows the best way in which he ought to be able to get in his work with him, and he should equally be determined to win the man in the end. So, I say be thorough through and through.

The third qualification is diligence. The easy-going, lazy salesman falls away behind in the race. In the old McGuffey reader that I used to study in the district school there was a reading lesson taken from an oration by one of the leading orators of the generation that followed the American revolution, whose subject ran as follows: "There is no excellence without great labor." For more than forty years those words have been ringing in my ears and inspiring me to fresh endeavors.

A successful salesman is no exception to the rule. He must be instant in season and out of season. He can not make it his study or practice to put in five days or less in the week. If he is going to succeed and be in the front rank his week will have six full days in it, and not a day less. On the road his chief concern will not be as to where he will find the best hotel just ahead or the most fun with the boys, but how he can secure the most trade. The painstaking, plodding, persistent worker will leave the lazy genius far in the lurch in the long run. We have only to refer to our own observation and experience—each one of us—to confirm this statement.

My fourth qualification is a cheerful, good temper. Do not wear a long face, is the gospel that this teaches. What if it does rain or snow when we think there ought to be sunshine? What if we did lose the order just now that we expected? We may justly be sorry for it, and we may, also, properly express our sorrow for it, but why get sour or mad about it? It should spur us to renewed effort to get the next plum that is in sight. When I lose something, either through my fault or that of someone else, I make it my practice to try to even things up by getting something that is ahead. Sometimes it goes hard to bear the disappointment, but let us bear it and try to come up smiling and always make the best of it.

System and punctuality together make my next qualification on the list. The successful salesman, as a rule, has his work all carefully planned out, then he works to it. His trip is arranged carefully for the best results, and he plans, insofar as he can, to visit his customers as frequently and at such times as will promise the most trade, and then he follows the schedule rigidly, except in very special and justifiable cases. He advises his customers regularly in advance of his visits, and his appointments are carefully kept.

Some salesmen make a great mistake in this. Their routes are changed frequently and for insufficient causes, so that their customers as well as they themselves, come to place little reliance on their advance cards. You may depend on it that your customers should be able to rely on your being there by your card and they will do so if your trade relations with them are what they should be. It is greatly to your and our benefit for you to establish fixedly the reputation with your customers of being prompt in keeping your appointments. If you are not so, how can you or we expect that a customer will hold the order for you. Besides, if a man of our acquaintance keeps his engagement of any nature with us carefully, we come to have a growing respect for and confidence in him which are likely to exercise a more or less potent influence.

These qualifications we believe to be the leading ones of the successful salesman. There are other very desirable characteristics, such as the ability—we sometimes call it the faculty—of reading men, "sizing them up" it is sometimes called. It may be almost intuition with some to do this, but as a rule, the only safe way is to study men with care as we meet them.

Then, there is that wonderful quality which we call tact; two men try to do the same thing. Equal in ability. One man has tact, the other has not. The latter fails. The man with tact succeeds. Every time we fail to do what we feel we should have accomplished, let us study carefully the cause of failure, go to the root of it and we will generally find that it was more tact that was needed. The tactful man will use all his resources to best advantage and is bound to succeed.

I have not held up before you this ideal salesman without knowing something of the labor and trials that are encountered on the road. For thirteen years I lived on the road, a representative of one house. The man that I have described is not the man that I was. He is the man that, in every respect, I wish I had been and I believe most heartily that he is the man for you to copy.

R. A. KIRK.

Are You a Sleeper?

A sleeper is one who sleeps. A sleeper is that in which the sleeper sleeps.

A sleeper is that on which runs the sleeper which carries the sleeper while he sleeps.

Therefore, while the sleeper sleeps in the sleeper, the sleeper carries the sleeper over the sleeper under the sleeper, until the sleeper which carries the sleeper jumps off the sleeper by striking the sleeper under the sleeper, and there is no longer any sleeper sleeping in the sleeper on the sleeper.

WANTS COLUMN.

Advertisements will be inserted under this head for two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisements taken for less than 25 cents. Advance payment.

BUSINESS CHANCES.

FOR SALE—HARDWARE STOCK OF THE late A. A. Tyler at 641 South Division St., Grand Rapids. Fine location and well established trade. Address Mrs. A. A. Tyler. 909

FOR SALE—A RARE OPPORTUNITY—A flouring business; clean stock of shoes and furnishing goods; established cash trade; best store and location in city; located among the best iron mines in the country. The coming spring will open up with a boom for this city and prosperous times for years to come a certainty. Rent free for six months, also a discount on stock; use of fixtures free. Store and location admirably adapted for any line of business and conducted at small expense. Get in line before too late. Failing health reason for selling. Address P. O. Box 204, Negaunee, Mich. 913

FOR SALE—A SHINGLE AND SAW MILL with 20 horse power engine and boiler, all in good order. Would trade for general merchandise. For particulars, address Box 7, Mt. Pleasant, Mich. 912

DRUG AND NOTION STOCK FOR SALE IN nice town for \$1,500. Address T. P. Stiles, Millerburg, Elkhart Co., Indiana. 908

FOR LITERATURE, STATISTICAL RE- ports, and information generally about the Gulf coast and south Mississippi, the center of the "Yellow Pine Belt," write the "Pascagoula Commercial Club," Scranton, Miss. 910

FOR SALE—A 40-ACRE PECAN ORCHARD, partial bearing, also two beautiful homes, all on Mississippi Gulf coast; also pine lands. For particulars write F. H. Lewis, Scranton, Miss. 911

WANTED—PARTNER TO TAKE HALF IN- terest in a general store and fish business; the most paying industry in Michigan. Cannot attend to it alone since the syndicate took effect, on account of the number of orders being received. For particulars address Nell Gallagher, St. James, Mich. 911

MONEY—IF YOU ARE A MILL MAN, HERE is a chance for both you and me. My shingle and lumber mill for sale for cash; about 40,000,000 feet logs in yard; about 2,000,000 shingle stock ready to cut, all on cash contract. Mill ready to start April 3. Future contracts in sight for three years. J. J. Robbins Boyce, Fal's Mich. 906

FOR SALE—NEW, CLEAN STOCK OF EN- eral merchandise in small town in Southern Michigan on Michigan Central Railroad; elegant farming country; no competition within a radius of twelve miles; stock invoices about \$3,000. This is a good business and good location and must be sold for cash; no trades. Address F. N., care Michigan Tradesman. 904

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

WANTED—GENERAL STOCK IN THRIV- ing 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

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 on y about four years; new fixtures; low rent. Address No. 897, care Michigan Tradesman. 897

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

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

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

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

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. 861, 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 trades. Address No. 680, care Michigan Tradesman. 680

COUNTRY PRODUCE

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

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

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

MISCELLANEOUS.

WANTED—THOROUGHLY EXPERIENCED dry goods salesman. Good references required. State salary expected. Address Box 311 Cadillac, Mich. 907

WANTED POSITION BY YOUNG MAN, A registered pharmacist. Good references. Address 45 North Valley Ave., Grand Rapids, Mich. 901

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. 896



LABELS FOR GASOLINE DEALERS

The Law of 1889.

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

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

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

Tradesman Company,
Grand Rapids, Mich.

Travelers' Time Tables.

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

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

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

Detroit.			
Lv. Grand Rapids.....	7:00am	1:35pm	5:25pm
Ar. Detroit.....	11:40am	5:45pm	10:05pm
Lv. Detroit.....	8:00am	1:10pm	6:10pm
Ar. Grand Rapids.....	12:55pm	5:20pm	10:55pm
Saginaw, Alma and Greenville.			
Lv. G R 7:00am	5:10pm	Ar. G R 11:45am	9:30pm
Parlor cars on all trains to and from Detroit and Saginaw. Trains run week days only.			
Geo. DeHaven, General Pass. Agent			

GRAND Trunk Railway System Detroit and Milwaukee Div

(In effect Feb. 5, 1899.)

GOING EAST		
Leave	Arrive	
Saginaw, Detroit & N. Y.....	6:45am	+ 9:55pm
Detroit and East.....	10:16am	+ 5:07pm
Saginaw, Detroit & East.....	3:27pm	+12:50pm
Buffalo, N. Y, Toronto, Montreal & Boston, L'd Ex.....	7:20pm	*10:16am
GOING WEST		
Gd. Haven Express.....	*10:21am	* 7:15pm
Gd. Haven and Int. Pts.....	+12:58pm	+ 3:19pm
Gd. Haven and Milwaukee.....	+ 5:12pm	+10:11am
Eastbound 6:45am train has Wagner parlor car to Detroit, eastbound 3:20pm train has parlor car to Detroit.		
*Daily. +Except Sunday.		
C. A. JUSTIN, City Pass. Ticket Agent, 97 Monroe St., Morton House.		

GRAND Rapids & Indiana Railway Feb. 8, 1899.

Northern Div. Leave Arrive		
Trav. C'y, Petoskey & Mack.....	7:45am	+ 5:15pm
Trav. City & Petoskey.....	1:50pm	+10:45pm
Cadillac accommodation.....	+ 5:25pm	+10:55am
Petoskey & Mackinaw City.....	+11:00pm	+ 6:35am
7:45am train, parlor car; 11:00pm train, sleeping car.		
Southern Div. Leave Arrive		
Cincinnati.....	7:10am	+ 9:45pm
Ft. Wayne.....	+ 2:00pm	+ 1:30pm
Cincinnati.....	* 7:00pm	* 6:30am
Vicksburg and Chicago.....	+11:30pm	* 9:00am
7:10 am train has parlor car to Cincinnati and parlor car to Chicago; 2:00pm train has parlor car to Ft. Wayne; 7:00pm train has sleeping car to Cincinnati; 11:30pm train has coach and sleeping car to Chicago.		

Chicago Trains.			
TO CHICAGO.			
Lv. Grand Rapids.....	7:10am	2:00pm	*11:30pm
Ar. Chicago.....	2:30pm	8:45pm	6:25am
FROM CHICAGO.			
Lv. Chicago.....	3:02pm	*11:32pm	
Ar. Grand Rapids.....	9:45pm	6:30am	
Train leaving Grand Rapids 7:10am has parlor car; 11:00pm, coach and sleeping car.			
Train leaving Chicago 3:02pm has Pullman parlor car; 11:32pm sleeping car.			

Muskegon Trains.			
GOING WEST.			
Lv. G'd Rapids.....	7:35am	11:00pm	15:40pm
Ar. Muskegon.....	9:00am	2:10pm	7:05pm
Sunday train leaves Grand Rapids 9:15am; arrives Muskegon 10:40am.			
GOING EAST.			
Lv. Muskegon.....	10:15am	11:45am	14:00pm
Ar. G'd Rapids.....	9:30am	12:55pm	5:20pm
Sunday train leaves Muskegon 5:30pm; arrives Grand Rapids 6:50pm.			
+Except Sunday. *Daily			
C. L. LOCKWOOD, Gen'l Pass. and Ticket Agent.			
W. C. BLAKE, Ticket Agent Union Station.			

DULUTH, South Shore and Atlantic Railway.

WEST BOUND.			
Lv. Grand Rapids (G. R. & I.)	+11:10pm	+7:45am	
Lv. Mackinaw City.....	7:35am	4:20pm	
Ar. St. Ignace.....	9:00am	5:20pm	
Ar. Sault Ste. Marie.....	12:20pm	9:50pm	
Ar. Marquette.....	2:50pm	10:40pm	
Ar. Nestoria.....	5:20pm	12:45am	
Ar. Duluth.....		8:30am	
EAST BOUND.			
Lv. Duluth.....	+6:30pm		
Ar. Nestoria.....	+11:15am	2:45am	
Ar. Marquette.....	1:30pm	4:30am	
Lv. Sault Ste. Marie.....	3:30pm		
Ar. Mackinaw City.....	8:40pm	11:00am	
G. W. HIBBARD, Gen. Pass. Agt., Marquette.			
E. C. Oviatt, Trav. Pass. Agt., Grand Rapids			

MANISTEE & Northeastern Ry. Best route to Manistee.

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

MERCANTILE ASSOCIATIONS

Michigan Business Men's Association
President, C. L. WHITNEY, Traverse City; Secretary, E. A. STOWE, Grand Rapids.

Michigan Retail Grocers' Association
President, J. WISLER, Mancelona; Secretary, E. A. STOWE, Grand Rapids.

Michigan Hardware Association
President, C. G. JEWETT, Howell; Secretary, HENRY C. MINNIE, Eaton Rapids.

Detroit Retail Grocers' Association
President, JOSEPH KNIGHT; Secretary, E. MARKS, 221 Greenwood ave.; Treasurer, C. H. FRINK.

Grand Rapids Retail Grocers' Association
President, FRANK J. DYK; Secretary, HOMER KLAIP; Treasurer, J. GEO. LEHMAN.

Saginaw Mercantile Association
President, P. F. TREANOR; Vice-President, JOHN McBRATNIE; Secretary, W. H. LEWIS.

Jackson Retail Grocers' Association
President, J. FRANK HELMER; Secretary, W. H. PORTER; Treasurer, L. PELTON.

Adrian Retail Grocers' Association
President, A. C. CLARK; Secretary, E. F. CLEVE LAND; Treasurer, WM. C. KOEHN.

Bay Cities Retail Grocers' Association
President, M. L. DeBATS; Sec'y, S. W. WATERS.

Traverse City Business Men's Association
President, THOS. T. BATES; Secretary, M. B. HOLLY; Treasurer, C. A. HAMMOND.

Owosso Business Men's Association
President, A. D. WHIPPLE; Secretary, G. T. CAMP BELL; Treasurer, W. E. COLLINS.

Alpena Business Men's Association
President, F. W. GILCHRIST; Secretary, C. L. PARTRIDGE.

Grand Rapids Retail Meat Dealers' Association
President, L. J. KATZ; Secretary, PHILIP HILBER; Treasurer, S. J. HUFFORD.

St. Johns Business Men's Association.
President, THOS. BROMLEY; Secretary, FRANK A. PERCY; Treasurer, CLARK A. PUTT.

Perry Business Men's Association
President, H. W. WALLACE; Sec'y, T. E. HEDDLE.

Grand Haven Retail Merchants' Association
President, F. D. Vos; Secretary, J. W. VERHOEKS.

Yale Business Men's Association
President, CHAS. ROUNDS; Sec'y, FRANK PUTNEY.

Simple Account File

Simplest and
Most Economical
Method of Keeping
Petit Accounts

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

Tradesman Company,
Grand Rapids.

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

HEMLOCK BARK



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

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

We make a specialty of

Store Awnings
Roller Awnings
Window Awnings
Tents, Flags
and Covers

Drop us a card and we will quote you prices.

Chas. A. Coye,
11 Pearl Street,
Grand Rapids.

Dwight's Cleaned Currants

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

Wolverine Spice Co.,
Grand Rapids.

Feed

Corn and Oats

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

Valley City
Milling Co.,

Grand Rapids, Mich.

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

BROWN & SEHLER

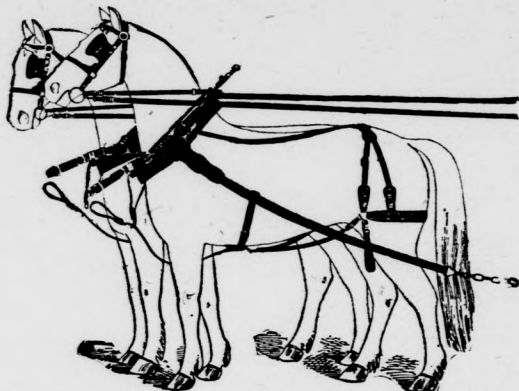
WEST BRIDGE ST.,
GRAND RAPIDS, MICH.

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

Jobbers in

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

Orders by mail given prompt
attention.



SMOKE Banquet Hall Little Cigars

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

MUSSELMAN GROCER 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.

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.

AN AWFUL HABIT

And a Mighty Dangerous One.

You can't tell where you are going to land, for it's mighty uncertain business, this giving away your profits. You may argue that this doesn't strike you, but it does unless you are a user of the **Money Weight System.**

What does the Money Weight System do?

It saves the pennies, that's what it does. Write to us about it.

Scales sold on easy monthly payments without interest.

The Computing Scale Co.,
Dayton, Ohio.

