

# MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Volume XVI.

GRAND RAPIDS, WEDNESDAY, APRIL 19, 1899.

Number 813

## L. Perrigo Co.

Manufacturing Chemists,  
Allegan, Mich.

### The Merchant's Ear

Is what we want. We don't want to chew it, but we want to talk into it a few brief moments. We have been supplying the trade with our goods for a number of years and the fact that they have proven sellers is evinced by the large number of orders we are receiving. Our goods are put up and sold under our guarantee. Our reputation is back of them and you can wager that we will preserve that. We kindly ask you to write us for prices on anything in our line. We handle all druggists' sundries and have in store some valuable information for you if you will but speak the word.

L. PERRIGO CO., Mfg Chemists,  
Allegan, Mich.

#### Our Specialties:

L. P. Brand Soda.  
Perrigo's Headache Powds.  
Mandrake Bitters.  
Perrigo's Quinine Cathartic Tablets.  
Perrigo's Dyspepsia Tblts.  
Perrigo's Catarrh Cure.  
Perrigo's Cough Cure.  
Perrigo's Magic Relief.  
Perrigo's Sarsaparilla.  
Perrigo's Sure Liniment.  
Perrigo's Ex. of Blackberry Root.  
Perrigo's Insect Powder.  
Perrigo's Poison Fly Paper.  
Perrigo's Poultry Powder.  
Perrigo's Stock Powder.  
Perrigo's Hog Powder.  
Marshmallow Cream.  
Bartram's Liver Pills.  
Bartram's Veterinary Elixr.  
Sennara for Children.  
Porous Plasters.  
Flavoring Extracts and Cough Drops.  
Druggists' Sundries.

## 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.

## Busy?



Well, I should say so! Even the cash register is working overtime. Those **Uneeda Biscuit** are the greatest sellers I ever had in the store. The mint must be working overtime, too; never had so many nickels in all my life. And it's easy money! No time lost in wrapping; no extra expense for paper or twine. That **Uneeda** box is a beauty. It's dust proof, damp proof, odor proof. People use 'em for lunch boxes when the biscuit are gone. No wonder everybody says

## Uneeda Biscuit



## TANGLEFOOT

STICKY FLY PAPER

ASK YOUR JOBBER FOR IT

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

## 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.

# 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.

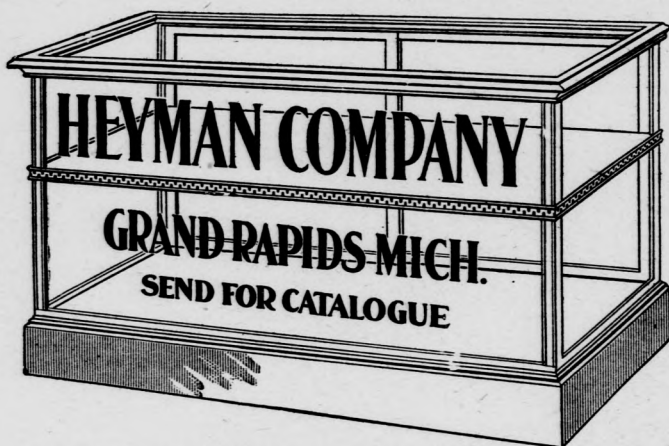
# Important Notice!



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.



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

# MICA AXLE GREASE

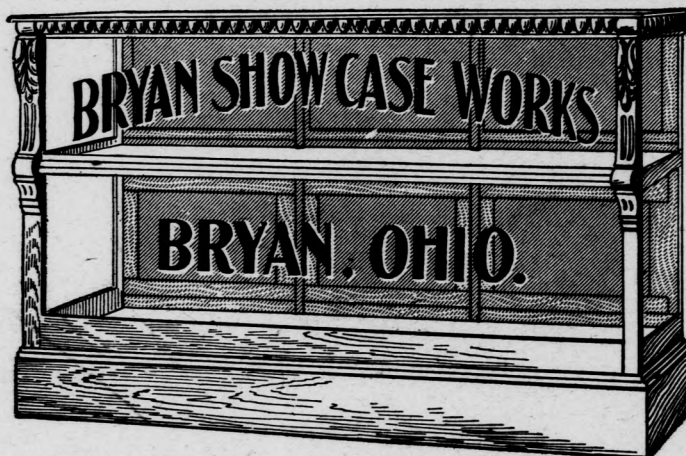
has become known on account of its good qualities. Merchants handle Mica because their customers want the best axle grease they can get for their money. Mica is the best because it is made especially to reduce friction, and friction is the greatest destroyer of axles and axle boxes. It is becoming a 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.

## ILLUMINATING AND LUBRICATING OILS

**WATER WHITE HEADLIGHT OIL IS THE  
STANDARD THE WORLD OVER**

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

**STANDARD OIL CO.**



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

# 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

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## SPRING SUITS AND OVERCOATS

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

KOLB & SON

OLDEST FIRM, ROCHESTER, N. Y.

Stouts, Slims a Specialty. Mail orders attended to, or write our traveler, Wm. Connor, Box 346, Marshall, Mich., to call, or meet him at Sweet's Hotel, Grand Rapids, April 25 to 29. 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.

## 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.



Organized under the laws of Michigan to protect business men against poor accounts.

## THE MERCANTILE AGENCY

Established 1841.

**R. G. DUN & CO.**

Widdicomb Bld'g, Grand Rapids, Mich.

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



Prompt, Conservative, Safe.

J. W. CHAMPLIN, Pres. W. FRED McBAIN, Sec.

## Tradesman Coupons

Save Trouble.  
Save Money.  
Save Time.

## IMPORTANT FEATURES.

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## RAILWAY EXPANSION.

Railroad construction is a good index of the degree of confidence in the commercial and financial situation generally and the fact that such construction has for several years past been at a low ebb shows that there is a very intimate relation between railway expansion and the business situation.

For four years, up to 1898, the railway construction was less than 2,000 miles for each year. When railway building was carried on at the highest rate of progress, as much as 10,000 and 12,000 miles of track were put down in a single year, while one-half that amount was considered a very fair year's work. After years of depression, when less than 2,000 miles of track were laid annually, the new mileage rose in 1898 to 3,000 miles, showing symptoms of revival. Now comes the Chicago Railway Age, a very painstaking and careful student of all matters pertaining to railways, and predicts a mileage of not less than 5,000 for 1899.

This would be a most desirable consummation, since, as the Age well observes, it would mean an investment in the neighborhood of \$150,000,000. This investment, moreover, is made in the most valuable form possible for the public interest. Every mile of new railway increases the facilities of trade and commerce for the entire people of the United States. It would mean the development of new country, the settling of new land, the building of new communities, the increasing of all values. The railway itself, moreover, once built, is a permanent addition to the taxable wealth of the state in which it lies. Finally, 5,000 miles of new railway to be operated would mean the permanent employment at good wages of about 2,500 men.

The Age's records show that at the present time over 4,000 miles are either under contract or actually under construction, and that many hundred miles more are almost, if not quite, ready to be let, and this does not include many hundred miles of grade which have been

completed in the past few years. The following are the States which show over 100 miles of line under contract or under construction: Pennsylvania, 160 miles; West Virginia, 140 miles; Virginia, 100 miles; North Carolina, 182 miles; Georgia, 146 miles; Florida, 153 miles; Alabama, 109 miles; Louisiana 144 miles; Michigan, 171 miles; Illinois, 185 miles; Minnesota, 135 miles; Iowa, 291 miles; Indian and Oklahoma territories, 204 miles; Arkansas, 216 miles; Texas, 108 miles (including 82 miles of grade, most of which was completed last year); California, 175 miles; Idaho, 207 miles; Oregon, 127 miles; Washington, 180 miles.

## The Grain Market.

We can report a substantial advance in wheat since our last, although the visible is about 1,000,000 bushels more than one year ago. The universal reports of crop damage from the winter wheat belt are having their effect. While in this vicinity we have no reason to complain of any damage, south of us—say from twenty miles—the damage to the wheat fields is considerable. One man writes us that he has sold a sixty acre wheat field for \$60, or \$1 per acre for the wheat on it. Many talk of plowing the wheat up and planting in oats and, where the soil is right, in corn. Others claim wheat is drying up, but with the fine rain we had wheat certainly was greatly benefited, but it should be borne in mind where there is so much complaint there must be considerable damage. Receipts from first hands are indeed very small, as farmers prefer to hold their wheat, as the granaries were swept clean last year, and we must expect that they will hold on a little longer. We also must not forget that in eleven weeks we shall have harvest here. Of course, should the winter wheat crop be only 325,000,000 bushels, we will see higher prices on wheat. Futures are about 3c higher.

Corn, as usual, followed wheat and the advance is 2c per bushel. The visible in corn decreased over 2,000,000 bushels, and that without the waterway being open. What will it decrease when water shipments take place?

Oats have almost stood still—no advance. The probable reason is owing to re-seeding the plowed-up wheat fields with oats.

Rye is strong, with a small advance.

Receipts have been exceedingly small the past week, as follows: wheat, 32 cars; corn, 18 cars; oats, 6 cars.

We might state that 9 cars of hay were received, which, with what is brought in with wagons, makes Grand Rapids quite a hay market. The Board of Trade has been at work to get a more perfect report from the railroads of what is received here in the way of all kinds of produce, but for some reason the railroad companies do not take kindly to giving reports further than what they report at present.

Millers are paying 69c for wheat.

C. G. A. VOIGT.

Never judge a woman's cooking by the cake she sends to the church social.

## Questionable Attitude of the Country Press.

Written for the TRADESMAN.

The newspaper published in a country town is supposed to take pride and rejoice in the success and prosperity of its local patrons, the business men, and to be ready and willing at all times to aid them in every legitimate way to boom the town by encouraging and fostering local interest in manufactures and increasing the volume of trade in all its branches, so that its own columns may be filled with advertisements, on which source the newspaper relies for its profits and final success, without which it would soon cease to exist. As a rule, the men engaged in mercantile pursuits in this age are disposed to be very liberal in their use of printer's ink. They generally believe that advertising is the key to prosperity. This is recognized by every up-to-date business man; but when the liberal advertiser in the local newspaper looks through its columns and finds side by side with his own advertisement a flaming pictorial advertisement with the staring headline, "Buy Goods in Chicago," and remembers that this fake advertisement visits his customers as often as his own legitimate announcement, he is liable to feel a little tired, as the saying goes, and naturally a little disgusted that the local editor, for the miserable pittance he receives from the agent of this catalogue monstrosity, should give it equal prominence with his own steady advertisement. On my desk as I write are a round dozen of different country newspapers whose columns prominently display the announcements of Montgomery Ward & Co. and Sears, Roebuck & Co., and in some cases the editor gives them special notice and by so doing gives character to the abominable fraud upon the local dealer, his neighbor and patron. Common justice and good will towards the local dealer should suggest the propriety of refusing all such advertisements upon the ground that all orders sent these catalogue houses, either in Chicago or elsewhere, represent just so much money that should be taken in over the counter of his friend and home-advertising patron, the country merchant. The man who sends his money away from home to purchase goods, unsight and unseen, from these catalogue concerns, besides running the risk of being swindled in the value of the goods sent, commits a wrong towards the merchant who is in the habit of paying him the highest price for butter and eggs or anything else he may have to sell and of whom he has the cheek to ask for credit when hard up.

From an ethical standpoint, both newspaper publisher and the patron of these enemies of legitimate trade are to blame.

W. S. H. WELTON.

An amusing tale is told by a country doctor in England. He had been attending a parson for a considerable period, and according to custom, now fortunately becoming antiquated there, attending him gratis. When in due course the parson died, his widow wrote to enquire how much the doctor would allow her for the medicine bottles.



## Dry Goods

### The Dry Goods Market.

**Staple Cottons**—There have been one or two slight irregularities noticed in brown goods, but nothing that would affect the market in any way. Heavy brown sheetings and drills are scarce. The light-weight division of the staple market in coarse yarn sheetings and fine yarn gray goods has been without material change. Bleached cottons are rather quiet, but steady, and white sheetings the same. Coarse colored cottons show very little of interest.

**Prints and Gingham**s—There has been an increase noted in the orders for both fancy and staple calicoes, but the nature of the business remains without material change. Flannels for fall are being well taken care of, and while open quotations are not made, they are said to be, on good authority, from 7@ 7½¢ per yard. Business in gingham is slow, owing to small stocks and slow production. Everything in sight is taken as fast as possible.

**Carpets**—The carpet business, while not quite so brisk the past week, has in volume been quite satisfactory. There is a growing demand reported for the better grades of carpets, and the body Brussels, which has been very slow for several years, has begun to share in the improvement in trade, as well as wiltons, ingrain, tapestries and velvets, and the outlook is more promising for ingrain as we approach the new season.

**Upholstery**—The business among the manufacturers of piece fabrics continues moderate. The cotton tapestry, also the cheap summer curtains, are quite brisk, and some have orders enough to last them for some time. The latter are made with chenille and tinsel effects in the stripes crosswise of the curtain. Red and green grounds are the predominating colors in all lines of upholstery.

**Woolen Goods**—Business in dress goods fabrics is coming along nicely, and agents are strongly impressed with the favorable indications for a satisfactory season's trade. The drift of time but serves to strengthen their opinions as regards the possibilities of the fall season. Conditions in connection with the market are acknowledged to be of a lousy character, and the ordering is gaining in momentum and importance. Of course, some grumbling is heard regarding the unpleasant weather which has delayed the retail business in spring goods, but this is referred to as a temporary condition, which will probably soon be rectified, or as soon as the genuine spring weather obtains. They look at the matter as being simply a delay in business rather than a loss of it. This applies to both men's wear and dress goods fabrics. People have been afraid to come out in their spring "togs" for fear of pneumonia and kindred ailments, and as a vast number of people never make preparations beforehand, they have not yet purchased their spring garments. A few consecutive genuine spring days will serve to impress upon them the necessity of lighter-weight garments, and then there will be a rush to the retailers of spring garments. A brisk spring business will exert.

**Underwear**—The manufacturers of underwear are still busy and in some cases have more work than they can do. They have given up in despair trying to secure more operators, and many are having part of their goods

made in other cities. Traveling men, in the West particularly, are sending in very large orders. In the South cold weather has retarded business somewhat, but this will only be temporary. In comparing the orders for the May and June sales it has been noted that in nearly every instance they are much larger than last year, and the class of goods asked for is of generally a much higher standard. The underwear manufacturers are trying to educate the retailers to realize that first-class goods cost money. It has been the custom heretofore for a buyer to visit at the end of the season one of the large underwear manufacturers who has a big stock of underwear left over and offer him a ridiculously low price for what he has on hand. This year, however, there will be no left-over stocks, for as soon as the goods are turned out they are immediately shipped to some customer who has been waiting for them. Prices on all white goods and embroideries are still very high, and already some dealers have asked for an advance, while the others are holding off until they open their new lines. The designers in the various factories are turning out daily new ideas in underwear, handsomely trimmed with lace, embroidery and narrow ribbon being mostly in favor, although there are a few buyers who still cling to the very fine narrow edging, tuckings and hem-stitched effects. The new skirt made to fit tightly across the hips is selling to a certain class of trade, but the majority still ask for the old model. French corset covers are made up more elaborately than ever. This is probably due to the unusual popularity of white shirt waists this season.

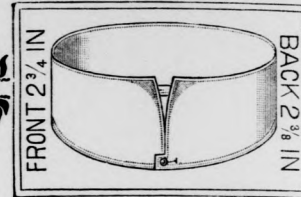
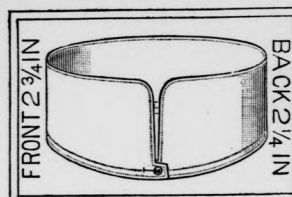
**Skirts**—Although there are more white skirts being sold this season than ever before, it seems to have no effect upon the enormous demand for silk petticoats. Every factory is working to its full capacity, and they have enough orders on hand now to keep them busy for some time to come. Some beautiful cord and striped silks are being used in some of the new skirts, but the plain and changeable taffetas still have the greatest preference. Royal purple, lavender, cerise, yale, turquoise, cadet blue and heliotrope continue to be the leading colors. Accordion pleating, laces and insertions, narrow ribbons, etc., are being used in every conceivable manner. There has been such a large demand for mercerized petticoats that it is impossible to turn them out fast enough. These goods are being made up in stripes, as well as in plain effects. The call for summer skirts is just about beginning, and the orders show an improvement over last season.

### Art School at Macatawa.

An art school is to be established at Macatawa Park in July, which, if successful, will probably be made a permanent fixture and will be conducted on a scale similar to the college work of the Northern resorts. Frank Forest Frederick, Professor of Art and Design in the University of Illinois, will be in charge of the classes, which will be held in a studio in the Macatawa Park auditorium. Work will begin Monday, July 3, and continue during the summer months. There will be three classes, the elementary class for the study of freehand drawing and perspective, the intermediate class for the study of composition and methods of sketching, and the advanced class for the study of landscape painting.

Full information may be had by addressing Prof. Frederick at Champaign, Ill. Ask agents of the C. & W. M. or D., G. R. & W. Railways for circulars, and remember that these lines are the ones to take for Macatawa Park.

GEORGE DEHAVEN, G. P. A.

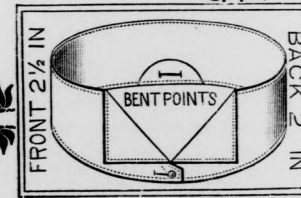
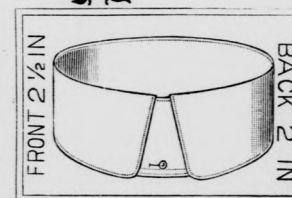


## COLLARS

These are a few choice patterns of our line of Collars. We carry a complete line and would be pleased to quote prices and send samples of any or all styles.

### P. STEKETEE & SONS

WHOLESALE DRY GOODS,  
GRAND RAPIDS, MICH.



## About Ribbons



We secured at a recent auction sale a big lot of fancy checked and striped ribbons in No. 7 width. They make a splendid seller for hair ribbons and fancy work. 75 cents per bolt is our price. Our lines of moire and satin ribbons were never before as complete. All widths from one line to twenty-two. All colors imaginable. Write us your wants.

**Voigt, Herpolsheimer & Co.,**

Wholesale Dry Goods,  
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

### ONE HUNDRED DOLLARS

We also guarantee it to be of not less than 40 grains strength. We will prosecute any person found using our packages 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.



DRUGGIST DOOMED.

Because He Is All Things to All Men.  
M. Quad in American Druggist.

When Mr. Smiler bought out the White Front drug store a few months ago the business was on its last legs and it was the general opinion that he'd sink what money he had and throw up the sponge. The White Front was a good location, but business had been falling off for several years and no one could exactly tell why. I had ceased to be a customer, with many others in the neighborhood, but if asked why I had no good reason to offer. I was among the first to walk in on Mr. Smiler to get a line on him, and ten minutes later I'd have bet dollars to cents that he would make a success. What the White Front man had lacked Mr. Smiler had up his sleeve by the carload. He hadn't a hundred dollars in cash as spare capital, but he had a way with him.

"Why, good morning to you—g-o-o d morning!" he heartily exclaimed as he advanced with outstretched hand. "You are looking well this morning and I hope none of the family are ailing. Tooth powder? Why, of course, and if you find it to your liking I'll keep it in stock for you. Just got my soda fountain in operation this morning. Try a glass of my root-beer to please me. I see you smoke. Just mention your brand and I'll have it here in stock. Drop in for a chat occasionally. I'm new to the locality and want to get posted."

That was all taffy, of course, but it flattered me just the same. I went home to hunt up the family ailments and within twenty-four hours I had sent to Mr. Smiler for vaseline, paregoric, borax, cough syrup, bird-sand, malt and cod liver oil. Not only that, but I told my neighbor, Mr. White, to drop in. He did so, and Mr. Smiler greeted him with:

"Ah! glad to see you, sir—g-l-a-d to see you! I believe your servant girl was in here after a bottle of magnesia for the children. Hope they are all right, Mr. White? You are looking rugged and I congratulate you. Sit down and smoke a cigar with me and tell me what was the matter with this store before I bought it out."

That was taffy again, but Mr. White was pleased over it. That was the line Mr. Smiler took from the very first day. I knew he had struck the road to success, but I dropped in occasionally to note how he dodged the corners. I was present when a lady called to dispose of three \$1 tickets for a Sunday school excursion.

"Sunday school excursion!" exclaimed the smiling Mr. Smiler, as he came out from behind the counter rubbing his hands; "dear me, but I'd buy twenty-five tickets if I wasn't pinched to meet a bill due to-morrow. Bless the Sunday schools and the dear children and the teachers! I feel like paying for the whole thing, but I must look out for my business credit. There'll be another excursion later on or a church festival or a fair, and don't forget me or my feelings will be hurt. Good evening to you and just use my name everywhere you go and don't fail to call on me next time."

I was there when the secretary of the Amalgamated Workingmen's Union came in with five \$1 tickets to a barbecue. His programme was to remark to Mr. Smiler that 250 of the members lived within a half a mile of the store and that they patronized the druggist who patronized them, but before he could get out a word the druggist had him by the hand and was saying:

"Had you passed me by I should have felt slighted. Yes, I saw by the papers that you were to have a barbecue. Good thing. Splendid thing. Can't help but strengthen your cause and lead to success. If I only had time I'd be with you that day and make a little speech. As to tickets, I'd take fifty if I wasn't so infernally pushed for money. Can't spare a dollar to day upon my word, but don't miss me next time—d-o-n't miss me! I'm with you, you know, but I've got to pay my bills or those heartless wholesalers will close me up. Here—have a cigar or a glass of soda."

And again I was present when the woman who wants poison and sympathy equally mixed made a call. She shows up at every family drug store about once a month. Trouble with her husband has decided her to shuffle off through the medium of arsenic, but before taking the fatal dose she wants to be assured that she has the sympathy of the public.

"My dear, dear woman," began Mr. Smiler as he took both her hands in his, "don't take arsenic and don't die. We all have our home troubles, but we must bear them bravely. Your husband can't spare you, the church can't spare you, and the neighborhood would be grieved and astounded to hear that you even contemplated suicide. Bless my heart, but what an idea—what an idea! Never worry over anything your husband says or does. Men are strange animals and you must take them as they run. Here—take a glass of wine, and let's hear no more about arsenic James, put on your hat and see the lady home in good shape—in g-o-o d shape."

Mr. Smiler knew that the ward politicians would be canvassing him to know where he stood, and he was ready for them. When the plumber on the next block came in one day for a 5 cent cigar and incidentally remarked that a Democratic ward caucus was to be held that evening and he hoped to see every true patriot on hand, Mr. Smiler smiled his broadest and blindest as he replied:

"A ward caucus, eh? Ah! it I only had a responsible person whom I could leave in charge here for an hour or two! I'll try my best, but if I'm not there I hope you'll drop in and tell me who was nominated. Of course, we'll elect him by a large majority—bound to elect him—b-o-u-n-d to do it."

The plumber went away to tell everybody that the druggist was a Democrat from head to heel, and a day or two later the butcher dropped in to get a porous plaster and to carelessly observe: "Knowing that you are in favor of honest local government, I thought I'd remind you that we have out Republican ward caucus to-night."

"Ah, thank you—thank you," replied Mr. Smiler in the heartiest manner. "Yes, we must have an honest man to represent this precinct, and I shall be proud to help nominate and elect him. I'll do my best to get there, but if I don't show up I'll take off my coat on election day and make things hum. Got to elect him by 200 majority—g-o-t to do it."

Deacon Schermerhorn, who never patronizes anything outside of the Methodist church if he can help it, dropped in to see how the land lay and mention that there was a vacant pew next to his, and Mr. Smiler fairly beamed on him as he replied that he hoped to get settled within a few weeks and reserve church hours for himself.

Deacon Sabin, who wouldn't buy coal, meat or groceries of anybody but a Baptist, dropped in after Deacon Schermerhorn to solicit a contribution to purchase a bell, and Mr. Smiler was softer than silk as he replied:

"Why, of course—of course! We must have a bell for our Baptist church and it must be a boomer. Let's see, now—let's see. Come in later and we'll talk it over. Yes, we've got to have a bell—g-o-t to have one, and I don't know but I'll go in for chimes."

I can't tell you whether Mr. Smiler is a Democrat or a Republican; whether he sympathizes with labor or is a high-headed aristocrat; whether he believes in expansion or contraction—free silver or gold basis. He doesn't mean that I or any one else shall know. It's his business to be bland and smiling and fatherly and urbane. It's his business to dodge and evade and yet be interested in everything. The White Front drug store is doing such a rushing trade that he must shortly get in a third clerk. Until last night I couldn't exactly figure it out why I went back on the other druggist. Then I went into Smiler's for some quinine and he came rushing at me to exclaim:

"Ah! but I was just thinking of you and about to send around to the house to ask if you were ill! Why don't you

come in oftener and give me pointers? Always open to pointers, you know, and you've got a level head on you. Drop in every day and say good morning at least—d-r-o-p in any time."

And then it came to me that the other druggist didn't have a little way about him—a Smiler way—a t-a-f-f-y way.



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.

Paris Green Labels

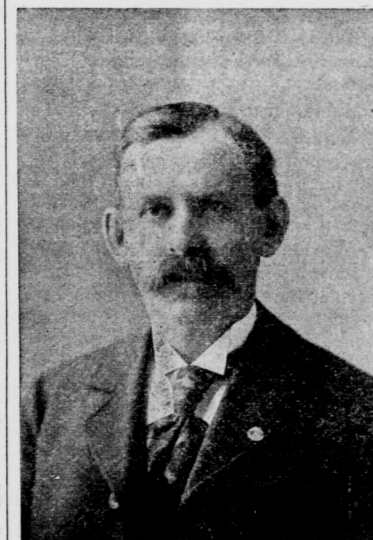
The Paris Green season is at hand and those dealers who break bulk must label their packages according to law. We are prepared to furnish labels which meet the requirements of the law, as follows:

100.....	25 cents.
200.....	40 cents.
500.....	75 cents.
1000.....	\$1 00.

Labels sent postage prepaid where cash accompanies order.

Tradesman Company,  
Grand Rapids, Mich.

Glosing Out



April 26th to May 4th, one week, I will be at Sweet's Hotel, Grand Rapids, with a full line of JOHN G. MILLER & CO.'S men's suits and spring overcoats, boys' and children's wear, summer clothing, alpaca coats, serge coats and vests, dusters, brilliantines, etc., for immediate use. If you cannot meet me send your mail orders or write me to call on you. Expenses allowed all purchasers. My fall and winter line I also have with me complete.

S. T. BOWEN.

SMOKE  
Banquet Hall Little Cigars

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

They are a winner and we are sole agents.

MUSSELMAN GROGER CO., Grand Rapids, Mich.

WORLD'S BEST

S.C.W.

50. CIGAR. ALL JOBBERS AND

G. J. JOHNSON CIGAR CO.  
GRAND RAPIDS, MICH.

Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids, Mich.



## Around the State

### Movements of Merchants.

Jasper—H. P. Hayward has engaged in general trade.

Sutton's Bay—Frank B. Gannett has opened a jewelry store.

West Bay City—Jas. S. Todd, grocer, has sold out to C. Bradley.

Menominee—Theo. J. Sauve, grocer, has removed to Marinette, Wis.

Elk Rapids—Chas. Mahan has sold his drug stock to Willis J. Mills.

Williamsville—Weikel & Ruch succeed Weikel & Lee in general trade.

Lawton—Claude and Ray Mitchell have opened a flour and feed store here.

Ithaca—Ingles & Hiffner have opened a bazaar and grocery store at this place.

Ironwood—O'Donnell Bros. succeed Thos. O'Donnell in the grocery business.

Mancelona—Mrs. A. Gates has closed out her grocery stock and retired from trade.

Benton Harbor—E. J. Densmore has opened a bazaar store in the Hulburd block.

Morley—C. E. Hawley succeeds the hardware firm of B. D. Williamson & Co.

Bronson—David E. Boag has purchased the grocery stock of F. L. Warne.

Beaverton—Wm. A. Stroebel has purchased the hardware stock of John T. Harvie.

Hillsdale—J. C. Garlough succeeds Garlough & Johnson in the grocery business.

Union City—Clifford & Easton have added undertaking to their furniture business.

Kalkaska—The Jefferson-Strong Co. succeeds A. E. Pierce in the grocery business.

Owosso—Detwiler & Son have purchased the flour and feed business of F. E. Kinney.

Traverse City—H. L. Witkop has opened a bazaar store at 404 South Union street.

Millington—R. F. Squires has removed his hardware stock from Vassar to this place.

Muskegon—The People's Hardware Co. has engaged in business at 63 W. Western avenue.

Allen—Whitmore & Blood is the name of the new mercantile firm which succeeds Whitmore & Co.

Manistee—J. A. Lindstrom has leased a store building and will engage in the dry goods business May 1.

McBride's—Chas. H. La Flamboy is dangerously ill as the result of a sudden attack of appendicitis.

Mt. Clemens—W. W. Cox, the druggist, mourns the death of his 17 year old son from spinal meningitis.

Ridgeway—O. L. Lenardson, of Britton, has purchased the dry goods and grocery stock of E. J. Gould.

Calumet—Hanson & Son will hereafter conduct the flour and feed and produce business of Niemi & Hanson.

Camden—Royal Hadley, of Pioneer, Ohio, has completed arrangements to remove his general stock to this place.

Frankenmuth—John W. Hoerauf will hereafter conduct the general mercantile business of Hoerauf & Kern in his own name.

Benton Harbor—Harry Kidd has purchased an interest in the retail fruit and candy business of Geo. Butzbach at No. 139 Pipestone street. Mr. Butzbach will devote his attention to the wholesale part of the business.

Ann Arbor—Eugene Beal has closed his branch shoe store at Owosso and consolidated the stock with his stock in this city.

Saginaw—The Imperial Pharmacy Co. is the name of the new firm which continues the drug business of A. E. Tomlinson & Co.

Homer—Clark DeReamer, formerly engaged in the meat business at Union City, has embarked in the grocery business at this place.

Sault Ste. Marie—Hotton Bros. have contracted for the erection of a new meat market, 26x50 feet in dimensions, two stories and basement.

Battle Creek—O. M. Rockwell has sold his drug stock to Edward Hamblin, formerly chief drug clerk in the department store of Chas. J. Austin.

Ann Arbor—Albert Lutz and Leo Gruner have formed a copartnership and will carry on the boot and shoe business at the old stand of L. Gruner.

Kingsley—F. E. Moore is erecting a new store building, 22x70 feet in dimensions, which will be occupied by Dr. Fenton with his drug stock.

Otsego—Knoblock & Son have purchased the meat market of Martin & Vaughan and have united their business in the building occupied by the latter firm.

Port Huron—C. C. Lowry, of Dallas, Tex., has purchased the confectionery stock of C. A. Sweetser and will conduct a wholesale and retail establishment.

Big Rapids—On May 1 the firm of A. S. Hobart & Co. will become the Hobart Mercantile Co. The firm is composed of A. S. Hobart and his two sons, Ralph and Verne.

Remus—Emmet Wiseman has placed J. A. Hynes in charge of his drug stock, having been called to Big Rapids to assist his father in carrying on the latter's undertaking business.

Petoskey—J. H. Schilling, who removed his grocery stock from Clare to this place, will shortly erect a two-story building, 24x185 feet in dimensions, on the site recently purchased by him.

Pontiac—R. D. Scott & Co. has been reorganized with a capital stock of \$80,000. The following are the stockholders: R. D. Scott, W. R. Scott, E. S. Todd, John Gummer and Mary D. Ward.

Marshall—Messrs. Hasbrouck and Lockwood, of Convis, have purchased the grocery and shoe stock of A. W. Palmer and will continue the business at this place under the style of Hasbrouck & Co.

Montague—R. S. Calkin has purchased the Mindrop grocery stock, recently assigned to W. E. Osmun. Mr. Calkin will remove his jewelry stock to the Kison building, the present location of the grocery stock, where he will conduct both lines of business.

Fremont—W. W. Pearson, of the general merchandise firm of Pearson Bros. & Co., has decided to go it alone, and will take charge of the clothing department of that establishment. The firm name will not be changed for the present, and business will be continued under the same roof as before.

### Manufacturing Matters.

Kalamazoo—The Wolverine Paper Co. has sold its plant to the Kalamazoo Paper Co., which will operate both mills.

Three Rivers—The Three Rivers Lumber Co. has been organized to engage in the lumber business at this place.

Detroit—The National Milling & Evaporating Co. succeeds the Freud Milling Co., which formerly operated here and at Saginaw.

Charlotte—A new lumber yard, under the ownership of Wm. Smith, of Eaton Rapids, will be located near the elevator of L. H. Shepherd.

Houghton—Mackham & Jones have moved into their new building and resumed the manufacture of confectionery on a larger scale than before.

St. Johns—Carl D. Shaw has purchased a half interest in the planing mill business of his father. The new firm will be known as Shaw & Son.

Crystal—The creamery at this place has been purchased by C. Case, of Crystal, and John Fitzpatrick, of Butternut, who are converting it into a cheese factory.

Lansing—A new company is being formed here, with Wallace S. Olds at the head, for the purpose of manufacturing gasoline engines. The plant of the Lansing Lumber Co. will be utilized for a manufactory.

Detroit—The Detroit Toboggan Chute Co. has been incorporated. The capital stock is \$10,000, with Harry E. Baldwin, Charles V. Morris, George Hatt, Edward J. Warren and John H. Tigchou as the incorporators.

Detroit—The Detroit Capsule Co. has filed articles of incorporation. The capital stock is \$100,000, all paid in. The stockholders are Samuel R. Bateson, 5,000 shares, and Alexander G. Unsoeld and Robert E. Graham, 2,500 shares each.

Zeeland—The South Ottawa Cheese Co. will erect a two-story addition to its factory, 26x36 feet in dimensions, which will be used as a curing room. A. Labuis will serve the factory in the capacity of salesman during the coming season.

Ionia—D. C. Crookshanks and Fred Somers have formed a copartnership and succeed to the planing mill and lumber business of the Williams Mfg. Co. Mr. Crookshanks was once before connected with this business, being associated with Alderman Gregg Williams, whose interest the new firm now purchases.

Detroit—The Detroit Harrow & Manufacturing Co., to manufacture agricultural implements, has been incorporated. Capital stock, \$50,000; stockholders, James W. Fales, 725 shares; Alex. McVittie, 625 shares; John H. Brown, Rural Retreat, Va., 800 shares; William E. Macklein, 800 shares; Frederick D. Rolison, 400 shares, and J. D. Deland, 400 shares.

St. Charles—The J. H. Somers Coal Co. is taking over 800 tons of coal daily from its mine at this place. Within sixty days it will have a new mine in operation a mile and a quarter south of St. Charles and next month the company will start another shaft for a new mine about a mile north of St. Charles, where it has developed a fine vein of coal and has several hundred acres of land secured.

Chelsea—The Glazier stove works will be removed to Cleveland by next July unless the citizens guarantee a bonus of \$25,000 in cash to the company and free light and power for a period of ten years. If the request is granted, the firm will increase the capacity of the plant and employ more workmen, adding new and improved machinery. Public opinion is divided on the proposition. Last year the village bought the water works and electric lighting plant of the Glaziers for \$46,000.

### Status of the St. Louis Potato Market.

St. Louis, April 18—The potato market was characterized by good buying until last Wednesday noon, when the market began to show weakness, not on account of heavy receipts, for receipts have not been heavy here for some time, but in sympathy with Chicago and other markets, also on reports that the movement was better at loading stations, that the roads were getting better and also the almost universal feeling that receipts would increase with the fine weather which prevails everywhere. Then, too, more fresh green vegetables are showing up on all markets, which always has its effect on potatoes, reducing consumption.

The strong point of the St. Louis market is that, even while prices are easy and trade is dull, buyers must buy for needs and will, no doubt, continue to buy heavily, and we look for a good trade here. Prices may rule the same or slightly lower, but we think trade will be better. The seed trade has been very active and prices have held up. Farmers are planting and the weather has been favorable, mild and pleasant. Ohios and Rose met best sale and are still selling well. Hebrons, too, while not fetching as high prices, easily command 60@62c.

We look for a good movement from all loading stations the coming week. The market is unsettled and very uncertain and nobody can tell what to expect. Evidently there are more potatoes held back yet to come to market than was expected, and yet, who can tell?

MILLER & TEASDALE CO.

### Saginaw Travelers Indulge in a Banquet.

Saginaw, April 16—After the installation of the officers of Saginaw Council, No. 43, U. C. T., at K. of P. hall last evening, an adjournment was taken to the dining rooms of the Vincent, where a banquet was served. The Council was joined by Post F, Knights of the Grip, and several guests were present from Bay City. E. C. Gould acted as toastmaster. The opening selection was a mandolin solo by Earl Williams. M. V. Foley told some anecdotes in an entertaining way. A vocal duet by Mrs. T. G. Moorhouse and Mr. McKay was greatly appreciated. Miss Mildred Sweaf followed in a recitation. M. S. Brown spoke on "Traveling Men and Trusts," and the reading of a humorous selection by Mrs. M. S. Brown created considerable amusement. Earl Williams followed in a comic recitation. V. W. White, of Bay City, made an entertaining speech, after which Mrs. Moorhouse and Mr. McKay favored with a duet. Theodore Hill related some incidents in travelers' lives which were not "snaps," speaking of where competition and natural causes placed them in a predicament. George H. Randall responded with an interesting talk. The guests left the banquet room at midnight, having passed a delightful evening.

Hudson Gazette: John Whitbeck, of the well-known firm of Whitbeck Bros., has accepted a very responsible and lucrative position with Ross W. Weir & Co., importers and jobbers of teas and coffees, New York. His territory will be in Southern Michigan, Northern Indiana and Northern Ohio. Mr. Whitbeck will retain his interest in the grocery business here for a time at least, leaving the same in charge of his brother Frank.

Lawrence & Mathewson are represented on the road by Cliff Herrick, who covers all the outside trade of the house, while Will Wood looks after the needs and necessities of the city trade.

Frank L. Bean has purchased the hardware stock of Wm. Vander Made at 36 West Leonard street.

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



## Grand Rapids Gossip

### The Hardware Market.

Trade continues of good volume and, while retailers as a general thing are quite well supplied, they are still buying freely of goods that have not reached the top limit in higher prices.

**Wire and Nails**—To start the week the American Steel & Wire Co., owing to the advance in raw material, found it necessary to make advances on all kinds of wire and nails, and also change the price to buyers of carload and less than carload buyers. Prices, as adopted by the jobber at present time, are as follows: No. 6 to 9 annealed wire, \$2.20 at mill, \$2.35 from stock, with an advance of 50c extra for galvanizing on all sizes between 6 and 14; painted barbed wire, \$2.40 at mill and \$2.50 from stock, with an advance of 50c for galvanizing barbed; wire nails, \$2.30 at mill and \$2.40 from stock. All mill shipments now are based on Pittsburgh rate of freight, no matter from what point they are shipped.

**Miscellaneous**—As many advances have taken place, we think under this head is the best way to make note of them. Steel and truckee wedges of all kinds have advanced 1/2c per lb.; log chain of all kinds, 1/4c; both Manila and sisal rope, 1/4c per lb.; chisels of all kinds, 10 per cent.; picks and mattocks, 20 per cent.; barn door hangers, from 50c to \$1 per doz.; Junior gasoline stoves, from 25 to 50c each; Royal enameled ware, the discount has advanced to 60 per cent. off list; all kinds of hatchets average an advance of 25c per dozen; stove pipe elbows, from 10 to 20c per dozen, depending upon the kinds; malleable clevises are now held at 4c per lb.; bar iron is held firmly at 2c per lb., full extras. As will be noticed, advances are being made on everything just as soon as the manufacturers can get at the correct cost of the raw material. In many lines this advance is quite rapid and prices are constantly changed from day to day.

**Window Glass**—The American Window Glass Co. having withdrawn the extreme prices which were made to the large glass jobbers of the country, an advance has taken place. It went into effect Monday, April 17, and the price at the present time, so far as we are able to learn, is held firmly as follows: 85 and 5 per cent. for single strength, and 85 and 10 per cent. for double. This price, however, it is believed, will only be made for this month, as the time for closing down of all factories is so near at hand that a further advance is expected to take place by May 1.

### The Produce Market.

**Apples**—Baldwins and Ben Davis are in good demand at \$3.75 per bbl.

**Asparagus**—\$1.60 per doz. bunches.

**Bananas**—Stock is arriving in good shape and is meeting with an increased demand, owing to the fact that bananas are comparatively speaking one of the lowest fruits on the market.

**Butter**—Receipts are more liberal and the price has receded very materially. Fancy dairy in crocks and rolls is slow sale at 13 to 14c. Factory creamery is stationary at 18c.

**Cabbage**—\$5 to 6 per crate for California. No home grown has been received for several days.

**Celery**—To poor to ship. Local offerings command 20c per doz.

**Cranberries**—Cape Cod command \$2.50 per bu.

**Cucumbers**—\$1.35 per doz.

**Eggs**—Local dealers are paying 11c and find a consumptive outlet for all they can secure. Brice & Co. stand pat

at 10c, but Young & Co. (Lake Odessa) are offering 11c and Cutler (Ionia) is reported to be paying 12c. An 8 to 9c market is evidently not to be witnessed this year, at least so far as spring eggs are concerned, owing to the manner in which the Eastern markets are holding up, in consequence of lessened receipts and increased consumption.

**Honey**—Dark is in fair demand at 8c. Light amber is active at 10c. White is practically out of market.

**Green Onions**—12 to 15c per doz. bunches.

**Lemons**—The demand continues good for the season, with liberal receipts.

**Lettuce**—12 to 15c per lb.

**Maple Sugar**—10c per lb.

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

**Onions**—Home grown in fair demand at 60 to 65c. Bermudas command \$2.25 per crate.

**Oranges**—Outside of navel, supplies are liberal, with a free movement to both the city and the country trade. Owing to the fact that coast stocks are well cleaned up, the sentiment seems to indicate that values will go higher.

**Parsley**—\$1 per doz. bunches.

**Parsnips**—\$1.25 per bbl.

**Pineapples**—\$1.60 per doz. for Floridas.

**Pop Corn**—50c per bu.

**Potatoes**—Dealers are paying 40c and hold at 50c. The market is a conundrum.

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

**Radishes**—Round, 20c per doz. bunches. Long, 15c per doz. bunches.

**Spinach**—80 to 90c per bushel.

**Strawberries**—\$2.75 per crate of 24 pints.

### Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association held at the office of the Tradesman Company Tuesday evening, April 18, Vice-President Brink presided.

Alger & Co., 113 South Division street, and L. M. Van Heulen, 389 Jefferson avenue, applied for membership and were accepted.

Treasurer Lehman reported a balance on hand in the treasury of \$321.57.

A member complained that coffee is being sold at a price which does not afford a living margin, which is contrary to the selling price promulgated by the manufacturer.

Another member observed that he had more difficulty in getting a profit on XXXX with his country customers than with the city trade.

It was suggested that a committee be appointed to interview the local oil companies, and ask them to withdraw their peddling wagons in the city, and report at the next regular meeting, and the chairman named as such committee A. Brink, Peter Braun and Homer Klap.

The Secretary read a letter from Hill Bros., of the Jackson Retail Grocers' Association, as follows:

If you wish, you may warn the members of your Association against John H. Lewis, who has recently removed from this place to your city. He was formerly in the employ of the Fuller Buggy Co. as teamster. He always paid us promptly until the last two weeks, although he had not patronized our store long, and came well recommended. He left town last Sunday, taking his household goods, before we were aware of any such intention on his part.

There being no further business, the meeting adjourned.

Chas. L. Davis and Geo. Davis have formed a copartnership under the style of Davis & Davis and will shortly engage in the produce and commission business at 127 Louis street.

Mrs. Anna Maybee has sold her grocery stock at 13 Irving Place to Gilbert H. Porter, formerly engaged in the grocery business at 263 South Division street.

### The Grocery Market.

**Sugars**—Raw sugars are again higher, sales having been made at 4 1/2 for 96 deg. test centrifugals and 4 1/4 for 89 deg. test muscovadoes. This brings the difference between raws and refined down to 3/4c, which is acknowledged to be below cost. On the strength of this, brokers are predicting higher prices for refined. Refiners have withdrawn the thirty and sixty days' guarantee and this is taken as an indication by some brokers that an agreement has been reached between the American and the independent refineries.

**Canned Goods**—The demand for corn, tomatoes and peas continues good and desirable lots are difficult to find at an advance of 2 1/2c per dozen. Stocks in packers' hands are exceedingly light, and that jobbers' surplus stocks which have been carried for several years are cleaned up is an evidence of the good demand in this line.

**Syrups and Molasses**—Low grade sugar syrups are practically out of the market, the foreign demand for these goods having cleaned up all of the low grades, and there is now nothing being offered by refiners at less than 15 to 16c, New York. Partly on this account and partly on account of the continued cool weather, the demand for corn syrup continues good and prices are unchanged.

**Dried Fruits**—There is but little change to note in the dried fruit situation. The market is strong on almost everything in the line and, although the demand is confined to small purchases, there are no large stocks of either raisins or prunes and prices are firmly maintained, with an advancing tendency on lower grades. On account of the heavy demand from England, the Grecian market on currants is higher, and our Eastern market is stronger in sympathy, but no advance has as yet taken place. Reports from Smyrna regarding the coming fig crop say that although the crop will be much in excess of last year it will be only about half of an average yield.

**Cereals**—Owing to the higher market on oats, the price of oatmeal has advanced 15c per barrel and the market is very strong at the advance.

**Vinegar**—The consolidation of the vinegar manufacturing interests, which has been under way for some months, will be completed, it is thought, in the course of the present week. The name of the new industrial combination is the American Vinegar Co., and it will be capitalized at about \$10,000,000. Henry Clews & Co. will finance the scheme. Options have been taken on fully 90 per cent. of the vinegar interests of the country, and it is expected that the company will control that percentage of the output. The constituent companies will take in return for their plants both stock and cash, the greater portion of the purchase price to be paid for with stock.

**Confectionery**—Now it is a \$75,000,000 candy combine, which will include all of the principal manufacturers in the United States. The project has been discussed for several months, and has been met favorably on all sides. One of the objects of forming the combine is to reduce the operating expenses and to lessen, if possible, the sharp competition which the manufacturers claim is ruinous to their business. The expenses in operating the various factories will be materially decreased. Each concern now has on the road from eight to ten salesmen, whose traveling expenses and salaries aggregate a vast sum per

year. In addition to this, each concern has a buyer, who attends only to the purchase of raw materials. Under the management of the combine, the number of salesmen would be decreased to a great extent. The cost of operation to the manufacturers will be decreased in the matter of purchasing the raw material. The important article in the manufacture of candy is, of course, sugar, and the manufacturers realize the vast saving that can be made if all the sugar used by a certain number of factories was purchased in one large order. The price of candy depends in a great measure on the price of sugar, and a change in the price of that commodity is always followed by a corresponding change in the price of candy. It is understood that an effort is being made to control the raw material that to a great extent enters into the manufacture of candy. This will include the spices, flavoring extracts, etc. Of course, sugar and glucose are already taken care of, but the high priced extracts and machinery will be the main features to be controlled by the combine. The chief success achieved by the promoters has been in Chicago, Detroit, Milwaukee, St. Louis and Cincinnati. In these cities the dealers are working together harmoniously in the matter of prices, a uniform scale of prices being adhered to as rigidly as if the concerns were already under the combine management.

### Flour and Feed.

Much anxiety over the condition of the growing winter wheat crop, together with a multitude of conflicting reports, makes it extremely difficult for flour buyers to form an opinion which they are willing to back up with liberal orders. The same conditions seem likely to continue for the next three or four weeks and a hand-to-mouth policy will, no doubt, be pursued by the trade until growing weather more fully settles the question of damage. On the other hand, those consumers who usually purchase a winter's supply of flour are getting near the bottom of the barrel; navigation will soon be fully opened, and these influences, together with a general revival of spring trade, will soon greatly increase the demand for flour. Against this increased demand we must place the fact that supplies of winter wheat at central storage points are extremely small; also that farmers for the next sixty days will be extremely busy putting in spring crops and will have but little time or disposition to market wheat, nor will they try to do so unless the price is considerably advanced. The position seems to be one of great strength, and both wheat and flour at present prices would appear to be low enough to invite investment.

The city mills are all running steadily and have a good line of orders booked for April and May.

Millstuffs are in fairly good demand, but prices have dropped off \$1 per ton. Feed and meal are moving steadily, with prices unchanged for the week.

WM. N. ROWE.

At a special meeting of the stockholders of the Clark-Rutka-Jewell Co., held last Wednesday, the corporate style of the company was changed to the Clark-Rutka-Weaver Co. The capital stock of the corporation was also increased at the same time. M. J. Clark continues as President and J. J. Rutka as Vice-President, while Wm. D. Weaver assumes the duties and responsibilities of Secretary and Treasurer.



## Woman's World

### To What Extent Women Are Justified in Proposing.

"One of the things," said Elise the other day, "that no woman ever fails to resent is the suggestion that she had anything whatever to do with marrying her husband. She may be as meek and humble as the traditional worm, but let anybody hint that she did the proposing and she turns on you with a snapping denial. So well understood is this feminine idiosyncrasy that we have tacitly accepted a polite, if ridiculous, theory that it is only by dint of the most persistent persuasion that a woman is ever induced to forsake the state of single blessedness. We even carry the idea so far that we say a girl is married 'to' a man, and that she is 'led' to the altar, as if she were more or less of a victim, instead of being pleased to death at her good luck in catching the man she has been out for."

"Well," said the practical woman, "inasmuch as a woman is always about twice as much married as a man is, and as matrimony makes or mars her happiness so much more than it does his, the old custom that makes her merely negative in the matter isn't fair, anyhow. We wouldn't sit down and wait on the chance of any other good thing being brought to our door and offered to us. We would go out and hunt for it."

"I don't know but what we do," put in the woman in the tulle hat. "Sometimes I think that the reason we deny the charge of doing the proposing so bitterly is because we have a bad conscience in the matter. Look about you. Don't you know dozens of men who you are morally certain were proposed to, instead of doing the proposing? Of course, the woman didn't go to them and say, 'My adored Algernon, I love you. Let me ask your mother for this precious hand! Give me the privilege of seeing that your socks are darned, and your buttons are on, and of protecting you from overdone meat and underdone bread and the other vicissitudes and hardships of a single life.' Oh, no. Any such flatfooted proposition as that would scare a man into blue fits, and she knows better. She gently insinuates the idea into his own consciousness until he believes it originated with him, and he spends the balance of his days congratulating himself upon his superior astuteness in selecting that particular woman from out all the millions of her sex. And in reality he never had anything to do with it, and never would have noticed her if she hadn't called his attention to herself."

"Then take the bashful man. If left to do the lovemaking and proposing would he ever reach the altar? Not in a thousand years! It is astonishing, too, how many really desirable men suffer from this affliction, and, for my part, I am never more pleased with the determination and enterprise of my sex than when I see some woman secure a bashful man for her husband. I've watched the process a hundred times, and it always ends the same way. If the shy man leaves home while he is young, he is dead sure to marry either his landlady's daughter or a girl who boards in the house. If he stays at home the girl who is the jolly-good-fellow gets him. He begins by treating her like a boy. She is chummy and easy to get acquainted with, and by and by he finds she is the best of good company. There's no nonsense about their

conversation. Good heavens, I should say not! She knows her business. To drag in sentiment would be to frighten him away just as surely as a shy fish would slip away from the too alluringly displayed bait. After a while he has to go away, or she has to leave, and there must come an end to the pleasant comradeship. She sheds a few tears. He has never had a woman weep with sorrow at parting from him before, and he goes off his head a bit. When he comes to again he finds himself engaged, and he never knows to his dying day how it happened."

"I used to read," put in the practical woman, "in Thackeray, where he says that any woman, without an actual bump, can marry any man she wants, and I used to wonder how she did it. Now I know. She makes him believe she is in love with him. That overthrows all the old theories, doesn't it? But it is the straight truth. If there ever was a time when men were fascinated by the scornful beauties who flouted them, that time is far, far away in the past. It doesn't work now. Why, I have seen a woman throw herself at a man's head in a way that you would have thought would have disgusted him, but it didn't. He couldn't see anything in it but the superior judgment of a woman who knew a good thing when she saw it. I honestly believe that nine-tenths of the men who get married are attracted by that thing first. 'Here,' he will say, 'is a girl who has sense enough to admire me, and see the points of my jokes, and who asks my advice on every subject. That of itself shows her to be a person of remarkable penetration and intelligence. Then, poor dear, she's in love with me. She can't help that, of course, and I'm sure I don't wonder at it,' and forthwith he marries her as a reward for her good taste. In novels, you know, it wouldn't happen that way. The man would break his heart for some woman who turned up her nose at him and wouldn't have him at any price, but in real life things are much more sensibly arranged, and my observation is that a man sets a woman who doesn't admire him down as a chump and never wastes a second thought upon her."

"Do you actually think a woman who lets a man see she cares for him proposes?" I asked the practical woman, and she shrugged her shoulders as she answered: "As you choose. Of course, it takes nerve or inexperience—the old stager or a debutante—to play the game, but it's a three-times winner."

"Then there are widows," mused the woman in the tulle hat. "Does anybody suppose that they are in reality so much more attractive than other women, or that there is a special arrangement of Providence to furnish them with husbands? We know better. Yet all around us we see widows getting married again before their crape has time to get rusty, while other women, just as charming and as young and as pretty, never have a chance to get married at all. I maintain it is nothing but superior finesse. Far be it from me to suggest that widows do the proposing, but there are places where, if you lead a person to the brink, he will topple over himself. I have been interested in watching the way a widow and a spinster conduct a matrimonial campaign, and there's all the difference between them that there is between a bungling volunteer officer and a seasoned campaigner. Let us suppose, for instance, they are both about thirty-five, an age when one has natur-

ally acquired views of things. The spinster brings hers to the front. She parades them, and argues about them. The widow conceals hers as carefully as she does her first gray hairs. She knows that men have married crosseyed women and redheaded women and hunchbacked women, but no man ever married a woman who argued if he knew it in time to save himself. Then the widow knows the value of a domestic background. You don't see her achieving her richest triumphs by running around to boarding houses and hotels and unbomelike places. She is in her own home, and its quiet comfort pleads for her with the eloquence of angels. She doesn't expect rhapsodies like a debutante, she doesn't have to fuss over trousseaux like a young girl or run a fellow frantic with the splurge of a fashionable wedding. She offers the ideal of genial comradeship, and when a man contrasts this with the hysterical demands of a young girl or the argumentations, theories and convictions of the spinster who is set in her ways, it isn't any wonder he so often chooses the widow."

"Well," said Elise, "for my part, I think a woman has just exactly as much right to propose as a man has, and if we can do it without the dear creatures finding it out, why that scores one for our superior cleverness. A good husband is a good thing to have, and I don't know that a woman can be better employed than looking around until she finds what she wants, and then getting him—if she can."

DOROTHY DIX.

### Some Things Which the Busy Woman Fails To See.

It is inevitable that there should come times in the life of every busy working woman when she turns envious eyes upon those of her sisters who have nothing to do and who are burdened with no cares and no responsibilities. At the moment it seems to her that no lot in the world is so fortunate and so blest as the lot of those who have no ties nor duties, who need neither think nor act for others, but are free to merely exist. It is a state of negative happiness, that was quaintly summed up once by a toil-worn old seamstress who, coming unexpectedly into a little fortune, was asked concerning her future plans, when she replied: "I'm not going to do a thing on God's earth but board!"

Sometimes the woman who complains is a busy housewife, who tells you she is worn out with worrying over incompetent servants and that life has resolved itself, for her, into what Mr. Mantalini used to call a "demnition grind." She is forever ordering meals that are eaten up at once, and cleaning rooms that seem to accumulate dirt again as if by magic, and making garments that are no sooner made than torn. It is an endless chain of work, with no apparent result, and she is tired of it all and would like to throw the whole thing up and run away. Or, perhaps, it is the mother of little children. Her days are spent in a weary round of trivial duties—binding up little fingers, singing tired babies to sleep, bearing little prayers and answering an ever-ceasing call for mother. There is never an hour of the day when she can sit down for the quiet reading of a new book. Her accomplishments are rusting out for want of practice, for how is one to interpret the poetry of a moonlight sonata when Johnny is making a trolley car out of the best parlor chairs and giving only too

realistic imitation of the gong in one's ear? Or what encouragement is there in trying to keep up one's painting when the baby must be watched continually to keep her from sampling the paint tubes? What chance, asks such a woman, have I to enjoy or improve myself? I am chained, like a slave to the galleys, to my home.

It is no wonder that a woman whose life is so full of little duties should now and then grow weary and discouraged and complain. But in reality she is never the one to be pitied. It is the full life that is the happy one—not the empty one. There is no more dissatisfied figure in the world than the woman we see so often in boarding-houses and hotels, whose life is absolutely idle and whose one pursuit is killing time. She has nothing to do, and the days drag themselves wearisomely out, a gray vista of endless monotony. More than that, robbed of the stimulus of interested action, of work that keeps the body and the mind alert and active, she ages sooner than her toiling sister, and loses health and looks.

In a finer and better sense the full life is the happy life, and there is nothing more pathetic than the lives of women who are saved from toil because there are none to work for, no helpless hands of little children reaching up to them in the dark, no old and feeble ones who have upon them the divine claim of a daughter's tender ministry. Even the freedom that gives a woman liberty to journey to far-off countries and linger in the pleasant spots of the world must be bought with a heavy price, for it means that there are none watching and waiting for her, no tender ties of wifehood and motherhood—that in all the wide world she is essential to nobody's happiness. It is this side of the question that the busy woman fails too often to see, when she complains of her life being too full of little duties.

CORA STOWELL.

### World Not Ruled By Men of Genius.

It cannot be too often repeated that it is not men of genius who move the world and take the lead in it, so much as men of steadfastness, purpose, and indefatigable industry. Notwithstanding the many undeniable instances of the precocity of men of genius, it is nevertheless true that early cleverness gives no indication of the height to which the grown man will reach. Precocity is sometimes a symptom of disease rather than of intellectual vigor. What becomes of all the remarkably clever children? Where are the prize boys? Trace them through life and it will frequently be found that the dull boys, who were beaten at school, have shot ahead of them. The clever boys are rewarded, but the prizes which they gain by their greater quickness and facility do not always prove of use to them. What ought rather to be rewarded is the endeavor, the struggle, and the obedience; for it is the man who does his best, although endowed with an inferiority of natural powers, that ought above all others to be encouraged.

### Failed to Obey Orders.

The patron of a Paris restaurant recently complained to the proprietor that he had found a shoestring in his soup, whereupon the proprietor called the waiter and addressed him as follows:

"Fill the soup plate of the gentleman again and tell the cook to quit. He had a formal order from me always to use a sieve; unfortunately he forgets it sometimes."

The fortunate man is he who, born poor or nobody, works gradually up to wealth and consideration, and, having got them, dies before he finds they were not worth so much trouble.—Charles Reade.



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E. A. STOWE, EDITOR.

WEDNESDAY, - - - APRIL 19, 1899.

#### GENERAL TRADE SITUATION.

With a steady recovery of stock values from the reaction of two weeks ago the report of general conditions shows the greatest activity and volume of trade ever known in the corresponding weeks of April—if, indeed, they were ever exceeded. The advance in stocks was quite general all along the line, although the greatest differences are shown by such trust and common stock as suffered most severely in the decline. The promptness and steadiness with which the advance was taken up show that the reaction was speculative and that the conditions warrant an apparently indefinite increase of values.

A notable feature of the situation is the universality of the improvement, really no important lines proving an exception. Advancing prices in some manufactures seem to have cut off certain foreign orders, and yet the number of those offered and accepted is only limited by the capacity of works. A significant instance of improvement is in the importation of raw silk, which is 87 per cent. larger for eight months of the fiscal year than for the corresponding period of any previous year.

The loss of some foreign contracts on account of higher prices still leaves enough to fully warrant the advance and keep works crowded to their utmost. The Maryland Steel Company has an order for 75,000 tons of rails for the Chinese Eastern, and the locomotive and machine companies report others. The domestic demands, including 6,000 tons bridge work at Chicago and 5,000 tons structural at Pittsburg, with many others, are crowding the works, which are obliged to refuse much of the business offered. Actual consumption of pig in manufacture was about 1,056,043 tons in March, reducing warrant stocks 16,600 tons and other unsold stocks 115,118 tons, although the output of furnaces was increased in that month over 17,000 tons to 245,746 tons weekly April 1. Prices of pig have been about steady, with prices of finished products generally higher for anything like early delivery. Copper is also stronger and scarce at 18½ cents for Lake, and tin a shade stronger at 25½ cents.

The accounts as to wheat crop damage are more unanimous and more positive and vociferous than in any other spring for a long time, and yet they affect prices remarkably little as yet, for cash wheat is scarcely as high as it was two weeks ago and May wheat has exactly the same quotation, both hav-

ing advanced last week a little over one cent, as they declined the week before. There is a still stronger tendency upward this week. Bad reports are necessarily received with distrust when actual receipts at Western ports in two weeks have been 5,863,665 bushels in two weeks of April against 3,307,687 last year, and in March 12,949,875 against 9,968,373. Farmers do not hurry forward grain at that rate with low prices prevailing when their own losses by winter storms have been large enough to threaten a short yield. If the statements of injury are truthful there is first the fact that the acreage sown was nearly a tenth larger than last year, and second the fact that resowing of the same fields and increased sowing of spring wheat make up for much loss when it is widely reported so early as this. Exports of wheat and corn have been comparatively small this month, although some recent buying has been prompted by gloomy reports.

No other event ought to influence general business more than the marked excess of exports over imports, \$31,670,769, in spite of a decrease of \$12,600,000 in cotton and \$4,500,000 in breadstuffs, the minor exports, mostly of manufactures, having increased \$9,550,000. In April thus far imports at New York have increased \$4,900,000 over last year, which is less than in the first half of March, while exports slightly exceed those of last year, against a decrease of 15 per cent. in March.

The Tradesman commends the rebuke administered to that portion of the country press of Michigan which carries the announcements of catalogue houses, as set forth in the contribution on that subject by Mr. Welton in another portion of this week's paper. The rebuke is timely, and should be given due consideration because a continuance of the obnoxious announcements in the columns of the country press will serve to array the legitimate merchant against his local paper and ultimately cause an estrangement which will be to the permanent detriment of both parties. In most cases the foreign advertisements have been accepted without proper consideration of the consequences on the part of the country press, and it is possible that a reminder of this kind will result in a reconsideration of the matter on the part of many of the papers which are now carrying the cards of the guerrilla institutions.

It is related that a native merchant of Manila, while undergoing his last illness, expressed a desire to have "one of those beautiful American tunes" played at his funeral. He could not give its name, but a friend knew the tune he meant, and so the funeral passed on to the cemetery, the band playing "The Star Spangled Banner."

The new "Lexowing" of New York will furnish the public with some good reading if it does fail to work any practical reform. The next best thing to being benefited is to be entertained.

The Supreme Court of Connecticut has affirmed a judgment for damages in favor of a man who claimed to be injured by the noise from an adjacent factory.

The Boston Globe poetically observes that New Jersey counts that day lost whose low descending sun beholds no new trust formed, no corporate deal begun!

#### THE NEW EDUCATION.

In an interview, published in a recent number of the *Coming Age*, Samuel T. Dutton, a prominent advocate and exponent of "The New Education," remarks that the old education was adapted to the simpler life of an earlier age, when the knowledge of the mind and its methods of growth was much less than it is at present. If it be enquired in what the demand for an altered system of education consists, the answer is that it grows out of the increased complexity of modern life, with a corresponding increase in competition and concentration of effort. Moreover, Mr. Dutton remarks, the new education provides a larger freedom than that secured by the education of fifty years ago. He does not show precisely in what way this greater freedom is manifested, but he adds that the older education "proceeded upon false ideas of what the human mind is, and how it should be treated; it assumed that the intellect had certain distinct faculties which were to be treated separately. Memory was generally made the subject of training. More than that, the ends of education were not viewed in any broad or comprehensive way."

Generalizations of this sort may possess a certain value, but the impression they make is that they are rather too vague to be of much practical helpfulness. It is all very well to insist that the mind is a unit and not a mere aggregate of separate faculties, and it may be quite true that there is something necessarily harmful in the attempt to give a special training to any particular power of the mind to the neglect of others; but when Mr. Dutton undertakes to illustrate this view by a reference to the disproportionate attention which he thinks was given in other days to the education of the memory, one feels that he is upon very familiar ground and wonders whether Mr. Dutton is really ignorant of the fact that he is merely repeating a complaint that was current thirty, and even forty, years ago. But the most impressive suggestion of Mr. Dutton's talk on this subject is his own apparently profound conviction that the world is changing and that the mind must change, too, at least in its way of looking at things and dealing with them in its thought. After remarking that strong characters developed under the old system—the system of half a century ago—were indebted for their growth not so much to the training received in the schoolroom as to the hard conditions of life which made self-reliance and energy pre-eminently necessary, he says:

They were successful, not by reason of school advantages, but rather in spite of them. At the same time, the ordinary man of fifty years ago, if set down to-day in the city of Chicago or New York, would be almost as much lost as would the Eskimo or the Indian. He would find new conditions surrounding every department of human activity; he would see business done by means of the telegraph, the telephone and through various combinations securing swiftness and efficiency, which would be a source of astonishment to him. If he went into a commercial office he would see a single man doing as much business in one day, between the hours of 10 in the morning and 3 in the afternoon, as the old-time merchant would have accomplished in a month, working ten hours a day. It would take him a long time to discover that, in the hurry and bustle and rush of modern life, there are, nevertheless, plan and organization, and that those who are apparently pressed and driven by the stress of affairs still have time for recreation and the pursuit of

culture. Such a person, if we may conceive of a Rip Van Winkle who has slept for fifty years, would to-day need to be educated not only in the schools, but in the methods of modern life, in order to find a place of usefulness for himself.

Probably no age has ever failed to note and proclaim its own advance, and Mr. Dutton's panegyric of the present day is not more jubilant than the chorus in the *Antigone* of Sophocles declaring that inventive and resourceful man who has tamed the wild mountain bulls, caught the finny tribes in the interwoven meshes of his nest, and dared the buffeting waves of the wintry sea in his boats, established cities, laws and money, has come upon nothing unprovided but death itself. The question, so far as true culture is concerned, is not what system of education will best fit a man to earn his bread or make a fortune, under the present organization of the business world, but rather what course of training will secure the most complete and symmetrical development of all the powers of the human mind and body. There is a way to become rich. It lies along the road of constant industry and self-denial; but, after all, only a few men can amass great wealth, and it is better for the majority to look to some other end, as, for instance, the enjoyment of plain living and high thinking. Men are not greater to-day than they were two hundred, ten hundred or twenty hundred years ago. And, indeed, strong arguments might be made to support the claim that the best thing about the new education is its approach to the old Greek education. In the latest issue of the *New York Nation* appears a letter from some one who writes to make a very interesting comparison between a passage from Cardinal Newman's "Grammar of Assent" and one from Robert Louis Stevenson's "Ebb Tide." The main point in both passages is the enduring vitality of the ancient classics and the way in which they are associated in the student's mind with his most beautiful and tender memories. "For it is the destiny," says Stevenson, "of these grave, restrained and classic writers, with whom we make enforced and often painful acquaintance at school, to pass into the blood and become native in the memory; so that a phrase of Virgil speaks not so much of Mantua, or Augustus, but of English places and the student's own irrevocable union." Here a part of the passage from the Cardinal may be introduced, as it were, to continue and further illustrate the thought: "Then he comes to understand how it is that lines, the birth of some chance morning or evening at an Ionian festival, or among the Sabine hills, have lasted generation after generation for thousands of years, with a power over the mind and a charm which the current literature of his own day, with all its obvious advantages, is utterly unable to rival. Perhaps this is the reason of the mediaeval opinion about Virgil, as of a prophet or magician, his single words and phrases, his pathetic half-lines, giving utterance as the voice of Nature herself to that pain and weariness, yet hope of better things, which are the experience of her children in every time."

The flirting girl who boasts of having three or four beaux on a string at the same time will find herself all alone when her string breaks.

A great many people do not succeed because they are not willing to work as hard as success requires.



**STONY-HEARTED CAPITAL.**

The walking delegate is becoming disturbed. Like Othello his occupation is gone, or so nearly so as to fill him with alarm. His tale of woe, which he has wailed from one end of the country to the other until he is almost inclined to believe it himself, has taken the attitude of the boomerang and come back to him with unexpected force. The starvation which to his would be prophetic eye has hovered lo, these many years, over the down-trodden poor is settling down upon his own head and unless he gives up toiling with his feet and tongue, and, like common mortals, learns to do something with his hands there will be another death to be charged to the account of stony-hearted capital.

With the marvelous gift of second-sightedness, so peculiar to his class, in the midst of chaotic confusion he clearly saw that the only way of righting the poor man's wrongs was through the all-powerful ballot, and with the doctrine of the tin pail for his text, he preached the first crusade against existing law and order and swept the country with the ominous tide of the Coxytes until its waves broke harmlessly against the steps of the National Capitol, the political bulwark of the capitalist behind whose invincible walls his stony heart plotted and carried out the wretchedness and ruin of the working man. For weary some years the labor unionist has harangued this nonsense into the too eager ears of his followers and to-day, instead of the downfall of the poor man's government, honey-combed, as the labor union has declared it to be, by the sordid selfishness of the money power, prosperity is abroad in the land, the country is known and honored as it has never been before and the poor man whose son has fought and bled and died with the son of the capitalist stands with him at the grave of their common dead and sees at last how utterly foundationless the charges of the walking delegate have been.

In the midst of this returned prosperity the inciter of the strike stands speechless. The heartless employer who is happy only when he is grinding the faces of the poor; who seizes the first opportunity to cut the hard-earned wages to starvation prices, that his own luxurious life may go on with not a whim unsatisfied; who rides rough shod over the toiling millions, whose skinny hands are grimy and whose brows are beaded with sweat to add to his overflowing coffers has, in the face of these charges, of his own accord, advanced the wages of his workmen until they are equal to the old ratio of the golden age of labor, which they never expected to see again.

What is worse for the lying demagogue, this condition of things is universal. The mill owners of New England have startled their employes with an unexpected advance of wages from 10 to 20 per cent. The coal operators from Pennsylvania to Alabama have done the same thing. The faces of the men in the iron mills the country over are as bright as their furnace fires with the gladness that the lifted wage-schedule has given them. Railroad men, "the slaves of incorporated capital," from Cape Cod to the Golden Gate are girdling the continent with the song of higher wages. The clerk behind the counter and the cash boy who comes at his bidding; the man with the pick and the kitchen girl with her broom; the farmer behind the plow and the lad "calling the cattle home," are all at

work at higher wages which come directly and indirectly from capital, denounced as stony-hearted but found to be so only as the exigencies of the times compelled him to be.

Under these circumstances the labor unionist finds the ground under his feet giving way. The general prosperity has undermined him. Once he pointed with pride at the army of a million tramps who pointed the moral and adorned the tale he told. He points to them no longer. Like Macbeth's witches, they have vanished not into air but into a million happy homes where the wage earner with wages increased is living comfortably, educating his children and laying by something for the rainy day which may come again. The million men and women that are drawing wages larger than they were a year ago, larger, in fact, than they have been at any time during the past six or seven years, are no longer the stock in trade for the calamity, howler but serve instead as a rebuke to his questionable calling and a living proof of the falsehood that capital has been, is and always will be selfish and stony-hearted.

There is no falling in the price of rare postage stamps, and the number of collectors is said to be increasing. It is not too much to say that any ordinarily good stamp collection will now bring more money than an ordinary library of books. The number of stamps which bring high prices is being increased yearly, and values advance almost constantly. It is estimated that the collection of a German gentleman living in Paris is worth \$1,250,000. In the collection are two stamps roughly valued at \$5,000 each. The Tapling collection in England, which it has taken seven years to sort and arrange, is valued at \$375,000, and it has nearly doubled in price, it is said, since the death of Mr. Tapling in 1892. There are three or four very fine collections of stamps in this country.

The Dewey family continues to demonstrate that the Admiral of that ilk is not the only member of the clan who deserves well of the country. The Dewey family is blessed with modesty and common sense. The Admiral's brother, President of an insurance company, declines with considerable heat all propositions involving the use of the Admiral's fame as an adjunct to the insurance business. The Admiral's son and namesake, being appointed on a public reception committee, declines to pose as a national hero. "I have no right," he says, "to figure in demonstrations. I ought to keep quiet. I haven't done anything for the country."

The largest frozen meat factory in the world is at Barracks, a suburb of Buenos Ayres, and belongs to the Sansinena family. The establishment is capable of an output of 3,500 sheep per diem, or 100,000 mutton carcasses per month. The freezing rooms have a capacity of nearly 100,000 cubic feet, and have hanging room for 6,000 sheep. The storerooms in which the sheep are stored after freezing to await shipment have a capacity of 150,000 cubic feet, and can contain upward of 50,000 sheep.

In all parts of Cuba two crops of tobacco are raised every year. Spain will not put that in her pipe and smoke it.

By erecting a monument to Admiral Dewey while he lives, Vermont is preparing to forget him when he is dead.

**SOCIALISM FOR MILLIONAIRES.**

Thomas L. Johnson, who has the reputation of being a multi-millionaire, with immense investments in street railway companies, recently uttered the following remarkable statement:

The time is coming when the people will ride free upon the street cars run and operated by a municipality, the same as they now get their letters delivered to them by the postal system.

This, like many other socialistic propositions, has a seductive sound; but, like them, it will not bear the light of examination. In the first place, the people do not enjoy a free postal system, since every letter and ounce of the other mail must be paid for before the Government will carry it. If the receiver of a letter does not pay, it is because the sender has already paid the postage; but just as soon as the receiver posts a reply, he becomes a sender and he pays for the carrying of his letter. So far from the postal system being free, it cost the people in 1898, in actual postage, nearly \$90,000,000, and this postage, like street-car fare, is paid, not by the population at large, but by the people who use the postoffice service. It is true that the receipts from postage are not enough to support the postal service, so that Congress is forced each year to appropriate enough money to make up the deficiency, which last year was about \$9,000,000. That had to be paid by the people at large.

Let it be understood that there is no such thing in the entire system of human government as free public service. It is an impossibility. Somebody must pay. The expenses of government mean taxes, and the more the Government gives away the higher must go the taxes. It must be taken at the very start of any political system that there are to be expenses, and the money for these expenses must be raised by taxing the people.

There is a common notion among people who do not think very deeply, or do not think at all, that it is possible for governments to furnish everything free to the people, including public and private service and all sorts of benefits. If a government could create such things by magic, the notion would be well-founded; but in this practical age the only magic available is that which is the result of paying for all that is got. Governments can not get any service performed without paying for it, and they have no way of getting money to pay with except by taxing the people.

Thus it is that, talk as we may of free cars or free public service, the people get nothing unless they pay for it. Taxes carried to excess become robbery, and excessive taxation has been the cause of more bloody revolutions and of the overthrow of more governments than have all other causes put together. Taxes in the United States are already enormous, and any talk of free public service proposes, as a necessity, higher taxation.

Coming back to the proposition to run street cars free, it will be seen that the cost of operating the lines will have to be paid by the people at large. And why should this be? Under the present system, those who ride pay the costs of running the cars, while no tax in the premises falls on those who do not ride. This seems to be in entire conformity with right and justice, since those who want to send letters and those who want to ride in the cars certainly should pay for the luxury.

To go back to Mr. Johnson's notion that all national, state and municipal

service ought to be rendered free to the people, it is easily seen that such branches of the public service as are used by all should be paid for out of a general tax; but when such public service is only used by some and is not necessary to all, it is plain that in such a case only those who use should pay. To illustrate this principle, take the service of lighting.

The lights which are used to illuminate the streets and public places are necessary to the entire population of the city; but not so with the lights for private premises. If the city should undertake to operate all the electric and gas lighting in the municipal limits, would there be any justice in lighting private houses free and taxing the whole people to pay for it? Why should the people be taxed to pay for one hundred lights in the house of a rich man and for three lights in the house of a poor man?

The same rule would hold with public water. That which is used to wash the streets and extinguish fires should be paid for by a tax on all the people; but should a rich man, with baths, fountains, fish ponds and the like, be given free water at the cost of the entire population?

Thus it is that Mr. Johnson's free-car system would work great injustice upon the entire population for the benefit of those who want to ride. It would be just the same sort of injustice to tax the people, in order to furnish to those who need them, in such amount as each might desire, free light and free water. The simple fact is that Mr. Johnson's socialism is more suited to the notions of a millionaire. The city would buy his railroads at a high price and pay him for them. He would then enjoy not merely free rides, but free water, lights and other matters for which he now has to pay heavily. Under such a system, the rich would get everything and the poor little or nothing.

The sort of socialism which he would not indorse is the radical kind which means an equal division of all the property, and all government run on that basis. That is real socialism, and is diametrically different from the imperialistic variety which means a paternal government owning and controlling everything for the benefit of its favorites.

Nearly all the historic wars that have taken place in Europe since the days of the first crusade may be attributed to the existence of the Salic law, and even in the present century sanguinary struggles have taken place on its account. Great Britain and Russia are the only two countries where it has never secured any foothold, and neither the one nor the other has ever had any reason to regret, since the sovereigns who have contributed most largely to the glory of the country have been women.

Under the laws of California a stockholder of a corporation becomes individually liable to each and every creditor of the company in an amount to be determined taking such a part of each claim as each stockholder's stock is a part of the stock of the company, and an action may be brought against any stockholder, in the courts of any state where service may be had, to recover the amount due the creditor.

A man who has a good thing in office can not be expected to be simpleton enough to resign for the purpose of simplifying matters that are mixed.



## Fruits and Produce.

Observations by a Gotham Egg Man.

The previous indications that egg values would be maintained on an unusually high level by April storage operations have, so far, been verified. The willingness to accumulate stock on the basis of present values has, however, been much greater in the West than in the East. Chicago has been bidding 12c for storage packings pretty freely and other Western storage points have shown a disposition to accumulate considerable stock on about the same basis. Freight rates to the East have so far been pretty firmly maintained, so that 12c Chicago is now about even with 13½c New York, and this price seems so high that operators in this vicinity are inclined to hold off. Some orders for April goods from Eastern dealers have been in hand at a range of 13@13½c, but, as a rule, Eastern dealers who usually put away April packings are disposed to await later developments before accumulating stock on so dangerous a basis. It would seem that the later course of values for storage packings must depend chiefly upon the disposition of Western operators and the extent to which they will continue storing on the present extreme basis. A production of at least the usual extent seems to be pretty well assured. So far the Northwest has not opened up to any great extent and yet there have been enough eggs produced to give relatively heavy receipts in all distributing markets. These have met with remarkably active consumptive demand, but the maintenance of prices above the usual level must be laid to speculative operations and there is room for reasonable doubt whether these will continue large enough on present basis of cost to absorb the surplus production during the remainder of the storage season. Judging from the results of spring storage operations for a few years past, it would seem that accumulations of large quantities on the basis of cost now prevailing would be very likely to lead to unhealthy conditions and unfavorable results and unless there is good reason to anticipate a lighter spring production than usual it is altogether probable that the later storage operations will prove to be on more favorable terms unless weather conditions should become so unfavorable as to make a material difference in quality. As to the probable extent of spring production the indications favor a very large yield. The receipts of fowls this year have been lighter, but this is generally ascribed to the high prices for eggs rather than to any shortage in the supply of poultry. This is of course only a surmise, but it seems to be borne out by the comparatively heavy receipts of eggs since weather conditions have become reasonably favorable to production.

\* \* \*

We have had some enquiries in regard to proper methods of storing eggs for long holding. A correspondent, among others, enquires: "What is the best method of cold storing eggs, as to best temperature, best time in which to store, frequency with which eggs should be turned, etc." The subject is a big one to be treated briefly, and, in fact, the methods of handling eggs in cold storage, and arranging the facilities as well, are not yet fully developed. Many improvements have been made of late years which have enhanced the value of storage eggs, but there is room for

more, both in the methods of carrying and delivery. Taking up our correspondent's questions in order, we should say that as to temperature no cold storage room has yet been devised which will give an absolutely uniform temperature in all of its parts. Some variation has always been observed between the temperature of the upper and lower air—generally one degree and sometimes more. The temperatures usually sought to be attained are 30 to 31 deg. Fahrenheit, but we know of storage men who carry goods as low as 29 deg. and claim better results thereby. When so low a temperature is employed, however, very strict watchfulness is essential; in practice it will be found that when 29 deg. is attained in some parts of the room other parts will show a variation of fully one degree. If it is designed to carry as low as 29 deg. it should be carefully guarded that this is the minimum temperature in the room. As to the best time to store, this depends largely upon market conditions taken in connection with the quality of eggs obtainable. It used to be believed that eggs produced in cold weather were not so good for storage as those which came later, but this theory has lately been largely discarded. The first spring flush of production probably furnishes as fine a quality of eggs for holding as any so long as they are not subjected to a freezing temperature. In average seasons the production from March 15 to May 1 is now generally regarded as the best for long holding, but as defects are caused later only by heat it is evident that the best period, and its extent, depends upon weather conditions. Profits in egg holding depend largely upon the extent of summer, fall and winter production, and as this is chiefly determined by weather conditions, the business is a good deal of a gamble. We have seen seasons when more money was made by storing cheap summer eggs than could be made on the finer qualities put away earlier. As a rule profits are more certain on the finer goods, but when the competition for these is so great as it is now, causing an unusually high first cost, the outcome is always doubtful and there are a good many shrewd operators who would rather pass them and take their chances on cheaper goods later, even considering the difference in quality. In regard to turning eggs in cold storage this is not generally done at all. When eggs remain in one position for a while the yolk, being lighter than the white, rises toward the top side of the egg. If the eggs are turned frequently this might be avoided, but in general practice the matter is not considered of sufficient importance to warrant the labor involved in correcting it. We understand that there are some private store rooms constructed so as to permit the holding of eggs in bulk with facilities for economical turning, and some who hold in cases may also turn them from time to time. But where eggs are held in cases, or in trays without some special contrivance, turning is unusual. As to ventilation of egg storage rooms we think there is room for general improvement. We are of opinion that storage egg packages should be so constructed, both as to cases and fillers, as to permit a free circulation of air. Also that egg rooms should be arranged to afford ventilation. But before fresh air is admitted to a cold storage room it should be refrigerated a few degrees below the temperature of the air in the room and thus deprived of its excess of moisture. The details of such

## J. W. LANSING, WHOLESALE DEALER IN BUTTER AND EGGS BUFFALO, N. Y.

The time of the year for storing eggs is now at hand. I have orders for several thousand cases of eggs from people who store them so I can use an unlimited amount of eggs for the next sixty days. Small or large shipments matter not, but the larger the better. Write me how many you are getting per week and I will make you a price delivered in Buffalo. Let me have your shipments.

### REFERENCES:

Buffalo Cold Storage Co., Buffalo, N. Y.  
Peoples Bank, Buffalo, N. Y.

Dun or Bradstreet.  
Michigan Tradesman.

## 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.

## EGGS

WE WILL PAY YOU MARKET PRICES  
FOR ALL THE FRESH EGGS YOU CAN  
FURNISH. CASH ON DELIVERY.

WE MAKE A  
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## FIELD SEEDS

LOWEST  
VALUES

MOSELEY BROS., GRAND RAPIDS.

## AT THE OLD STAND

With warehouse and office remodeled and improved we are ready to begin active operations for this season's business. Our business is to supply everything dainty, filling and satisfying in the line of fruits and vegetables, and we are determined to do a larger business with you this year than last. Let us know your wants and we will quote you prices. Write for our weekly price bulletin.

THE VINKEMULDER COMPANY,

14 OTTAWA STREET, GRAND RAPIDS.

## MILLER & TEASDALE POTATOES

CAR LOTS ONLY. ST. LOUIS, MO.

## GRAND RAPIDS GOLD STORAGE CO.

Takes pleasure in announcing to the fruit and produce shippers of Michigan that its new plant, on the corner of South Front Street and G. R. & I. R. R., is rapidly nearing completion and that it will be prepared to receive shipments or consignments of all kinds of perishable goods by May 1. The plant is thoroughly modern and up-to-date in every respect, having rooms of different temperatures, adapted to the necessities of shippers. A specialty will be made of freezing poultry, game and meats. Correspondence desired with country shippers of butter, eggs and poultry. We solicit an inspection of our plant and process, which we believe to be the most complete in every respect in the West.

## Special Blanks for Produce Dealers

We make a specialty of this class of work and solicit correspondence with those who need anything in this line.

TRADESMAN COMPANY, - Grand Rapids, Mich.



an arrangement are subject to a variety of methods, and should only be installed by an expert who is familiar with the subject from actual experience. Sterilization of air in egg rooms is likely to be developed also, to the great improvement in the quality of the hatched goods. There are possibilities of treating storage eggs so as to prevent the damaging condensation of moisture upon them when taken out, from which we expect to see a practical method devised which will add materially to the value of the goods in comparison with competing fresh production; but so far as we know these possibilities have not yet been put into practical use. In general we should say to our correspondents that carrying eggs is done best by those who have long experience and ample facilities and that unless it is designed to carry very large quantities it would probably be cheaper and safer to patronize the larger plants already in good working order rather than attempt bolder in a smaller way in private plants.

I have picked up some more points about duck eggs during the past week which ought to be considered by packers who get moderate quantities of these goods, but not enough to make them a specialty. A receiver called my attention the other day to a shipment from the Southwest in which duck and hen eggs were packed together in hen egg cases and fillers, the two kinds being alternated in each layer. It is quite common to find duck and hen eggs packed in the same cases, and quite objectionable to have them so mixed together; as a rule prices for mixed packages are fully 1c per doz. lower than for goods packed separately. I also saw a lot of duck eggs packed 30 doz. in a 30 doz. hen egg case; these were so crowded that they were badly smashed and made a heavy loss.

Duck eggs should always be packed by themselves. When enough are obtained to make it an object special duck egg cases should be obtained for them; if there are too few to warrant this they should be packed in heavy egg cases without fillers, using chaff or but straw for packing. They should never be crowded into hen egg fillers.—New York Produce Review.

#### Few Frozen Potatoes—Good Apple Crop Probable.

Traverse City, April 18—Our farmers are reaping a golden harvest in the way of potato sales. Our streets yesterday were almost blocked with wagons loaded with potatoes. A fair estimate by those who have made it a study is that not over 3 per cent. of the potatoes in this section were damaged by frost during the cold winter. Our farmers have been especially benefited the last two years with good prices for potatoes, and a wonderful amount of notes, accounts and old mortgages has been paid off; and they are now, as a rule, fixing up their places, buying furniture, new harnesses, wagons, carriages, new farming tools. We have a very encouraging outlook. I know of no section of country more favored than ours. Of course, we expect we are hard hit on account of the fruit being killed; still I believe it is not as bad as some would try to make out. As far as we are able to tell now, we will have a large apple crop, and probably will unless something else should turn up to interfere.

H. MONTAGUE.

The milk of human kindness dispensed by some people tastes very strongly of the can.

Cleanliness may be next to godliness; but it takes lots of advertising to sell soap nevertheless.

#### How to Keep Cheese After it Leaves the Maker.

Swiss cheese should be kept in a cool cellar, not exposed to a draught; when cut, cover the same with a salt sack saturated with water and kept moist; in fly time, vinegar is better than salt water. Never let a loaf stand on its edge, as it is apt to break or crack on the inside. Do not lay more than two cheese together, as there is danger of injuring the one underneath. Parties retailing Swiss should keep the part exposed covered with a glass globe; this prevents loss in drying out, and sells better. It is not safe to carry stock longer than three months, as it is apt to get hard and brittle.

Sap Sago and Parmesan cheese are good one year, and sometimes longer if a little care is taken to keep them cool and not exposed to insects, light or draught. It is a very good plan to wrap Sap Sago cheese in tinfoil when exposed for sale, but the best plan is to place them under a glass globe. If neither of these is done, they will crack and break and be worthless in a short time; it is much the same with Parmesan cheese.

Roquefort and Gorgonzola—It is a well-known fact that these cheese are very brittle and break easily, and great care must be taken in handling. Care must be used in removing them from the packages, and when once removed do not place them more than two high, as the weight of the upper ones cracks those underneath. It is very important to keep these articles, as well as the others mentioned, free from draught and as cool as possible, not allowing them to freeze. The best way to retail a Roquefort or Gorgonzola cheese is to take and cut them in quarters and eighths, and wrap each piece in tinfoil and mark the price on the piece; this can be done at any slack time, and when busy with customers they will not have to wait while you cut, weigh and wrap the cheese. This plan has been tried by many of the largest stores as well as the small ones, and it works admirably. Glass covers should also be used.

Camembert should be kept in a cool place; if not very soft, keep them from air; but if soft, they will harden by being exposed; if they become too hard, they will soften by being placed under a glass globe. Do not buy more than a week's or ten days' supply, as they do not improve by age. They are received by every French steamer.

Limburger cheese made in summer should be used before January 1; the September and October cheese will keep all winter. Keep in a cool cellar, turn the boxes over every two or three weeks. We recommend wrapping in parchment paper, as the foil is heavy and will turn the cheese black in two or three weeks' time. If the cheese are inclined to get too soft, put sticks between the boxes to keep them from heating. Those exposed for sale should be kept under a glass cover.

Munster cheese are dangerous to keep any length of time. We would recommend not laying in more than four or six weeks' supply. They may be kept a long time by taking them from the box every two or three weeks and rubbing with the hands until grease appears on the outside. Glass globes are very necessary when exposed on the counter.

Hand Kase should be left in the original boxes; turn the boxes every few days, and when retailing remove only a

few from the box and keep under a glass cover; never get more than two weeks' supply at one time.

Neufchatel and Philadelphia cream keep best exposed to the air; do not cover them, as they are apt to mould. Do not get more than one week's supply as they are better fresh.

Fromage de Brie keep well in the original boxes. If they should get soft, will harden by being exposed to the air by removing the cover from the box and putting them in a cool place. If too hard, can be made soft by putting them under a glass cover. If the wrappers become soiled or moulded, it is well to re-wrap them in fresh paper.

Dairy or store cheese—If bought in bulk, the boxes should be turned over every two or three weeks. When exposed for sale, a glass cover is good to keep it moist and free from dust. Sometimes a

little butter spread on the side of the cheese not used keeps the same from wasting and drying.

English dairy cheese should be treated the same as store cheese, except that the cheese should be greased occasionally. Greasing will improve them very much, and they will cut better. The older an English cheese becomes the finer it is considered to be, although it will crumble when cut. This is to be expected.

Edams are better in foil; this prevents, to a great extent, drying out; but when not in foil, it is well to grease them occasionally. We have known them and pineapples to keep well all summer by being well oiled and wrapped in brown paper, then placed in paper bags, separate, with insect powder, and hung up in an ice-house or a cool cellar. This plan we have known to work well, and the idea was given us by one of the oldest grocers in this city several years ago.—Alvah L. Reynolds in American Grocer.

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34 and 36 Market Street,

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

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**BEANS, HONEY AND POPCORN**  
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Quotations on Application.

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## GOTHAM GOSSIP.

## News from the Metropolis—Index to the Market.

Special Correspondence.

New York, April 15—Coffee is steady. Lower grades are, perhaps, in less active demand, but are held with a good degree of firmness and are not in overabundant supply. Importers hold firmly to rates and make no concession. Advices from Rio and Santos show quite a falling off in receipts and markets there are firm. In store and afloat there are 1,234,637 bags, against 1,054,537 bags at the same time last year. No. 7 is quotable here at 6 5-16@6½c. Mild coffees are firm and a pretty good enquiry has prevailed for West India growths, although there is still room for improvement. Good Cucuta remains at 8½c. In the speculative market little has been done and neither side shows anxiety to do much in the way of dealing in futures.

Raw sugars have been rather quiet, but at the same time the market has been characterized by a good degree of firmness as to prices. Centrifugal, 96 deg. test, 4 9-16c; Muscovado, 89 deg. test, 4 1-6c; molasses, 89 deg. test, 3 15-16c. Refined sugars are firm, but the demand has been rather for sorting up purposes than for supplying future wants. Refined sugars have been in fair request. Granulated remains unchanged at last quotation of 5.25—12 m. Saturday.

The tea sale on Wednesday was the second largest ever made in this country and prices showed very satisfactorily; in fact, better rates were obtained for many of the medium and lower grades than were anticipated. The sale has made subsequent transactions on the street rather tame and no great amount of tea has changed hands. Prices, however, are firm and holders are disposed to make no concession whatever. Lines of Formosas are steady at about 25c as the lowest figure.

A better demand is reported by rice dealers, the principal call being for Japan, as it is comparatively the cheapest on the market. Quotations are for this sort 4¾@4¾c. Domestic rice is well held and the demand is probably all that could be expected. Prime to choice, 5½@6¾c. Head rice is worth 7@8c. The indications are said to be favorable for a huge crop of rice this year in this country.

Most sales of spices are of little lots for sorting up purposes and the market presents few features of interest. Pepper is firm at 10½c. Stocks are so well under control that holders have their own way pretty much.

Trading in molasses is of moderate proportions and quietude characterizes the market. A little call prevails for grocery grades, but small lots only are changing hands. Good to prime centrifugal, 16@26c. Open kettle, 32@38c.

The syrup market is quiet. Little is being done in a distributing way. Prime to fancy sugar goods are quotable at 20@25c.

For the past few weeks people who have wanted canned goods have been told that every case of such and such had been sold. Now prices have advanced to a point satisfactory to holders and they have discovered a "few isolated cases" that they are willing to dispose of; in fact, it may be said that almost full lines of California goods are on offer. New York State string beans, which were all gone a fortnight ago, can now be purchased at \$1.20—formerly 90c. Salmon is undoubtedly in rather light supply and it is anticipated that we shall see \$1.25 for No. 1 talls. Peas, on the spot, are 80@90c for Early June; Marrowfats, 75@85c. Tomatoes are firm and steady, but hardly as active as a fortnight ago. No. 3 standard New Jerseys, 85c; futures, 80@85c here.

The warmer weather has caused some increase in the demand for fruit and prices are firm. California oranges are selling freely even at the rates demanded, which certainly seem pretty high—seedlings, \$2.85@3.15; navels, \$3.75@5—latter for fancy. Floridas are almost entirely gone. Lemons have

sold with some freedom within the range of \$2.25@3.25. Bananas are steady from 90c@1.25 per bunch for firsts. Apples are in light receipt and arrivals are quickly taken from \$3.50@5, as to kind. Jersey cranberries are worth \$6.25@7.50.

Dried fruits of all kinds are moving with about the usual freedom and little if any change has taken place in quotations.

## First in Peace, as in War.

Every story that travels across the Pacific about Admiral Dewey presents the hero of Manila in a more attractive guise and heightens the interest of Americans in their beloved idol.

The Oriental Hotel, in Manila, has long been the favorite abiding place of the wives of the army and navy officers stationed there. Naturally they have their little, all-important "set," in their eyes the cream of aristocracy. This set has a rigid outside; it does not include any woman of less aristocratic position than theirs, any woman whose money is the result of her own honorable labors. There was one of the latter class of women staying at the Oriental Hotel during the months of the war excitement, a Miss Thompson, who was the correspondent of a syndicate of American newspapers. She was a woman of ability. She did her work well and won the respect and esteem of everyone who knew her; she was universally liked, except by the officers' wives, who could not condescend to know her. They made their attitude pronounced; they drew the social line, on whose safe inside they congratulated themselves upon being.

Admiral Dewey undoubtedly has a sense of humor as well as many other things that go to make up a capable officer and charming man. He evidently smiled, perhaps, in an amused way at first, then a little grimly and ironically, when it came to his ears that the wives of his subordinates had entered into a crushing social ring to ostracize and persecute the newspaper woman.

Miss Thompson had an unexpected visitor one day. Admiral Dewey sent up his card. He paid a long call. He and Miss Thompson found much that was interesting to talk about. In the enjoyment of their talk they were apparently oblivious that the rest of the Oriental Hotel had gone mad. The world had quite come to an end in the teapot district, with its self-righteous ideas of the fitness of things. The Admiral had called on a working woman! They were made to appear in the wrong. Perhaps it is better to draw a veil over the subsequent wailing and gnashing of teeth, the tears and rage of the would-be leaders of Manila society. But Dewey was characteristically relentless. He rubbed in the lesson he had given. He asked Miss Thompson if he might lunch with her the next day, and again the whole Oriental Hotel knew it and was aflame. The woman who had been humiliated by the pettiness of petty people was honored by a great man. And no one can doubt that behind the iron commander, with the eye of an eagle, the brain of lightning and the will of steel, there exists the very tender heart of a gentleman of the old school.

## The Husband Became Thoughtful.

"I don't see why you are so particular about your hair," said a churlish husband. "I don't suppose Eve ever wore bangs."

"I don't suppose she ever did," replied the wife with a quiet smile, "but then there was nobody in the world but her husband to admire her."

## Thirty Dozen Cases Preferred.

From the New York Produce Review.

The objections to the 36 dozen egg case which were commented upon by our egg man in last week's "observations" appear to be very generally appreciated among the egg trade in New York. We have heard a good many of our larger egg receivers speak of the matter of late and all have stated as their experience that 30-dozen cases are receiving more and more preference among large buyers—so much so that it is now decidedly easier to sell lines of these than of 36 doz. cases or of mixed lots containing both sizes. During the past week some of the bids on 'Change for long lines of eggs have stipulated for 30-dozen cases and there are now a number of important outlets for eggs in which the larger packages can not be used at all.

The 36-dozen egg case was instituted at a time when freight charges were figured on the number of packages shipped; they then effected a consider-

able saving in freight; but now that gross weight is the basis of freight charges there is scarcely any difference in the cost of transportation for a given quantity of eggs, whether they are packed in 30-dozen or 36-dozen cases, and the disadvantages of the latter in producing a greater breakage are such as to make their use decidedly objectionable. When hot weather sets in these disadvantages will be considerably increased, as the effects of heat become much more serious when the proportion of cracked and broken eggs in the packages is larger.

Receivers here are very generally of opinion that the 36-dozen egg case should be abandoned and the reasons advanced are such as apply directly to the interests of shippers themselves.

## Quite Likely.

Boy—Papa, who was the first weather prophet?

Papa—Ananias.

W. R. BRICE

ESTABLISHED IN  
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## W. R. Brice & Co.

### Produce Commission Merchants

#### Butter, Eggs and Poultry

# 500

## Cars of Fine Fresh Eggs Wanted

We are in the market for five hundred (500) cars of fine eggs suitable for cold storage. Write for prices either to our branch house in Grand Rapids, Mich., or Manchester, Mich. We will take your eggs f. o. b. cars your station, and pay you all we can afford consistent with Eastern markets.

Our Main House in Philadelphia wants all the Creamery and Dairy Butter you can ship. We have an unlimited outlet, can realize you outside prices and make you prompt satisfactory sales. Let your shipments come freely.

Yours very truly,

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## 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.

## Extra Fancy Navel Oranges

Car lots or less. Prices lowest.

Maynard & Reed,

54 South Ionia Street,

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### The Trusts and Their Cure.

George G. Small in N. Y. Merchants' Review

The shaky condition of the pottery trust, following upon similar failures during the past two years, suggests that consolidation may prove a more doubtful means of business success than individual effort. A few more cases of over-capitalization of consolidated concerns and the public will perhaps realize that a trust can be more dangerous to the investors in its securities than to the consuming public. There has been such a rush of late years to take advantage of the liberal corporation laws of some of the states that the thing has undoubtedly been overdone, and as competition is continually invited by the liberal margin of profit in the trusted industries, there are likely to be some very unsatisfactory developments before the world is much older, especially as money is so abundant and its earning power is so low.

Competition, indeed, can never be entirely eliminated from any branch of trade however strong the combination controlling that branch, and notwithstanding that the tariff acts as a bulwark against free competition from without. An instance of how natural laws will make their presence felt in the business world is to be seen in the sugar refining business, which is barred to individuals of small capital and therefore offers superior opportunities to large combinations of capital and enterprise. The present struggle between the competing refiners is regarded by a good many people as a passing condition, which must sooner or later result in a surrender of the weaker elements to the stronger and a return to the former regime, when sugar prices were fixed by a central authority for the government of the entire trade. But the fight may and probably will last long enough to prove that the day of individual enterprise has by no means ended, for if some of the competing refineries should be absorbed by the others, there would be a strong inducement for fresh capital to enter the field and build independent refineries.

Much of the abuse leveled at trusts is unwarranted, because it is based upon a misconception of their power and their vulnerability to attack. A great deal is heard of their arbitrary control of prices, but the danger to the public does not lie in that direction so much as in regard to the imperfection of their service. Competition may be in abeyance for a time, and meanwhile the managers of the trusts, although too shrewd to invite competition by exorbitant charges, will have small inducement to maintain the quality of their output, or, if it is a transportation company, will lack the ordinary stimulus to maintain a good service.

An instance of corporate delinquency during the late blizzard will illustrate our meaning in regard to how a transportation service may suffer from want of competition. During the snowstorm of a fortnight ago an independent surface street railway had its lines all cleared of snow and in working order long before the combined lines succeeded in the same task, except on their branches competing with the independent company. The other branches were neglected because there were no competing roads to spur the combination to active exertions.

Inventors of new processes that improve quality without lowering prices find a poor market in a trusted industry, as a rule. If there is a possibility of an invention being bought up by outside capitalists and made the nucleus of a dangerous competition, it may be purchased by the trust and never used. Or if it promises to save money, it will be bought and used, without benefit to the consumer, until competition resumes its former beneficent power and forces the monopoly to exert all its efforts for self-preservation.

Thus it appears that, generally speaking, the public has good reasons for its distrust of the trust in any branch of trade, but it has no clear idea of how the shoe really pinches the consumer.

Legislation, except of a very simple character, which the public does not

appear willing to resort to, is utterly useless as a remedy for the "trusting" of industries; it is even liable to be injurious to those for whose behoof it is often invoked, but even protected as they are from foreign assault, the trusts can not permanently obstruct the current of competition, which ultimately provides a cure for every evil which the people may rightfully pay at the doors of the would-be monopolies.

### She Is Full of Business.

"While you are speaking about business men," said the St. Louis drummer, as he lighted a fresh cheroot, "you don't want to forget that there are several business women out here in the bounding bully West. I ran across one out in the western part of the State in the course of my travels not long ago. She went out there some years ago with a worthless husband, who wasn't of sufficient intrinsic value to pay for killing. The expense of the powder necessary to finish his earthly career would have cost more than anybody would have been willing to spend on him. They lived along out in a dug out in some sort of fashion for several years. The woman did all the work and the man spent all the money she could make. Finally the Lord saw fit to take the man away. I don't think he took him to himself, because I can't think what particular use the Lord would have for a man of that kind. The Lord may have thought that it was about time to give the woman a chance. Well, gentlemen, after that woman had seen the old man planted, and actually shed a few tears over him, although I couldn't see for the life of me what she had to mourn over, she began to get down to business. She had a couple of boys, one of them about fifteen and the other twelve, who for a wonder didn't seem to take after their paternal ancestor. They were good boys to work, and when their mother got to be commander-in-chief, with the help of the boys things commenced to look up around that dug-out. There were a lot of wolves in that locality, and the county commissioners were offering a bounty on scalps of from a dollar and a half to three dollars. That woman and her boys got a pound or two of poison and went into the wolf business. They took in a hundred scalps in the course of the season, and sold the pelts for as much as they got for the scalps. They picked up two or three cows, and an occasional calf here and there. The family managed to get in fifty acres of wheat, which turned out twenty bushels to the acre, and they raised a lot of Kaffir corn and sorghum. In a couple of years that woman had paid for a couple of teams and built a decent house to live in instead of the dug-out. In a couple more they had paid off the mortgage that the old man had put on the place and let stay there while he loafed around town. In five years the woman had stock and land worth ten thousand dollars, and she didn't owe a cent. Then a man who never made a cent concluded that there would be a speculation in marrying that widow, but she had had one experience with a worthless man, which was enough for her. She told the man no, but he concluded that if he would only hang on she would change her mind. He persisted, and after a while she turned loose a large low-browed bull dog. Then the suitor went away, and the dog came back to the house carrying a piece of pant stuff and a bit of human round steak in his mouth as a trophy of the chase. But the widow wasn't bothered by any more worthless men asking for her hand. Unless some bad luck strikes her, that woman will be rich some of these days."

### Getting His Eyes Opened.

Jim Doolittle, a Texas man, has not been married very long, but there are already some rumors of an impending divorce. He complains that his wife has a very bad temper. "When did you first get acquainted with your wife?" asked a friend. "I have known her for a good while, but I didn't get acquainted with her until after we were married," replied Jim, with a sigh.

### How To Manage the Human Hog.

The best way to manage a hog is to flatter him. If the hog comes in late at night with a breath like a beer garden or a sewer, get the door mat and wipe the sawdust off his shoes. Then remove his shoes, hang his pants on a ten-penny nail and put him to bed. The hog will not appreciate this. He would much rather prefer to go to bed with his boots on, and he may kick your apron off in the morning for your kindness. A hog can stand much flattery. Flattery will make a hog do most anything except pay his debts. I have known a hog to be flattered until he would stand the silver question against the gatepost long enough to carry in a load of stove wood for his wife. You can't drive a hog, but you can scratch his back and coax him. If a hog complains too much of soda in his biscuit, flatter him with the potato masher. Hogs all want to drink in the same end of the trough at the same time. A bed slat or a croquet mallet is the best thing to flatter a hog with, if he is rough, uncivilized or abusive around home. I believe the hog market is looking up. Choice, well-fatted Polands will bring 5½ cents a pound, while many equally well fatted Caucasians are not worth 3 cents for all you could crowd into a congressional district. In selecting my breed of hogs I prefer even the hazel splitter to the Caucasian. A hog that whittles dry goods boxes while his wife takes in washing to pay the rent is hard to manage. That hog is beyond the soothing influence of flattery. To introduce this species of swine family to a constable and rock pile is about my idea of horticulture and hog raising. As a practical agriculturist, if I had a hog that spent \$7.50 a week in saloons, and

kicked like a 2-year-old mule against a barn door when I asked for 15 cents' worth of stove polish, I would flatter him across the hat band with a skillet. Everyone can't sing, but any one can sell hogs. Yes, there are various ways of managing hogs, but I prefer artichokes when I want to rid the community of a real offensive grunter. In feeding hogs never cast your "pearls before them." If you do they will trample them under their feet and chase you for your overcoat. If you visit an old hog that has a nest of little ones, don't take your favorite dog with you. If you do you have got to climb a fence, or she will bow your legs with the dog. The prodigal son wouldn't even feed hogs until he was entirely busted. Then he threw up the job and swore he would rather go home and eat with the hired girl, even if he had to eat her cooking. The prodigal and Bismarck had very much the same ideal of the American hog. While a burnt child dreads a fire, a washed swine will readily return to its wallow. A politician will do the same thing. That shows the difference between children, swine and politicians. The chalk marks on the latter two are the same, and they don't fade in the sun. If your hog roots, ring him. If he has bugs on him, grease him and turn him over to a Fourth of July celebration. If a hog squeals under a gate, remove the gate; if he squeals in a trade, boycott him. The way to manage a hog is to manage him. The best way to raise a hog is to stand straddle and take him by the ears, but I prefer to put the ring in his nose while you raise him.

It is the early fish that catches the worm—hook and all.

## 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.

Attention this Paper.



The Lacto Butter Co.,

145 La Salle St.,  
Chicago, Ill.



### SUCCESS AS A CLERK.

#### Suggestions Which Ambitious Employees Will Appreciate.

A man must love his occupation in order to make a success of it. It must be something more than a means of making a living, more than something in which his time is invested. A man must have a liking for the department in which he works. Suppose the linen man should say, "I know I could do far better in the drapery department;" or the carpet man feels disgruntled because he could not sell dress goods; or the one selling hosiery felt he could be a shining light in the cloak department—possibly in some cases they may be right; they may have gone into the wrong department, but through lack of interest and application have made a partial failure where they are and feel that they could do much better in another department. "Distance often lends enchantment to the view," but one should try to cultivate a liking for the goods put into his hands to sell. Learn all about them. Make yourself master of the position you are placed in. Take your business home with you, to bed with you, if you wish. Keep it close to you. Remember, what you do out of the store has often more to do with your success than what you do in the light of business. You are working out your destiny while off duty just as well as when engaged. You can at least think shop, even if you do not talk it.

Make a study of everything concerning your business. An incompetent clerk is sure to set business back. A clerk is in a sense a business man's partner. Be loyal to the store in which you work. Never be ashamed to say "our store." You all well know a man who holds a prominent position in a store here in Fitchburg who, when a small cash boy, one day spoke somewhat grandly of "our store." The clerks guyed him until he felt as though he had committed a misdemeanor. But an elderly business man, standing near, said, "My lad, you are quite right; always say 'our store' and feel that you are a part of it. The success or failure of this house lies in a degree on your shoulders."

Why is it that some clerks always have customers about them waiting to be served? Always you will find that such clerks meet their patrons with pleasant looks and salutations; they will know their stock thoroughly, not being obliged to hunt for the article called for, and will know all the points about it.

It is true that kind treatment rules in the realm of shopping. If a clerk snaps up customers the customers will be very apt to answer back in the same way. It is much a question of give and take. If, on the other hand, the clerk is always unruffled and pleasant he will surely win his customers' favors, and very likely retain them for permanent patrons. Affability often wins when any amount of argument would lose the sale.

A salesman with a pleasing address and bearing, the ability to control himself under any conditions and to look upon his employer's business as his business, is a good candidate for promotion.

Be affable, willing, courteous and pleasant. Know your stock and cater to the wants of your customers. We sometimes speak of a cranky customer; possibly it was a cranky salesman that made her so.

It is said that people dearly love a

bargain, but they also love a willing, obliging clerk. People are differently constituted; some can make a selection at a glance, while others require more time and need explanations and assistance. Keep your eyes open and see if there is not some little service you can render. If a customer has several small parcels put them into one large one. See that a tired and weary lady has a seat at your counter. In many ways you can become a good advertisement for your store. These little attentions are never forgotten.

Look at your business from both sides; for a time be your customer, and see if you are serving her just in the manner you would wish to be served.

Study well the science of selling. Wait upon all customers with equal promptness and politeness, be the sale large or small. Don't be afraid to show goods. If you do not make a sale at first you may have furnished an idea for a future purchase. Be wide-awake and ambitious to make sales, but never misrepresent an article in any way. Always give sixteen ounces to the pound and thirty-six inches for a yard. Salespeople are important. They can add to or undo any amount of advertising. They can virtually make or unmake a store.

A store life is in the main a pleasant one—you are constantly meeting refined and educated people—and, like travel, is a good instructor. No modern store would think of doing business without a reasonable amount of advertising; and here let me say I consider newspapers the best and most reliable medium for bringing the goods to the attention of the masses. But advertising merely introduces the goods to the public, the salesman must do the rest.

Keep your eyes open; there are many useful ideas to be gained in that way. Many of our most successful men are those who watch and make use of what they learn from observation. The late A. T. Stewart's capital was in his head. Without his indomitable ambition, genius for detail, talent to direct, to organize, nourish and control the business he created, what good would money have been? Stewart was not a creature of fortune. He had little money to start with. Tradition has it that he had less than \$5,000 when he began. But he had brains. He took the little handful of gray matter that Providence gave him and made the most of it. What's the use of brains to men who won't use them? What's the good of understanding to men who refuse to think? Men might as well be blind as to wilfully close their eyes to their opportunities. There isn't a clerk but has an oppor-

### 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.



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 **mitten**s 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.

## Herold=Bertsch Shoe Co.

Grand Rapids, Mich.



**Manufacturers  
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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.

## Rindge, Kalmbach, Logie & Co.,

12, 14 and 16 Pearl Street,

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Manufacturers and Jobbers of

## Boots and Shoes

Agents for the Boston Rubber Shoe Company.

Our styles are up to date.

Send us your orders and we will give them prompt attention.



tunity to do better if he would only try. Some go out and others go up to better positions. Sooner or later all get what is due them. Merchants are sure to notice merit in anyone. The man behind the counter who is content to dawdle his time, or plays to the eye of authority and makes bluster take the place of quiet work, will sooner or later lose his position. But an honest, earnest man who does his best and makes his brains count, studies his position, thinks and tries, will in the end be the winner.

Commonplace men are not wanted. Learn something outside your department. I know a man in this city who was once an applicant, with a dozen others, for a position as salesman in a store 2,000 miles from here. He got the situation because he was able to make a good, clean and attractive sign card. Quite likely many of the others were just as capable salesmen as he, but he had more than one string to pull. No one man holds a patent on ideas.

There are so many don'ts connected with a store that I am forced to give a few:

Don't come too late to work in the morning. It pays to be early.

Don't be disloyal to your employer.

Don't visit during business hours; the evening is the proper time to make friendly calls.

Don't criticise the appearance or dress of customers, or make remarks about them in a stage whisper to another employe.

Don't be idle. It's a rust that attaches to and ruins the brightest metal.

Don't sing, hum or whistle in the store; it is no conservatory of music, and no doubt customers would prefer to pay for an opera chair for an evening; besides, they scarcely expect a song recital thrown in with a small purchase.

Don't have a don't-care-whether-I-sell-or-not expression on your face.

Don't chew gum.

Don't toss your head and say, "I dunno," when a customer asks a civil question.

Don't hang around in bunches to talk over the news of yesterday. Customers dislike to disturb such a company. "Ever on the alert" should be your motto.

Don't be superior to things about you in general more than you are obliged to be. Imagine the humiliation you inflict on an innocent woman who asks you to show her real thread lace by your sarcastic reply, "We have no lace made of real threads."

Don't overestimate the value of your position by allowing someone else to do the work that you yourself should do.

Don't use ridiculous expressions. Do you find yourself giving way to a propensity to use indignant words and phrases? Are you a victim of the habit of using slang? If so, study the origin of our common English phrases, their different shades of meaning, then try to use them intelligently in your conversation.

Show a thoughtful courtesy to customers. Customers complain of the lack of it—want of interest and a general knowing and careless style on the part of clerks. The recognition of courtesy is one of the things that mark the difference between a boor and a gentleman. The manners of some men are worth a good deal in reckoning their salary.

There is a great difference between what a clerk may do and what he can do. In building up a reputation, don't forget to introduce a little ginger, for

without it you have no business to be behind the counter. Look over the list of successful business men of to-day. Nearly all of them came from positions no more promising than that of a salesman. Be true, be square, be unfalteringly faithful to the place you fill and to the firm who employ you, in everything consistent with honor. Give your tongue a rest when tempted to say sharp or unpleasant things of anybody. It pays to make friends. Many a man goes down and never rises simply because he hasn't a friendly hand to hold the stirrup while he mounts again. Some have tripped again and again and still kept on because they found a friendly hand ready to steady them at the climax. Friends are often capital.

Again, if you make a choice of store life for your future career, educate yourself for it. The draughtsman, electrician, druggist, plumber or the builder all study with that end in view. Would you think of engaging a physician or a lawyer who never opened a book?

Every day in the great stores it is possible to see men and women who know as little about salesmanship as one of our new Malay brothers does of running a Putnam engine. How many salesmen know how much material it takes to make an apron, shirt, jumper, table cover, pillowcase, dress waist or dress complete? Do you know the size of hose one should purchase by knowing the size of shoe he wears, or the size of underwear a child requires by knowing his age?

With all the rest, a good memory is a valuable adjunct to every clerk. Of course, he can not be expected to remember everything, yet he ought to know nearly all his department contains. It is said that the best substitute for knowledge is the ability to lay your hand on the desired information when wanted. So the best substitute for a good memory as to what the nooks and corners contain is a list of their contents close at hand, where it may be referred to at any moment. In that way you will not be likely to tell a customer you haven't a certain article when, in reality, the very thing is tucked away in some spare corner.

I once knew of a man employed in a store in one of our large cities at a good salary, who possessed no qualities as a salesman, but he had a phenomenal memory for locating every article in the building from basement to attic.

Remember the names of your patrons. All but rogues like to be addressed by their names.

I am not going to sermonize or moralize, but this much I wish I could instill into the mind of every clerk in Fitchburg: Be unswervingly honest with the money, goods and time intrusted to your care. You little think how you are character-building every day. The people of Fitchburg and vicinity know you far better than you think. Never stoop to the "tricks of trade" you hear so much of. They are all beneath you. Have a patient determination to stand with those that pull forward and not backward. Our modern business methods respect only honesty, ability and brains.

J. M. HUBBARD.

At Batavia, N. Y., a man dislocated his jaw by yawning. The ladies of the neighborhood were in, talking bonnet to his wife and the man got tired.

A Baltimore woman by the name of Charity struck her husband over the head with a boot and came near killing him. Charity begins at home.

Horrible to Contemplate.

The Wretch—I'll bet that they don't have bargain sales in Turkey.

The Wife—And why not?

The Wretch—Because the Sultan's no fool. Just imagine all his views each bringing a 39 cent shirt home to him.

AMERICAN CARBIDE CO., Ltd.

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

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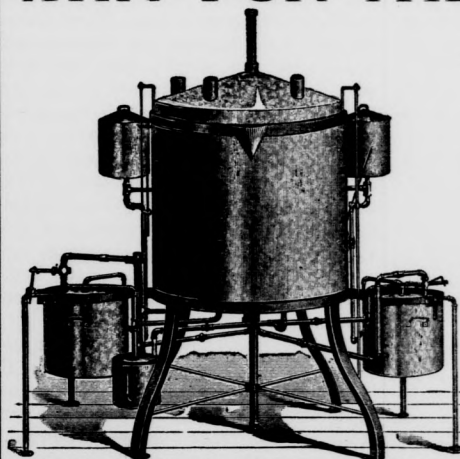
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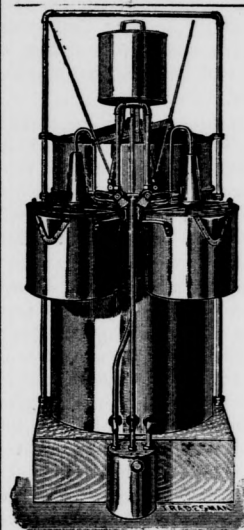
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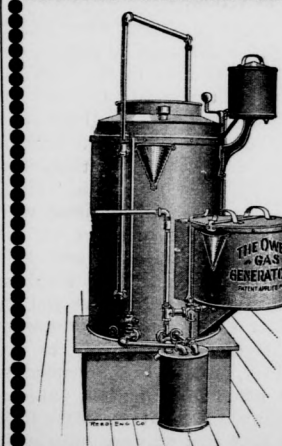
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Also Jobbers of Carbide, Gas Fixtures, Pipe and Fittings.





## Clerks' Corner.

### How the Dry Goods Clerk Lost His Position.

Written for the TRADESMAN.

It was 6 o'clock on a cold stormy Saturday evening. The closing bell in Jay & Judkins' big dry goods store had just rung and the men employees were passing in single file before the office window, where each received an envelope containing his week's wages. There was a good deal of joking along the line and now and then a man at the rear of the line would try for a place nearer the front, always without success, however, as those who had places of vantage were anxious to keep them.

Alex Craig was the last man to receive his envelope. He was a tall, slender young fellow of perhaps 23. Young as he was, there were signs of dissipation plainly visible in his face. He opened the envelope which the book-keeper handed him and his pale face grew a shade paler and his hand trembled as his eyes rested upon a little blue note which the envelope contained and which read, "Your services are no longer required." "My God, what shall I do!" he exclaimed in a voice of despair, and with bent head he made his way out into the night.

The snow, which had been falling all day, now lay in great drifts against the curb and at exposed corners. Happy people, their week's work done were hastening homeward forgetful of the driving storm and biting cold. Young Craig, with faltering and unsteady steps, made his way down the street for several blocks. He then stood irresolute for several minutes. Finally he turned and retraced his steps. Upon reaching the entrance to Jay & Judkins' store he stopped and stood for some time as if unable to determine what to do. While he debated with himself a key was turned in the store door and he had just time to step back out of sight as two men came out and proceeded up the street.

"It's no use, Judkins," one of them was saying; "we have put up with too much of Craig's nonsense already. He's a bright, smart fellow, I admit, but he's altogether too fast for a position of trust and responsibility. He lied this morning, when he told us that he was away yesterday because he was sick. I know he had been drunk, for his breath smelled of liquor. No, I feel satisfied that we have done right to let him go."

"Well, Jay, I suppose we have," replied Mr. Judkins; "but I can't help feeling sorry for the young fellow. He might have done better if we had talked it over with him and given him one more chance—we were both young ourselves once, you know—and somehow I had set my heart on him. He's been with us since he was 14—sort of grown up with us—and I can't get over feeling that it was a heartless thing to give him his discharge as we did, without a moment's warning; but I just couldn't tell him myself. Poor boy! he didn't expect that sort of treatment from us."

Here the partners' ways separated.

Standing in the darkness close to the building, Craig overheard only a part of what Mr. Jay said as he passed him; but that was enough to destroy the lingering hope that had brought him back to the store door. He looked after the two until they disappeared, then walked slowly and hopelessly away through the storm.

Rough as the night was, "The Pal-

ace" was doing a rushing business. A glare of bright light was thrown clear across the street from this mirrored and gilded saloon. The sound of music mingled with the clink of glasses and loud-voiced laughter could be heard as the plate glass door swung to and fro to let out or in the patrons of the place.

Just as Redney Howard on his way home from the gymnasium where he had spent the evening was passing "The Palace" the door swung open and a man staggered out and fell in a helpless heap almost at his feet. A feeling of disgust came over Howard as he looked down upon the drunken fellow; but he stooped and raised him to a sitting posture. As he did so he discovered that the man was Alex Craig his fellow clerk.

"Why Alex! how comes it that you are in such a condition? This will never do—you will freeze to death if you remain here, or almost as bad, you will be run in by the police. Here! brace up old man and let me help you get home. No use, hey? The sidewalk won't stand still? Just try it as far as the next corner. There's a cab there and it will soon take you home."

Redney finally got his charge into the cab at the corner; but instead of taking Craig to his boarding house he directed the cabman to drive to a small but respectable hotel up town. Here with the help of a bellboy he got Craig to bed. After paying for the room he walked home to his own quarters.

The streets were for the most part deserted except for the storm which still held high carnival with no signs of abatement. Redney gave no heed to the storm as he made his way homeward. His mind was busy with thoughts of the young man he had just left. He had known for some time that Craig was leading a fast life and that he drank a little, but he had never known that he drank to excess.

Bright, smart Alex Craig a drunkard! Something must be done for him at once. Why, if Mr. Jay were to find this out Craig, poor fellow, would lose his position. I'll talk it over with Weisley. He's sure to have some plan to offer that will help matters."

The following Monday morning it was known by the clerks in Jay & Judkins' that Alex Craig had been discharged. Many of them declared that it served him right as he had brought it upon himself; but there were several, among them Redney Howard, who felt only pity for Craig. Redney had talked the matter over with his friend Weisley, but somehow none of his suggestions seemed to fit the case, and he had gone to the store feeling that he was powerless to do anything for the fellow.

It was about 10 o'clock when a cash boy brought a message to Redney requesting him to come to Mr. Judkins' office. Upon entering the office he was greeted pleasantly by his employer and invited to take a seat. Mr. Judkins finished the letter he was writing, then turned to the young man with, "Well, Howard, I want to talk business with you. Mr. Burk, the manager of our Pittston store, has resigned and it is necessary that his place be filled at once. We have decided to give you the place. Your salary will be double what you now receive. I will say to you now, however, that we had intended to give this place to Craig; but, unfortunately for him, his habits for some time have been such that we were obliged to discharge him. Craig out of the question, we decided upon you, you having

been with us next longest. There are several older men who have been in our employ almost as long as you have, but we give you the preference because of the ability you have shown, and also because of your excellent reputation. Now, don't try to thank us, for we know by experience how difficult it is to do that gracefully. Just take the balance of the day off and arrange your affairs here and be in Pittston day after to-morrow morning to begin your new duties, concerning which we shall instruct you fully to-morrow."

Redney Howard left the office of Jay & Judkins with the feeling that he was walking on air. Such good fortune he had never imagined even in his wildest castle-building. He was soon busy dismantling the room which had been home to him for several years. This done, he took a car to the part of town where Alex Craig lived and was fortunate enough to find him at home. Craig was more than pleased to hear of Redney's promotion. He congratulated him heartily, although he was himself under a cloud and not fully recovered from the effects of his recent spree.

"But, Alex, it is not for congratulations that I came to see you," said Redney, "but because I wanted you to know that I am your friend. If you will leave liquor alone, Alex, I feel sure that, in my new position, I shall be able to do something for you. I am not going to ask you to sign a pledge, nor even to promise me that you won't drink, for a broken promise estranges friends; but, Alex if you will only keep straight everything will come out all right."

Redney's earnest words and the sound of his friendly voice rang in Alex Craig's ears long after he had gone: "Alex, if you will only keep straight everything will come out all right."

"Oh, if I had never gone crooked! I should have listened to Redney long ago when he did his best to straighten me up. How different things would be now—I should be taking the position which is given to him, for I know both Jay and Judkins liked me. I should be respected, as he is; but now I am discharged without a recommendation, and without a cent to my name except this ten dollar bill which Redney put into my hand when he left me and the balance of my last week's wages. I am

glad my poor old mother is not alive to know this. How her dear old heart would have ached to see the downfall of the boy of whom she was so proud," and poor Craig, overcome by the burden of remorse, dropped upon his knees at his bedside and sobbed like a child.

Redney's position as manager of Jay & Judkins' Pittston store was an important and responsible one. It also opened for him social advantages such as he had never had as a clerk in the main store. He at once took his place as an up-to-date, progressive business man among the business men of the town, and was soon regarded by many of them as a more than formidable rival.

Howard had been in his new position only about two weeks when the resignation of his chief dress goods clerk gave him the opportunity to help Craig. Before offering the position to him he visited the main store and talked the matter over with his employers. Mr. Judkins was very much in favor of the plan; but Mr. Jay did not approve of it at all. After discussing the case for some time Jay finally gave in by saying, "Well, go ahead and give him a chance, for, although I don't consider it a wise step to take Craig on again, I can't be forever opposing Judkins' good nature."

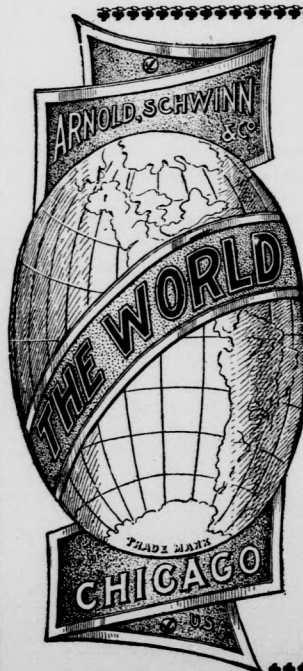
Redney put his plan into instant execution and upon the following day Craig took his place as head dress-goods salesman in the Pittston store.

Whether Redney Howard's plan was a wise one or not will have to be seen at some future time. MAC ALLAN.

### Ingenious Advertising Scheme.

Open all your letters by cutting one end of the envelope so carefully with a sharp pair of scissors that no rough edges are visible. Save all these envelopes. In the course of a month you will have quite a lot. Give them to a clerk, send him out in a wagon or on a bicycle, with instructions to drop one in the middle of the road every few hundred yards or so. With his five hundred envelopes he can cover a great deal of country.

The effect will be so magical that you will at once feel the effects of it. Nobody can pass an envelope that looks like a letter without stopping to see whose it is, who dropped it, and all about it; and when it is thus picked up and the druggist's address and business carefully read, an impression is made on the reader's mind that is very hard to forget.



## World Bicycles

\$40 and \$50

We also have other makes of wheels to retail at

\$25 \$30 \$35

We can take care of a few more good dealers. Write for our Sundry catalogue.

**Adams & Hart,**

12 W. Bridge St.,

Grand Rapids, Mich.

Wholesale Bicycles and Sundries.



## Commercial Travelers

### Michigan Knights of the Grip.

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**Michigan Commercial Travelers' Association.**  
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### Advantages of the Weekly Expense Book.

The most satisfactory method of remunerating salesmen for their expenditures is the use of weekly expense books. They avoid a running account with each salesman, save the salesman and the house much annoyance and labor, and tend to make the salesman more businesslike. Experience has demonstrated the value of this method to the salesman over the old way of allowing him to draw on the house for a hundred dollars at will or having him anticipate his needs by making a requisition for this amount or expecting him to depend upon or use his collections for this purpose.

Too often in the past, with more money in his possession than is usual to-day, when desiring a little excitement to relieve the monotony of his life, he was easily led into gambling and other vices. This has frequently resulted in the salesman, when pushed for settlement, being discharged for embezzlement or falsifying his expense account so that the house paid for a large part of the fun or being called upon by the house to make good the discrepancy from his future salary.

If the salesmen make collections, which are sometimes unavoidable or are forced upon them by certain customers, they should have instructions to remit the amount immediately to the house, less the cost of the exchange, and it should be credited as if received from the customer direct. Enough have tried, without success, to make a good salesman and a good collector out of the same person that it should be considered as firmly settled in the negative.

To get all the returns possible from salesmen's salaries and expenses, they should not be hampered with collections. Let them sell goods and allow nothing to interfere with or deter them from their efforts to secure orders. If they undertake to collect for a bill now past due, before soliciting a customer's orders, the customer is very liable to say, "Trade is dull; I don't need much anyhow; I guess I'll not buy anything to-day. I'll wait until your next trip." He really means he will save his wants for the salesman who is not a collector. If the salesmen pursue the opposite course, for fear of vexing or irritating their customer, and say nothing about the past due account the house wants them to collect, until after they have sold him all the goods they can force upon him in order to increase their sales, then the customer will very often say,

"You had better just cancel this order. I know my credit is good with your house, but they evidently want their money or they would not have asked you to collect it. You know this is a season of the year when it takes all I can scrape together to pay freights, etc., and my customers can not pay me until they have realized on their crop. I have to be lenient with them, and I am a little surprised, in view of what I wrote the house, that they should give you the statement."

These customers, while they may afterwards take a more sensible view of the situation, and realize a jobber or manufacturer can not pay all his bills with promises, and that he is not in the banking business, will gradually give their business to the house which does its own collecting.

Each Saturday night the salesman should foot up their expense books, in which they have entered the cost of each item of expense, and send them along with their orders. The best time, and the safest for all concerned, to make the entries of expenditures is on the spot. They can not be deferred longer than twenty-four hours without errors being made, which may cause the salesmen trouble. The expense books will be paid by the cashier promptly, and charged to travelers' expense. By the following Wednesday the drafts for the preceding week's expenses will be in the hands of the majority of the salesmen. After the middle of the week, when all the books covering the preceding week's expenses have been paid and turned over to him, the manager should scrutinize them carefully, calling the salesmen's attention to any inconsistencies, and instruct the cashier to deduct the amount from the salesmen's next book.

The salesmen who always makes all charges plainly, do the work neatly and seem to try to make their expenses as light as possible, without detriment to their sales, have a warm place in the manager's admiration. The manager does not forget to tell the salesmen so occasionally, nor to mention it to the president some time when the matter of salesmen's expenses is under discussion. The manager should insist upon the salesmen putting all items under their proper head, and inform the salesmen that the words which cover a multitude of indiscretions, namely, incidentals and sundries, don't go with this department. He is glad and willing to depend upon their good judgments in investing a dollar occasionally, where the house will get two dollars in return, but they must specify what it was spent for and with whom. The jobber and manufacturer like to know who of their customers are approachable by this method and whose trade is easier purchased with these things than with low prices.

The salesmen who have traveled the same route for a number of years should be allowed a stated amount for each day they are at work away from home, based on their average expenses per day in the past. They should be instructed to use a weekly report, in which they advise the house at the close of each week of the number of days traveled, which will be paid the same as expense books. This method will please the older salesmen and nothing will be lost in adopting it.—Charles W. Emery in Hardware.

Geo. S. Smith, of Marshall, has engaged to travel for the J. L. Dobbins Furnace Co.

### The Boys Behind the Counter.

Coldwater—Kerr Bros. have a new clerk in their hardware store in the person of Chas. Phillips, of Owosso.

Hastings—Albert Carveth has taken a clerkship in the drug store of Fred L. Heath.

Port Huron—Adolph Dryer has taken the management of Knill's drug store.

St. Louis—H. L. Cleveland has severed his connections with J. Tuger & Son and gone to Saginaw, where he has taken a position with Wm. Barie & Son.

Marquette—William Tietz, who for four years had charge of the carpet department of the Peabody-Pettibone Dry Goods Co., of Appleton, Wis., but more recently with Alex. H. Revell & Co., of Chicago, has taken the management of the carpet department of the Van Alstyne Opera Block dry goods house.

Nashville—Len Miller has sold his interest in the Ann Arbor furniture store and has taken a position at Port Huron as general manager of a new furniture store which will be put in by C. F. Taylor.

Port Huron—Walter H. Blome has taken a position in the drug store of Geo. Williamson.

Hopkins Station—C. L. Randall, who has been head clerk in the general store of F. B. Watkins for some time past, has taken a position in the Wurzburg department store at Grand Rapids.

Manistique—Louis Danto, head clerk in the general store of Blumrosen Bros. for several years past, has taken a similar position in the general store of Rose Bros., at Marshfield, Wis.

Saginaw—E. D. Smith, formerly with D. McCarthey & Son's wholesale dry goods house, of Syracuse, N. Y., is now in the employ of Wm. Barie & Son.

Grand Ledge—Blaine Little has taken a position in the store of the Clarke Hardware Co.

Sault Ste. Marie—R. J. Allison, of Chicago, has taken charge of the dry goods department of B. Blumrosen.

Port Huron—Ira Dunlap, for several years dispensing clerk in the prescription department of Brown's pharmacy, Detroit, is now employed in the pharmacy of C. E. Bricker.

Olivet—Roy Stevens has taken a position in the McGrath grocery store at Charlotte.

Mulliken—John Warner has engaged as prescription clerk for McCarger Bros.

Big Rapids—Mrs. T. D. Mulberry has been compelled to relinquish her position in the drug store of Geo. F. Fairman by reason of ill health. The position has been filled by the engagement of Chester N. Woodworth, for five years past in the employ of Peck Bros., Grand Rapids.

Hillsdale—O. Hancock, who has been identified with the grocery trade of this city for over forty years, has decided to remove to Buffalo.

Coldwater—Edward C. Allen, drug clerk in the store of Clarke & Co., was recently married to Miss Mary E. Fry.

Homer—Harry L. Cook has taken a position in the grocery and crockery store of Wait & Co.

Cadillac—A. R. Labbe, who was formerly in the employ of S. W. Kramer, and for the past two years has been acting as salesman in a dry goods store at St. Ignace, has returned to this city and accepted a position with Leslie & Co. as manager of their dry goods department.

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

Hides are firm at the late advance and in demand, although margins are small to tanners. Prices are too high for a healthy trade.

Pelts are so few and at such high values that pullers hesitate in purchasing.

Furs are becoming a thing of the past. Values on good stock have been well up, while the late spring catch is not desirable.

Tallow has eased off on price, as the advance brought large offerings to the surface, and wants are readily supplied. Trusts or combines are freely talked of among soapers, probably for the purpose of advancing tallow.

Wools have revived. Cheap lots are sold. Manufacturers have bought freely, taking all offerings at the low price and leaving the balance held at higher values, which are being obtained to quite an extent. The situation for wool has much improved and it now begins to look as though this staple will have a value among other commodities.

WM. T. HESS.

Adrian—The creamery at this place has been leased by Ira Z. Mason and is already in operation. It is the intention to manufacture both butter and cheese.

Strawberries are on sale, with the bottoms of the boxes and the prices well up.

### \$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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Patents Obtained. Patent Litigation Attended To in Any American Court.

### REMODELED HOTEL BUTLER

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

### HOTEL WHITCOMB ST. JOSEPH, MICH.

A. VINCENT, Prop.



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.

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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.  
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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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### Who Is the Owner of the Prescription?

Much has been said and written as to whether a copy of the prescription should be given the patient, and whether the prescription should be repeated without the order of the physician. It seems to me that this is a question of great importance. What is a prescription? It is a list of remedies for a disease and the manner of using them. The patient has called in a physician, who makes an examination, and either dispenses the medicine himself or writes a prescription for it. Now is that prescription for immediate use, or is it for a disease the man may have six months hence? This is the point. It may take me some time to explain why I think the prescription should not be repeated without the order of the physician, and why a copy should not be given. And I suppose much objection will be raised among some readers from a pecuniary standpoint; but I shall try to show that such objection is not well taken.

One reason the prescription should not be repeated without an order is that it takes a fee from the physician's pocket. A second reason is that the disease may be different than that for which the medicine was originally prescribed, and that another medicine is required to suit the occasion. A third reason is that it avoids the lending of bottles and boxes to friends who have the "same thing," a custom which cheats the doctor out of a fee. Still a fourth reason is that the prescription may contain an opiate or narcotic, the prolonged use of which would be injurious, and a single dose of which, if given to children, would be dangerous. Take for an example a cough mixture prescribed for an adult, containing one-fourth to one-half grain of codeine to the teaspoonful. This allays and checks the cough and eases the pain. Now in two or three weeks, or months for that matter, some of the family, a child say, has a cough, and it is remembered that this prescription did good. The father sets off for the drug store and has it refilled and gives it to the child. What is the result? Moreover, many cases of confirmed habitues can be traced back to the refilling of prescriptions. A prescription given to-day for one condition will not suit next week for some other condition. So I could go on reciting case after case.

Then as to the copy. If the physician wanted the patient to have a copy he would have given him one or would have ordered it with the prescription. He may have instructed the druggist not to refill the prescription; but if the patient be given a copy he can take it to some other store and have it filled. Is this treating the physician right? If the physician should compound the

medicine himself, could the patient then have it refilled, or could he get a copy without first seeing the physician? Why should a prescription when dispensed by the druggist be considered differently?

If the patient refuses to have a prescription filled it is his property so long as he retains it. After he has it filled it becomes the property of the druggist. Suppose a doctor writes a prescription and leaves it at a drug store, and the patient never sees it and never has it in his hands; whose property is it then? It can not be the patient's. Did the patient call on the doctor for the prescription? If so, the doctor might give him one as soon as he comes into the office and not stop to examine or diagnose the case. He may telephone the druggist to prepare so and so for Mr. Blank and not make any note of it; how, then, can the patient demand a copy of it? The druggist may say, "Well, I don't see why I can't repeat that without an order from the doctor; I'll lose that much." But, even from this financial and selfish point of view, is it not better to put up a new prescription at thirty-five cents than to repeat an old one for twenty-five or thirty cents? A physician may write a prescription and send it to the drug store, and then the next time write for the same thing. The druggist can get as much if not more for putting up a new prescription than repeating an old one. The physician should have a complete and thorough understanding with the druggist that no copies are to be given and no prescriptions refilled without an order from him. If these copies are given and refilling done, the physician should go to some druggist who respects the doctor's wishes and will work in harmony with him. Druggist and doctor should work in harmony. So long as either persists in practices which are inimical to the other, he is sending forth a boomerang which comes back and wounds himself.—Wm. R. Neville in Bulletin of Pharmacy.

#### The Drug Market.

There are few changes to note this week.

Opium—Is steady at the advance.

Morphine—Is unchanged.

Quinine—Has declined 4c per ounce. Both foreign and domestic brands are now quoted at the same price.

Alcohol—Competition still holds this article down to about first cost.

Lycopodium—Has been advanced, on account of large demand.

Sugar Milk—The very large demand for export and home consumption has brought about another advance in price and it is tending higher.

Essential Oils—Wintergreen and wormwood are scarce and tending higher.

Linseed Oil—Has advanced 2c per gallon.

#### New Method for Making Resinous Tinctures.

Mischel recommends the following rapid process for preparing tinctures of resinous drugs. The drug is macerated for a time with the menstruum in the cold, and the mixture then placed on a steam-bath until as much as possible has been brought into solution. The residue is separated from the liquid by passing through a sieve, and is again digested with a fresh portion of solvent. The several fractions of liquid are mixed and the product made up to the requisite volume by the addition of menstruum.

### Use and Abuse of Hypnotics in Insomnia.

The use of hypnotics in insomnia is simply the use of symptom remedies; insomnia is a symptom, not a cause of disease nor a disease. The use of hypnotics, therefore, should be temporary while the underlying cause of the insomnia is being removed or palliated. Nor, indeed, is it well at the outset to employ hypnotics without trial of other measures. Aside from the removal of somatic causes for sleeplessness, various general methods may be employed. One of the best is a bath at 104 deg. Fahrenheit for five minutes. The general cutaneous vascular dilatation, increased by rubbing with a coarse towel, is frequently followed by a good night's rest. Warm liquid food, as a glass of hot milk, or a bowl of soup, will often give satisfactory results. In fact, some of the hypnotics which, on account of their insolubility, must be given in considerable quantities of hot liquids, owe not a little of their reputation to the vehicle in which they are administered. In debilitated individuals, a glass of stout or whisky in hot water (hot Scotch) may work wonders. In tired subjects, strychnine sulphate in moderate doses acts as a hypnotic, not because it makes a too tired individual just tired enough to sleep, as a distinguished professor of medicine would have it, but because strychnine dilates arterioles. Sometimes stimulation of the emunctories, as by sodium sulphate, again in hot water, taken at night, will be followed by sleep, particularly in gouty subjects, not because it is hypnotic, but on account of its action on liver, intestines, and kidneys. Methods which relieve pain—position, topical applications—are hypnotic.

Sleep is accompanied by cerebral anemia and systematic cutaneous vascular dilatation. Any method which produces these effects will tend to the production of sleep. When these all fail, and often they do, hypnotics must be resorted to, and not until then.

The careless physician prescribes for the symptom insomnia, little caring whether it be due to cerebral degeneration, organic cardiac disease, obstructive pulmonary disease, latent gout, or functional intestinal derangements or hysteria. The ignorant physician uses opium or its alkaloids, not knowing that these are narcotics, clubs a patient into insensibility, and calls it sleep. Here commences the opium habit. Or, not believing in "new fangled" remedies, he keeps closely to chloral, and either adds to the list of cloral fiends or terminates the life of one who is suffering from an unrecognized heart lesion, the cause of the insomnia. Or, again, he may be a therapeutic nihilist—a polite name for the therapeutic ignoramus—and finding that drugs when administered by him have but slight beneficial effect, concludes that they have none at all, launches out with a combination of drugs, and succeeds in making his patient sleep because, with all functions overwhelmed, he can do nothing else. The dangers of hypnotics are immediate (death) or remote (interference with nutrition). The possibility of habit is always to be borne in mind. Some druggists, too, are responsible for a large share of the abuse of hypnotics. In some instances they openly prescribe hypnotics in doses far exceeding those considered safe, and further, repeat prescriptions containing hypnotic drugs. In England sulphonal is sold as openly and carelessly as are the ordinary necessities of life. With equal ease coffee can be purchased for breakfast and sulphonal for bedtime. The same is true in this country.

The only remedy lies with the physician. Let him study his materia medica, learn his therapeutics, and apply intelligently what he has learned. Then, and then only, may we get the best results with the fewest disadvantageous symptoms, do the most for our patients, and, after all, rest with a consciousness of duty well performed.—Post-Graduate in Therapeutic Gazette.

## 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.  
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## DRUGGISTS' BOXES

We manufacture a complete line of Pill Slides, Easel, Headache Powder and Inhaler Boxes. We also make a complete line of printed or plain Folding Sarsaparilla, Extract and Condition Powder Cartons and Cartons for Roots, Herbs, Seeds, Leaves, etc. Bottle and Box Labels a specialty. Write for prices.

GRAND RAPIDS PAPER BOX CO., Grand Rapids

## Hanselman's Gummies Are Always Sellers

always fresh, made from the best material by experts, put up in neat packages and are for sale by all dealers.

HANSELMAN GANDY CO., Kalamazoo, Michigan



## WHOLESALE PRICE CURRENT.

Advanced—  
Declined—

<b>Acidum</b>			Conium Mac. .... 35¢ 50			Scilla Co. .... 2 20 2 45			Morphia, S.P. & W. .... 2 20 2 45			Sinapis. .... 2 18			Linseed, pure raw. .... 49 52		
Aceticum. .... 60¢ 8			Copaiba. .... 1 15 1 25			Tolutan. .... 2 50			Morphia, S.N.Y.Q. & C. Co. .... 2 10 2 35			Snuff, Maccabey, De Voe's. .... 2 34			Linseed, boiled. .... 50 53		
Benzoleum, German. .... 70¢ 75			Cubeba. .... 1 00 1 10			Prunus virg. .... 2 50			Myristica, No. 1. .... 65¢ 80			Soda Boras, po. .... 9 2 11			Neatsfoot, winter str. .... 66 70		
Boracic. .... 20¢ 41			Erigeron. .... 1 00 1 10						Myristica, No. 2. .... 60¢ 75			Soda Boras, po. .... 9 2 11			Spirits Turpentine. .... 48 55		
Carbolicum. .... 20¢ 41			Gaultheria. .... 1 50 1 60						Nux Vomica. .... 15¢ 18			Soda et Potass Tart. .... 26¢ 28			<b>Paints</b> BBL. LB		
Citricum. .... 48¢ 50			Geranium, ounce. .... 50¢ 60						D. Co., N.N. 1/4 gal. .... 2 1 00			Soda, Carb. .... 3¢ 5			Red Venetian. .... 1 1/2 2 06		
Hydrochlor. .... 3¢ 5			Gossypii, Sem. gal. .... 50¢ 60						Pepsin Saac, H. & P. .... 2 1 00			Soda, Bi-Carb. .... 3¢ 5			Ochre, yellow Mars. .... 1 1/2 2 04		
Nitricum. .... 8¢ 10			Hedeoma. .... 1 20 1 30						Picis Liq., N.N. 1/4 gal. .... 2 2 00			Soda, Ash. .... 3 1/2 4			Ochre, yellow Ber. .... 1 1/2 2 03		
Oxalicum. .... 12¢ 14			Junipera. .... 1 50 1 60						Picis Liq., quarts. .... 2 1 00			Soda, Sulphas. .... 3¢ 5			Putty, commercial. .... 2 1/2 2 1/2 03		
Phosphoricum, dil. .... 50¢ 60			Lavandula. .... 90¢ 2 00						Pil Hydrarg. po. 80. .... 2 1 00			Soda, Sulphas. .... 3¢ 5			Putty, strictly pure. .... 2 1/2 2 1/2 03		
Salicylicum. .... 1 1/2 1 40			Limonis. .... 1 30 1 40						Piper Nigra. po. 22. .... 2 1 00			Soda, Sulphas. .... 3¢ 5			Vermilion, Prime. .... 1 3/4 1 5		
Sulphuricum. .... 1 25 1 40			Mentha Piper. .... 1 00 1 10						Piper Alba. po. 35. .... 2 1 00			Soda, Sulphas. .... 3¢ 5			American. .... 1 3/4 1 5		
Tannicum. .... 1 25 1 40			Mentha Verid. .... 1 00 1 10						Plumbi Acet. .... 100¢ 120			Soda, Sulphas. .... 3¢ 5			Vermilion, English. .... 70¢ 75		
Tartaricum. .... 38¢ 40			Morruze, gal. .... 4 00 4 50						Pulvis Ipecac et Opil 1 100 1 20			Soda, Sulphas. .... 3¢ 5			Green, Paris. .... 1 3/4 1 7 1/2		
<b>Ammonia</b>			Myrica. .... 4 00 4 50						Pyrethrum, boxes H. .... 2 1 00			Soda, Sulphas. .... 3¢ 5			Green, Peninsular. .... 1 3/4 1 7 1/2		
Aqua, 16 deg. .... 40¢ 6			Picis Liquida. .... 10¢ 12						Pyrethrum, boxes I. .... 2 1 00			Soda, Sulphas. .... 3¢ 5			Lead, Red. .... 5 1/2 6 1/4		
Aqua, 20 deg. .... 60¢ 8			Picis Liquida, gal. .... 10¢ 12						Quassia, S. P. & W. .... 43¢ 43			Soda, Sulphas. .... 3¢ 5			Lead, white. .... 5 1/2 6 1/4		
Carbonas. .... 12¢ 14			Ricina. .... 10¢ 12						Quassia, S. German. .... 38¢ 48			Soda, Sulphas. .... 3¢ 5			Whiting, white Span. .... 70¢ 70		
Chloridum. .... 12¢ 14			Rosmarini. .... 10¢ 12						Quassia, N. Y. .... 30¢ 48			Soda, Sulphas. .... 3¢ 5			Whiting, gliders. .... 70¢ 70		
<b>Aniline</b>			Succini. .... 40¢ 45						Rubia Tinctorum. .... 12¢ 14			Soda, Sulphas. .... 3¢ 5			Whiting, Paris Eng. .... 1 00 1 00		
Black. .... 2 00 2 25			Sabina. .... 90¢ 1 00						Saccharum Lactis pv. .... 18¢ 20			Soda, Sulphas. .... 3¢ 5			Universal Prepared. .... 1 00 1 15		
Brown. .... 80¢ 1 00			Sassafras. .... 2 50 3 00						Salicin. .... 3 00 3 10			Soda, Sulphas. .... 3¢ 5					
Red. .... 45¢ 50			Sinapis, ess. ounce. .... 50¢ 60						Sanguis Draconis. .... 40¢ 50			Soda, Sulphas. .... 3¢ 5					
Yellow. .... 2 50 3 00			Tigili. .... 1 70 1 80						Sapo, W. .... 12¢ 14			Soda, Sulphas. .... 3¢ 5					
<b>Bacca.</b>			Thyme. .... 40¢ 50						Sapo, M. .... 10¢ 12			Soda, Sulphas. .... 3¢ 5					
Cubense. .... po. 18 130¢ 15			Thyme, opt. .... 40¢ 50						Siedlitz Mixture. .... 20 22			Soda, Sulphas. .... 3¢ 5					
Juniperus. .... 60¢ 8			Theobromas. .... 15¢ 20									Soda, Sulphas. .... 3¢ 5					
Xanthoxylum. .... 25¢ 30			<b>Potassium</b>									Soda, Sulphas. .... 3¢ 5					
<b>Balsamum</b>			Bi-Carb. .... 15¢ 18									Soda, Sulphas. .... 3¢ 5					
Copaiba. .... 50¢ 55			Bichromate. .... 13¢ 15									Soda, Sulphas. .... 3¢ 5					
Peru. .... 2 25			Bromide. .... 5¢ 57									Soda, Sulphas. .... 3¢ 5					
Terabin, Canada. .... 45¢ 50			Carb. .... 12¢ 15									Soda, Sulphas. .... 3¢ 5					
Tolutan. .... 50¢ 55			Chlorate. po. 17@19c. .... 16¢ 18									Soda, Sulphas. .... 3¢ 5					
<b>Cortex</b>			Cyanide. .... 3¢ 40									Soda, Sulphas. .... 3¢ 5					
Abies, Canadian. .... 18			Iodide. .... 2 40 2 50									Soda, Sulphas. .... 3¢ 5					
Cassia. .... 12			Potassa, Bitart. pure. .... 28¢ 30									Soda, Sulphas. .... 3¢ 5					
Cinchona Flava. .... 18			Potassa, Bitart. com. .... 10¢ 12									Soda, Sulphas. .... 3¢ 5					
Euonymus atropurp. .... 12			Potass Nitras, opt. .... 10¢ 12									Soda, Sulphas. .... 3¢ 5					
Myrica Corifera, po. .... 20			Potass Nitras. .... 10¢ 12									Soda, Sulphas. .... 3¢ 5					
Prunus Virgin. .... 12			Prussiate. .... 2¢ 25									Soda, Sulphas. .... 3¢ 5					
Quillaja, gr'd. .... 12			Sulphate po. .... 15¢ 18									Soda, Sulphas. .... 3¢ 5					
Sassafras. po. 18. .... 12			Aconitum. .... 20¢ 25									Soda, Sulphas. .... 3¢ 5					
Ulmus. po. 15, gr'd. .... 15			Albus. .... 22¢ 25									Soda, Sulphas. .... 3¢ 5					
<b>Extractum</b>			Anchusa. .... 10¢ 12									Soda, Sulphas. .... 3¢ 5					
Glycyrrhiza Glabra. .... 24¢ 25			Arum po. .... 2¢ 25									Soda, Sulphas. .... 3¢ 5					
Glycyrrhiza, po. .... 25¢ 30			Calamus. .... 20¢ 40									Soda, Sulphas. .... 3¢ 5					
Hematox, 15 lb box. .... 16¢ 12			Gentiana. po. 15. .... 12¢ 15									Soda, Sulphas. .... 3¢ 5					
Hematox, 15. .... 13¢ 14			Glycyrrhiza. pv. 15. .... 16¢ 18									Soda, Sulphas. .... 3¢ 5					
Hematox, 1/4. .... 14¢ 15			Hydrastis Canaden. .... 2¢ 5									Soda, Sulphas. .... 3¢ 5					
Hematox, 1/4. .... 16¢ 17			Hydrastis Can. po. .... 2¢ 5									Soda, Sulphas. .... 3¢ 5					
<b>Ferru</b>			Hellebore, Alba. po. .... 18¢ 20									Soda, Sulphas. .... 3¢ 5					
Carbonate Precip. .... 15			Irida, po. .... 15¢ 20									Soda, Sulphas. .... 3¢ 5					
Citrate and Quilla. .... 2 25			Ipecac. po. 35@38. .... 3 00 4 00									Soda, Sulphas. .... 3¢ 5					
Citrate Soluble. .... 40			Iris piox. po. 35@38. .... 35¢ 40									Soda, Sulphas. .... 3¢ 5					
Ferrocyanidum Sol. .... 15			Jalapa, pr. .... 25¢ 30									Soda, Sulphas. .... 3¢ 5					
Solut. Chloride. .... 40			Marsania, 1/4. .... 25¢ 30									Soda, Sulphas. .... 3¢ 5					
Sulphate, com'l. .... 2			Podophyllum, po. .... 22¢ 25									Soda, Sulphas. .... 3¢ 5					
Sulphate, com'l. by bbl, per cwt. .... 50			Rhei. .... 75¢ 1 00									Soda, Sulphas. .... 3¢ 5					
Sulphate, pure. .... 7			Rhei, cut. .... 75¢ 1 00									Soda, Sulphas. .... 3¢ 5					
<b>Flora</b>			Rhei, pv. .... 75¢ 1 00									Soda, Sulphas. .... 3¢ 5					
Arnica. .... 12¢ 14			Spigelia. .... 35¢ 38									Soda, Sulphas. .... 3¢ 5					
Anthemis. .... 25¢ 25			Sanguinaria. po. 15. .... 30¢ 35									Soda, Sulphas. .... 3¢ 5					
Matricaria. .... 30¢ 35			Serpentaria. .... 40¢ 45									Soda, Sulphas. .... 3¢ 5					
<b>Folia</b>			Similia, officinalis H. .... 40¢ 45									Soda, Sulphas. .... 3¢ 5					
Barosma. .... 25¢ 30			Scilla. .... 10¢ 12									Soda, Sulphas. .... 3¢ 5					
Cassia Acutifol, Tin. .... 18¢ 25			Symplocarpus, Foeti. .... 2¢ 25									Soda, Sulphas. .... 3¢ 5					
Cassia Acutifol, Aix. .... 25¢ 30			Valeriana, Eng. po. 30. .... 15¢ 20									Soda, Sulphas. .... 3¢ 5					
Salvia officinalis, 1/4. .... 12¢ 10			Valeriana, German. .... 15¢ 20									Soda, Sulphas. .... 3¢ 5					
Ura Ursi. .... 80¢ 10			Zingiber a. .... 12¢ 16									Soda, Sulphas. .... 3¢ 5					
<b>Gummi</b>			Zingiber j. .... 25¢ 27									Soda, Sulphas. .... 3¢ 5					
Acacia, 1st picked. .... 45¢ 50			<b>Semen</b>									Soda, Sulphas. .... 3¢ 5					
Acacia, 2d picked. .... 35¢ 40			Anisum. po. 15. .... 13¢ 15									Soda, Sulphas. .... 3¢ 5					
Acacia, 3d picked. .... 28¢ 30			Apium (graveleons). .... 40¢ 6									Soda, Sulphas. .... 3¢ 5					
Acacia, sifted sorts. .... 60¢ 80			Bird, is. .... 10¢ 12									Soda, Sulphas. .... 3¢ 5					
Acacia, po. .... 12¢ 14			Carui. po. 18. .... 1 25 1 75									Soda, Sulphas. .... 3¢ 5					
Aloe, Barb. po. 18@20. .... 12¢ 14			Cardamum. .... 80¢ 10									Soda, Sulphas. .... 3¢ 5					
Aloe, Cape. po. 15. .... 12¢ 14			Cannabis Sativa. .... 4 1/2 5									Soda, Sulphas. .... 3¢ 5					
Aloe, Socotri. po. 40. .... 55¢ 60																	



# GROCERY PRICE CURRENT.

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

<b>AXLE GREASE.</b> doz. gross Aurora.....55 6 00 Castor Oil.....60 7 00 Diamond.....50 4 00 Fraser's.....75 9 00 IXL Golden, tin boxes.....75 9 00 Pica, tin boxes.....75 9 00 Paragon.....55 6 00	<b>CANDLES.</b> 8s.....7 10s.....8 Paraffine.....8 Wickling.....20 <b>CATSUP.</b> Columbia, plums.....2 00 Columbia, 1/2 plums.....1 25	<b>CONDENSED MILK.</b> 4 doz in case. Gall Borden Eagle.....6 75 Crown.....6 25 Daisy.....5 75 Champion.....4 50 Magnolia.....4 25 Challenge.....3 35 Dime.....3 35	<b>Hominy.</b> Barrels.....2 50 Flake, 50 lb. drums.....1 00 <b>Beans.</b> Dried Lima.....5 50 Medium Hand Picked 1 25@1 20 <b>Macaroni and Vermicelli.</b> Domestic, 10 lb. box.....60 Imported, 25 lb. box.....2 50	<b>FLY PAPER.</b> Tanglefoot, per box.....36 Tanglefoot, per case.....3 20 Holders, per box of 50.....75 Perrigo's Lightning, gro.....2 50 Petrolatum, per doz.....75 <b>HERBS.</b> Sage.....15 Hope.....15	<b>SAL SODA.</b> Granulated, bbls.....75 Granulated, 100 lb cases.....90 Lump, bbls.....75 Lump, 145 lb kegs.....85 <b>SALT.</b> <b>Diamond Crystal.</b> Table, cases, 24 3-lb boxes.....1 50 Table, barrels, 100 3-lb bags.....2 75 Table, barrels, 40 7-lb bags.....2 40 Butter, barrels, 280 lb. bbls.....2 25 Butter, barrels, 20 14-lb bags.....2 50 Butter, sacks, 25 lbs.....25 Butter, sacks, 56 lbs.....55
<b>BAKING POWDER.</b> <b>Absolute.</b> 1/2 lb cans doz.....45 1/2 lb cans doz.....55 1 lb can doz.....1 50 <b>Acme.</b> 1/2 lb cans doz.....45 1/2 lb cans doz.....75 1 lb can doz.....1 00 Bulk.....10 <b>Arctic.</b> 6 oz. Eng. Tumblers.....85 <b>El Purity.</b> 1/2 lb cans per doz.....75 1 lb cans per doz.....1 20 1 lb can per doz.....2 00 <b>Home.</b> 1/2 lb cans 4 doz case.....35 1 lb cans 4 doz case.....55 1 lb cans 2 doz case.....90	<b>CHEESE.</b> Acme.....@ 13 1/4 Amboy.....@ 13 1/4 Elsie.....@ 14 Emblem.....@ 13 1/4 Gold Medal.....@ 13 1/4 Ideal.....@ 13 1/4 Jersey.....@ 13 1/4 Riverside.....@ 13 1/4 Brick.....@ 12 Edam.....@ 7 Leiden.....@ 17 Limburger.....@ 13 Pineapple.....@ 50 Sap Sago.....@ 75 Bulk.....@ 5 Red.....@ 7	<b>COUPON BOOKS.</b> <b>Trademan Grade.</b> 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 <b>Economic Grade.</b> 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 <b>Superior Grade.</b> 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 <b>Coupon Pass Books.</b> Can be made to represent any denomination from \$10 down. 20 books.....1 00 50 books.....2 00 100 books.....3 00 250 books.....6 25 500 books.....10 00 1,000 books.....17 50	<b>Pearl Barley.</b> Common.....2 0 Chester.....2 25 Empire.....2 75 <b>Peas.</b> Green, Wisconsin, bu.....1 00 Green, Scotch, bu.....1 10 Split, bu.....2 50 <b>Rolled Oats.</b> Rolled Avena, bbl.....4 00 Monarch, bbl.....3 75 Monarch, 1/2 bbl.....2 00 Monarch, 90 lb sacks.....1 80 Quaker, cases.....3 20 Huron, cases.....2 00 <b>Sago.</b> German.....4 East India.....3 1/4 <b>Tapoca.</b> Flake.....5 Pearl.....4 1/4 Pearl, 24 1-lb. pkgs.....6 1/4 <b>Wheat.</b> Cracked, bulk.....3 1/4 24 1-lb packages.....2 50	<b>INDIGO.</b> Madras, 5 lb boxes.....36 S. F. 2, 3 and 5 lb boxes.....55 <b>GUNPOWDER.</b> <b>Rifle-Dupont's.</b> Kegs.....4 00 Half Kegs.....2 25 Quarter Kegs.....1 25 1 lb. cans.....30 1/2 lb. cans.....18 <b>Choke Bore-Dupont's.</b> Kegs.....4 25 Half Kegs.....2 25 Quarter Kegs.....1 35 1 lb. cans.....34 <b>Eagle Duck-Dupont's.</b> Kegs.....8 00 Half Kegs.....4 25 Quarter Kegs.....2 25 1 lb. cans.....45	<b>Common Grades.</b> 100 3-lb sacks.....1 05 60 5-lb sacks.....1 80 28 10-lb sacks.....1 65 <b>Worcester.</b> 50 4 lb. cartons.....3 50 115 2 1/2 lb. sacks.....4 00 60 5 lb. sacks.....3 75 22 14 lb. sacks.....3 50 30 10 lb. sacks.....3 50 28 lb. linen sacks.....32 56 lb. linen sacks.....64 Bulk in barrels.....2 50 <b>Warsaw.</b> 56-lb dairy in drill bags.....36 28-lb dairy in drill bags.....18 <b>Ashton.</b> 56-lb dairy in linen sacks.....60 <b>Higgins.</b> 56-lb dairy in linen sacks.....60 <b>Solar Rock.</b> 56-lb sacks.....21
<b>JAXON</b> 1/2 lb cans, 4 doz case.....45 1/2 lb cans, 4 doz case.....85 1 lb cans, 2 doz case.....1 60 <b>Jersey Cream.</b> 1 lb. cans, per doz.....2 00 9 oz. cans, per doz.....1 25 6 oz. cans, per doz.....85 <b>Our Leader.</b> 1/2 lb cans.....45 1 lb cans.....75 1 lb cans.....1 50 <b>Pearless.</b> 1 lb. cans.....85 <b>Queen Flake.</b> 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 80 5 lb., 1 doz. case.....9 00	<b>CHOCOLATE.</b> Walter Baker & Co.'s. German Sweet.....23 Premium.....35 Breakfast Cocoa.....45 <b>CLOTHES LINES.</b> 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.....50 Jute, 75 ft. per doz.....75 <b>COCOA.</b> James Epps & Co.'s. Boxes, 7 lbs.....40 Cases, 16 boxes.....38 <b>COCOA SHELLS.</b> 20 lb bags.....2 1/4 Less quantity.....3 Pound packages.....4 <b>CREAM TARTAR.</b> 5 and 10 lb. wooden boxes.....30 Bulk in sacks.....29	<b>DRIED FRUITS-DOMESTIC.</b> <b>Apples.</b> Sundried.....@ 7 1/4 Evaporated 50 lb boxes.....@ 9 1/4 <b>California Fruits.</b> Apricots.....@ 15 Blackberries.....@ Nectarines.....@ Peaches.....@ 11 Pears.....@ Pitted Cherries.....7 1/4 Prunelles.....@ Raspberries.....@ <b>California Prunes.</b> 100-120 25 lb boxes.....@ 4 90-100 25 lb boxes.....@ 5 1/4 80-90 25 lb boxes.....@ 6 1/4 70-80 25 lb boxes.....@ 6 1/4 60-70 25 lb boxes.....@ 4 50-60 25 lb boxes.....@ 10 40-50 25 lb boxes.....@ 30-40 25 lb boxes.....@ 1/2 cent less in 50 lb cases <b>Raisins.</b> London Layers 2 Crown.....1 50 London Layers 3 Crown.....1 65 Cluster 4 Crown.....2 00 Loose Muscatis 2 Crown.....5 Loose Muscatis 3 Crown.....6 Loose Muscatis 4 Crown.....7 L. M., Seeded, choice.....8 L. M., Seeded, fancy.....9 1/4 <b>FOREIGN.</b> <b>Citron.</b> Leghorn.....@ 12 Corsican.....@ 13 <b>Currents.</b> Patras bbls.....@ 5 1/4 Cleaned, bulk.....@ 6 Cleaned, packages.....@ 6 1/4 <b>Peel.</b> Citron American 10 lb bx.....@ 13 Lemon American 10 lb bx.....@ 10 1/4 Orange American 10 lb bx.....@ 10 1/4 <b>Raisins.</b> Ondura 28 lb boxes.....@ Sultana 1 Crown.....@ Sultana 2 Crown.....@ Sultana 3 Crown.....@ Sultana 4 Crown.....@ Sultana 5 Crown.....@ Sultana 6 Crown.....@ Sultana package.....@ <b>FARINACEOUS GOODS.</b> <b>Farina.</b> 24 1-lb. packages.....1 50 Bulk, per 100 lbs.....3 50 Walsh-DeRoo Co.'s Brand.	<b>SALT FISH.</b> <b>Cod.</b> Georges cured.....@ 4 Georges genuine.....@ 5 Georges selected.....@ 5 1/4 Strips or bricks.....@ 9 <b>Herring.</b> Holland white hoops, bbl.....9 25 Holland white hoop 1/2 bbl.....5 25 Holland white hoop, keg.....70 Holland white hoop mchrs.....80 Norwegian.....3 10 Round 100 lbs.....1 40 Round 40 lbs.....14 <b>Flackerel.</b> Mess 100 lbs.....15 00 Mess 40 lbs.....6 30 Mess 10 lbs.....1 05 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 91 No. 2 10 lbs.....1 30 No. 2 8 lbs.....1 07 <b>Trout.</b> No. 1 100 lbs.....5 25 No. 1 40 lbs.....2 40 No. 1 10 lbs.....68 No. 1 5 lbs.....57 <b>Whitefish.</b> No. 1 No. 2 Fam.....2 75 100 lbs.....7 00 40 lbs.....3 10 10 lbs.....85 8 lbs.....71 <b>FLAVORING EXTRACTS.</b> <b>Jennings'.</b> D. C. Vanilla.....2 00 2 oz.....1 20 3 oz.....1 50 4 oz.....2 00 6 oz.....3 00 8 oz.....4 00 10 oz.....5 00 No. 10.....6 00 No. 2 T. 1 25.....No. 2 T. 60 No. 3 T. 2 00.....No. 3 T. 25 No. 4 T. 2 40.....No. 4 T. 50 <b>Perrigo's.</b> Van. Lem. doz. doz. XXX, 2 oz. obert.....1 25 75 XXX, 4 oz. taper.....2 25 1 25 XX, 2 oz. obert.....1 00 No. 2, 2 oz. obert.....75 XXX D D picher, 6 oz.....2 25 XXX D D picher, 4 oz.....1 75 K. P. picher, 6 oz.....2 25 <b>Pure Brand.</b> 2 oz. Taper Panel.....Lem. Van. 75 2 oz. Oval.....1 20 3 oz. Taper Panel.....1 35 4 oz. Taper Panel.....1 60	<b>JELLY.</b> 25 lb pails.....35 50 lb pails.....65 <b>JYE.</b> Condensed, 2 doz.....1 20 Condensed, 4 doz.....2 25 <b>LICORICE.</b> Pure.....20 Quaker.....25 Candy.....14 Root.....10 <b>MINCE MEAT.</b> Ideal, 3 doz. in case.....2 25 <b>MATCHES.</b> Diamond Match Co.'s brands. No. 3 sulphur.....1 65 Anchor Parlor.....1 70 No. 2 Home.....1 10 Export Parlor.....4 00 <b>NOLASSES.</b> New Orleans.....4 00 <b>MUSTARD.</b> Horse Radish, 1 doz.....1 75 Horse Radish, 2 doz.....3 50 Bayle's Celery, 1 doz.....1 75 <b>PIPER.</b> Clay, No. 216.....1 70 Clay, T. D. full count.....65 Cob, No. 3.....85 <b>POTASH.</b> 48 cans in case.....4 00 Babbitt's.....4 00 Penna Salt Co.'s.....3 00 <b>PICKLES.</b> <b>Medium.</b> Barrels, 1,200 count.....3 75 Half bbls, 600 count.....2 35 <b>Small.</b> Barrels, 2,400 count.....4 75 Half bbls, 1,200 count.....2 88 <b>RICE.</b> <b>Domestic.</b> Carolina head.....6 1/4 Carolina No. 1.....5 Carolina No. 2.....4 Broken.....3 1/4 <b>Imported.</b> Japan, No. 1.....5 1/4 @ 6 Japan, No. 2.....4 1/4 @ 5 Java, fancy head.....5 @ 5 1/4 Java, No. 1.....5 @ Table.....@ <b>SALERATUS.</b> Packed 60 lbs in box. Church's Arm and Hammer.....15 Deland's.....3 00 Dwight's Cow.....3 15 Emblem.....3 50 L. P.....3 00 Soda.....3 15 Wyandotte, 100 1/2s.....3 00	<b>SEEDS.</b> Anise.....9 Canary Smyrna.....3 1/4 Canary.....2 Cassia, Malabar.....60 Celery.....11 Hemp, Russian.....1 1/4 Mixed Bird.....1 1/4 Mustard, white.....5 Poppy.....10 Rape.....1 1/4 Ruttle Bone.....30 <b>SNUFF.</b> Scotch, in bladders.....30 Macaboy, in jars.....35 French Rappee, in jars.....45 <b>SOAP.</b> <b>JAXON</b> Single box.....2 25 5 box lots, delivered.....2 0 10 box lots, delivered.....2 75 <b>JAS. S. KIRK &amp; CO.'S BRANDS.</b> American Family, wrp'd.....2 06 Dome.....2 75 Cabinet.....2 30 Savon.....2 50 White Russian.....2 35 White Cloud, laundry.....2 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 50 Kirkoline.....3 50 Eos.....2 50 <b>Allen B. Wrisley's Brands.</b> Old Country, 80 1-lb. bars.....2 75 Good Cheer, 60 1-lb. bars.....3 75 Uno, 100 1/2-lb. bars.....2 50 Doll, 100 10-oz. bars.....3 05 <b>Scouring.</b> Sapolio, kitchen, 3 doz.....2 40 Sapolio, hand, 3 doz.....2 40 <b>SODA.</b> Boxes.....5 1/4 Kegs, English.....4 1/4



## SPICES.

## Whole Sifted.

Allspice	17
Cassia, China in mals.	14
Cassia, Batavia in bund.	25
Cassia, Saigon in rolls.	32
Ginger, Amoyana	14
Ginger, Zanzibar	12
Mace, Batavia	55
Nutmegs, fancy	60
Nutmegs, No. 1	50
Nutmegs, No. 2	45
Pepper, Singapore, black	13
Pepper, Singapore, white	15
Pepper, shot	15
Pure Ground in Bulk.	
Allspice	17
Cassia, Batavia	30
Cassia, Saigon	40
Ginger, Zanzibar	14
Ginger, African	15
Ginger, Ceylon	18
Ginger, Jamaica	23
Mace, Batavia	120 18
Mustard	40 20
Nutmegs	40 20
Pepper, Sing., black	15
Pepper, Sing., white	22
Pepper, Cayenne	20
Sage	15

## SYRUPS.

## Cora.

Borolis	18
Hot Bais	30
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.	6
40 1-lb packages	6 1/4
20 1-lb packages	6 1/4
Kingsford's Silver Gloss.	
40 1-lb packages	6 1/4
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 Glass.	
1-lb packages	4 1/4
3-lb packages	4 1/4
6-lb packages	5
40 and 50 lb boxes	3
Barrels	3

## STOVE POLISH.



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

## SUGAR.

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

Domino	5 50
Cut Loaf	5 75
Crushed	5 75
Powdered	5 38
XXX Powdered	5 50
Cubes	5 38
Granulated in bags	5 25
Fine Granulated	5 25
Extra Fine Granulated	5 38
Extra Coarse Granulated	5 38
Mould A	5 50
Diamond Confection A	5 25
Confection Standard A	5 13
No. 1	4 75
No. 2	4 75
No. 3	4 75
No. 4	4 69
No. 5	4 63
No. 6	4 56
No. 7	4 50
No. 8	4 44
No. 9	4 38
No. 10	4 31
No. 11	4 25
No. 12	4 19
No. 13	4 13
No. 14	4 13
No. 15	4 13
No. 16	4 13

## TABLE SAUCES.

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

## TOBACCOS.

## Cigars.

Clark-Jewell-Well's Co.'s brand.	33 00
New Brick	
H. & P. Drug Co.'s brand's	
Fortune Teller	35 00
Our Manager	35 00
Quintette	35 00
G. J. Johnson Cigar Co.'s brand.	



S. C. W. 35 00

## 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

## WOODENWARE.

Pails.	
2-hoop Standard	1 35
3-hoop Standard	1 50
2-wire, Cable	1 35
3-wire, Cable	1 60
Cedar, all red, brass bound	1 25
Paper, Eureka	2 25
Fibre	2 25
Tubs.	
24-inch, Standard, No. 1	5 80
18-inch, Standard, No. 2	4 85
16-inch, Standard, No. 3	3 85
20-inch, Dowell, No. 1	6 25
18-inch, Dowell, No. 2	5 25
16-inch, Dowell, No. 3	4 25
No. 1 Fibre	9 00
No. 2 Fibre	7 50
No. 3 Fibre	6 75

## Crackers.

The National Biscuit Co. quotes as follows:

Butter.	
Seymour XXX	5 1/4
Seymour XXX, 3 lb. carton	6
Family XXX	5 1/4
Salted XXX	5 1/4
New York XXX	5 1/4
Wolverine	6
Boston	7 1/4
Soda.	
Soda XXX	6
Soda XXX, 3 lb. carton	6 1/4
Soda, City	8
Long Island Wafers	11
L. I. Wafers, 1 lb. carton	12
Zephyrette	10
Oyster.	
Saltine Wafer	5 1/4
Saltine Wafer, 1 lb. carton	6 1/4
Farina Oyster	5 1/4
Extra Farina Oyster	6

SWEET GOODS—Boxes.

Animals	10 1/4
Bent's Water	15
Cocoanut Taffy	10
Coffee Cake, Java	10
Coffee Cake, Iced	10
Cracknels	15 1/4
Cubans	11 1/4
Frosted Cream	8
Ginger Gems	8
Ginger Snaps, XXX	7 1/4
Graham Crackers	8
Graham Wafers	10
Grand Ma Cakes	9
Imperial	8
Jumbles, Honey	11 1/4
Marshmallow	15
Marshmallow Creams	16
Marshmallow Walnuts	16
Mich. Frosted Honey	12 1/4
Molasses Cakes	8
Newton	12
Nic Nacs	8
Orange Gems	8
Penny Assorted Cakes	8 1/4
Pretzels, hand made	7 1/4
Sears' Lunch	7
Sugar Cake	8
Sugar Squares	14
Vanilla Wafers	9
Sultanas	12 1/4

## Nuts.

Almonds, Tarragona	2 16
Almonds, Ivaca	2 14
Almonds, California, soft shelled	2 15
Brasils new	2 10
Filberts	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 1/4
Pecans, Ex. Large	2 9
Pecans, Jumbos	2 12
Hickory Nuts per bu.	2 1 60
Ohio, new	2 2 50
Cocanuts, full sacks	2 2 50
Chestnuts per bu.	2 2 50
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., Extra	2 4 1/2
Roasted	5 1/4

## Candies.

## Stick Candy.

Standard	bbls. pails
Standard	6 1/4 @ 7
Standard H. W.	6 1/4 @ 7
Standard T. H.	7 1/4 @ 8
Cut Loaf	8
Jumbo, 32 lb	6 1/4
Extra H. H.	8 1/4
Boston Cream	10

## Mixed Candy.

Grocers	6
Competition	6 1/4
Standard	7
Conserva	7 1/4
Royal	7 1/4
Ribbon	8 1/4
Broken	7 1/4
Cut Loaf	8
English Rock	8
Kindergarten	8 1/4
French Cream	9
Dandy Pan	10
Hand Made Cream mxd	10 1/2
Ital. Cream Buns, 35 lb pils	11
Molasses Chews, 15 lb. pails	13
"Alla Samee", 5 lb. pails	12

## Fancy—in Bulk.

Lozenges, plain	8 1/4
Lozenges, printed	8 1/4
Choc. Drops	10 1/4
Choc. Monumentals	12
Gum Drops	8
Moss Drops	8
Sour Drops	8 1/4
Imperial	9

## Fancy—in 5 lb. Boxes.

Lemon Drops	250
Sour Drops	250
Peppermint Drops	250
Chocolate Drops	250
H. M. Choc. Drops	275
H. M. Choc. Lt. and	290
Dk. No. 12	290
Gum Drops	275
A. B. Licorice Drops	250
Lozenges, plain	250
Lozenges, printed	250
Imperial	250
Motives	255
Cream Bar	250
Molasses Bar	250
Hand Made Creams	80 @ 90
Cream Buttons, Pep.	250
and Want.	250
String Rock	250
Burnt Almonds	1 25
Wintergreen Berries	250

## Caramels.

No. 1 wrapped, 2 lb. boxes	235
No. 1 wrapped, 3 lb. boxes	250
No. 2 wrapped, 2 lb. boxes	250

## Fruits.

## Oranges.

Fancy Navels	4 00
Choice	3 00 @ 3 25
Seedlings	3 00 @ 3 25
Meat Sweet	3 30

## Lemons.

Strictly choice 300s.	23 00
Strictly choice 300s.	23 25
Fancy 300s	23 50
Ex. Fancy 300s	23 75
Ex. Fancy 300s	23

## 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	12
Fancy, 12 lb boxes	12 1/2
Imperial Mikados, 18 lb boxes	22
Pulled, 6 lb boxes	2
Naturals, in bags	7
Dates.	
Fards in 10 lb boxes	10
Fards in 60 lb cases	6
Persians, P. H. V.	6
1 lb cases, new	6
Sairs, 60 lb cases	5

## Oils.

Barrels.	
Eocene	11 1/4
XXX W. W. Mich. Hdt	10
W W Michigan	9 1/4
Diamond White	8 1/4
D. S. Gas	12 1/4
Deo. Naptha	12 1/4
Cylinder	29
Engine	24
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	3 25
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-Well's 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 1/4s paper.	4 25
Pillsbury's Best 1/8s paper.	4 25
Ball-Barnhart-Putman's Brand.	



Duluth Imperial, 1/2s.	4 35
Duluth Imperial, 1/4s.	4 25
Duluth Imperial, 1/8s.	4 15
Lemon & Wheeler Co.'s Brand.	
Gold Medal 1/2s.	4 30
Gold Medal 1/4s.	4 20
Gold Medal 1/8s.	4 10
Parisian, 1/2s.	4 30
Parisian, 1/4s.	4 20
Parisian, 1/8s.	4 10

## Oleiny &amp; Judson's Brand.

Ceresota, 1/2s.	4 40
Ceresota, 1/4s.	4 30
Ceresota, 1/8s.	4 20
Worden Grocer Co.'s Brand.	
Laurel, 1/2s.	50
Laurel, 1/4s.	40
Laurel, 1/8s.	40

## Meal.

Bolton	1 90
Granulated	2 10

## Feed and Millstuffs.

St. Car Feed, screened	17 00
No. 1 Corn and Oats	16 50
Unbolted Corn Meal	15 70
Winter Wheat Bran	14 50
Winter Wheat Middlings	15 50
Screenings	14 00

## Corn.

New corn, car lots	37 1/2
Less than car lots	39 1/2

## Oats.

Car lots	33
Car lots, clipped	35
Less than car lots	36

## Hay.

No. 1 Timothy car lots	12 00
No. 1 Timothy, ton lots	13 50

## Fish and Oysters

## Fresh Fish.

Whitefish	10
Trout	10
Black Bass	11
Halibut	15
Ciscoes or Herring	5
Bluefish	11
Live Lobster	23
Boiled Lobster	25
Cod	10
Haddock	8
No. 1 Pickerel	8
Pike	8
Perch	5
Smoked White	8
Red Snapper	8
Col River Salmon	12
Mackerel	16
Oysters in Cans.	
F. H. Counts	10
F. J. D. Selects	30
Selects	27
F. J. D. Standards	22
Anchor	20
Standards	18
Favorites	2

## Bulk.

Counts	2 00
X Selects	1 85
Selects	1 85
Anchor Standards	1 10
Standards	1 25
Clams	1 25

## Shell Goods.

Oysters, per 100	1 25 @ 1 50
Clams, per 100	1 00 @ 1 00

## Provisions.



## Hardware

### Logical Consequences of Patronizing Catalogue Houses.

A hundred years ago had any man brought forth a scheme or plan that had for its object the absolute control of any of our great commodities over the entire United States he would certainly have been looked upon as a man unworthy of the confidence of the business world. Had he been so bold as to say that he proposed to take the entire civilized world for his field of action his sanity would not only have been seriously questioned, but he would have been in danger of being incarcerated in a lunatic asylum without further evidence; but the new order of things has so changed business methods and sentiments that to-day such plans are looked upon as perfectly feasible, and why should they not be? Have we not already in successful operation a gigantic organization that so far as the commodity in which it deals is concerned is absolute dictator to the world? We have several other similar organizations that to-day practically own and control the business in the United States in their respective lines. Such trusts, pools and combinations can not be looked upon as anything but mitigated evils. They not only concentrate business, but through their ability to wipe out all legitimate competition some become dictators to the people and the inevitable result is an enormous concentration of wealth, which is seldom, if ever, in the interests of the masses.

One of the greatest of these evils is yet in its infancy, but it is one of the most serious yet attempted. First, because of its scope, and, second, because it comes to the people like a wolf in a lamb's clothing, with the outward appearance of a philanthropic missionary that promises peace and prosperity to all who follow his advice, but with the heart of a Shylock, and when once the people are in its power, it will not fail to demand the pound of flesh. This institution is what is generally known as the catalogue house. It is impossible to realize the consequences of this business method except by taking a look forward as Bellamy looked backward and thus follow this principle to its logical conclusion. The theory upon which the catalogue house is built is that the retailers and the jobbers dependent on them are not a necessity; that the catalogue houses can supersede these with great profit to themselves and benefit to the people. That these houses can reap great profits, there is no question, but can they, and will they benefit the people? That is the question, that can only be answered intelligently when we have noted the changes that have been wrought when these concerns are in full possession of the mercantile business of the world.

The only way by which this country can attain the highest possible degree of prosperity is by so dividing its population into producers and consumers that what one class produces the other will consume. If in any industry we shall find it impossible to so arrange it that its entire product would be consumed at home, the prosperity of that industry would still depend on how near we could bring it to this ideal. I say high ideal, because every intelligent person knows that there is no market in the world that is worth as much to the seller of any product as the American market. Therefore, any cause that

tends to destroy, or even decrease, the American market for any of our products is a positive detriment and injury to every person engaged in that industry. If the same cause not only decrease the market, but at the same time increase production in that line, it would be a twofold injury, under which few, if any, of our industries could successfully operate.

If the catalogue house successfully carries out its avowed plan of driving out of business every retailer in the world it will have turned down and out of employment an army of men, women and children, the number of which is so great as scarcely to be comprehended by the ordinary individual. This vast army, being deprived of the privilege of earning a livelihood through the legitimate channels of trade, will necessarily have to be absorbed by the other lawful occupations. The ranks of the laborers, mechanics, artisans, miners and mill hands are already so crowded as to seriously threaten the future prosperity of these callings. But in order to earn an honest living this new army of unemployed will have to invade their ranks in large numbers, the result of which will undoubtedly be to force the price of all kinds of labor down to the lowest living rate. After filling all other legitimate callings to overflowing there will still remain a large majority of this vast army to be provided with employment and they will have to become tillers of the soil. The retailers and the jobbers of the world can be depended on to give good account of themselves wherever they may land under these new conditions; for intelligence and keen business sagacity and judgment they are the equal, if not the superior, of any other class in the world.

Having forced these people out of their legitimate calling and distributed them in the other industries, what will be the new condition of things?

1. The number of farmers will be largely increased, which will result in enormous increase in the products of the farm.

2. The demand for farm products will be lessened only by decreasing the consuming population, but far more by reducing wages to a point that will preclude the masses from buying more than the absolute necessities of life.

3. The demand for the products of the factory will suffer just as much by reducing the annual wages of the world. The world's market will be reduced in almost the same proportion. The farmer that has not studied this question thoroughly will naturally think that what he can not sell in the American market he can dispose of abroad, as he has always done. But he fails to take into consideration the fact that the principle of concentrating business is already introduced into every civilized land in the world and everywhere with the same result—the throwing out of employment of millions of men and so organizing business that women and children, at starvation wages, can do the work that before required competent men at good salaries. Thus are displaced many able-bodied men with girls and children who work long hours for a mere pittance.

We are too apt to judge the department stores by the comparatively small concerns with which we are familiar and which generally are the enlargement of some general store. But the retailer who branches out into a department store, hoping thereby to save himself, always reminds me of the consumptive who goes to a more salubrious



## SPRAYERS

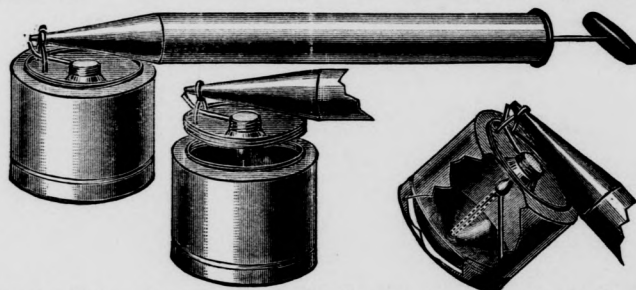
of all kinds.

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.

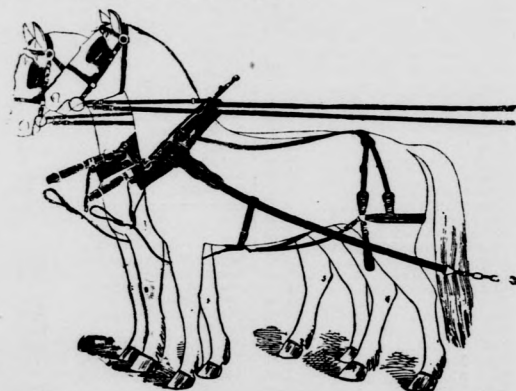
## BROWN & SEHLER

WEST BRIDGE ST.,  
GRAND RAPIDS, MICH.

Mfrs. of a full line of  
**HANDMADE  
HARNESS  
FOR THE  
WHOLESALE  
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Jobbers in  
**SADDLERY,  
HARDWARE,  
ROBES,  
BLANKETS,  
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## Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids, Mich.



climate to regain his health, but he discovers that the yellow fever is just as deadly as consumption. The modern concentration of business is like death, in that it is no respecter of persons and its methods are so crushing and destructive that the smaller department store, like the consumptive, can only hope to prolong its life. For only such concerns as John Wanamaker and Siegel, Cooper & Co. can hope to weather the storm. When the mercantile business of the country has been narrowed down to a few such concerns it will be an easy step to form them into one great trust, and the men who control that trust will be the uncrowned kings, the rulers of the masses.

There is not to-day a farmers' convention, and but few political conventions, where speeches are not made and resolutions adopted against the trusts, and yet the men who do the hardest talking are the ones who will sit down at their desks and order a bill of goods from some catalogue house that they could have obtained from their nearest merchant; they never think that they are building up trusts compared to which those now in the field are pigmies and never think that every dollar thus spent will add a link to the chain that will bind the masses in slavery. "Consistency, thou art a jewel," but thou hast no abiding place in the mind of the modern reformer.

If the trusts confining themselves to a single commodity can levy a tribute upon the people amounting to millions of dollars and in a few years become so powerful as to menace the Government, what can we expect from the catalogue house trust if allowed to carry out its purpose, a trust that will have in its power to dictate the price of every mouthful eaten and every thread worn by the masses? One of the worst features of these modern methods is that with the seal of legality placed upon them it seems that the ambition of thousands of our brightest and ablest young men is not to follow in the footsteps of their fathers, but to aspire to that higher financial level where they will be able to wipe out competition in some particular line of business. It seems to me that the welfare of the nation depends on the purity of purpose and the height of the ideal towards which they are working. Remember that every individual has rights that can not be tampered with nor taken from him.

The business world of to-day is adopting the doctrine that everything is right, but such a doctrine that sets at naught all moral rights and obligations will lead to disaster. Our forefathers declared that every individual possesses an unalienable right to life, liberty and the pursuit of happiness, but under the new method our forefathers were old fogies or they would have made a declaration which would have read, "Every individual has an unalienable right to life and to as much liberty as his financial standing and organizing ability can secure for him." If we teach our youths by example that there is no right but might, then what can we expect of the rising generation? Surely such a doctrine will bring us to a crisis. Every epoch making crisis through which the world has passed has become possible simply because the people have blindly ignored the danger until it gained such force that nothing could stop it, as they were so ignorant that they could not see the danger, and others failed to raise a warning cry. The world has grown

wonderfully in intelligence, but so has human selfishness.

I am very much afraid history will repeat itself first upon those whose ignorance prevents them from seeing the danger caused, and, second, by those who see the danger, but refuse to take active part to stop it, and even patronize it because it puts a few paltry dollars into their pockets. The farmer seems willing to sacrifice the market for the product of his toil and to court increased competition in his business. The people of every class who earn their bread seem willing to sacrifice their prosperity simply because they can save a few cents on their purchases. These people shout against trusts and patronize catalogue houses and thus do more to concentrate business than all the other causes combined. How long will this last? Will the people realize their danger in time and see that they are selling their birthright for a mess of pottage, or will they permit their manhood and rights to be crucified for a few pieces of silver?

It is easy to talk of reforms, but they do not come from finespun theories enunciated in scorching resolutions or burning eloquence, but from manfully living out the true theory of reciprocity. Reciprocity should be the watchword of every business man, wage earner and farmer. Labor is the one commodity that never can be formed into a trust. The wage earner and the farmer have had to dispose of their commodities in a competitive market and therefore it seems to me that these people should be in favor of reciprocity and be opposed to business concentration, for, as concentration increases, competition decreases, and competition is the only safety valve of the business principle that rests on a reciprocal basis. A trust in a commodity or number of them, in the purchase and sale of which competition has been destroyed, can be obtained by a few. The wage workers and farmers know that trusts and monopolies are an evil, but do not understand that when they fail to practice reciprocity with their merchants and neighboring towns they are building up these trusts, for whom sooner or later they will become "hewers of wood and drawers of water."

The capitalists of the world are so imbued with the idea of concentration of business that they are taxing their ingenuity to put up this medicine in so palatable a form that the masses will take it like an opium eater takes opium, but the time will come when he will be a slave and can not resist, and will find that the dens are not public benefactors and that Hell as pictured in Dante's Inferno is nothing compared with the penalty they will have to pay for their folly. The masses are to-day patronizing all kinds of trusts and forging the chains that will put them helplessly in the power of the people that they now look upon as their friends. Perhaps this disease has gone so far that it can not be checked, but as sensible men and citizens it is our duty to raise a warning and combat the evil.

H. T. HELGESON.

#### It Killed Her.

"Miss Teeter's death was a very sudden one, wasn't it?" asked Mrs. McBride.

"It was, indeed," replied Mrs. Cumso. "The milliner sent her new Easter hat home just when she said she would, and the shock was so great that Miss Teeter collapsed."

### Hardware Price Current.

#### AUGURS AND BITS

Snell's	70
Jennings 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
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#### BUTTS, CAST

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

#### BLOCKS

Ordinary Tackle	70
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#### CROW BARS

Cast Steel	per lb 5
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#### CAPS

Ely's 1-10	per m 65
Hick's C. F.	per m 55
G. D.	per m 45
Musket	per m 75

#### CARTRIDGES

Rim Fire	40&10
Central Fire	20

#### CHISELS

Socket Firmer	70
Socket Framing	70
Socket Corner	70
Socket Slicks	70

#### DRILLS

Morse's Bit Stocks	60
Taper and Straight Shank	50&5
Morse's Taper Shank	50&5

#### ELBOWS

Com. 4 piece, 6 in.	doz. net 63
Corrugated	1 25
Adjustable	dis 40&10

#### EXPANSIVE BITS

Clark's small, #18; large, #26	30&10
Ives', 1, #18; 2, #24; 3, #30	25

#### FILES—New List

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

#### GALVANIZED IRON

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

#### GAUGES

Stanley Rule and Level Co.'s	60&10
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#### KNOBS—New List

Door, mineral, jap. trimmings	70
Door, porcelain, jap. trimmings	80

#### MATTOCKS

Adze Eye	\$16 00, dis 60&10
Hunt Eye	\$15 00, dis 60&10
Hunt's	\$18 50, dis 20&10

#### MILLS

Coffey, Parkers Co.'s	40
Coffey, P. S. & W. Mfg. Co.'s Malleables	40
Coffey, Landers, Perry & Clark's	40
Coffey, 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 40
Wire nails, base	2 45
20 to 60 advance	Base
10 to 16 advance	05
8 advance	10
6 advance	20
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	10
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85

#### PLANES

Ohio Tool Co.'s, fancy	250
Scloia Bench	80
Sandusky Tool Co.'s, fancy	250
Bench, first quality	250
Stanley Rule and Level Co.'s wood	60

#### PANS

Fry, Acme	60&10&10
Common, polished	70&5

#### RIVETS

Iron and Tinned	60
Copper Rivets and Burs	45

### PATENT PLANISHED IRON

"A" Wood's patent planished, Nos. 24 to 27 10 20  
"B" Wood's patent planished, Nos. 25 to 27 9 20  
Broken packages 1/2c per pound extra.

#### HAMMERS

Maydole & Co.'s, new list	dis 35
Kip's	dis 25
Yerkes & Plumb's	dis 10&10
Mason's Solid Cast Steel	dis 10
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&10
Kettles	60&10
Spiders	60&10

#### HINGES

Gate, Clark's, 1, 2, 3	dis 60&10
State	per doz. net 9 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 Ryes	80

#### LEVELS

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

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

#### SHEET IRON

	com. smooth	com.
Nos. 10 to 14	\$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 30	2 90
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.		

#### SAND PAPER

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

Solid Eyes	per ton 20 00
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#### TRAPS

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

#### WIRE

Bright Market	0
Annealed Market	0
Coppered Market	6 1/2
Tinned Market	0
Coppered Spring Steel	50
Barbed Fence, galvanized	3 0
Barbed Fence, painted	2 50

#### HORSE NAILS

Au Sable	dis 40&10
Putnam	dis
Capwell	net list

#### WRENCHES

Baxter's Adjustable, nickle	4
Coe's Genuine	4
Coe's Patent Agricultural, wrought	75
Coe's Patent, malleable	75

#### MISCELLANEOUS

Bird Cages	4
Pumps, Clifton	70
Screws, New List	50
Casters, Bed and Plate	50&10&10
Dampers, American	50

#### METALS—Zinc

600 pound casks	8 1/4
Per pound	9

#### SHOT

Drop	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 55
14x20 IC, Charcoal	7 10
20x14 IX, Charcoal	8 50
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 50
14x20 IX, Charcoal	7 50
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 SIZE TIN PLATE

14x56 IX, for No. 8 Boilers, per pound	10
14x56 IX, for No. 9 Boilers, per pound	10

# 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.)



## NUMBER 10.

## How She Rose From Cash Girl to Affluence.

Written for the TRADESMAN.

Ethel May Quimby was only a little slip of a girl, but she answered to Number 10 in the trimmings department of Crossman & Hayden's dry goods store in Newton. She had been at her post winter and summer, rain or shine, for the past three years. She did not fraternize much with the other clerks, yet she did not seem to hold herself aloof. But no one knew anything about her outside of the store. She never shirked her work and she attended to business with as much care as though she were one of the proprietors. Nobody had ever seen a scowl on her face or heard her make a complaint. Some of the clerks declared that she could not be as sensitive or highly strung, hence there was no special virtue in her being always the same.

She was not exactly pretty, if her features were closely analyzed, but nine out of ten would have called her a beautiful girl. She was really only a conventional blonde with the fairest of skins and the pinkest of cheeks; but her face was radiant with brightness and good nature and unconsciously she had lifted the spirits of many a tired, disheartened passer-by.

The head clerk in the department was an authority on trimmings, yet she was not popular, and it was Ethel May who drew all the trade and oftentimes her hands were more than full. To her nothing was too much trouble. She was there to please and so the humblest patron was treated with as much respect and attention as the richest. Some people even took pains to say a good word for her to the proprietors. And so her wages had been increased. No one knew how the other clerks had learned about it, for Ethel May was the last to speak of her affairs. When they knew that Miss Quimby had had "a raise" they declared she was a lucky girl—everything came her way; yet who knew her life?

Ethel May was the eleventh child in the Quimby family. Her arrival was not anticipated with joy nor was she greeted with enthusiasm. The little farmhouse was already full to overflowing and another child meant more work, one more mouth to feed and a little less breathing space. Mrs. Quimby was weakened by overwork and fighting poverty and had lost all her strength and courage. She did not rally and left the little one to its fate. And so the newcomer, left to her own sweet will, grew like Topsy.

No one even took the trouble to name her until a summer boarder at the next farm took pity on her unidentified state and promised a silver spoon if she should be called "Ethel May." So the baby was named. But it made no difference to her, for from the first she found this a beautiful world and everybody her friend. She might be ragged, she might be dirty, but she attracted people by her dimpled smile. Almost her first sentence was, "Me love everybody." Some of the city people wished to adopt her; but her father would not listen to that. Her sweet, loving ways had won his heart and she was the last bit of sunshine left him. He was lazy and shiftless, but he loved his family. He had never recovered from his wife's death.

The mortgage on the farm had been increased from time to time until it covered its full value and the place

would have to go. That was the last straw and John Quimby took his own life the night before the public sale.

Most of the children were married and settled. There were only Ethel May, now 9 years old, and her next older sister, Henrietta, needing care and so it was arranged among the brothers and sisters that the two children, as necessary evils, should be passed from one to another in turn. Ethel May seemed to revel in such a state of affairs, but poor Henrietta took the matter to heart. Poor child! she had fallen from her high-chair when a baby and she had a crooked spine. She had suffered much pain and she was serious and old beyond her years. She was almost too sensitive, for she made herself sick over being such a burden in the poverty-stricken homes. It was Ethel May who cheered her, it was Ethel May who brought sunshine to everybody. "Don't mind, Hennie," she would say; "I'm getting bigger and bigger every day and before long I shall be going to work and then we'll have a home all by ourselves and you'll be my comfort."

Ethel May did begin work at 15. Four years later she went to the city, and secured the position which she still held at Crossman & Hayden's. A year later Henrietta came to her, and then they had their home together. It was only one room in the top of a tenement house, and had to serve for kitchen, diningroom, bedroom and parlor. But then, Ethel May had furnished it—very meagerly, to be sure—and it was full of her brightness and cheer. And then Ethel May had the open vision. When the days and nights were scorching in summer it was Ethel May who suggested reading about polar expeditions; and in winter when the coal was low she brought home jungle books. When Henrietta was nervous and disheartened it was Ethel May who planned "their house" which should come some day, somehow, somewhere.

There were times when Henrietta was very sick. Then she was taken to St. Mary's Hospital for a rest and change. Although there she could have more comforts and be taken care of, she was always impatient to get back home to Ethel May. At the Hospital, however, she learned to embroider and was thus better able to pass the long weary hours alone, and she laid aside a pittance from time to time for "their house."

One day Ethel May came home from the store so tired, and she had a severe headache. She had a high fever all night and the next morning when she tried to dress she fainted. Mrs. Johnson, in the next room, heard a fall and Henrietta's cry and rushed in. She soon had a doctor there. He pronounced it a case of typhoid fever and hurried Ethel May off to the City Hospital. For several weeks she lay between life and death. Finally she began slowly to recover. Henrietta was by her bedside and hers was the face which Ethel May first saw when she came to consciousness. And then she was fairly deluged with flowers. Every clerk in Crossman & Hayden's must have remembered her. She was too weak to question the long visits which Doctor Crossman made her. At last he was willing to set a day for her return home.

When the time came he and one of the nurses helped her down the stairs to the carriage. Henrietta followed close behind. Ethel May tried to thank the doctor and the nurse for their kindness, but her eyes filled with tears. She was

not allowed to say a word. Doctor Crossman took the seat opposite them in the carriage. Soon the horse stopped before a large house with a stone front, and who should come out to the curb but Mr. Crossman, of Crossman & Hayden, who insisted on her going in the house to rest and meet Mrs. Crossman. But then it was all a preconceived plan, and things worked very much as in a fairy story. Doctor Crossman was no other than the eldest son of the dry goods merchant. Yes, and it was a case of love at first sight; and when Ethel May had recovered she became Mrs. Doctor Crossman. Then the little house materialized, only it was so large and so fine it never would fit the one of her dreams.

The story would not be complete without telling how a noted spine specialist performed a wonderful surgical operation and made Henrietta as strong and straight as anybody. But then, that is not true. She shares Ethel May's home, and fills almost as large a place as Ethel May herself. The children worship "Aunt Etta" and look to her almost as to their mother. Z. E. U.

## Movements of Lake Superior Travelers.

Marquette, April 17.—A. F. Wixson has retired from the road and will welcome his friends at Laurium, where he has entered the retail hardware business. It is more than an ordinary matter for any traveler to leave the road and settle himself in a local business. He not only severs business connections with his house and customers, but he buries a lot of friends at once. It is like attending a large funeral.

E. B. Baldwin (Marshall-Wells Hardware Co., Duluth) has severed his connection with Duluth and engaged to represent the Fletcher Hardware Co., Detroit, in the territory vacated by A. F. Wixson. Mr. Baldwin resides at Ashland, Wis.

H. O. McMain is well established in his new quarters (Reed, Murdock & Co.)

H. I. Telling (Guthman, Carpenter & Telling) has finished his spring trip and gone to Chicago. Mr. T. has had about forty Wisconsin towns added to his territory this year.

## Business Wants

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

## BUSINESS CHANCES.

WANTED—A GOOD MAN, AND SHINGLE mill capable of cutting from 25,000 to 30,000 shingles per day, to cut cedar shingles on contract. Address No. 929, care Michigan Tradesman 929

FOR SALE—OLD-ESTABLISHED, FIRST class meat market; best location in city of 10,000; doing good business; have best class of trade in city; bargain for some one. Address No. 928, care Michigan Tradesman. 928

WANTED—SALESMEN WHO VISIT THE grocery trade to handle a good seller, on commission. Good money in it. Address Kalamazoo Pure Food Co., Kalamazoo, Mich. 921

DRUG STORE FOR SALE CHEAP. I HAVE other business. City of 3,000. Address No. 922, care Michigan Tradesman. 922

GALLERY FOR SALE; GOOD LOCATION; cheap rent; fitted up in good shape to 8x10. A bargain if taken soon. J. Daily, Elsie, Mich. 923

FOR SALE—SECONDHAND HUNTER SIFTER in good order. Cheap for cash. Can be seen at office of Tradesman Company. Henry Idema, Vice-President Kent County Savings Bank, Grand Rapids. 924

FOR SALE—GOOD BAZAAR STOCK. ENquire of Hollon & Hungerford, Albion, Mich. 925

WANTED TO EXCHANGE SOME A1 PROPERTY and cash for a good hardware stock. State amount business you are doing. Address L. Carrier 21, Grand Rapids, Mich. 926

EXAMINE—IF YOU ARE LOOKING FOR A location in which to engage in business, please correspond with the undersigned. I can offer inducements that will warrant close investigation. Two good railroads, union depot, good schools, churches and a fine place in which to live; a town of 1,000 inhabitants in the center of as fine agricultural lands as can be found anywhere. Address R. Baker, Vicksburg, Mich. 927

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

ANY ONE WISHING TO ENGAGE IN THE grain and produce and other lines of business can learn of good locations by communicating with H. H. Howe, Land and Industrial Agent C. & W. M. and D., G. R. & W. Railways, Grand Rapids, Mich. 919

WANTED—BAKERY; MICHIGAN TOWN, 2,000 or more. Baker, care Tradesman. 920

WATERMELONS, CANTALOUPE and new potatoes. The Johnson-Brown Co., of Albany, Ga., perhaps the largest individual growers of melons in the State, invite all reliable dealers, who desire to do business with shippers who are reliable and will ship what they sell, to open correspondence with them in reference to purchase of watermelons, cantaloupes and new potatoes. 917

WANTED—I AM LOOKING FOR LOCATION in good town of 2,500 to 10,000 to open permanent first-class dry goods store. Address A. F. Z., care Michigan Tradesman. 916

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

FOR LITERATURE, STATISTICAL REPORTS, 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 INTEREST 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 Neil Gallagher, St. James, Mich. 914

FOR SALE—NEW, CLEAN STOCK OF GENERAL 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—A SHINGLE AND SAW MILL with 30 horse power engine and boiler, all in good order. Would trade for general merchandise. For particulars, address Box 7, Mt. Pleasant, Mich. 912

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

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

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

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—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 POULTRY; any quantities. Write me. Orrin J. Stone, Kalamazoo, Mich. 810

## MISCELLANEOUS.

WANTED—POSITION. HAVE HAD TWO years' experience in general store. Best of references. Address Lock Box 95, Manton, Mich. 915

WANTED—POSITION BY YOUNG MAN with six years' experience as clerk. Address Lock Box O, Maple Rapids, Mich. 918

## BATTERSON &amp; CO.

BUFFALO, N. Y., April 10, 1899.

## MARKET.

Eggs—Quick and firm. 13½¢ mostly. Big consumptive trade. Rush along liberally and steadily.

Poultry—Scarce daily. Live young chickens, 12 and 13¢. Dressed, 13 and 14¢. Fowls, 11 and 12¢. Dressed, 12 and 12½¢. All kinds wanted.

Potatoes—65 and 70¢. Write us. Very full quotations in our produce exchange price current on demand. Satisfactory references anywhere. Very respectfully,

## BATTERSON &amp; CO.

RESPONSIBLE. RELIABLE. PROMPT.



## Travelers' Time Tables.

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

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

### DETROIT, Grand Rapids & Western. Apr. 10, 1899.

**Detroit.**  
Lv. Grand Rapids..... 7:00am 1:35pm 5:25pm  
Ar. Detroit..... 11:40am 5:45pm 10:05pm  
Lv. Detroit..... 8:15am 1:10pm 6:10pm  
Ar. Grand Rapids..... 1:10pm 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**  
Saginaw, Detroit & N.Y. .... 6:45am + 9:55pm  
Detroit and East..... 10:16am + 5:07pm  
Saginaw, Detroit & East..... 8:27pm + 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. City, 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 ..... 2:01pm + 1 30  
Cincinnati..... \* 7 00pm \* 6:30  
Vicksburg and Chicago ..... \*11:30pm \* 9:0 am  
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 01pm \*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 + 1:00pm + 5:40pm  
Ar. Muskegon..... 9:00am 2:11pm 7:05 m  
Sunday train leaves Grand Rapids 9:15am; arrives Muskegon 10:40am.

**GOING EAST.**  
Lv. Muskegon..... \*8:10am + 11:45am + 4 00pm  
Ar. G'd Rapids..... 9:30am 12:55pm 5:20pm  
Sunday train leaves Muskegon 5:30pm; arrives Grand Rapids 6:50pm  
+Except Sunday. \*Daily

C. L. LOCKWOOD,  
Gen'l Passr. and Ticket Agent.  
W. C. BLAKE,  
Ticket Agent Union Station.

### DULUTH, South Shore and Atlantic Railway.

**WEST BOUND.**  
Lv. Grand Rapids (G. R. & I.) \*11:10pm + 7:45am  
Lv. Mackinaw City..... 7:35am 4:20pm  
Ar. St. Ignace..... 9:00am 5:20pm  
Ar. Sault Ste. Marie..... 12:30pm 9:50pm  
Ar. Marquette..... 2:50pm 10:40pm  
Ar. Nestoria..... 5:20pm 12:45am  
Ar. Duluth..... 8:30am

**EAST BOUND.**  
Lv. Duluth..... \*6:30pm  
Ar. Nestoria..... \*11:15am 2:4 am  
Ar. Marquette..... 1:30pm 4:30am  
Ar. Sault Ste. Marie..... 3:30pm  
Ar. Mackinaw City..... 8:40pm 11:00am  
G. W. HIBBARD, Gen. Pass. Agt. Marquette.  
E. C. Oviatt, Trav. Pass. Agt., Grand Rapids

### MANISTEE & Northeastern Ry. Best route to Manistee.

Via C. & W. M. Railway.

Lv. Grand Rapids..... 7:00am .....  
Ar. Manistee..... 12:05pm .....  
Lv. Manistee..... 8:30am 4:10pm  
Ar. Grand Rapids..... 1:00pm 6:45pm

## 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 KLAP; 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. CLEVELAND; 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. WHIFFLE; Secretary, G. T. CAMPBELL; 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.

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."

# GOOD PRINTING

Is the best trade solicitor in the world, and our experience in making up attractive designs, selection of papers and editing copy is surely worth more than that of the ordinary printer, but it costs very little more. Ask for our estimate on your next printing.

TRADESMAN  
COMPANY,

GRAND RAPIDS, MICH.



# 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 Widdicombe Bldg., Grand Rapids, Michigan.

## "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.

**Grand Rapids LUMBER COMPANY**  
419 421 MICH. TRUST BUILDING.  
We Pay HIGHEST MARKET PRICES in SPOT CASH and Measure Bark When Loaded.  
Correspondence Solicited.

## Cannot Do Business



Because the goods which he has in stock are not such well-known brands as

**Queen Flake Baking Powder**  
**Northrop Spices**

Dealers find no trouble in selling these goods of highest quality. Manufactured and sold only by

**Northrop, Robertson & Carrier,**

Lansing, Michigan.

## "WHAT'S MINE IS MY OWN"

Then why don't you keep it? Don't give away a large percentage of your profits every time a customer comes into your store to make a purchase. You say you don't give away a large amount? Well, then call it a small amount, if you like, but it's just as certain to eat



the very heart out of your business as if you gave it all away at once. Stop this leak before it stops you. Write to us about the MONEY WEIGHT SYSTEM and remember our scales are sold on easy monthly payments. Address

**THE COMPUTING SCALE CO., Dayton, Ohio**