

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Volume XVI.

GRAND RAPIDS, WEDNESDAY, MAY 10, 1899.

Number 816

L. Perrigo Co.

Manufacturing Chemists,
Allegan, Mich.

They are Trade Winners

Our Mandrake Bitters,
Headache Powders,
Catarrh Cure, etc ,

and they merit the floods of praise we are receiving by users everywhere, they are put up on honor and sold under a guarantee. Have you written us about prices on our specialties and druggist's sundries? If you haven't, a postal card is all that is needed to get them. Our VETERINARY ELIXIR, (a liquid) is a fast seller and a good medicine; ask about it also.

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

Our Specialties:

L. F. Brand Soda.
Perrigo's Headache Pwds.
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 Elixir
Sennara for Children.
Porous Plasters.
Cough Drops.
Flavoring Extracts.
Druggists' Sundries.

GARDEN SEEDS IN BULK

The Seeds offered by us are largely our own production and all carefully tested before sent out. Quality the Best, Prices the Lowest.

SUGAR BEET

We are direct importers and can supply on short notice the popular varieties for sugar making; such as Klein Wauzleben, Vilmorines Improved, as well as the best varieties for stock feeding.

All orders filled and shipped the day received.

ALFRED J. BROWN SEED CO.,
GROWERS, MERCHANTS AND IMPORTERS,
GRAND RAPIDS, MICH.

WORLD'S BEST

S.C.W.

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

Hanselman's Gandies 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



TANGLEFOOT

STICKY FLY PAPER

ASK YOUR JOBBER FOR IT

For the Groceryman:

To meet the demands of the people, raisins, currants, mincemeat, starch, crackers and cereals must be put up in neat packages. We make a specialty of this class of work. We also make cartons for bottles, cans and powders. Mailing tubes to order on short notice. Work guaranteed. Write for prices.

Grand Rapids Paper Box Co.

ESTABLISHED 1836.

INCORPORATED 1896.

PHELPS, BRACE & CO.,

THE

LARGEST CIGAR DEALERS

IN THE MIDDLE WEST

DETROIT, MICH., U. S. A.

WE ARE DISTRIBUTORS FOR

VINCENTE PORTUONDO, Philadelphia, Pa.
RUHE BROS CO., Allentown, Pa.
THE HILSON CO., New York.
T. J. DUNN & CO., Philadelphia, Pa.
McCOY & CO., New York.
THE COLLINS CIGAR CO., Pittsburg, Pa.

BROWN BROS., Detroit, Mich.
THE BANNER CIGAR CO., Detroit, Mich.
BERNARD STAHL CO., New York.
BANNER CIGAR CO., Lancaster, Pa.
SEIDENBERG & CO., New York.
G. P. SPRAGUE CIGAR CO., Columbus, O.

THE FULTON CIGAR CO., Lancaster, Pa.
A. B. BALLARD & CO., Tampa, Florida.
E. M. SCHWARZ & CO., New York.
WHITE BEAUTY CIGAR CO., Detroit, Mich.
THE HAVANA CIGAR CO., Coshocton, Ohio.
And several other well known manufacturers.

F. E. BUSHMAN, Manager Cigar Department.



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



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

We Pay HIGHEST MARKET PRICES in SPOT CASH and Measure Bark When Loaded.
Correspondence Solicited.

HEMLOCK BARK



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

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

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.

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 package for cider or vinegar without first removing all traces of our brands therefrom.

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

J. ROBINSON, Manager.

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

Steam Fixtures for Cylinder Presses

At Less Than Half the Cost of New.

Having equipped its presses with direct connected motors, the Tradesman Company offers the Shafting, Pulleys, Hangers and Belting formerly used at a merely nominal price. Publishers and other users of machinery requiring cone pulleys for variable speeds will do well to investigate before making additions or changes.

Tradesman Company, Grand Rapids, Mich.

MICHIGAN TRADESMAN

Volume XVI.

GRAND RAPIDS, WEDNESDAY, MAY 10, 1899.

Number 816

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.



A REPORTING ASSOCIATION
THAT GIVES INSIDE FACTS
—A COLLECTION AGENCY
THAT COLLECTS.

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, May 6th to 9th. Full line winter goods. Customers' expenses allowed.

THE MERCANTILE AGENCY

Established 1841.

R. G. DUN & CO.

Widdicom Bld'g, Grand Rapids, Mich.

Books arranged with trade classification of names. Collections made everywhere. Write for particulars.

L. P. WITZLEBEN, Manager.

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

Tradesman Coupons Save Trouble. Save Money. Save Time.

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The Heathenism of Lying.

Lying is a thing so palpably gross and evil that no exhortation against it ought to be necessary in this Christian and enlightened land. Nevertheless it grows and thrives in the soil of our country as pusley thrives in a strawberry bed. It is a most universal weed, for no land on the face of the earth does not present a fertile soil and a fair climate for its growing. The more debased the nation the more general the lying. The Chinese people lie most commonly and freely as a business proposition. A Chinese merchant when asked what he gets for his fish, for instance, will say in a matter-of-fact way: "When I lie I get twenty cash; when I tell the truth I get five cash." Other heathen and half heathen nations, like the Spanish and Spanish-American countries, make the lie an essential element of the warp and woof of trade. To lie does not necessarily make these heathen think less of each other, which shows how little they think of each other in the first place; their children lie without much chiding from their parents, and to say they lie artistically when very young is to tell a fact of very common knowledge among them.

Emerson, who has said many things better than many others have said them, has said this: "The world is upheld by the veracity of good men; they make the earth wholesome. They who live with them find life glad and nutritious. Life is tolerable and sweet only in our belief in such society."

The lie and the lying spirit, then, if we would believe Emerson, bring wreck and disease to the world. They make life intolerable, poisonous, bitter. The average American merchant will admit the truth of Emerson's proposition, and the truth of my corollary, and still harbor a sneaking notion that a little trade lie now and then helps things along in a business way.

This is an age of trade combinations. Our trade has its secrets. Our competitors have their trade secrets. Our customers must not know our secrets; neither must our competitors, else we lose trade and so lose our fortunes. To keep these secrets it seems necessary that we lie, at least it is an easy thing to cover our secrets with a lie. To

satisfy our conscience we reason that strategy is necessary in warfare and therefore permissible. Modern trade is commercial warfare; therefore trade lies are strategy and consequently permissible. Such a syllogism, although fair to view casually, is fairly reeking with the rottenness of error. It is a passage from the devil's own gospel. It is an argument fit only for the mind of a Spaniard or a Chinaman.

I know merchants of high standing in this city who speak with the utmost complacency of trade lying as a necessity. They do not seem to know that this America of ours is fitter and safer and more wholesome to live in than China or Hindoostan or South America, because our civilization has been dominated by generations of men and women who have dared to tell the truth, have had the fortitude to live the truth, to suffer the truth and if necessary to face destitution and death for the truth.

Lying, whether trade lying or wilful, malicious lying is a vicious, self-indulgent frittering away of the heritage left us by a race of better men than we. It is a retrograding of America to China, a return of civilization to heathendom. —Deacon in Furniture News.

Flour and Feed.

During the past two weeks the flour market has been quiet, with prices well maintained. Holders are very firm in their views, while many buyers are holding off, expecting to buy for less money as we approach another harvest. As a rule, this may be said to be good policy, but a careful study of the situation would seem to indicate that this year is more than likely to be an exception. Evidence is fast accumulating to prove conclusively that the out-turn of winter wheat this year will be from 75,000,000 to 100,000,000 bushels less than last year and, without doubt, a large amount of the grain harvested will be badly shrunk and of poor quality, on account of the enfeebled condition of the plant, which will further reduce the yield of flour to be obtained from it. When the exact conditions become well known, flour buyers will be more active, and those who are keen enough to realize the situation soon and purchase a supply of choice old wheat flour for July and August business, will be most likely to secure a good margin of profit and, besides, avoid the risk of using new wheat flour.

The city mills are running steadily, with sufficient orders booked for May business.

Feed and meal are selling fairly well, with prices unchanged. Millstuffs are in good demand and prices are maintained at a higher level than is usual at this season of the year.

WM. N. ROWE.

Adrian Brink has sold a third interest in his grocery stock at 34 Grandville avenue to his son, John A., and another third to his son, Henry, and the business will hereafter be conducted under the style of A. Brink & Sons. John A. Brink will remain in the store, the same as heretofore, but Henry will continue in the employ of the Worden Grocer Co.

The Grain Market.

Wheat has remained very steady, not much fluctuation, although the general news pointed to better prices, as reports from the growing crop certainly are not as encouraging as they were one week ago, as the general cry is that wheat is going back, owing to the dry and hot weather, also that the wheat is very weedy. At the present outlook we will not get two-thirds of a crop, probably not over 22,000,000 bushels, against 34,000,000 bushels in the harvest of 1898. The fact is wheat in this State has been damaged more than anyone thought of.

Exports are of good size, but the way things look we can not spare much more or else we shall sell ourselves short. The visible made only a fair decrease. However, this can not be taken into account, as the strike at Buffalo interfered with wheat shipments East. As soon as that is settled wheat will go out of the State at a faster rate than now.

Corn is being badly raided, owing to the large acreage being put in, and fine corn weather has caused a decline of fully 2c per bushel, and the large decrease of 3,768,000 bushels could not stop the decline.

Oats also made a decrease of 1,622,000 bushels, but price followed corn on the down grade; we note a decline of 3/4c per bushel. The only thing strong on the list was rye.

Owing to wheat remaining so steady, flour received a strong tone. Outside orders are coming in and quotations are asked for more liberally.

Mill feed is very much enquired for yet, mostly from dairies. The mills are all behind on their orders.

Receipts for the week were: 57 cars of wheat, 12 cars of corn, 11 cars of oats, 30 cars of hay.

We may also mention that hay has advanced to \$12 and \$13 per ton.

Millers are paying 68c per bushel for wheat. C. G. A. VOIGT.

Hides, Pelts, Tallow and Wool.

Hides remain firm, but at no advance. The supply is not large and there is a full demand for all offerings. Good stock is wanted and prices are as high or higher than the leather market will warrant.

Pelts are not offered in any quantity, nor are they eagerly taken at prices asked.

Tallow is slow and sluggish. Soapers are not anxious buyers, as the soap output has been large during the past few weeks and the trade has slackened. There is but little demand for export.

Wools have firmed up 1@2c per pound, with light sales. All low priced wools have been well cleaned up. The new wools come forward slowly, with buyers offering about 1c advance over the opening prices. Local buyers are still inclined to pay last year's prices, which are fully up to the Eastern markets, although they will yield no profit. The outlook is stong, as London has advanced prices 10@20 per cent., which shuts out importations here. Much wool held in bond on this side has been sold to Germany and re-exported.

WM. T. HESS.

Dry Goods

The Dry Goods Market.

Staple Cottons—The strength of the bleached cotton division, and also of the leading makes of brown cottons, has been extremely gratifying to the manufacturers in the face of the efforts that have been made to reduce prices, and the condition of some of the less known lines. The latter have strengthened considerably on account of the position of the others. Buyers seem to be getting the impression that further advances are likely rather than any reductions.

Prints and Gingham—While the print market has been rather quiet for spot goods, there has been a little business accomplished, and a good number of reorders have been received through the mails. The market throughout is very firm and many lines of especially desirable goods are entirely cleaned up. Fine specialties are reported as pretty well cleaned up and in good shape. There has only been a quiet demand reported for dark printed flannels, but prices are firm, and the situation is excellent. Dress styles of gingham are hard to find, and suitable gingham are also very few. Prices on both show a hardening tendency.

Carpets—The very mild weather during the past two weeks has stimulated the consumers to greater activity. Country merchants who have received a larger share of attention have come to the market to order more goods to meet the demands of their customers. The department stores, as well as the city retailers, have been doing a very good business. There is a large amount of cutting up reported by the cut order stores, who are well pleased with the outlook for next season. Duplicate orders have been more frequent and cancellations are very few. The manufacturers of ingrain, tapestries and velvets and other lines, including art squares, continue well employed, and this season will last much longer than was anticipated at the opening. The new samples are now well under way, and while some have been obliged to delay their preparation for the next season, the month of May will find all the manufacturers with a full line of samples, and many of them more attractive than ever. With the increased demand for carpets, some are preparing a line made of better material and fabrication than last season in anticipation of a call for goods at higher values. It has been one of the most encouraging features thus far this season that no auction sales of carpets have been announced up to this time. One year previous the ruinous auction sales were held, which resulted in the complete demoralization of the carpet industry, just as they were prepared to show their new samples. This year the proposed carpet trust was sprung upon the carpet manufacturers, who, having suffered so severely from the auctions, were expected to quickly respond to the solicitations of promoters. While it is true that some were induced to listen to the proposition, the larger number do not take kindly to the idea. As there are so many conflicting interests, it will be a difficult matter to induce the tapestry and velvet manufacturers to unite with ingrain manufacturers. Already some of the ingrain manufacturers have sent circulars out to their trade notifying them that they will continue to sell their goods direct, as they are not connected with any trust.

Upholstery Goods—Another meeting

of manufacturers outside of the former meeting which was promoted by Strohheim & Ronan, wholesale upholstery jobbers, and others from New York, was held in Philadelphia early last week. It was called by a Philadelphia manufacturer, and it is proposed to organize the various concerns under one head. Fifteen concerns, some of them not connected with the previous movement, were reported as present, and some speak very confidently of this latter movement being a success. As the meeting was held with closed doors, there was very little information given to the public.

Unnecessary Burdens.

We have the best of all good authority for bearing one another's burdens, and among women in whom the gift of sympathy is generally an abnormally developed virtue, it is seldom that the hand of help or the dole of tears is withheld when asked. But surely there is also another side to this question, and however willing we may be to help bear others' burdens in times of genuine need, it is an unnecessary hardship to have to be the repository of all the pin-pricks of fate with which our acquaintances are afflicted, and to be continually overwhelmed with their complaints and whining.

Just how much this takes out of us we fail to notice because we are so accustomed to it. To meet a friend is as a matter of course to be deluged with a flood of woe. Servants' shortcomings, tradesmen's exactions, dressmakers' incompetence, children's misdeeds, in general, and a detailed account of her own aches and pains in particular, for the depressing topics of conversation. We respond in the same exhilarating strain, and we part and go our several ways each a little more cast down, a little less courageous than we were before, and a little more certain that life is nothing but dust and ashes.

If this is terrible in conversation, in letters it is even worse. When we talk with a person the appearance of her bounding health, even her smart and becoming frock, may counteract the tale of woe, and make us set it down where it properly belongs—in the category of chronic grumbling—but in letters there is no such resource. We must accept the gloom as it is written, with no extenuating circumstances, and go about with the sorrow and anxiety for a trouble we can not help gnawing at our hearts. None of us but know what it is to get such letters, and blister them with our tear, when, perhaps, if we could only have known it, they merely represented a minute's whim of the writer, who wasn't really unhappy after all.

It is a poor excuse to offer for these burdens that we lay upon each other that we do it through sheer thoughtlessness. We have no right not to think, and we never realize how grievous are our sins in this line until we come across one of those rare natures who diffuse brightness and cheerfulness as the sun does light and warmth. How invigorated it makes us feel, how our own miasms melt away before it, with what renewed hope and courage we take up the burden of our own troubles that we were tempted to lay down.

When one realizes what creatures of moods we are, and how easily affected by a chance word, it seems a pity that we cannot use a little more discretion in what we say to one another. There ought to be some kind of a social quarantine to which the chronic complainer could be subjected, so that we might not be infected by her moods, and only those permitted at large who could be depended on to speed us on our way with a cheerful and helpful thought.

CORA STOWELL.

SUMMER CORSETS



Are in great demand at present. A good one can be sold at a quarter. The best at half a dollar. Do you wish to see samples? If so, write us.

Voigt, Herpolsheimer & Co.,
Wholesale Dry Goods,
Grand Rapids, Mich.

HATS

We have a large assortment of Rush Hats, Straw Hats, Crash Hats, Wool Hats, Fur Hats. We can fill your orders promptly and satisfactorily. Send sample order and be convinced.

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

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.



**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 one's 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.

TRADESMAN ITEMIZED LEDGERS

SIZE—8 1/2 x 14.
THREE COLUMNS.

2 Quires, 160 pages.....	\$2 00
3 Quires, 240 pages.....	2 50
4 Quires, 320 pages.....	3 00
5 Quires, 400 pages.....	3 50
6 Quires, 480 pages.....	4 00

INVOICE RECORD OR BILL BOOK

50 double pages, registers 2,880
invoices.....\$2 00

Tradesman Company
Grand Rapids, Mich.

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.

Book-keeping For a Retail Store.

I believe a cash railway or carrier will pay for itself in a very short time. Where some of the departments of a store are on different floors, some system which will bring the cash from each floor to the cashier's desk is better, and thus have the whole book-keeping and cash department in one place. The system I am advising may, at the outset, seem complicated, but if the reader will examine it, think it over, and thoroughly consider it, he will find that it is exceedingly simple, and so thorough that the books can easily be kept by the cashier, who can readily balance them every night and get a complete account of the day's business in a few items.

There should be sales checks for cash sales and others for credit sales. Each salesman should have a package or book of each kind of these checks. These checks should be simple, but either of different form or color, and should be printed "cash sale" or "credit sale." The cash sale check should read something like this, when made out by the clerk:

Cash Sale:

Salesman No. 6,
One Pound Coffee, 28c.

This check, with the money, should go to the cashier, who sends back the change, if any, and places the check on the spindle corresponding to the salesman's number. In making up the cash, each salesman's sales are footed up separately, and the total is entered under cash sales for the day. If a credit sale is made, the salesman makes out a check which is headed credit sale. This might read:

Credit Sale:

Salesman No. 8,
James K. Lane, 12 Main St.,
One Suit Clothes, \$8.75.

These credit sales slips are used by which to charge to the accounts of the debtors, but no account is to be kept of credit sales by individual salesmen. When the bills are paid, cash sale slips are to be made by the cashier for each salesman for the goods sold by him, and the same credited as his sales of the day on which they are paid. Only the amount, the salesman's number, and amount of sale is necessary on such a slip.

If you accept produce as part payment, have a check for that purpose. Have it filled out to tell the name of the seller, the goods and price, and amount credited. This check may be handed to the clerk as cash payment, and he places with it his cash sale checks until the amount is traded out. Sometimes the check may go from one salesman to another in a department store, the salesman's checks being pinned with it, until all go together to the cashier for balancing. Then the various salesmen's checks go to their proper spindles, and the produce check is counted as "cash paid for merchandise."

It is well to have a book specially ruled to show the daily sales of each salesman. This should have thirty-one lines from top to bottom, and should be made so that (in a moderate-sized store, at least) one opening (two pages) should be wide enough in which to allow space for the entry of the day's sales of each clerk. This gives a bird's-eye view of the month's business, both of each salesman and the total sales.

A set of double-entry books should be kept, consisting of journal, cashbook, and ledger. Everything is posted from the journal to the ledger. Besides these, a ledger is to be kept for accounts with customers. This is entirely independ-

ent of the double-entry books. A sale is not to be credited to merchandise account until it is paid. This ledger has drawn off upon it the items from the salesman's credit sale checks. An extra space gives salesman's number, otherwise the ruling is the regular ledger pattern. The checks are not destroyed, but are strung on a wire after the entry is made on the ledger. If for any reason the original credit sale check is needed for reference, it is easily found, for the checks are strung on in the order of their being posted, with each day's checks dated by adding a larger slip or check having on it the date of the day they are made out. When an article is returned it should be credited opposite the item charged. Thus in drawing up an itemized statement there is a saving of labor by omitting this item. In the folio column are placed the salesman's numbers. At the end of the business year the accounts in this ledger are inventoried—making two lists, i. e., O. K. list and a doubtful list. The doubtful list is not considered in the resources when balancing the books. The doubtful list is balanced into a "suspended" ledger. For accounts kept in this form a perpetual ledger would be a great convenience.

A book termed the daily journal is kept, in which bills to be paid or other business reminders are entered. It has a page twelve inches long for each day of the year. Bills for payment are entered on the page, bearing a date a day or two previous to which they are to be paid. The discount to be taken is given, and when the ledger is to be referred to for goods returned, etc., a cross check is made. Statements are made up for payments from this book, checks drawn from the statements, which, if desired, may have a receipt attached, to be signed and returned.

FRED W. DAVIS.

Altogether Too Slow.

President of the Company—I guess you'd better discharge that boy.

Manager—Why? He seems to be a quiet kind of a boy, and I haven't noticed that he has neglected his work.

President—That's all very true, but I don't think he has the making of a financial genius in him. He's been around here for more than three weeks now and hasn't given either you or me to understand that he knows more about the business than we do.

ROOFING

As manufacturers we can supply goods in our line at extremely low prices. We make **Roofing Pitch, Tarred Felt, Tarred Board, 2 and 3 ply Roofing, Gravel Roofing, Asphalt Paints.**

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.)

AMERICAN BEAUTY

GINGER SNAPS



Put up in 3-lb. barrels, 12 and 24 to the case, \$2.40 per doz.

A whole barrel of fine Ginger Snaps to the consumer for 25c. Made only by

NATIONAL BISCUIT CO.

Sears Branch, Grand Rapids.

They all say

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

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

Around the State

Movements of Merchants.

Holland—Con DePree has opened his new drug store.

Wyandotte—Benj. Loranger, grocer, has removed to Detroit.

Brant—Geo. Ward has purchased the general stock of E. P. Whaley.

Brice—Fockler & Manning have purchased the general stock of P. Sowers.

Detroit—Anthony T. Asam succeeds Asam & Martin in the grocery business.

Brighton—Chas. H. Newman, meat dealer, has sold out to Parks & Wesley. Cedarville—Alvin U. Abbott is closing out his stock of general merchandise.

Meridian—C. M. Hallett has engaged in the grocery business at this place.

Carleton—C. F. Thaver has sold his grocery and notion stock to W. H. Maurer.

Negaunee—Baraba & Sorensen, grocers, have dissolved, Joseph Baraba succeeding.

Iron Mountain—Edward Eaton & Co. succeed Edward Eaton in the meat business.

Breckenridge—L. Waggoner has purchased the general stock of Aldrich & Manning.

Galesburg—Norman J. Elsey has closed out his grocery stock and retired from trade.

Kalkaska—W. J. Hubble has purchased the meat market of Nelson Cummings.

Kalamazoo—C. Meisterheim has embarked in the grocery business at 113 Portage street.

Benton Harbor—Rapp & Prideau succeed Ferry & Rapp in the dry goods and grocery business.

Dundee—Drs. J. B. Haynes and A. R. Lusty have opened a drug store and office at this place.

Milford—Burch & Skinner have purchased the crockery and grocery stock of Babcock & Son.

Greenville—B. Haskel has sold his dry goods, clothing and boot and shoe stock to M. Lightstone.

Allegan—The B. B. Sutphin Co. succeeds B. B. Sutphin & Co. in the grain, seed and wool business.

Port Huron—S. B. Shaw has opened a drug store at the corner of Lapeer avenue and Tenth street.

Ionia—Lauster Bros., (Fred G. and Charles F.), succeed to the grocery business of Lauster & Son.

Perry—R. S. Olcott & Son, who conduct hardware stores here and at Williamston, have discontinued business at the latter place.

Ithaca—John Botroff has purchased the interest of Chas. Frost in the grocer business and will hereafter conduct the business alone.

Downington—A. R. Conrad, who has conducted a general store in connection with his hotel, has discontinued the mercantile business.

Coleman—R. M. Swigart, formerly engaged in the grocer business at Durand, has embarked in the agricultural implement business at this place.

Sault Ste. Marie—Pare Bros. have sold their grocery stock to Alex C. Perigard, of Muskegon. They will continue the flour and feed business as heretofore.

Evert—Davy & Co have opened a branch general store at Leota, Clare county, under the management of Eugene Boughton, who has long been identified with the store at this place.

Boon—N. D. Palmeter and P. Fessenden have formed a copartnership under the style of Palmeter & Fessenden and purchased the general stock of Wm. Haskin. They will also buy hay and grain and manufacture all kinds of lumber.

Bay Mills—Sam Sarasohn, who has managed the branch general store of D. K. Moses & Co. at this place for the past three years, has been taken into partnership in this branch of the firm's business. The firm name will remain unchanged.

Detroit—The Enterprise Stove Co. has been incorporated, with a capital stock of \$25,000, all paid in. The incorporators are Alonzo Auscomb, John G. Hasking, both of Detroit; T. G. Rakestraw, Hamilton, Ont.; Frank Smith, Detroit.

Sturgis—C. B. Munger has leased the store in Union Hall block, formerly occupied by Rehm Bros., where he will open his shoe store as soon as he can get his stock in. The goods saved from the fire inventoried \$744 and he receives the full amount of his insurance, amounting to \$2,000.

Middleville—The Nelson Abbott drug stock, which was recently appraised at about \$1,800, was sold under the bankruptcy act Monday for \$825, being bid in by Cornelius Crawford, traveling representative of the Hazeltine & Perkins Drug Co., who has leased the store building for four years from June 1 and will continue the business as soon as he can get possession of the building. The sale was devoid of sensational features, although the matter was held open an hour and a half before the sale was closed. The amount realized from the sale of the stock will liquidate the two mortgages on the stock, amounting to \$650, and pay the court fees, leaving the merchandise creditors without a dividend.

Manufacturing Matters.

Ewen—John McRae continues the lumber and shingle mill business of John McRae & Co.

Owosso—M. C. Darling succeeds Darling & Reynolds as proprietor of the Owosso shoe factory.

Detroit—John H. Harrington succeeds J. H. Harrington & Co. in the cigar manufacturing business.

Saginaw—C. L. Buckheit succeeds Buchheit & Grohmann in the office furniture manufacturing business.

Lansing—Wallace S. Olds and D. M. Hough have purchased a machine shop at St. Louis, and will do general machinists' work and manufacture gasoline engines.

Lowell—The administrators of the estate of A. P. Hunter have sold the drug stock formerly conducted by the deceased to Lyman A. Taft, who formerly clerked in the drug store of W. S. Winegar.

Grand Ledge—The Monitor flouring mills have been sold by Hoffer & Hoover to W. S. Perkins, of Saginaw. The present managers, W. J. Hoffer & Co., will remain for a time with the new proprietor.

Ludington—Three well-known business men of this city have formed a copartnership, the firm name being Meyer, Beach & Flannelly. The members are G. A. Meyer, S. H. Beach and M. J. Flannelly. The firm has already entered the hardware business in Antrim county. One store at Bellaire has been under the management of Mr. Meyer for about two years. Another store has just been opened at Elk Rapids.

Onaway—Gardner & Peterman have begun the erection of a stove mill.

Saginaw—James H. Malcolm, of the firm of Green, Ring & Co., has purchased the interest of two of his partners and will probably secure the control of the plant. The Green, Ring & Co. sawmill was built some thirty years ago and was run until the supply of logs here was exhausted. The mill has never been dismantled and the salt blocks are in good condition and have been operated to some extent, using coal as fuel.

Saginaw—The Welsh & Kerry Manufacturing Co. will not rebuild its plant in this city which was burned some weeks ago. The site, together with the large store house, boiler and engine house, blacksmith shop and the remains of the big main building with all of its machinery, has been purchased by Wickes Bros. The foundation of the burned structure has been found to be in good condition for the erection of another building, and with the other buildings and fine site it is hoped that the property will again be used for manufacturing purposes. The machinery was much of it badly damaged so that it can not be used, but there are some machines which can probably be saved. The business of the firm is at present being handled as best it can be by its Reed City factory, until a desirable location can be found by purchase, the company preferring to buy rather than to build.

Houghton—The Calumet & Hecla is now running twenty of the twenty-two steam stamps contained in its two stamp mills, as compared with sixteen stamps one year ago, an increase of 25 per cent. in production and calling for the mining and stamping of 5,500 tons of rock daily and yielding fully 175 tons refined copper every working day. This is practically the same rate of production as that of Anaconda last year. As the Calumet & Hecla is sold ahead for some months at 18 cents, and the cost of production is rather under than over seven cents per pound, the actual net profits of the mine on the present basis of production exceed \$1,000,000 per month. With the exception of the combined mines of the Comstock lode in the middle seventies, no such profit has ever been earned by any mine in the world.

Builders' Hardware Prices.

An advance of about 10 per cent. in builders' hardware was announced last week. This was the result of a conference held in the East recently between representatives of the various manufacturing concerns in the country and is the second advance made since the beginning of the year. At the same time the report was denied that a combination of the hardware manufacturers was contemplated. Cutting of prices, it is said, has been going on for some time and goods have necessarily been sold on a small margin of profit, especially since copper values have ruled so high. There is, however, a disposition now to make prices more in keeping with general business conditions and a hopeful sign is that the list agreed on last February has been maintained.

Mutual Insurance for Hardware Dealers.

A meeting of the executive committee of the Minnesota Retail Hardware Dealers' Association was held at Minneapolis last week for the purpose of perfecting arrangements to organize a mutual insurance company. The association paved the way for this organization by getting a bill through the Legislature, during the last session, allowing the organization of mutual hardware dealers' insurance companies with a capital stock of \$500,000.

Kalamazoo Grocers Join Hands For Mutual Protection.

Kalamazoo, May 8—Fifty-four of the 100 grocers doing business in this city have organized under the name of the Kalamazoo Retail Grocers' Association, which will be officered as follows:

President—W. H. Johnson.
Secretary—Charles Hyman.
Treasurer—E. L. Harris.
Executive Committee—Sam Hoekstra, D. Allen, M. S. Scoville.

While the regular time of meeting has not yet been decided upon, it is thought that once a month will be as often as will be necessary after the organization is perfected and moving along in good shape. The next meeting will be on next Thursday evening, at the Chamber of Commerce rooms.

A number of questions were brought up and discussed with interest. The matter of membership was touched on, and it was decided that grocers and those who handle goods in that line will alone be admitted to membership. As one member expressed it, "If dry goods men want an association, they can form one. There are over a hundred grocers in the city, and that's enough to form a strong association. We will have all we want to do to look after our own interests, and our inspector will be kept busy looking after our business."

The matter of a city market, where farmers and produce raisers can be centered for the convenience of the grocers, was brought up. The idea seemed to meet with general favor, although there were some objections. The majority favored the idea, however, and the chair was authorized to appoint a committee of three, which committee is to see the Chamber of Commerce and urge the work of that body with the Council for the establishment of a market place. The chairman appointed J. B. Balch, Frank Toonder and Charles H. Ashby.

The question arose as to when the ordinance against peddlers and hawkers is to take effect, and it was stated that the peddlers have until the 15th of this month in which to procure licenses. Each peddler is numbered, and if he drives a wagon his number must appear on each side of his wagon.

The dues of members in the Association was fixed at \$1, as an entrance fee, and if there are additional expenses which the first assessment does not cover, the Executive Committee has power to assess. An inspector will be employed whose duty it will be to scour the streets in the early morning hours to see that no peddlers are operating without a license and to report any such cases promptly. He will be expected to be out in the summer at an early hour, and report at the Chamber of Commerce at 11 o'clock each day, where he may be found until 12 o'clock. He will also be in the office from 5 to 6 o'clock in the evening. A daily report will be made to the Secretary, who has power to call the Executive Committee together at any time he may deem it necessary.

Cuba's Reason for Thankfulness.

From the Lewiston Evening Journal.
Cuba has reason to thank Sampson as the Philippines will have reason to thank Dewey. Business appears to be picking up throughout Cuba, the custom revenue alone reaching an aggregate of more than \$3,000,000 in the first quarter of the year. The great point of difference between our regime and the Spanish is that the revenue of Cuba is turned over to the Island's treasury without being tapped in transit. With the revival of business will come a revival of opportunity for work for such Cubans as care to labor.

Large Apple Crop in Kansas.

Fred Wellhouse, the "apple king of Kansas," says his orchard will yield 10,000 bushels of apples this year. He lately made a tour of the apple belt, and gives it as his opinion that the crop this year will be the largest in the State's history.

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

Grand Rapids Gossip

The Grocery Market.

Sugars—The market for raw sugars is very strong and has advanced again, sales of 66 deg. test centrifugals having been made at 4 $\frac{3}{4}$ c and 80 deg. test muscovadoes at 4 $\frac{1}{4}$ c. Prices on all grades of refined have advanced $\frac{1}{8}$ c. Some concessions of $\frac{1}{8}$ c on large lots of softs are still being made. The outlook for this year's Philippine Islands sugar crop is said to be even worse than has been reported and it is now expected that the production will not amount to more than 50,000 or 60,000 tons. The crop under normal conditions, it is said, should show 240,000 tons. Willett & Gray's latest estimates of the sugar crops of the world show only 38,601 tons increase over last year, so that no provision is made for the normal increase of consumption.

Canned Goods—There is little change in the market for any variety of canned goods. A small but steady consuming demand for most descriptions prevails, but no large orders are being placed and trade in the main is quiet. Peas are steady at previous prices. There is only a comparatively small demand from outside dealers, but holders consider the outlook for sustained prices good and the impression prevails that the old pack will be practically cleaned up before the new ones come in. There is a fair demand for corn and prices are firm at quotations. Conditions are practically the same as heretofore and there is little probability of a change at present. Packers are well sold up and little is doing in futures. Tomatoes have developed an additional weakness the past week. The weakness, which has been referred to previously, is due to the desire of holders to dispose of their stocks. The outlook for the coming pack undoubtedly has had much to do with it. Sales are reported small, even at present low figures. New Jersey growers are making preparations for an enlarged crop of tomatoes this year. The impression prevails that the demand for canned tomatoes will be larger than even future sales indicate and growers are planning to take advantage of the opportunity offered. Pineapples attract attention, because the new packing season is just beginning. So far the prospects favor a short crop and the probability is that packers will have to pay a good sum for their green supplies. Spot goods are steady at quotations, however, and there is little possibility of any important change at present. Sales of salmon have been very heavy during the past few days and some packers are virtually cleaned up. Dealers say they can't remember a time when futures sold so rapidly as this season. Not for some years has there been an opening season without a heavy carry-over from the previous year's pack, but the extraordinary demand last year, caused by the addition of salmon to the list of army and navy rations of three different nations, consumed about everything obtainable, and packers and dealers enter upon the new season with practically bare shelves. Prices are well maintained at opening figures and the market continues firm. Preparations are being made for a large run and heavy pack of salmon. It is said that the expected run promises to be larger than in 1898, owing to higher water, which invariably draws in large-sized fish. Reports from Eastport, Me., state that there is every prospect of a big run

of sardines in the water along the Maine coast, and preparations have been made to begin packing promptly on the opening of the season, May 10. Twenty-eight out of the forty-seven factories in the combine will start as soon as the fish begin to run. Stocks in the hands of dealers and commission men are said to be small and, while there is no disposition to advance quotations, there is little prospect of a reduction in price before new fish arrive. While it is not positively asserted, it is believed that the prices on new sardines issued by the combine will be lower than those at the opening of last year.

Dried Fruits—There is little change in the general situation. Trade is making progress slowly. Orders are small, apparently being placed to cover only immediate requirements. Prunes are nearly gone from first hands and the disquieting reports regarding the heavy drop caused a firmer feeling in the market. How serious the drop will be remains to be determined, but it is certain that it is large. The reports have a strengthening influence on the market and it is thought may cause an advance. A general belief that supplies will be exhausted before new crop comes tends to make the market firmer and prevent reductions. It is said that some holders have refused large orders at a slight reduction, believing that supplies are so small that prices will advance and stocks move into consumption. Some further export demand from Germany is expected, supplies in that country being very low and the embargo on American dried fruits removed. Peaches have been gone from first hands for some time. The gloomy outlook for the coming crop increases the firmness. All dried peaches must come from California this year, but the demand for the green fruit will be so strong that few are likely to be left to dry. With the reassuring news regarding the completion of the California Raisin Growers' Association's deal to secure the required acreage to maintain the Association another year, the market on raisins has become firmer and may advance. The Association has secured over 90 per cent. of the crop and will undertake to distribute same. This estimate is based on an acreage of 46,315 acres of vineyard. The statistical position of raisins is stronger than is usual at this season. It is said that the entire available supply on the coast will scarcely reach 700 cars, of which the bulk are graded. Currants appear to be firm. The market shows comparatively little change from day to day, but there is an upward tendency to the movement which will probably develop into better prices. Figs are easy at quotations. There is a small consuming trade, but no large orders are placed. Advices from growing sections are to the effect that the crop will be much better than last year. Dates are unchanged.

Nuts—It is reported from Tarragona that all old almonds have been withdrawn from the market, on account of the poor prospects for this season's crop. It is also stated that the entire crop of Princess paper shells has been lost. The movement to consolidate the peanut interests of the country is practically completed. A single company, capitalized at \$5,000,000, will control the entire business. The peanut crop of the United States is raised almost entirely in Virginia, North Carolina and Tennessee and hereafter shipments made by the new combine will be from Norfolk, Va., where the warehouses and

offices will be located. The peanut market is considerably stronger this week and prices have advanced $\frac{1}{4}$ c.

Molasses—The molasses market is quiet, but steady. Mail reports from Louisiana say that favorable weather continues and that the crop is developing in a very satisfactory manner. The crop growth is from three to four weeks later than usual.

Rice—The rice market is weak. Rice is not moving out as briskly as was expected and dealers can not account for the falling off in the demand, as usually at this time of the year there is a large demand for all kinds of cereals.

The Produce Market.

Asparagus—The market on home grown stock has advanced 5c per doz. bunches, owing to the cool weather, and dealers have marked their prices up to 25c.

Bananas—The trust is beginning to show its hand by curtailing the supply for the purpose of advancing the price.

Beans—Wax, \$1.75@2 per $\frac{1}{2}$ bu. box.

Cabbage—California stock is arriving in limited quantities and finds ready sale on the basis of \$7@8 per crate. Home grown stock is entirely exhausted and Southern will not begin to arrive in any considerable amount for a week or ten days yet.

Cucumbers—Home grown, 60@75c per doz.; Southern, 50@60c.

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

Green Onions—Common command 8@9c per doz. bunches. Silver Skins are beginning to come in, commanding 12@15c.

Lettuce—Growers of forcing lettuce report that their stocks are nearly depleted, in consequence of which the price has advanced to 12@14c. Head lettuce is beginning to come in, commanding 15c, but will go lower before the end of the week.

Maple Sugar—11@12c per lb.

Maple Syrup—90c per gal.

Onions—Home grown are practically out of market. Bermudas have advanced to \$1.85 per crate. Egyptians are now in market, commanding \$3 per sack.

Pieplant—In large supply and active demand at 1c per lb.

Pineapples—Bahamas and Havanos have advanced to \$1.75@2 per doz. Floridas are also higher, having been marked up to \$5 per crate of about 40.

Potatoes—Home grown are lower, and the market is unsettled and unsatisfactory, owing to the uncertainty which appears to have taken possession of everyone identified with the business. A demoralizing feature of the situation is the knowledge that Southern stock will be in market earlier than was expected. Locally, dealers pay 30@35c and hold at 40c, but carload lot are freely offered at 35c. New Triumphs from Texas are now in market, commanding \$6 per bbl. or \$2 per bu. and Bermudas have declined to \$2 per bu. box.

Radishes—Round, 15c; long, 20c.

Spinach—Has advanced to 70c per bu.

Strawberries—The best stock received thus far is from Arkansas, which comes in bright and firm and finds ready sale at \$2@2.50 per 24 qt. case.

Sweet Potatoes—Jerseys are in moderate request at \$3.75 per bbl. or \$1.40 per bu.

Butter—Receipts of grass butter are heavy, but none too heavy to meet the consumptive requirements of the market, which is kept closely cleaned up. Dairy grades command 12@13c and factory creamery is in good demand at 16 $\frac{1}{2}$ c.

Eggs—Local dealers pay 10c for all receipts of strictly fresh stock, but country and cold storage buyers elsewhere are paying 11@12c, in order to secure shipments. Considering the narrow margin on which some buyers are undertaking to do business, it would not be at all surprising if some one was hurt before the end of the season.

Peas—Green, \$1.50@1.75 per bu. The price will be lower soon.

Increase of the Peddling License.

At a meeting of the Grand Rapids Retail Grocers' Association, held April 18, the following resolution was unanimously adopted:

Whereas, The general improvement in business warrants a return to the license fees formerly exacted of peddlers and bucksters; therefore

Resolved, That we place ourselves on record as advocating an increase in the license fee to \$30 per year; also

Resolved, That we use our best endeavors to secure such an increase in the license fee and support our Special Committee on Licenses in every possible manner in the work entrusted to it.

Acting on the advice of those who have made a study of the peddling question, it was decided not to print the resolution in the official report of the meeting and to keep the matter out of the newspapers, to the end that the peddlers might not be alarmed in time to organize an opposing campaign. A committee was appointed to carry out the spirit of the resolution, composed of the following: H. Klap, A. Brink, John Witters, Chas. Payne, J. J. Wagner, D. S. Gray, Richard Rademacher, J. Geo. Lehman, B. S. Harris, F. L. Merrill, E. C. Jenkins, H. C. Wendorf, M. H. Barber.

This Committee met with the License Committee of the Common Council last Thursday evening and, as the result of such action, the Common Council on Monday evening adopted a resolution increasing the license fee for peddlers and bucksters from \$25 to \$30 a year.

The outcome of the matter shows how much can be accomplished where the work is undertaken quietly and carried forward secretly, instead of being pursued in handwagon fashion. If it had gone out in the public prints that the grocers were advocating an advance in the schedule, the peddlers would have taken the alarm and the result would have been several stormy sessions of the License Committee, probably ending in a compromise or possibly a defeat for the grocers. Instead of defeat, victory is perched on their banners, and the manner in which that victory was secured gives ground for the belief that further concessions along the same line may be secured later on.

The sale of the Nelson Abbott drug stock at Middleville Monday satisfied every creditor of Mr. Abbott that the new bankruptcy law is not adapted to meet the requirements of merchandise creditors, inasmuch as the amount realized from the stock was only enough to pay the two secured claims, amounting to \$650, leaving \$2,600 in merchandise claims totally unprotected. Reports were current at an early stage of the proceedings that a considerable portion of the drug stock had been spirited away from the store, but the evidence presented at the hearing was not of a character to justify the creditors in insisting on the other stock being included in the bankruptcy proceedings. Criminal proceedings are hinted at and may be resorted to later on to enforce the rights of the creditors, but in the light of present information, based on the facts as they were brought out by the bankruptcy proceedings, the operations of the present Federal law are anything but satisfactory to the creditor class.

Ira O. Johnson, who has made his headquarters at the grocery store of E. J. Herrick for several years past, has leased the store at 240 East Fulton street and will occupy it as a milk depot, carrying a line of domestic cheeses as well as milk, cream and buttermilk.

Woman's World

Parisian Custom Not Adapted to This Country.

For the past forty years there has been a crying demand for the emancipation of woman. As a result the doors of the college and university have been opened to her, numerous trades and professions count her in the list of active members, the laws in the various states have been amended to accommodate her needs, and yet to-day when the whole world seems hers she is a willing martyr to dress. Moreover, her physical improvement has kept pace with her mental development. She shares with her brother the pleasures of the gymnasium, tennis, golf and the bicycle. She knows what comfort and ease mean and yet the short sensible bicycle skirt, fit for all sorts of weather, has been supplanted in popular favor by the trained skirt of the tailor-made suit.

And what a sight is ever before our eyes! The woman—or shall we call her the lady?—of 1899 is too independent to be bothered with holding up her skirts, so she kindly brushes up the dirt and takes it home with her. She must have mixed herself with municipal politics and gotten the contract away from the street-sweepers. Then, too, she wishes to be a consistent creature, so she will have to drop the microbe fad now—what are a few more or less bacteria in the city water when she is fairly enveloped in them?

Recently we made a trip to Chicago, and registered at the Great Northern. Sitting in the famous picture gallery, we spent a little time gazing upon the scene in the lobby. And such a vision! Members of the sterner sex were there galore, sitting or standing or walking around. Cigars were in every mouth. The beautiful tiled floor was too nasty an affair to contemplate, or even mention, yet grace, beauty and trained skirts of material rich enough for a duchess swept through all the slime and other filth, the ladies seemingly entirely oblivious of the condition of affairs at their pedal extremities. But then what does that matter? The ladies, no doubt, were glad of an excuse to buy other gowns, and their pocket books would not be materially affected by their purchases. They had their carriages, they had their maids, they brought work to many a needy soul, but it looked as if the scrubmen would be minus their jobs.

If the foolish style stopped at the feet of the rich dames little harm might be done; but the United States is a Republic and all are free and equal, so the cheap office girl and the \$3 clerk ape Mrs. Millionaire and have a tawdry imitation of her gowns. They have no maids, they have no carriages, their purses are generally in a wilted condition; but they have just as splendid an opportunity to sweep the streets and clean the floors of the stores. Either they must spend their few precious hours of leisure in keeping their long skirts in order or else the task devolves on some other overtaxed member of the family. And when the skirt, overloaded with foulness, becomes too shabby what happens? There is no money to buy another, and so the scavenger may introduce a physician to the family.

But there are other evils under which the feminine world is groaning, not the least of which is the high collar or "choker." The collars have crept up and up until a woman no longer has a

neck or even a throat. Her head is in a vise, and looks like the wired flowers on a funeral emblem. She is as helpless as a horse with blinders and too tight check-rein; but then she is in style.

And now come the white dresses and white shirt waists. This is a season of white. There is something so simple and modest about white, and then it is so sure not to fade, so everybody can indulge. One lady declared that she should wear white from April to October. As she is a person of wealth who does just as she pleases, she has made a sensible resolution; and we trust that she will keep it, for she can be a real benefactor to many of her sex. Think of the rich harvest her dressmaker and laundress will reap. But then she hasn't a cinch on white—everybody else is going to wear it, too. The poor girls and the jaded women will have to spend many weary hours at the washtub and the ironing board; but they will have their days of looking as pure and white as a lily, so what matters it if they sacrifice their leisure for higher thoughts and nobler deeds?

Not far from us is a lady who is not rich in the world's goods. True, her husband has a good start, but he has his way to make. Of course Mrs. Conventional wishes to do the proper thing, so she dresses her children in white "from morn till dewy eve," just as the rich people do. She spends weeks and weeks making the innumerable little dresses and waists. She is always tired and is wrinkled beyond her age. She has no time to read or develop any interest outside of tucks, ruffles and gathers, and her mind seems to be getting all puckered up, too. Until recently her one pair of hands had to do everything in the household, but now she has a maid of all work. The girl irons until midnight time after time until she is tired and disgusted and she leaves. She is succeeded by some one else, who undergoes the ordeal a longer or a shorter time when she, too, gives notice. And so the rotation of servants continues.

And that brings us to mourning, for black and white have a close affinity for each other this season. Our customs with relation to death are barbarous in the extreme. The most autocratic rules as to the wearing of mourning have been laid down. A newly-made widow must encase herself in the blackest of inky robes whether or not black is becoming to her complexion or accentuates the ravages of Time. At heart she may wish soon to be freed from her gloomy habiliments and would like to devote herself to having a good time; but it is her duty (?) to "show respect to her dead husband." After a certain length of time has elapsed, Fashion says she may "go into second mourning." And what could be more conspicuous than this same "mourning?" A person is singled out at once and is stared at by the thoughtless or ignorant passer-by, so at first there is always the veil to conceal the signs of grief or looks of embarrassment. For the rich the custom is well enough, perhaps, but when Sarah Jane earning \$2 a week and Mrs. O'Flaherty almost on the town are compelled to starve themselves in order to publish their woe it is time there was a change in public sentiment. After all, people are trying to be more sensible on the subject of mourning. They begin to realize that the deepest sorrows are often the most hidden, and that a smile often hides a broken heart. There are just as sacred duties to the living, and

most people realize the cheering effect of color.

And the reaction has set in. The long dark cold winter has been followed by a few bright spring days. Never has Grand Rapids seen such a bewilderment of color. The hats are too gorgeous to describe. They show that people's spirits are rising. Color is always associated with sunshine. Note how much more color the Southern ladies wear than the Northern and, as a rule, they have happier dispositions and wear care more lightly. But it is in Paris that the color combinations reach their highest development. The rainbow tints are ever present, and the spirits of the people are high-pitched and composite to match.

And Paris originates the styles. They are designed especially for the demimonde, who form such an important class in France. Yet the virtuous, sensible, brainy women all over the world eagerly adopt these same outrageous styles. But then the only alternative is the styles of the dress-reformers, which are tasteless and ugly. To-day there is a grand field for American designers to originate styles suitable to the needs and tastes of the American women; but beauty and artistic effect must be sustained or else their attempts will be dead failures.

Lacked Judgment.

"I had to call my son off," sighed a wealthy wholesaler, who believes that young men should strike out for themselves in order to gain experience and confidence.

"Hasn't he a business head?"

"Possibly, if his judgment can be straightened out. I discovered just in time that he was going to ship a cargo of horse blankets and sealskin sacques to Manila."

When the Custom Is Reversed.

"They say marriage is a failure."

"There's a great difference."

"Why?"

"In marriage the wife take the husband's name, and in a failure the husband takes the wife's name."

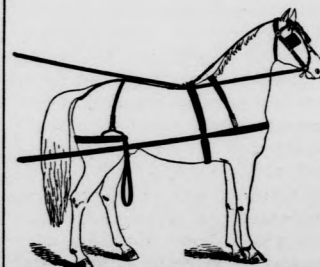
10,000 Sweets For Grocers

Who want convenience and big profits in their Candy Department.

Drop postal for particulars.

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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."

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Dorchester, Mass.
The Oldest and
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**PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES**

on this Continent.

Trade-Mark. No Chemicals are used in their manufacture.

Their Breakfast Cocos is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

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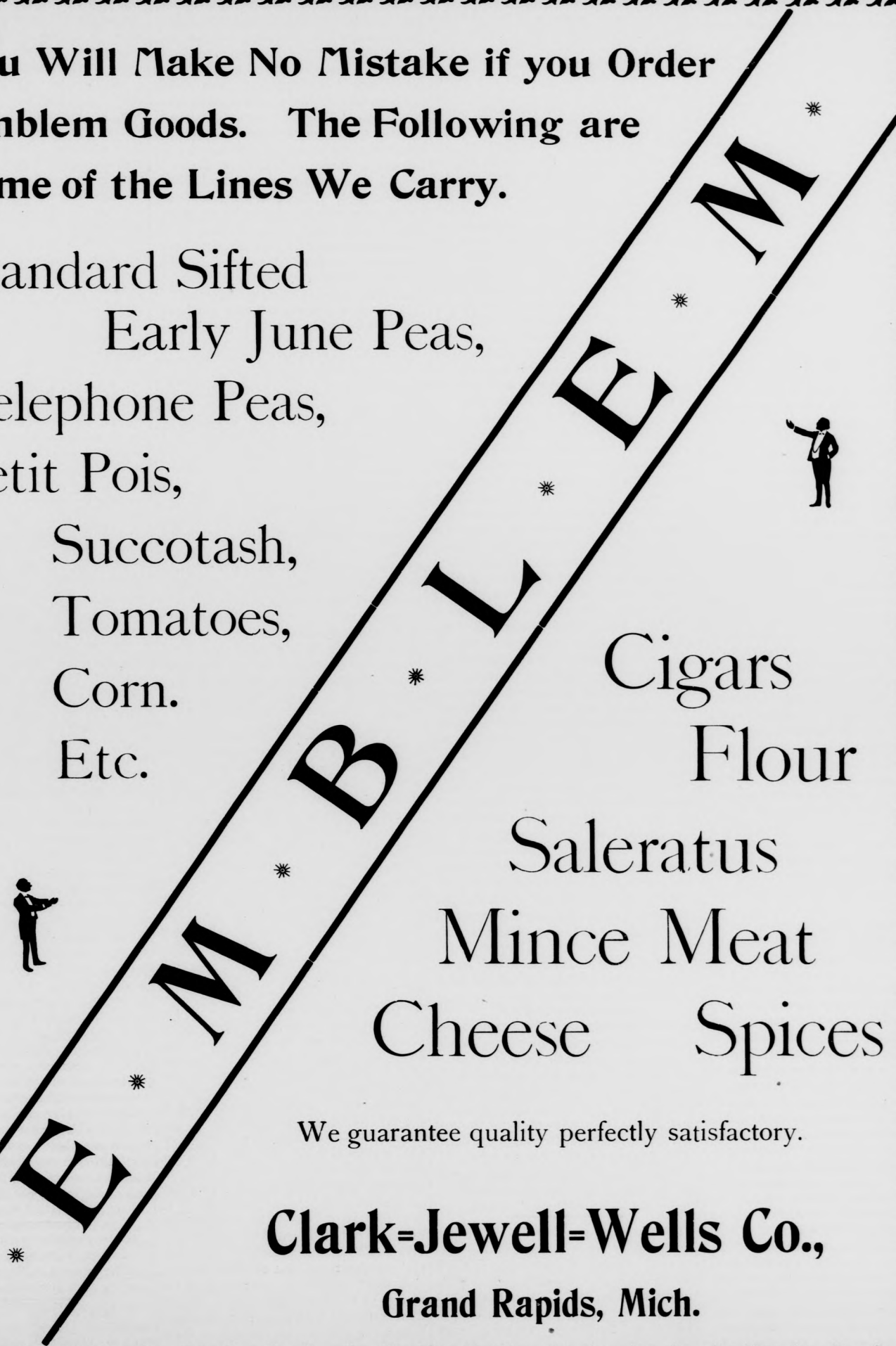
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You Will Make No Mistake if you Order
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E. A. STOWE, EDITOR.

WEDNESDAY, - - - MAY 10, 1899.

PROTECTION OF COMMERCE.

Although it is generally accepted as certain that the disarmament congress, to be assembled shortly at The Hague, Holland, on the invitation of the Czar of Russia, will not lead to any general movement in favor of disarmament, it is, nevertheless, hoped that some practical agreements may be reached upon the subject of international arbitration of certain classes of disputes and the better protection of private property in time of war.

The practical abandonment of privateering has in a measure diminished the loss of private property at sea during war; but the still existing practice of permitting national ships to capture the enemy's merchantmen and cripple his resources by destroying the ships and cargoes of private citizens is tremendously damaging to commerce and a great loss to private persons, generally non-combatants. It has been proposed that the peace conference favor a general agreement not to capture or destroy merchant ships, nor to confiscate private property on the high seas when not contraband of war. Private property has been protected from destruction on land for many years by the custom of civilized nations and there is no good reason why it should not be equally protected at sea.

The immunity of private property from seizure would, of course, imply no right to disregard blockades, nor the right of a belligerent to prevent the shipping of supplies into an enemy's ports. Blockades are essential to a speedy termination of a state of war, and, as long as war is acknowledged as a necessary last resort in international disputes, it would be foolish to talk of the abolition of the right of blockade.

There is no good reason why hostilities at sea, as well as on land, should not be limited to ships actually belonging to the armed forces of the belligerents and used as ships of war, colliers, navy supply vessels or transports. The United States has already inserted the entering wedge by abolishing prize money in the navy, thus cutting off all especial inducement on the part of the naval forces to strive to capture merchantmen. The destruction of an enemy's commerce involved in the capture of merchant ships on the high seas means the ruin of private individuals, and probably does not inflict any actual loss upon the enemy's government nor cripple his resources. A general agreement to respect private property at sea

would be perfectly fair to all nations alike.

If the peace conference accomplishes nothing more than an agreement to protect private property at sea in time of war, the gathering will not have been without practical result.

Up to the present writing Brigadier General Funston, the new hero of the Philippine campaign, has been nominated for Governor of Kansas, United States Senator and President of the United States, but the returns are not yet all in. Funston embarked for the Philippines as an ordinary colonel, but if the pace does not slacken he is liable to come back wearing as many shoulder-straps as the military regulations, indorsed by his admiring countrymen, will permit. The Funston star blinks reluctantly for the time being, and if the Kansas hero is as modest as his admirers claim he will not allow his friends to nominate him for more than a dozen high offices at once. Incidentally, he might as well sharpen his pencil for the inevitable onslaught of magazine editors and sign a contract with his photographer for delivery by the gross.

The rapidity with which Havana is becoming Americanized was shown on a recent Sunday, when there was a base ball game in place of the customary bull fight. As there came near being a riot in the eighth inning, owing to a close decision by the umpire, necessitating the interference of a detachment of cavalry to prevent bloodshed, there is marked evidence that the transplanting of American customs is accompanied with all the realistic accessories of the original. Of course, it is our duty, in the work of evangelizing the Cubans, to abolish such heathen sports as bull fights. We must give them something much milder and more in touch with modern humane sentiments. It is better for the bull, and the umpire can take his chances.

The question of a woman's right to improve her appearance by artificial aid has been officially settled. In Cincinnati, Judge Jelka recently granted a divorce and alimony to Catherine Kraus from Charles Kraus. When Mrs. Kraus sued for divorce her husband's attorney filed an answer, setting forth that his wife had a glass eye, and had deceived him, as he did not know of the glass eye until after their marriage. Judge Jelka held that facial or other physical blemishes can not be cited as proof of fraud in marriage contracts.

One of the humors of industrial incorporations appeared in the recent annual meeting of the shareholders in a millinery establishment well known both in London and in New York. The directors have had to raise a loan, and the chairman complained to the meeting that of the 2,500 stockholders not 5 per cent. did any business with the concern. If, he said, each shareholder would spend £10 a year there, the stock would be four times as valuable as it now is.

Ten years ago Charlotte, N. C., had a population of about 10,000 and one cotton mill. To-day its population is more than 28,000 and its twelve cotton mills are running day and night in the manufacturing of cotton yarns, gray cloths, ginghams, towelings, webbing, sash cord, hosiery, batting and wadding, and its five clothing factories are utilizing every hour of daylight to keep up with orders.

THE NEW PATERNALISM.

The present tendency to concentrate public attention upon the growing power of the combinations known in business as "trusts" is not exclusively due to local causes. It has not as yet got into practical politics in Europe—that is to say, it has not so far been made a party question even in those European countries in which government is most nearly representative; but the establishment of trusts to avoid certain consequences of unhindered competition is by no means a new expedient in the Old World. Discussing this subject, "Trusts in Europe," Wilhelm Berdrow remarks, in the May Forum, that there is something so natural in the attempt and so clearly suggested by inevitable business developments that "its early adoption in matters of industry, commerce and transportation can be readily understood." "A hundred years ago," he reminds us, "there existed in England penal ordinances against unions which, like our modern trusts, sought to fix prices or to secure the monopoly of certain branches of industry. In Austria, the penal code of 1852 (some of the provisions of which are still in operation) declared industrial combinations equally punishable with labor unions. If, therefore, such legal measures were so early instituted against trusts, we must assume that the latter were not only actually in existence, but had already begun to exercise an unfavorable influence." On the other hand, the extent of this evil is not so great in Europe as it is in America to-day. As a rule, over there, commercial combinations in restraint of trade are comparatively small and powerless. But it is in Germany—not, as might have been expected, in England—"of all European countries, that trusts have spread most extensively and have been most successful."

Mr. Berdrow attributes the more rapid advance of the German states in this direction to the fact that, in several important respects, they bear the most striking resemblance to the United States and furnish the most fruitful soil for the development of industrial combinations. In the last analysis, the essential conditions, or true ground, are found to be overproduction and ruinous competition. The total number of trusts in Germany, according to the enumeration of the technical journals, was one hundred and eighty only two years ago; but few of these would correspond with American ideas. This number is diminishing; but it would be a mistake to infer that this is due to the failure of the system, judged from the financial point of view. It is the consequence rather of the continued application of the one central idea, "smaller combinations uniting to form large units, in order to increase their financial power and to extend their sphere of influence." The successful development of the trust system involves, first of all, the elimination of small individual capitalists, investors or speculators, then of the weaker companies and corporations, until at last the whole world of business has fallen under the absolute control of a very small number of monster commercial organizations. But the most obvious and most important suggestion of the history of the origin and growth of the trust system in Europe is that its inspiration, its motive, is precisely there what it is here in the United States. The trust system recommended itself, in the first place, as a means of escape from the confusion, uncertainty and des-

perate warfare of excessive competition. Then experience soon made it evident that the new system of enforced combination or surrender in business is superior to the old system of absolute freedom in trade at home, and a free fight all around, in point of economy. So much must be admitted; but the great question to be considered by the people here and everywhere is whether any advantage that can be claimed for the "trust" can be accepted by them as a fair equivalent for the personal liberty and the opportunities of individual enterprise and advancement of which it has deprived them. It is true that competition is frequently a source of loss and sometimes of overwhelming disaster; but a mere loss of money, or of any form of material wealth, is not the most serious loss that men may suffer. Considering the history of this country, reckoning up the sacrifices made and the ills endured by the founders of its Government that their posterity might remain forever free, one would say that there is really no comparison, no conceivable scale of comparison, between the value of personal liberty and individual right on the one hand, and the value of the security and peace of trade without competition on the other. Nevertheless the question has been raised, and able men are openly contending in the pages of great and influential periodicals, that the people would do well to accept a system which would utterly divest them and their children after them of the right of individual initiative and private enterprise in business.

The small manufacturer and the independent artisan are gone, and sometimes it seems hardly too much to say that the small merchant is going. "Let him go," say the exponents of the latest school of political economy. "Hereafter he will work for others; but he will be well paid and will have no occasion to suffer from that worry over business complications and that feeling of uncertainty and anxiety which have made him prematurely old." At the bottom it is the old plea for paternalism over again. The paternal monarchy is an abandoned ideal, and men are asked to accept in lieu thereof a paternal commercial organization, or set of commercial organizations, which shall do their thinking for them and deprive them of the chance to feel themselves alive. But if it comes to that, why not go a step further? Why not have the title to these vast estates made out in the name of the people? Certainly that is the logical goal of the whole tendency, of the whole movement, that begins with the denial of personal liberty and the right of private individual enterprise.

The value of a laborer's backbone has been fixed by the superior court of Massachusetts at \$10,000. This sum has just been awarded to Antonio Bartolomeo, who won his suit on the ground that through the negligence of a contractor a cave-in had occurred while he was at work in a trench, resulting in an injury to the laborer's spine.

Spain ought to invest her \$20,000,000 in United States bonds, instead of risking the amount in French securities or wasting it in building warships.

It is a dull day in the Philippines when the United States troops do not take a capital or two from the insurgents.

The oyster is off on its summer vacation.

CONTAGION OF PROSPERITY.

Not many moons ago, when the world was laughing at the jester who could not understand why health is not as catching as disease, it was not thought possible that such a condition could exist outside of a joke. To-day that idea has passed from the realm of the impossible into actual fact and the country has broken out like the measles with unmistakable prosperity. No part of the country has escaped the contagion. No industry, however insignificant, has failed to be infected. It is everywhere, and discounts the infection in this, that it has come to stay.

With this established as a fact, the Treasury bureau of statistics kindly furnishes the needed proof. The manufactures fairly show the rapid spread of increasing industry. March exported 25 per cent. more manufactured goods than any preceding month and 50 per cent. more than February. Before 1897 the exports of manufactures averaged \$1,000,000 for each business day. In March, this year, they averaged \$1,400,000 for each business day, a sure sign that the manufactures are "having it good."

One form of manufacture which tells a pleasing condition of things to the man behind the machine is the agricultural implement. Too long has the country been obliged to listen to the complaint of the farmer and when it is seen that during the past year \$909,347 marks the excess of exports in the manufacture of agricultural implements it is easy to infer that the spread of the prosperity germ has reached the rural districts in the most pronounced form. With that for a foundation fact the infecting of other industries and localities follows as a matter of course. The cotton mill exports 15,236,562 more yards of cloth this year than it did last, China alone taking 8,685,722 more yards than formerly, a showing all the more remarkable from the fact that the United States is looked upon as holding a secondary place in the foreign trade going on in China.

As a swift specific for recovery from recent financial depression, it may be well enough to state that during the past year from March to March the exports of instruments for scientific purposes show an increase of more than 100 per cent., a fact not to be lightly passed over. It has been asserted, and as readily admitted, that the accuracy needed in the scientific instrument could not be found in America. France, with her expressive shrug, has put down the American attempt at the impossible and turned with pride to her own instruments of acknowledged excellence. Germany, the land of plodding, painstaking accuracy, with the same impatient "ungeschickt," has anathematized alike the American instrument and the American hog; and Switzerland, from the foundation of the world, has pointed with an exultant "See there!" to the only watch worth carrying, and yet the American instrument is exported to-day at an annual increase of 100 per cent.!

In other directions there is the same gratifying showing. Builders' hardware has increased its export 33 per cent.; sewing machines almost 30 per cent.; typewriters, 50 per cent.; leather and vegetable oils nearly 40 per cent.; naval stores, 60 per cent., and boots and shoes 80 per cent. Think of footwear going to Europe at all, where it was once supposed that only perfection had been reached in quality and fit. It is in the United States that the "know how"

has been attained and the human foot, the world over, is testifying to that fact at the increased rate of 80 per cent.!

During the nine months ending with March the exports of manufactures amounted to \$242,883,645, against \$208,788,036 last year, forming more than 26 per cent. of the total exports, against 23 per cent. during the corresponding months of the preceding fiscal year. In this connection it would be at once pleasant and pertinent to give other statistics to show that prosperity is catching. A single additional one will suffice: Domestic exports for last year reached the enormous sum of \$1,210,291,913, exceeding the record-breaking figures of the year before by \$178,284,310, an amount carrying with it convincing proof that the joker's joke has lost its point. The business that was dead is alive again. Sorrow verily has turned to joy and the Golden Age has again returned.

FIGHT AGAINST THE TRUSTS.

The great crop of combinations and trusts which has grown up during the past few months has so startled the country that anti-trust legislation is now on everybody's programme. Undismayed by some legal setbacks and some real injustice in the Arkansas anti-trust law, Texas is bent upon enacting a similar statute, notwithstanding the pleadings of many business men and the extremely sweeping character of the legislation proposed. Missouri is also on the eve of providing new anti-trust legislation, while the demand for similar enactments in other states is becoming widespread.

Although some of the remedies proposed to offset the trust evil are entirely too radical and even grotesque, there is no mistaking the earnestness of the masses of the people in their hostility to the combinations and their determination to regulate them in one way or another. If local legislation does not suffice, Congress will surely be appealed to, and it is difficult to see how the National Legislature can resist so overwhelming a popular demand.

The whole tendency of the swarm of combinations which has been foisted upon the country is to restrict trade competition, reduce the number of industrial establishments and exact higher profits upon the manufacture of the necessities and comforts of the people. Moreover, most of the trusts are not open and above-board organizations. They represent millions of dollars of alleged capital which was never subscribed and, by concealing the extent of their business and other transactions, deceive people as to the real value of their shares.

That the trust evil is a serious one must be apparent to everybody; but it is equally apparent that it is an evil which can not be overcome by hysterical legislation. Anti-trust laws are badly needed, but they must be such laws as will stand the test of constitutionality and leave no loophole for escape from their penalties. The Arkansas law is scarcely a law of this character, although it certainly serves to demonstrate the earnestness of the masses in fighting the trusts.

Some of the Long Island farmers are selling their potato crops before the tubers are planted, the purchaser paying 65 cents a bushel for the estimated product and taking all risks. Now that the speculative spirit has invaded even potato-raising, there is very little left for it to conquer.

WEAKNESS OF THE TRUSTS.

People who carefully study the facts connected with the recent organization of hundreds of combinations and trusts are beginning to perceive that while such organizations may tend to create for a brief period a monopoly in the industries they profess to control, this monopoly can not last very long. The process of organizing the trusts includes the buying out of opposition at fancy prices. This involves the overcapitalization of the entire enterprise. It is quite common to see recently organized combinations capitalized two or three times as high as the aggregate value of their plants. In order to make a profit on the entire capital, high prices must be maintained.

The maintenance of high prices in any line of business or industry is sure to bring increased competition. The trusts, being overcapitalized, can not work on as close a margin as a private competitor, who has to earn only on capital actually invested, and who is probably provided with the latest and best machinery. This sort of competition, which can only be overcome by buying out each succeeding competitor at the expense of more and more watered capital, can have but one result, namely, financial disaster for the combination.

Even the Sugar Trust, the greatest and most successful of all the great monopolies, has never been able to entirely overcome opposition and is being constantly forced to increase its burdens by buying out new competitors. For some time past it has been engaged in a war which has undoubtedly damaged it. If it succeeds in overcoming this formidable opposition it will only be by buying out the opposition refineries at very steep prices. The great combination might be able to stand even such a drain, but a consummation of that sort would only be the forerunner of new opposition refineries, built probably with a view to ultimately selling out, and so it will go on until the trust will no longer be able to pay dividends on its enormous capital.

If such has been the experience of the great Sugar Trust, with how much greater reason will it be the fate of the many minor combinations recently organized where competition does not involve so tremendous an outlay as does the building of sugar refineries. Despite all that the trusts can do, there will still be competition, and the longer the trusts endure the stronger will be the competition.

THE TAXING OF FRANCHISES.

The passage through the New York Legislature, in the closing hours of its session, of a measure known as the Ford franchise tax bill has created considerable of a stir in the Empire State. That the bill will meet executive approval and become law is certain, as Governor Roosevelt himself was a strong advocate of the measure, and it was through his influence that it was taken up and passed.

The passage of the bill has been a great surprise to the large corporations controlling important public franchises, as it had been generally believed by them that the Ford bill was as good as killed, owing to its failure to command attention earlier in the session. These corporations are loudly complaining, and threaten to at once test the constitutionality of the law. The great mass of influential New Yorkers indorse the measure, although it is recognized that,

in advocating it, Governor Roosevelt struck at the interests of many of his political friends and associates.

The Ford bill proposes to tax the incomes of corporations operating public franchises, such as public lighting, street railway transportation and the like. The bill will make them pay taxes on their income, less the real estate taxes they already pay. The corporations claim that this will be double taxation, although the facts do not bear out this contention.

Should the law be sustained by the courts, it will be of the greatest importance both to the State and to the cities. It is estimated that it will increase the revenues of the City of New York fully \$25,000,000. Other cities in the Empire State will find their incomes proportionately increased, and it is expected that real estate taxpayers will be correspondingly benefited.

The enormous profits which the corporations controlling franchises in New York realize show clearly the benefit they have enjoyed through escaping equitable taxation. Why they should claim exemption from the public dues which other interests are made to pay is not apparent, and that they have been able to escape up to the present time is no doubt due to the strong political pull they have been able to exert by means of corruption funds and the like. Ex-Governor Flower, of New York, makes the rather suggestive statement that the proper way to assess the valuation of the franchises is to take the gross receipts of the companies, and not their earnings, as, if the latter were taken as a basis, the corporations would have little difficulty in so shaping their accounts as to show small profits. This is a timely warning to the New York assessors from a source likely to be well posted.

A curious condition of affairs has arisen in Puerto Rico. A resident of the island, desiring to go to Europe, asked the State Department at Washington for a passport, and was informed that the request could not be granted, because, until Congress takes action in reference to the annexation of Puerto Rico, the inhabitants of that island can not be regarded as American citizens. As their allegiance to Spain was terminated by the signing of the peace protocol, the people of Puerto Rico are wondering if they are without a country. It would seem as if some method of offering them the protection of our flag might be devised, and that speedily.

The American people are just getting around to the anniversaries of the Spanish war. The declaration of war has slipped quietly by, but last Monday we flew flags in honor of the greatest naval fight of the generation, and there will be days to celebrate here and there all through the summer. This advent of a new set of anniversaries relegates those of the revolutionary war to the region of tradition, and those of the civil war to ancient history.

The Missouri Senate has passed the house anti-department-store bill, to tax each line of goods sold over one, with amendments limiting the operation of the act to cities of more than 50,000 population, exempting stores that employ less than fifteen persons, and making the maximum tax for each line of goods \$500.

The tramp is looking for something to do; but he would sooner move on than do a cord of wood for you.

Fruits and Produce.

Observations by a Gotham Egg Man.

"I wish you would keep on hammering away at the 36 dozen egg case," said a prominent egg receiver to me the other day. "Every day we are feeling the increasing preference of buyers for the 30 dozen size." I had noticed that bids on 'Change were more frequently made stipulating for 30 dozen cases, and asked whether there were any new reasons to advance for the discontinuance of the larger package. "No new reasons," answered the receiver, "but the old ones are good enough if packers will only appreciate them; you see the principal trouble with the 36s is that they do not carry the eggs in as good condition and there is generally found in them a larger proportion of broken eggs. When eggs are selling at mark this makes them objectionable to dealers and they will not take them when they can get 30s of equal quality; consequently they hang fire and often we get 'stuck' with them on declining markets. Then in the loss off season the loss on 36s is relatively greater than on 30s, both because of the greater number of cracked and the fact that these spoil quickly and contaminate the whole package." The claim of this receiver is voiced by about all of the egg receivers and seems to be well founded. There is no economy in the use of 36 dozen cases to offset these manifest disadvantages and they should be relegated to the shelf among the barrels, return cases, and other antiquities of the egg trade.

* * *

"Would you like to see some black eggs?" asked a Southern egg salesman as I was about leaving him after an interview in regard to egg sales. Pointing to a pile of grimy looking cases he called my attention to a thing I had never before noticed. The cases—wherever they had been exposed to the air in transit—were covered with soot and upon lifting the covers the top layers of the eggs were as black as the ace of spades. "How did it happen?" I enquired. "Why, you see," answered Mr. B., "these are Southern eggs which are sent up here in live poultry cars; as you know, these cars are not closed tightly, but are walled in with slats, between which the air whistles as the train proceeds. Now as the freight engines burn soft coal and make a smoke like an ocean steamer, and this smoke generally envelops the train behind it, I suppose the fact gives an explanation of the condition of these eggs. The soot has not only stuck to the cases, but has penetrated the packing and sifted down upon the eggs, sticking fast from its oily consistency and giving them the appearance of a Chicago white shirt after two days' wear." It struck me that poultry cars were not suitable for handling eggs anyway and that their dirtiness would very soon be supplemented by their heat, causing still greater damage. On the whole a good refrigerator car is plenty good enough for general patronage. Eggs are no fresher for riding to market in company with the fowls which laid them and even if the refrigerator costs a little more good clean eggs are worth enough more than stale and dirty ones to pay the difference.

* * *

I met an Eastern jobber on the street the other day, a man who usually puts away several thousand cases of April eggs in his own refrigerator for fall

trade. After a little talk about the unusually high prices for eggs this spring I asked him whether he was laying in his usual supply. "Not a case have I put away," he answered. "I can see nothing in carrying spring eggs at the recent cost," he continued, "and expect there will be later opportunities to use my storage facilities more profitably. There are usually chances to make pretty good deals in eggs during the later spring and summer months and heretofore I have had to let these pass owing to a crowded condition of my refrigerator and a reversed state of affairs in my bank account. But this year I shall be in shape to take these later opportunities if they come, and if they do not I would rather take my chances of buying spring storage goods next fall than to take them now at the prevailing rates." I mention this conversation because it represents the position of a great many of the Eastern egg men who usually store spring goods and because their policy as outlined above may have some bearing upon the course of egg values in the near future.

* * *

Last week, for the first time this season, one could see a considerable number of egg trucks backing up to the refrigerator doors. When most of these goods were started from the West our market was up to $14\frac{1}{4}$ @ $14\frac{1}{2}$ c for fancy storage packings, but when they arrived it had settled down to $13\frac{3}{4}$ c as a selling basis. Some of the receivers informed me that they had been instructed to accept the prevailing price although it was below a parity with first cost at primary points; most of them, however, while willing to accept 14c on dock, were instructed to store if that figure was not obtainable and the result was that a good many carloads were put away. During the last half of the week the storage men were quite busy and several thousand cases found a summer resting place in the cold rooms.

* * *

Calling at the store of the chairman of the egg committee the other day I found him mulling over the egg rules. I was glad to see it because there is room for a good deal of improvement in this department of the Exchange literature, and I knew that when F. C. Barger got his head at work on the rules the result would be likely to be worth something. The egg man was privileged to look over some of the revision thus far accomplished and can throw out a hint that when the committee gets through with the work the egg rules will be in tiptop condition.—N. Y. Produce Review.

Creamery Checks Need Not Be Taxed.

The Commissioner of Internal Revenue has decided that creamery checks can be paid or cashed by regular employes of the company without stamping the same; that is to say, if the secretary draws checks on the treasurer for the payment of milk or whatever it may be, the treasurer can pay them without having affixed stamps, provided he is a regular employe of the company or is financially interested as a stockholder; otherwise an unstamped check is not negotiable and can only be cashed by the treasurer or employe of the company issuing the same directly to the party in whose favor it is drawn.

The Usual Way.

"There are sermons in stones."
"Yes, a widow generally gives her second husband a bigger monument than she does her first."

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

WE MAKE A SPECIALTY OF **FIELD SEEDS** LOWEST VALUES

MOSELEY BROS., GRAND RAPIDS.

BUTTER WANTED

Cash F. O. B. cars, packed in barrels, car lots or less.

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

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. I will give $12\frac{1}{2}$ c, delivered in Buffalo, for all you can send me on commission.

REFERENCES:

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

Dun or Bradstreet.
Michigan Tradesman.

W. R. BRICE

ESTABLISHED IN
PHILADELPHIA 1852

C. M. DRAKE

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,

W. R. BRICE & CO.

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.

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, May 6—The grocery trade here during the week has been one of activity. Numbers of buyers have been here, some from far-off points, and they all bring good tidings of general prosperity. Prospects, they tell us, are favorable for good crops, and they buy as if they had the utmost confidence in the future. Prices are generally well held and refined sugar on Wednesday took a turn upward.

While the amount of coffee changing hands is not large, and there is still room for improvement in the general condition, matters, however, are in a more satisfactory condition than a fortnight ago and dealers generally express themselves as pretty well satisfied with the outlook. Rio No. 7 is steady at 6 3/4c. In store and afloat the stock aggregates 1,201,752 bags, against 1,050,852 bags at the same time last year. Little was done at any time in the way of future business and dealers seem disposed to let to-morrow take care of itself. Mild coffees have sold moderately well at prices showing no practical change. Good Cucuta has been most in request, with a rate of 8 1/4c pretty well established.

As stated above, granulated advanced Wednesday to 5 3/4c. The demand has been fairly active and last quotations seem to be substantial. Refiners have again undertaken to guarantee prices and altogether it is not likely we shall have a lower rate unless the trust war again breaks out. Raw sugars are very firm.

The auction sale of teas showed a decline in general lines and this has been reflected on the street market since Wednesday. Trading has been only of an everyday character and for lots to fill out broken stocks. Those well informed seem to think it a favorable time to make purchases, although just why it is any better time now than it is likely to be later is not stated. Little invoice trading has been done during the week.

Hardly as much life in the rice market as last week and, while matters might be worse, there is not much to brag of in the way of new business. Prices show some irregularity. Prime to choice Southern rice is worth 5 1/2c @ 6 3/4c for prime to choice. Japan, 4 3/4 @ 5c, showing little if any change.

Four hundred bales of Zanzibar cloves have been sold during the week at a price said to be 6 3/4c. This is certainly the bottom rate and even 8c is probably nearer a correct figure. With the exception of this sale there has been hardly anything doing, although prices show no particular weakness anywhere. Singapore black pepper is worth 10 5/8c and is firm at this figure.

Grocery grades of molasses are firmly held. The demand has been quite satisfactory and the situation encouraging. Sales are not large in any one instance, but they are numerous and foot a good aggregate. Offerings are not excessive and it is probably a favorable time to purchase. Foreign grades are firm. Good to prime domestic grades are worth 16 @ 26c. Open kettle, 32 @ 33c. Syrups are firm. There seems to be a real scarcity of desirable goods and the demand is better than for some time. Prime to fancy sugar in round lots is quotable from 20 @ 23c.

Talk of a combination of the New York State canners is heard again and it seems to be the general opinion that such a combine will be formed for the economies there are in it. As to the general market, most interest is displayed for salmon, the sales of which have been very large for future deliveries. It is said that several of the leading packers—outside the trust—have sold out their stocks completely. There is a good demand for corn. Lima beans are quiet. Peas are rather dull and standard marrowfats and Early Junes can be bought from 80 @ 85c. Tomatoes are weak and prices nominal.

Lemons and oranges are fairly active and lemons show quite an improvement,

owing, probably, to the warmer weather. Sicily fruit is quotable from \$2.25 @ 3.75. California oranges sell well from \$3.25 @ 4.75, the latter for fancy stock. Bananas are quiet, within a range of 90c to \$1.15 per bunch for firsts.

Dried fruits are quiet. Evaporated apples are dull and sell from 8 1/4 @ 10c, as to quality. Raisins are firm, but the remainder of the line moves only in a listless sort of way.

In beans, there is some little improvement in the general market. Choice marrow are worth \$1.50 @ 1.52 1/2. Choice medium, \$1.37 1/2.

The offerings of fancy Western creamery butter are light and, as the demand has been fairly active, the price has been firmly maintained. Seventeen cents seems to be readily enough obtained for goods which will stand inspection. Firsts, 16 @ 16 1/2c; seconds, 15 @ 15 1/2c; imitation creamery, 13 @ 15c, as to quality, with rather light demand; Western dairy, 12 1/2 @ 13 1/2c; Western factory, 12 @ 13c.

New cheese has been in pretty active demand from exporters. Large size choice, full cream cheese is worth 9 1/2 @ 10c; old, 12c.

The egg market is firm, with quotations for Western stock ranging from 13 @ 14c.

Old potatoes are worth \$2 @ 2.25 per 180 lbs. New stock is in good demand and selling from \$3 @ 6 per bbl.—more for No. 1 Bermudas.

Increase in Shipments of Texas Vegetables.

Corpus Christi, Tex., May 5—Never in the past few years have the shipments of vegetables from this immediate section compared with the enormous consignments that are being transported out of Corpus Christi daily now. A shipment of two cars, consisting exclusively of beans and potatoes, has just been made from here by express to Fort Worth, Sherman and other North Texas markets, and two cars, crowded to their utmost capacity with beans, potatoes, cabbage and other produce, were shipped from here to Kansas City, Denver, Minneapolis, St. Louis and points in Central and Northern Texas.

The present facilities for express transportation are inadequate for the demand, and more cars are needed. Produce buyers are shipping exclusively by express, as the transportation afforded by freight is practically too low for these perishable goods. Gardeners are receiving exceedingly high prices for their produce at present, especially cabbage, which is purchased by the buyers at \$2.50 per 100 pounds.

Although the country is in excellent condition and the yield will be an abundant one, the demand for the diversified crops just now exceeds the supply. The gardeners of this section realize that high prices prevail only temporarily, and in consequence are rushing their produce to market, and the result will be that the success of this season's yield will be especially remunerative.

Competition From New Zealand Apple Growers.

American apple growers and shippers have a formidable rival for trade in some parts of Europe in New Zealand, which has shipped considerable quantities of apples this year, and will ship more during coming seasons. The quality of New Zealand apples is said to be beyond criticism, and the capacity of the production unlimited.

Shipment was made in cold storage, and it is reported that the fruit arrived in the best possible condition and brought full prices. The danger to American shippers lies in the fact that the price is lower, reported better shipping facilities making a considerable difference. Apples can be grown cheaper in New Zealand than here, which is an important consideration with European buyers.

Chance For Dewey.

When the moon is brought within forty miles of the earth by that Paris telescope we may send Dewey over to annex her.

If you ship

Butter and Eggs to Detroit

Write for prices at your station to

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

Ship your BUTTER AND EGGS to

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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.



**BEANS, HONEY AND POPCORN
POULTRY, VEAL AND GAME**

Consignments Solicited.

Quotations on Application.

98 South Division St., Grand Rapids



**Hercules
Ventilated Barrels**

The very best barrel in which to ship Apples, Potatoes, Pears and all kinds of Produce, Because the contents will be properly ventilated, which prevents over-heating and consequent decay and loss. The "Hercules" can be shipped knock down in bundles, thus making a saving in freight.

To set up the "Hercules" no skill is required. You can be your own cooper and save money. 300 "Hercules" barrels can be hauled on a farm wagon. The "Hercules" is strong in the bilge and has no inside lining hoops.

For catalogue and prices write

Hercules Woodenware Co.,

290 W. 20th Place, Chicago, Ill.

Ready for Business

We take pleasure in announcing to the shippers and retail merchants of Michigan that our new cold storage warehouse is now fully completed and ready for business. We especially call attention to our facilities for storing

EGGS, BUTTER AND POULTRY

which are unsurpassed by any cold storage establishment in the country. We also store seeds, beans and all kinds of produce in dry storage. Warehouse receipts furnished. Correspondence solicited. Inspection invited.

Grand Rapids Cold Storage Co.

BLUFF AND BLUSTER.**Able Opinion on the Cash Carrier Situation.**

The Dry Goods Economist has done the retail merchants of America a great service by obtaining from Albert H. Walker an opinion as to how to deal with the demands and threats of the Consolidated Store Service Co. Mr. Walker is the author of "Walker on Patents," which is generally recognized among lawyers as the standard authority on American patent law, and he is, moreover, an active practicing lawyer, unusually successful in winning cases. While, therefore, no one's views save those of the United States Circuit Court of Appeals are absolutely conclusive on patent questions, it is safe to say that Mr. Walker's judgment on matters of patentability and infringement ranks next in authority to that of that tribunal.

With the following opinion before them retailers who are in receipt of demands for money or threats of suits from the owners of the patents here discussed can form their own judgment as to whether they should yield to such demands or resist them:

The Consolidated Store Service Company, of Boston, Mass., claims to own three cash-carrier patents, under which it is seeking to levy tribute upon merchants throughout the United States who are using any cash-carrier apparatus consisting of a wire stretched between fixed supports at each end, in combination with a freely moving car, supported by one or two wheels running on the wire, if the moving structure is adapted to be impelled as a solid body from one end of the wire to the other in either direction by the momentum imparted by a single impulse or push.

The claims upon which these demands for tribute are based are the following, stated in the order of their dates in the cash-carrier art:

Claim 1, of letters patent of the United States, No. 357,851, granted to Edwin P. Osgood, February 15, 1887, upon an application filed June 7, 1883, for an invention claimed to have been produced by Mr. Osgood in August, 1881.

Claim 2, of letters patent of the United States, No. 203,192, granted to B. A. & E. P. Osgood, February 5, 1884, on an application filed May 7, 1883, for an invention claimed to have been made by the patentees in the fall of 1881.

Letters patent No. 560,344, granted May 19, 1896, to James W. Clark, upon an application filed September 25, 1895.

The first claim of patent No. 357,851 reads as follows:

In a cash-car apparatus, a wire stretched horizontally between fixed supports at each end, and in the described relation to the cashier's desk; in combination with a freely moving car held below the wire on wheels-hangers, to which it is rigidly connected, the wheels thereof being fitted to run one behind the other on the wire, whereby the car is held rigidly against oscillation longitudinally of the way; the whole moving structure being thus adapted to be impelled as a solid body from one end of the way to the other, in either direction, by the momentum imparted by a single impulse or push, substantially as described.

In my judgment this claim is clearly void for want of invention, in view of the following prior patents:

Letters patent No. 3,428, granted to William Forsyth, February 12, 1844; letters patent No. 221,488, granted to Joseph C. White, November 11, 1879, and letters patent No. 241,008, granted to Harris H. Hayden, May 3, 1881.

The Forsyth patent describes a suspended door, moving from one end to the other in either direction under a horizontal rail, from which it is suspended and upon which it moves by means of two wheels running on the top

of the rail. It is evident on examining the Forsyth patent, that the door is adapted to be impelled as solid body from one end of the rail to the other, in either direction, by the momentum imparted by a single impulse or push, and it is well known, and has been proved, that such doors were thus impelled long before 1881. There is no difference between the contrivance of the Forsyth patent of 1844 and the contrivance of the first claim of the Osgood patent of 1887, except that the Forsyth door runs upon a horizontal rail, while the Osgood cash car runs upon a horizontal wire, and except that the "solid body" impelled from one end of the way to the other in the case of Forsyth was a rectangular door, while the solid body impelled from one end of the way to the other in the case of Osgood was a rectangular box.

But the substitution by Osgood of a horizontal wire for the horizontal rail of Forsyth was not invention, because it was only the substitution of one mechanical equivalent for another, and the use by Osgood of the plan and mode of operation of Forsyth for impelling a box, instead of a door, from one end of the way to the other, in either direction, was not invention, because it was, at most, the use of the Forsyth contrivance for a new purpose. Indeed, the claim of the Forsyth patent was not limited to a door, but expressly included "doors, etc.," and was, therefore, broad enough to include the rectangular cash box of claim 1 of the Osgood patent No. 357,851.

It is our law that an inventor is entitled to the exclusive use of his invention for all purposes, whether he sets them forth in his specification or not. Roberts vs. Ryer, 91 U. S., 157, 1875. According to that point of law the combination specified in Claim 1 of the Osgood patent No. 357,851 would have infringed the Forsyth patent at any time before February 12, 1858, which was the day upon which that patent expired. Ever since February 12, 1858, that Forsyth contrivance has been free to all the people of the United States, whether it was embodied in an apparatus for impelling a door, from one end of a horizontal way to the other, in either direction, by the momentum imparted by a single impulse or push, or was embodied in an apparatus for impelling a box from one end of a horizontal way to the other in either direction, by such a push. For these reasons it seems to be plain enough that the first claim of the Osgood patent 357,851 was simply an attempt by Osgood to patent in 1887 an invention that had been patented to Forsyth in 1844, and that had become free to all the people of the United States in 1858.

So, also, quite independent of the prior Forsyth patent, the first claim of the Osgood patent No. 357,851 is void for want of invention, on account of the prior patent of 221,488, of November 11, 1879, to Joseph C. White, on a cash-carrier apparatus. For the only essential difference between the White apparatus and the Osgood apparatus is the fact that the "way" of the White apparatus is a rail, inclined 3½ degrees from the horizontal, instead of being a horizontal wire, for the two wheels above the way and the car below it are substantially alike in both patents. Of course, to substitute a wire for a rail was only to substitute one mechanical equivalent for another. And to make the wire horizontal, instead of making it deviate 3½ degrees from the horizontal, did not constitute invention, because a deviation of 3½ degrees is not even approximately sufficient to prevent the car from being impelled as a solid body from one end of the way to the other, in either direction, by the momentum imparted by a single impulse or push. Indeed, it is necessary to give the wire, or way, some inclination downward from the cashier's station to the clerk's station, in order to make sure that the car shall never stop between the two stations, and in order to enable the cashier to despatch promptly and without excessive effort the numerous cars in every direction from her station which she must despatch to the separate

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and all Tropical Fruits

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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.**Extra Fancy Navel Oranges**

Car lots or less. Prices lowest.

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**MILLER & TEASDALE
POTATOES****CAR LOTS ONLY. ST. LOUIS, MO.****This Will
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This book teaches farmers to make better butter. Every pound of butter that is better made because of its teaching, benefits the grocer who buys it or takes it in trade. The book is not an advertisement, but a practical treatise, written by a high authority on butter making. It is stoutly bound in oiled linen and is mailed free to any farmer who sends us one of the coupons which are packed in every bag of

**Diamond Crystal
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Sell the salt that's all salt and give your customers the means by which they can learn to make gilt-edge butter and furnish them with the finest and most profitable salt to put in it.

DIAMOND CRYSTAL SALT CO., St. Clair, Mich.

salesmen who are connected with the particular system over which she presides. And many such systems have their wires inclined more than 3½ degrees for those important reasons. In this view of the case, all that Osgood did, as compared with White, was to introduce a fault into White's system, by making the way horizontal, instead of leaving it somewhat inclined.

Moreover, quite independent of both Forsyth and White, the first claim of the Osgood patent No. 357,851 is void on account of the prior patent of Harris H. Hayden, 241,008, of May 3, 1881, on a store-service apparatus. For the only difference between what is particularly pointed out in that Osgood claim and what is plainly described and shown in the specification and drawings of that Hayden patent consists in the fact that Hayden shows a horizontal rail instead of a horizontal wire, and shows a basket instead of a box for a carrier. It is plain, on the face of the Hayden patent, that his basket frame and its two wheels are to be impelled as a solid body from one end of the way to the other, in either direction, by the momentum imparted by a single impulse or push, because Fig. 1 of the Hayden drawings shows a convenient knob at each end of the bar E, which composes a part of that frame, which knobs were evidently made to alternately receive such a single push or impulse, and have no other function.

In the cases in which the first claim of the Osgood patent No. 357,851 has heretofore been sustained, it does not appear that the Forsyth patent was ever before the court rendering either of those decisions; and it does appear that the White patent and the Hayden patent were not fully understood by either of the judges who decided those cases. That is to say, those judges were apparently not informed that an inclination of 3½ degrees, like that of White, for a single rail or wire, is not enough to prevent it from being easily traversed, in either direction, by a cash car impelled by the momentum imparted by a single impulse or push. And those judges were somehow misled into supposing that the Hayden patent contemplates a car running down an inclined rail by gravity, and never running in the other direction along that rail, although the drawings show the rail to be horizontal, and show knobs at opposite ends of the basket frame for impelling the car in either direction along that rail.

The second claim of the Osgood patent No. 293,192 is as follows:

In combination with the wires and supporting bar or ring, of a cash-car system, an arresting-stop or a spring-buffer, adapted to receive and hold the car.

This claim is void because of want of invention, because it is confined to a U-shaped spring, fixed at each end of the wire or rail of a cash-car system, for the purpose of receiving the car between its sides, so as to gradually stop the car by the tension thereof, and to hold it in place until it is despatched in the opposite direction by the cashier or clerk; and because a substantially iden-

tical U shaped spring is shown in letters patent No. 169,995, granted to S. T. Hurd, Nov. 16, 1875, on a loom shuttle check and binder, the function of the Hurd U-shaped spring being to receive a shuttle between its sides and to gradually stop the shuttle and then hold it in place until it is despatched in the opposite direction. The analogy between the cash car of Osgood and the shuttle of a loom is very close; and the mode of operation of the U-shaped spring of Hurd in buffing and holding his shuttle is identical with the mode of operation of the U-shaped spring of the Osgoods in buffing and holding their cash car.

This second claim of the Osgood patent No. 293,192 thus presents nothing but a case of a slightly new but essentially unchanged use of the old U-shaped spring of Hurd; and therefore the invalidity of the second claim of this Osgood patent No. 293,192 is entirely undeniable.

It does not appear that this Hurd patent was ever before either of the courts which have heretofore sustained the second claim of this Osgood patent, or was known to either of the lawyers for the defendant in either of those cases. Indeed, I suppose it was never known to any one connected with the defendants in any of the cash carrier litigations until it was discovered by myself during a personal search in the Patent Office since the beginning of the present year.

The claims of the Clark patent No. 560,344 are as follows:

1. In a store-service apparatus, the combination of a wheeled carrier, with a dash-pot secured to said carrier, so as to be adjustable to the inclination of the wire, on which the carrier travels, substantially as described.

2. In a store-service apparatus, the combination with a carrier having a single wheel, of a dash-pot adjustably secured to said carrier and provided with means to prevent oscillation as the carrier travels on the way, substantially as described.

The distinguishing characteristic of this patent is not the fact that it has only one wheel, instead of having two wheels, like the Osgood patent No. 357,851, for letters patent of the United States, No. 84,951, granted to J. H. Kuttner, December 15, 1868, show a one-wheeled carrier running on a horizontal wire. The distinguishing characteristic of the Clark patent is a dash-pot, which is intended to be a buffer to stop the car when it reaches its destination at either end of the wire.

I have not particularly investigated the question whether this Clark patent is void or valid; and it is probably void. But even if it is valid it is not valuable, for it is an invariable rule of patent law that omission of any one ingredient, of a combination covered by any claim of a patent, averts any charge of infringement of that claim. And I do not understand that anybody uses or will ever want to use any dash-pot or any equivalent thereof in any cash-carrier system.

All these reasons conduct to the clear conclusion that the claims of the Con-

solidated Store Service Company that the merchants of the United States ought to pay them tribute under the Osgood patents and the Clark patent are claims which are without any bottom foundation, and which can never again be sustained in any court, as against the facts which are now known, and the rules of law which are now established.

ALBERT H. WALKER.

Year's Savings in Discounts.

In a contemporary devoted to the grocery trade a convert to the cash discount plan of business-doing tells his experience in the past year. The lesson taught is just as applicable to the shoe dealers as to his brother grocers. He says:

How few retailers realize the significance of this word—discount. Men who are bright on any subject seem not to realize what 1 per cent., 2 per cent., 4, 5 and 6 per cent. means. These go to make up the allowed ten-day discounts in a general store business. I am only a one-year-old convert, and will give you my own experience to go by.

If you are doing a business of, say, \$2,000 per month, and you find about the 10th of the month, after the best days are in (this applies where pays are monthly and made about the first ten days of the month), that you are about \$800 short of having enough to pay your jobber up to within three or four days, by all means borrow \$1,000, pay 6 per cent. interest, and you have lifted a great load off your mind. Immediately after getting the loan pay all bills in full up to such a time of the month as you can make average ten days. Then pay those who will come in the ten-day average and take off your discounts.

Now, the next thing to do is to start a separate bank account for your discounts. Pay your bills punctually; keep strict account of your discounts, and make a separate deposit of them. Whenever you buy some special line ask what discount they will allow for cash. Very often I've been allowed 5 per cent., where I was only entitled to 1. You will, by following this up closely, by and by change in your mind the old saying of the almighty dollar, and pay more attention to the almighty cent. In six months, if you work the business properly, your discounts ought to reach \$150. By that time you will become known as a man who discounts his bills. Then you should also carefully put down the extra cash concessions you get, exclusive of your discounts. I am not putting it at the top notch when I say it will reach \$400 per year on a business

of \$2,000 per month. Nor am I telling an untruth when I say that in three years you can pay back your thousand, interest and all.

Don't say it isn't true, because it is. I've tried it. I know it's just as I say.

You will say, I don't like to borrow the money. To this I say, what's the difference whether you owe it to one man or to a dozen? You won't feel that note of \$1,000 hanging over you when you see the rivalry there will be between the jobbers to sell you at 5 per cent. or 10 per cent. margin, where formerly when you paid in thirty, sixty, or ninety days they required (and justly, too) twice and thrice that margin.

You who pay bills in sixty days or ninety days, when you should have paid them in thirty days, and think you are the proper thing, and that jobbers are glad to sell you, and that you are getting inside prices, undecieve yourself at once. There are but two grades below you. One of these pays about once or twice a year, and the other never. And if you should get up a few steps higher and pay promptly in thirty days, just study the old motto of "Untarnished credit is good, but gold is better," and then practice what I preach.

Brought a Claim Against the Railway Company.

Not long ago a freight train was derailed in a certain Kansas town and the cars caught fire. A large portion of the population made energetic efforts to extinguish the flames and protect the property, but another class gave themselves up to plunder, and worked quite as hard to get anything and as much of it as possible from the burning cars. One well-known citizen, who likes to talk better than to work, an active politician of the populist variety, familiarly known as "Windy Wilson," came upon the scene too late to get any booty of value, but managed to sneak away with one of the leather-covered cushions of the caboose. He hid it under the straw of his wagon, and as soon as the excitement was over drove home. That night his barn and all its contents, including his horses and the wagon in which he had driven home from the fire, were burned, and in seeking for the cause of the conflagration he accurately determined that a fire had been smoldering in the stuffing of the cushion he had stolen, and had broken out after he had taken it into his barn. The next morning he went to town to lament his losses, and actually brought a claim against the railroad company for the value of the property destroyed.



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

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COFFEES
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We Realize—
That in competition more or less strong
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The J. M. Bour Co., 129 Jefferson Avenue, Detroit, Mich.
113-115-117 Ontario St., Toledo, Ohio.

Shoes and Leather

Why the Shoe Dealer Was Mad.

The Friendly Young Rival from down the street opened the door wide enough to stick his head inside, and called out, "Why don't you go home, it's late enough?"

The Old Established Dealer slapped a cover on a box and sent it sliding along down the ledge, and without turning around answered sharply, "Come in and shut that door. It's cold enough here now. I'm mad."

The Friendly Young Rival smiled and stepped inside. He had seen his old friend mad before and knew that something was coming that would be worth listening to.

"Jiminy," he said, as he looked at the stock spread along the ledge, "but you must have been having a rush this afternoon. Where are the boys?"

"Oh, I told the boys to get out. They're going to a party, or something. I was a young fellow once, and I know it takes a pile of fixing. Just as I got ready to close a chronic kicker came in to look at shoes. He made me mad."

"Didn't he buy?" asked the Friendly Young Rival.

"Yes, I sold him a pair after a while. That was easy enough. But that ain't what I'm mad at." He slapped the covers on a couple more boxes and gave them a shove that sent them clear back to the wall.

The Friendly Young Rival kept quiet and waited for his old friend to get started. Nothing was offered until the last box was on the shelf.

"Why don't you sit down? I want to talk to you," said the Old Established Dealer, as he swung a fitting-stool around and sat down himself.

"These chronic kickers make me tired. They're like Maine lumbermen, if you don't watch out their spiked shoes are pricking your ankles. What's the use of a man being so confounded pessimistic, never satisfied with existing conditions, always looking for trouble and seeing the awful destruction of society in every innovation that appears? If a man doesn't like a thing why not go at it with all his might to have it changed instead of making everybody miserable, like himself, with his fault-finding? If there's anything on earth that will make a man disgusted it's the fellow who can't see any good in anything, and always howls because he wants the other thing. When it rains he wants sunshine; when it's summer he wants winter; when it's cold he wants it warmer; when there's peace he wants war, but when war comes, mind you, he has urgent business at home. He always sees the shady side of everything, and instead of moving around into the sunshine he wants everybody to come into the shadow with him.

"Now, this fellow who was just in here was a mighty nice-looking man, and seemed to have an average supply of brains, but he was carrying a whole basket of chips on his shoulder. He wanted to fight, but I'll be darned if I'll scrap with a customer. I just said, 'Yes' to everything, and that's what roiled me so. 'Twas as good as a lie to do it, but I wanted to get rid of him before I boiled over. Trusts are boring him now, and he fears the devil is going to walk off with the whole bunch of common folks and leave the rich ones in possession of the earth. If he was the only man who thought so I'd laugh at him, but he's a part of a crowd that look for trouble and always find it.

"I've been on this earth pretty nearly sixty years, and more than forty of them have been spent rubbing against the rough edges of business. In my day there has never been a scheme, big or little, which didn't have, in the minds of some people, the destruction of human society at its end. But somehow I've noticed we're all better off than when I learned to peg boots, and if we all just keep pegging at our end of the bench we won't miss much in the long run.

"Trusts! Why, just tell me when there wasn't one. There was Mr. Adam and

Mrs. Eve, the biggest combination that was ever made. They formed a trust and had a monopoly of the whole earth—a bigger scheme than Cecil Rhodes ever thought out. Then there was Moses. He formed a trust and beat out Pharaoh. And Alexander the Great and Caesar and Napoleon. Maybe you don't think it, but George Washington was chief promoter in a trust of thirteen partners that beat old England out of the best thing on earth.

"Thomas Jefferson promoted another trust and bought out Napoleon. There was Andrew Jackson and Abe Lincoln—just simply put on the thumbscrews and made the other fellows come around.

"Kicks! Why, I suppose Pharaoh and his crowd raised merry Ned, but they had to come to terms, and it turned out a pretty good thing after all.

"It was a pretty tough time that Lincoln had, and he had to stand the kicks from his own side as well as the other. Maybe we're not all of us mighty glad that he won out.

"Now they're kicking McKinley because he's forcing his big combination of colonies.

"Mind what I tell you, the very fellows who are howling loudest now will be the ones to make the most noise when any kind of proposition is made to dispose of any of those islands. They'll always kick.

"This fellow that made me so hot was kicking hardest on industrial trusts. 'Curses of the rich,' he called 'em. Well, maybe so. But I'd just like to know when the human race ever bought sugar cheaper, or kerosene, or nails, or rope, or wallpaper, or any other of the numerous articles of common consumption? And as for quality, now I say that altogether the manufactured merchandise is better and grows better every day.

"Forces the middleman and the small manufacturer out, does it? Well, those fellows who have got spunk and backbone don't stay out very long. They find something to do every time, and they don't worse themselves, either. You know what Horace Greeley said: 'Throw a man overboard, and if he is worth saving he'll come to the surface.'

"Ruin 'em? Well, not if they're reasonable. You know the story of the old woman who attempted to sweep back the sea with her broom. She was an old fool. So is the small man who attempts to fight a trust. When a man acknowledges the superiority of another he is on the way to a superiority of his own. I remember the days when the sewing machine was going to send all the tailors and tailoresses to the poorhouse; and the days that the mowing machine made paupers of the farm laborers; and the days when the shoe factory, with its machines, sent the cobblers begging for bread; and now I have come to the day when the trusts are going to ruin the social fabric and punch it full of holes.

"You just bear this in mind—the problems that we have to contend with in our social and economic existence are only the outcome of what we are searching for. We get them simply because we have been reaching for them. The trusts are results of business conditions and business necessities to which all mankind has contributed. By and by when they are balanced and settled down to the workings where experience will bring them you'll hear these kickers wondering why such things didn't come before. It's all fashion, too, do you know? Just like everything else, from steamships to stone sidewalks.

"Two years ago you couldn't sell anything but razor-toes, and now you—

"Great Scott, do you know what time it is? Half-past seven. You can't get anything to eat at that boarding house, so come along with me and help pacify my wife—she's been waiting an hour. I want to finish that game of chess with you, too."

The Old Established Dealer hurried on his coat and left the Friendly Young Rival to lock the door while he bought three papers of a newsboy, because it was all the boy had, "and it's time he went home."—Boots and Shoes Weekly.

OUR DISCOUNT

from Gross Price List on Rubber Boots and Shoes for '99 will be as follows:

Until October 31st:

Federal Brand, 25, 10 and 5 per cent.
Woonsocket Brand, 25, 5 and 5 per cent.
Candee Brand, 25 and 5 per cent.

After October 31st:

Federal Brand, 25 and 10 per cent.
Woonsocket Brand, 25 and 5 per cent.
Candee Brand, 25 per cent.

Terms November 1st, net 30 days If paid prior to November 10th 7 per cent. per annum and 1 per cent. extra discount allowed Goods shipped and billed after November 1st are net 30 days.

Our stock of Tennis Shoes is very complete.

We solicit correspondence.

STUDLEY & BARCLAY, Grand Rapids.

Herold-Bertsch Shoe Co.

Grand Rapids, Mich.



**Manufacturers
and Jobbers**

Rubber Goods 1899-1900

We are selling Agents for Boston and Bay State Rubbers.

Discounts for This Season. From May 1st to October 31st, 1899, inclusive, Boston Rubber Shoe Co.'s goods, 25 and 5 per cent. Bay State Rubber Co.'s goods, 25, 10 and 5 per cent. November 1st, 1899, to March 31st, 1900, Boston Rubber Shoe Co.'s goods, 25 per cent., and Bay State goods, 25 and 10 per cent.

Terms. Bills to date November 1st, due December 1st. 1 per cent. off cash in 10 days. For prepayment, 7 per cent. per annum to November 10th, and above mentioned 1 per cent. will be allowed.

Freight. Actual railroad and steamboat freight will be allowed. On account of advance in crude gum and lining fabrics it has become necessary to advance the price list. New lists will be mailed you on application. We hope to receive your valuable orders for the best line of Rubber Goods made.

Yours respectfully,

**RINDGE, KALMBACH, LOGIE & CO.,
GRAND RAPIDS, MICHIGAN.**

GET THE BEST



GOODYEAR GLOVE RUBBERS

can be purchased at 25 and 5 off from

new price list. Write

HIRTH, KRAUSE & CO., Grand Rapids

Clerks' Corner.

How the Dry Goods Clerk Lost His Position.

Written for the TRADESMAN.

The friendly interest which Redney Howard had shown in Alex Craig's welfare had not been without results. From the moment that Redney had said, "Alex, if you will only keep straight everything will come out all right," a new courage came to Alex Craig. His manhood asserted itself and in the solitude of his own room he resolved that he would do his best to prove himself worthy of the friendship.

It was not an easy thing to keep straight. The appetite for liquor was strong within him and was not to be downed without a struggle. More than once he found himself at the bar of a saloon, without the power to resist, when Redney's words would come back to him, giving him strength to come away and leave the deadly stuff untouched.

Day after day he walked the city over seeking employment and finding none. Wherever he applied the same questions were asked: Where were you last employed? Why did you leave? No one wanted to employ a man who had been discharged. The \$10 which Redney had given him was dwindling fast and starvation would soon stare him in the face.

Was it worth the fight? A craving demon within him to struggle against day and night. No man willing to give him work or even a word of encouragement or sympathy. Why not drown his misery for a time at least? Then the words of his friend would come back to him to comfort and to save.

After a day spent in fruitless search for work Craig, discouraged and despondent, was making his way homeward when the voice that had been his one support sounded in his ears with a hearty, "Hello, Alex!" and his hand was seized in a friendly grasp. "You're just the fellow I'm looking for," continued Redney. "I've been up to your boarding house and they told me you had gone out early in the morning and that they couldn't say when you would be back. I left a note for you as I didn't have time to wait. This is great luck to run across you here, for I wanted to tell you myself. Now listen, Alex—you are to be my head dress goods salesman, at a salary of twenty-five dollars a week."

Redney Howard had thought that Alex might burrah or throw his hat up in the air or do some other lively, joyous thing at this announcement. He was surprised, therefore, but none the less gratified, as he looked into Craig's face, to see his lips tremble and the tears gather in his eyes. For a moment Craig's feelings got the better of him and his tongue refused to speak; but he grasped Redney's hand, and the handclasp told its own story.

"Never mind, old fellow," said Redney, as he placed his hand on Craig's shoulder. "It has been a hard fight for you, I know, but it will come out all right, just as I said."

The young men walked together until they reached Mr. Judkins' house, where they separated, Redney to dine with his employer and Craig to hasten to his lodgings and pack his trunk for the move upon the morrow.

Craig was a first-class salesman and department manager and with his efficient supervision of the dress goods de-

partment it required little of Howard's attention. He was thus enabled to devote more of his time to the other departments and with his aggressive business methods the Pittston store soon began to outrival its competitors.

Redney exerted himself in every possible way to help Craig in his fight against the liquor habit. Together they rented a suite of three rooms, which, with their combined ideas and tastes, they converted into as handsome a bachelor den as any masculine heart could wish. Redney believed that if things at home were comfortable and cosy Craig would be less apt to fall back into his old ways. He took Craig to church and he introduced him among the best people in the town. Alex responded nobly to these efforts in his behalf until at last he reached the point where he could stand alone. Redney had kept Mr. Jay and Mr. Judkins informed as to Craig's improved conduct and upon their visits to the branch store they would take occasion to show him that they were interested in his success.

Three years went by and during that time the Pittston store had more than doubled its business. It had come to be regarded as the foremost dry goods store in the town. Just about this time the firm of Jay & Judkins decided upon a change. They never had had a manager in the main store, but had shared that labor between them. Both men now began to feel that it would be a good plan to lighten their own labors by placing the management of the store upon other shoulders. This they did by recalling Redney Howard and placing him in charge of the main store and giving to Craig the vacant place at Pittston. By this move all parties interested were greatly benefited: the two members of the firm by having more leisure and liberty, Redney by being in charge of a larger establishment at an increased salary and Craig by being advanced from salesman to manager with the greater remuneration that attended the change. The main store was especially benefited. The bolder and more progressive ideas of the younger man, backed by the years of experience of the two older ones, made a combination hard to beat, as many of their competitors can testify.

Redney, who had for some time been an occasional visitor at Mr. Judkins' home, was now to be found there upon more than one evening of the week. The clerks in the store declared that the new manager was engaged to Mr. Judkins' daughter, for she wore a very beautiful diamond ring. The clerks must have been right, for the last time I saw Redney he took me home to dinner with him, where I had the pleasure of meeting Mrs. Howard. Their boy, then a bright little chap of 5 years, told me, as he sat upon my knee, that his name was Jay Judkins Howard and that his Grandpa Judkins was the dearest Grandpa a little boy ever had, because he always gave him candy and nickels.

The firm name of Jay & Judkins had undergone a curious transformation: Howard, Craig & Co. was the statement upon the big brass plates at the sides of the door. It doesn't read as smoothly as the old firm name, perhaps, but it tells its own story, and that Redney Howard's plan was most surely a wise one.

MAC ALLAN.

Why She Smiles.

"What a happy, good-natured, jolly girl Maud is. She's always smiling and laughing."

"Yes; she has pretty teeth and dimples."

Names and Faces of Customers.

A well-known merchant once remarked that his early success in trade was largely due to making it a point to remember the names and faces of his customers. "I was always at my front door during the busy season," said he, "and whenever a customer entered whom I had met before, I was quick to recognize and greet him by name. It always had a good effect and placed him at his ease. No matter how sensible we may consider ourselves to be, we are always a trifle chagrined when we meet those who should remember us but do not, and say to us, 'Beg pardon, sir, but I have forgotten your name,' or, 'I can not remember you.' I have found that it makes a very agreeable impression upon those who have seen us but once or twice to be met at the door and be called by name. In that manner you touch the chord of mutual sympathy and show him that he has occupied a niche in your thoughts, and my experience is that he does not readily forget it. It may seem a small matter, but life and trade are made up of small things; and it is the little streams that make the great rivers. It pays to know your trade. The average person remembers the merchant who has given evidence of having remembered him."

The best salesmen understand the value of remembering names and faces, and they in turn are pleased when the customers whose acquaintance they have formed are met, recognized and welcomed by their employers. The retailer should appreciate the truth of this matter, especially the young man who has a permanent trade yet to establish.

Gives One Day's Proceeds.

A Boston grocer has hit on a second sensible way of increasing trade. He donates the cash proceeds of one day's business to his patrons. Every buyer receives a check with each purchase every day, numbered and dated, with amount of purchase. At the end of the month the grocer names the date, and

every check bearing that date, no matter for what amount, is redeemed in cash.

This is something on the line of a retail shoe dealer in St. Louis, who has a bargain day at frequent intervals and advertises that the money paid for shoes will be refunded on every tenth purchase on that particular day. It seems to be a trade bringer, but the purchasers who fail to get in on the tenth purchase are sometimes inclined to believe that the thing is not fairly conducted and in that way to become prejudiced against the store. There are objections, however, to any such plan that can be devised and it is probable that either one of the above ideas, consistently and honestly carried out, will more than make up for the apparent loss by the largely increased trade.

Times are hard for a walking delegate when a working man takes his wages home, instead of treating an agitator in a saloon.

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.

Are You Satisfied

with the advertising matter you are now using? Does it have that boldness of character, that snap and sparkle which pleases the eye and opens the purse? Does it produce results? If not, it may be that a redressing of it will cross the border line of failure into pastures of success.

Do You Need Something New

A show card, for example, to hang in your store window, with a bright, catchy design in colors—a bright, eye-arresting scheme which will leave an impression upon those who see it and cause them to think of you and your goods. No matter what you want in the advertising line, it will pay you to have a little talk, either by mail or in person, with

*Tradesman Company
Grand Rapids.*

CHEAP MEN.

Why They Are the Dearest in the End.
Stroller in Grocery World.

Cheap men! They are the curse of the world! They are the greatest depressors of the labor market on earth. They rattle around in positions that could be and ought to be filled by competent men, while the competent men starve. And the most of the bad breaks on the part of merchants that vex and exasperate consumers can be laid directly at their door—indirectly at the door of the merchants who employ them.

About three weeks ago I visited a grocer who at the time I got there was in a white heat. He stood at the desk beside a girl about 19 years old, who looked half-scared to death. It seemed that she was the book-keeper and had made some bad break. The grocer was laying her out in great shape, and the girl looked ready to cry.

"I thought Mrs. Jones had bought more goods than that in a month!" he said, sharply. "Here you've gone and sent her a bill for \$26.25, when she got \$38.05 worth of goods! There's no excuse for such carelessness as that, and it's got to be stopped!"

Just then a lady entered. "Oh, there's Mrs. Jones now," said the grocer, doing his best to speak affably. "Mrs. Jones, we've found a mistake in your bill of about \$12. Instead of \$26.25 it ought to have been \$38.05. The book-keeper made the mistake."

"Indeed," said the lady, acidly. "And why do you have a book-keeper that makes such mistakes? For your own information, I will tell you that several times lately your bills have been less than I thought they ought to be, but it isn't my business to correct your mistakes."

Then she paid the \$38.05 bill and went out.

The grocer was so mad at the thought that his book-keeper's bad breaks had been robbing him month after month that he couldn't speak. The girl shrunk into herself, but her employer said nothing more to her.

I know the man pretty well, so I said to him privately:

"Why do you have a book-keeper like that?"

"Oh, because I don't have to pay her much money," he said. "I only give her \$5, where I'd have to give a regular book-keeper \$8 or \$10."

And do you know that that grocer actually regained his amiability as he discussed the big bargain he had in that book-keeper—how much money he saved on her, and so on? And that before the Mrs. Jones incident was half an hour old!

He got her because she was cheap, but she did expensive work.

A clerk in a store where I buy some of my groceries, when I have the money, wrapped up five pounds of sugar that I went to get the other day, and when he got through with it it looked as if he'd wrapped it with his feet. I'm not hankering to carry any package through the streets, but if anything makes me hot it's to carry a foot-wrapped package, so I kicked.

"Can't you do that bag up any better than that?" I asked the clerk; "it looks like cold victuals."

"Ain't that good enough?" snarled the clerk.

"Haven't I just said it wasn't?" I asked, with some asperity.

Just then the proprietor came around, and with perfect equanimity took the bag out of the clerk's hands and tied it himself. The clerk went down the cellar for something.

"Jim is a good boy," said the grocer, "but I don't expect everything of him. I don't pay him very much."

And there it is again. Here is a grocer saving \$2 or \$3 a week in the wages of his clerk, but wasting \$5 worth of his own time every week in doing over the clerk's work.

Cheap men! Cheap men! I knew a grocer once who actually employed a half-witted fellow to do chores around the store because he would

work for a few cakes or crackers. The poor idiot upset things and mixed goods up, but he was kept because he cost nothing. I'd be willing to wager that he cost the other employes of the place, including the proprietor, at least \$3 worth of bother every week, but still I've no doubt he was considered a bargain.

Merchants with cheap help are a good deal like women with the bargains they pick up around the department stores. Even although you can show a woman that her bargain wasn't needed and is no manner of use, she'll still cling to it and love it because she got it cheap.

It is the same way with the grocer. Let him get some chump in his employ at a somewhat less salary than he has been paying, and he'll think he has a bargain, regardless of the fellow's quality, and regardless of the fact that his bad work is actually costing every week more than the difference between his salary and a decent clerk's salary.

I had a personal experience with cheap help that I don't want again. One day my wife said to me that we were paying too much for a servant, considering our small family—we only have five children—and added that she had decided to get a girl for less.

We were then paying \$3.50 a week, and my wife thought she could get one for \$2.50, and she did, worse luck to her!

The \$2.50 individual which my wife imported into our previously happy home ought to have been put in jail and kept there until she died. She wasn't fit to hang around and get in people's way.

Her name was Miranda—Mirandy to her friends—and she was without exception the sloppiest cat I ever saw—one of these pimply, untidy, matted-hair women. When she brought a dish of stewed tomatoes, her old worm-eaten thumb would be tucked comfortably way down in the very bottom. One night my wife was sick, and this slave "cooked" me a chop. One side was burned to a crisp and the other side ran blood.

One day I overheard my wife telling some friends about the "perfect jewel" of a girl we had—"and we only pay her \$2.50 a week!"

All the same, the perfect jewel got out, bag and baggage, the next week, and by your uncle's orders, too. I pick the thumbs I allow in my stewed tomat.

That was my experience with cheap help, and I'm done. I'll go without socks before I'll do it again.

Give me a clerk who is really worth something, and who realizes it well enough to put a fair wage on his services.

True to Life.

From the New York Sun.

We heard a pretty good story of a woman who spent nearly all of last Sunday in reading the department store advertisements and on Monday went in to see what bargains she could get. She hired a girl to come in and tend her baby, and started off for down town. She spent all the forenoon looking 'round, and when she was quite tired out went home. She found the baby had been about choked during her absence and that the cat had eaten up her valuable canary. But she brought home her bargain, a two-cent bunch of envelopes! This is a fair sample of what the women frequently accomplish when they start out bargain hunting.

AMERICAN CARBIDE CO., Ltd.

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

Carbide Business.

Jobbers of

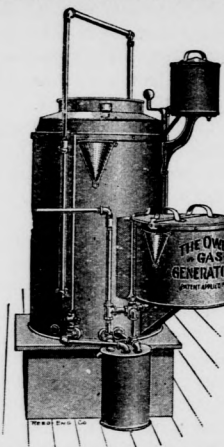
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and all kinds of

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Orders promptly filled.

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THE Owen Acetylene Gas Generator

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

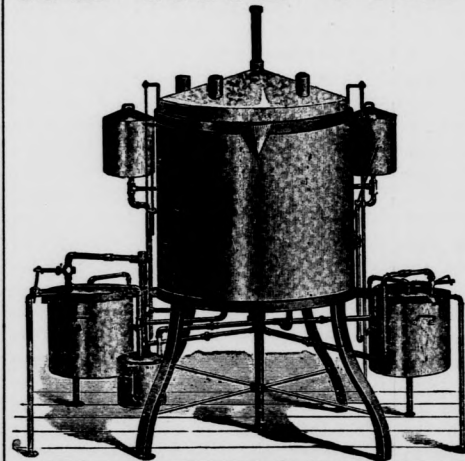
To get Pure Gas you must have a Perfect Cooler and a Perfect Purifying Apparatus. We have them both and the best made. The Owen does perfect work all the time. Over 200 in active operation in Michigan.

Write for Catalogue and particulars to

GEO. F. OWEN & CO.,
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Also Jobbers of Carbide, Gas Fixtures, Pipe and Fittings.

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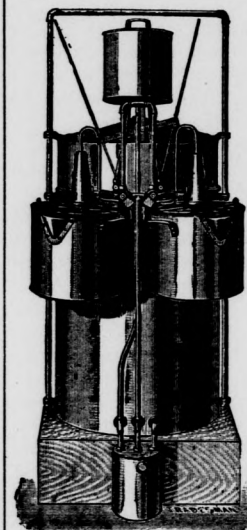
Profiting by the experience of the numerous generators which have been put on the market during the past two years, we have succeeded in creating an ideal generator on entirely new lines, which we have designated as the

TURNER GENERATOR

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

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

State rights for sale.



Acetylene Gas

By the

Kopf Double Generator

Send to the manufacturers for booklet and prices.

M. B. Wheeler Electric Co.,

99 Ottawa Street, Grand Rapids, Mich.

No Rival But the Sun

The Crown Acetylene Generator is universally conceded to be the best lightmaker in the world. Combined with this essential feature are safety, simplicity of operation, minimum attention required, no working parts likely to get out of order—an economical machine furnishing a clean, pure gas with the least possible attention. Agents wanted everywhere.

CROWN ACETYLENE GAS CO., Detroit, Mich.

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

Michigan Commercial Travelers' Association.

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

United Commercial Travelers of Michigan.

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

Grand Rapids Council No. 131.

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

Michigan Commercial Travelers' Mutual Accident Association.

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

Lake Superior Commercial Travelers' Club.

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

The School of Travel the Best Educator.

When we speak of an educated man to-day we refer usually to a man who has had the benefits of a thorough scholastic training; who has spent some of the best years of his life at some one or more of the numerous seats of higher learning. And this is well. We are in no mood to decry this higher education, which year by year is getting nearer to the masses. But there are schools, other than the colleges and universities, whose teachings are just as finished and cultured and beneficial as are theirs. Some of these we must pass by to write briefly of one which we think has a place in our columns—the school of travel.

After all is said and done the bookworm of the college is only a bookworm. Place him in a community, and be that community ever so ignorant, they will soon discover there is something lacking in that man of letters. He may discourse learnedly, both from the forum and with the pen, on the sciences and the classics, but usually his discourse, as his themes, lacks vitality and life. Both he and his subject seem to need the dynamic force of a galvanic battery turned into them. Give to this book scholar one year's travel and then the same subject for his dissertations and you will find that the electricity has been supplied. In other words, travel is the electricity.

If the choice is given a young man to-day between a four-year college course or four years in the school of travel, without hesitation we advise, select the latter. The question of to-day is, "What is the best preparation to meet the forces that are active in the world at the present time?" We answer the question in a single word, "Rub." Rub against locality; rub against nationality; rub against humanity in all its phases. You can do this only in the school of travel. The school of classics is too seclusive; the school of church is too bigoted; the school of business is too limited. But where find such a teacher as humanity, as you rub against it on the railway trains, in the hotels and on the streets of a great city? Where find such teachers as localities, as you rub against them in the rural districts, in the Western frontier camps, or on the boweries and levees of a crowded metropolis? Where find such teachers of nationalities as you rub against them in Paris, Berlin and Rome?

The traveling salesman, whose scope of travel is necessarily limited by his business, shows the effects of the school

he is educated in. No class of men is better trained to meet the requirements of the world to-day than he. No class of men exerts a greater influence in the world to-day than he. Ask him why and he will tell you that he has been educated in the school of travel, where he has had to rub and rub hard. It takes rubbing to polish a diamond. The school of travel turns you out a polished man only in the ratio that you rub hard against its teachers. It is like every other school: Drones in it will derive little value, but given a man with a desire for learning and willing to work to learn, and the school of travel will do more for him in the way of practical education and polish than all the other schools combined. Such teachers as we have mentioned will do more to bring out all that is best in a man than all other influences combined.

Gripsack Brigade.

S. T. Bowen (John G. Miller & Co.) started out Monday on his fall and winter campaign.

The Vinkemulder Co. has placed two salesmen in the field—H. T. Wight in the city and Geo. Craw outside.

Some are born to fail, no matter what they undertake, and some men are certain to succeed no matter what obstacles they encounter.—Wm. E. Curtis.

F. D. Green, who formerly made the city trade for the Grand Rapids Candy Co., has bought out F. E. Bangs & Co., brokers and manufacturers' agents at Toledo, Ohio.

N. A. Goodwin, Michigan representative for Eli Lilly & Co., of Indianapolis, recently brought down the house at a Greenville hotel by pouring vinegar on his cakes under the supposition that he was applying maple syrup.

E. P. Deming, formerly on the road for the lumber firm of A. R. Colburn & Co., of Michigan City, has engaged to cover the yard trade of Indiana for the Kelley Shingle Co. Mr. Deming will make his headquarters at Indianapolis.

F. E. Bushman, manager of the cigar department of Phelps, Brace & Co., Detroit, was in town Monday on business connected with the Nelson Abbott bankruptcy matter at Middleville. He is highly elated over the success of his department, having increased the sales nearly fifteen fold since he took charge, and expects to score a still further increase as his salesmen become more familiar with their lines and territory.

Reason For Doubt.

"Did you sever your connection with the firm or were you discharged?" asked the friend.

The man out of a job gave a few minutes to thought before answering.

"I'm a little uncertain about that," he said at last.

"Uncertain?"

"Yes. Of course, I know that office boys are discharged and general managers sever their connections, but I can't be sure that I was high enough up to sever my connection, and I don't like to think I was low enough down to be discharged. Perhaps you'd better make it that the firm and I disagreed."

Taking It Out In Trade.

"Why don't you discharge your present doctor and see if somebody else can't help you? Here he's had you in bed for three weeks now, and you seem to be getting worse all the time."

"I would make a change, but this fellow owes me \$60, and his bill foots up only \$49 to date. I've got to work it out of him somehow."

The physician is the man who recommends a change—and then takes all you have.

The Boys Behind the Counter.

Cheboygan—H. Chambers, formerly a leading merchant of this city, has taken a clerkship in the dry goods store of Geo. E. Frost. Mr. Chambers has been employed in the office of the Secretary of State at Lansing for several years.

Whitehall—Ray Osborne has taken a position in George Moog's furniture store.

Edmore—N. B. Johnston, who was seven years in a general store at Gowen and one year with C. H. Laflambo, at McBride's, has severed his connection with the latter and taken a position with Frank Dreese here.

Charlotte—Ernest Krebs has resumed his former position in the drug store of H. H. Gage.

Sherman—G. A. Johnson, who has had charge of the M. Rose drug stock, has secured a clerkship in the drug store of F. L. Thompson, at Traverse City, and will take up his residence at that place.

Sault Ste. Marie—Chris. Raaen, formerly with A. H. Eddy, has taken a position in J. F. Moloney's grocery store.

Saginaw—J. Major Lemen has resigned his clerkship in Alsdorf's branch drug store, at Lansing, to take a more lucrative position in the Tower drug store here.

Clio—Thomas E. Tagett, druggist in John K. Frost's store, met with a serious accident last Thursday. He went to step on the elevator, which he thought was up, but which was at the bottom. He fell to the bottom and was picked up unconscious with a large cut in his head and otherwise hurt.

Zeeland—J. Bouwens, Jr., has taken a position in the furniture store of Van Hees & Son.

Three Oaks—Corydon McKee, who has been pursuing studies in pharmacy during the past year, has resumed his former position in the drug store of D. H. Beeson.

Albion—John Reidy, of Jackson, has taken a clerkship in the dry goods store of Austin & Tucker.

Charlotte—Joy McCormack is now behind the counter in the confectionery establishment of Frank D. Marple.

Flint—Harry Phelps, of West Bay City, has taken charge of the drug store of Clement F. Teeporten, pending the recovery of the latter from injuries received by the explosion of a soda fountain.

Sparta—C. H. Loomis has a new clerk in his hardware store in the person of Wm. Empey.

Saginaw—Frank Stewart has taken a position with the Saginaw Hardware Co.

Benzonia—J. E. Koon has been engaged to clerk in the general store of the Case Mercantile Co.

Scottville—Ed. Morris has gone to Custer to take the management of Wm. Fisher & Caplin's branch general store at that place.

Grand Ledge—Fred Wareham has resumed his former position in the grocery store of Hixson & Bromley.

Plainwell—A. Flaitz has taken a position in the hardware store of F. M. Storms, succeeding Frank DeClark, who resigns after seven years' service to become district deputy of the Modern Woodmen.

Transaction Between Guest and Clerk.

The night clerk at the Eagle Hotel was a party to a deal the other night which made him \$3 richer and which he is still studying about. It was getting along toward the theatre hour when one of the guests of the hotel came down stairs with his valise, and, after paying his bill, requested that the clerk keep his valise until he came back from the show, as he was going out on a late train. He also pulled a \$5 bill out of his pocket and asked the clerk to change it. The clerk looked in his cash drawer, but found he did not have it.

"Well," said the guest, "just keep the \$5 for security and lend me a dollar."

The clerk did so and the guest departed. He came back about 11 o'clock, and, being in a hurry to catch the train, rushed up to the desk. He threw down four silver dollars and the clerk gave him the \$5. It appeared all right. When the guest had gone the clerk looked over his cash and found himself \$3 ahead.

"Well," said the clerk, after he had puzzled his head for a while to see how it had happened, "that man needs a book-keeper. It was lucky for me he didn't make a mistake the other way."

Valuable Drug Clerk.

"I am looking for something real nice for a young man," said the young and pretty shopper.

"Why don't you look in the mirror?" asked the gallant drug clerk, and she was so flustered that he managed to sell her four different things that she did not want before she knew what she was doing.

REMODELED HOTEL BUTLER

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

HOTEL WHITCOMB ST. JOSEPH, MICH.

A. VINCENT, Prop.

\$2 PER DAY. FREE BUS THE CHARLESTON

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

Taggart, Knappen & Denison, PATENT ATTORNEYS

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

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



LARGE BIRD EIGHT BY SIXTEEN FEET. HAVE YOU SEEN IT IN THE CITY? SWEET; RICH. \$35 PER M. SEND MAIL ORDER.

THURLOW WEED CIGAR. \$70.00 per M. TEN CENTS STRAIGHT.

AARON B. GATES, MICHIGAN AGENT, STANDARD CIGAR CO., CLEVELAND, OHIO.

Drugs--Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

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

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

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How to Increase Your Prescription Trade.

It isn't every pharmacy that can increase its prescription business perceptibly unless radical changes are made in its management.

It would be absurd to expect worn, ill-adjusted, and imperfect machinery to turn out as accurate, as fine, as satisfactory work as machinery that is kept in perfect repair, is finely adjusted, and in charge of a person who thoroughly understands how to run it.

You see the point.

Poor service and inaccurate work won't increase the prescription business of any pharmacy. Merit and honest service will win every time. Be sure that the prescription work that you do is good and right—just right—then go ahead and tell the public about it and tell the physicians about it.

Confidence is the basis of a good prescription business. Your pharmacy must be conducted along such lines as will inspire confidence on the part of the public and the physicians. If you haven't already this confidence you must make such changes in your business and in the conduct of it as will secure this. Be frank about these changes, announce them in the newspapers, and if you are really in earnest about it your business will show it, the people will find it out, and—you'll have their confidence.

It is only in the larger cities that the physicians can send their prescriptions to any drug store that they wish. In the towns and smaller cities every one has his druggist, and it matters not where the prescriber directs, the patient goes to his druggist. So in these cases it is necessary to get the public on your side as well as the physicians. The lesson to be learned then is, in whatever manner you make an appeal to the public for business, emphasize your prescription superiorities. Suppose that you start a prescription advertising campaign. It seems to me that this would be the best way to get quick, certain and direct results. Concentrate your advertising efforts, then, on getting more prescription work. Use your newspaper space for this purpose. Concerning the nature of the announcements, it may be said that they must be governed by the local trade conditions. Make these announcements terse and to the point, convincing and interesting, and have them speak well of your prescription work. In them state:

- Your prescription facilities.
- The purity of your drugs.
- Your knowledge of compounding.
- Your prescription clerks and their fitness.
- Your prescription system.
- The impossibility of your making an error.

Here is material sufficient to thoroughly popularize your prescription department. Make a separate advertisement of every one of these points. Make the headings as indicative as possible of the matter which follows. In the descriptive matter go into details. Take care to avoid too much technicality, but, rather, make them interesting and instructive of prescription matters.

While you are using your newspaper space to its utmost capacity, remind the public, further, of your prescription business by getting out a booklet telling more fully of its features. The points enumerated above will answer as a groundwork for a booklet of this kind. Go into the subject in a more finished and connected manner than is possible in your newspaper advertising. Clear up every point which seems to be a reason why your store hasn't had a good prescription business in the past. Make the booklet as interesting as you can; make it finished and complete, but don't forget that you are talking business. Make the reading matter forceful, comprehensive, and bright. Mail the booklet in a sealed envelope to every family and to every physician in town, and wrap a copy up with every parcel that goes out of your store.

All this may sound expensive, but it isn't, because you'll be doing just what you set out to do—increasing your prescription trade. You can't do this any cheaper, because you couldn't accomplish your object adequately in any less expensive manner. I believe that the cost is small in proportion to the results likely to be secured.

While you are informing the public of the activity in your prescription department, you might be arousing the physicians at the same time. You'd then stir up the cause and effect of the prescription business, and the climax would be what you are striving for, viz., to turn the attention of every one interested in having the best prescription work to your store.

The best way to make an impression on the physicians is to send them every week a circular letter, telling of the improvements in your prescription department and the reason why any prescriptions they may send to your store will be properly compounded. Keep this up for six or seven successive weeks. The effort you are making will cause the physicians to give you a call perhaps. That's your opportunity. Tell the physician who calls frankly what you are endeavoring to do. He'll listen to you, anyway. Follow up the acquaintance thus made, be a diplomat, and you'll get prescription business.

Any druggist who sets out to try this plan wants to have his whole heart and soul in it and follow out, as nearly as the local conditions will allow, the lines laid down above.—Harry M. Graves in Bulletin of Pharmacy.

To Remove Vaseline Spots from Clothing.

The Pharmaceutische Post says this may be accomplished by the application of a liquid prepared from one part each of aniline oil and powdered soap, and ten parts of distilled water. The spots are moistened with the liquid, and the cloth is then folded together. After five to ten minutes the cloth is washed with clear water. If the spots do not disappear after one treatment, it must be repeated.

Never judge by appearances; the girl with a sailor hat probably never saw a row-boat.

The Drug Market.

Opium—Continues to decline, both in the United States and foreign markets, on account of favorable crop prospects.

Morphine—Is as yet unchanged, but a reduction by manufacturers is looked for daily.

Codeine—Is firm at the advance noted last week.

Quinine—Is fairly steady and manufacturers have not yet reduced prices, although bark is cheaper.

Cinchonidia—Is firm at the advanced price.

Ergot—Is excited abroad and has been advanced by holders in this country. There is a strong upward tendency.

Quicksilver—Has been advanced 10 per pound.

Naphthaline or Moth Balls—Manufacturers are oversold and prices have been advanced and the article is very firm.

Essential Oils—Anise has declined. Cloves are firm, on account of the advance in spice, and higher prices are looked for. Peppermint is firm, but unchanged. Wintergreen is scarce and firm.

Roots—Goldenseal is very scarce and high. The best information we can get is that this article will rule high during the coming year. Powdered hellebore has advanced and very little is offering at the advanced price.

Cloves—Are very firm and advancing.

Linseed Oil—The market seems demoralized, on account of competition of outside mills, and the price has declined.

Extracts—Jobbers have frequent orders for flavoring extracts of pineapple, strawberry and raspberry, but, as these are manufactured from synthetic ether, they are not salable under our pure food laws.

Putting the Label in Place.

In much of the labeling the pharmacist is called on to do, there is no fixed relationship between the size of the label and the surface to which it is to be applied—that is to say, he may be called on to use a label of a given size on three or four different sizes of bottles, of as many different shapes. In this a certain amount of skill is required; either from innate perception or continued usage, the eye is best satisfied when the label which is distinctly smaller than the surface appears in certain definite positions on that surface. Given a round bottle six inches tall and a label two inches deep, one would scarcely think it correct to place the label either at the extreme top or bottom, nor yet exactly in the middle of the space; a certain point somewhat above the middle is generally selected as the proper one. Position then is one artistic point.

In placing the label in the position determined, rectangularity (if we may use an uncommon yet here suitable word) must be thought of. A label that is not on "straight" must be an "eyesore" to every observer possessed of normal eyes.

The label may be well and squarely located and yet the effect be marred in the pasting. If the label, after being coated with paste and laid on the surface to which it is to be affixed, be firmly pressed down, some of the adhesive liquid is apt to be squeezed out at the edges. When this pressing is properly done, a piece of clean paper is interposed between the fingers and the label to avoid soiling the latter, and if larger than the label, as it should be, it will take up the superfluous paste,

and the label besides will be firmly fixed. Some, perhaps many, operators take the shorter way of simply applying the label and then rolling or folding the bottle in the paper in which it is to be sent out. As the dispenser does not usually open packages after he does them up, he is not so likely to find out as are his customers that labels thus treated often go awry, and that the wrapper adheres alongside, leaving little portions of itself as disfigurements when its removal is attempted.

These may seem small matters to those who have not thought much of them; but it must be remembered that the difference between being ill or well dressed depends, with bottles, as with men, on comparatively slight conditions of negligence or care.

To Preserve Drugs From Insects.

Professor Wulling reported to the Minnesota Pharmaceutical Association that he had for some time past used metallic mercury as a means to prevent the attack of insects upon drugs. A few drops of mercury is introduced into the bottle containing the drug. It does not work satisfactorily in all cases, but does in most. Of course the mercury must not be put into vessels made of metal. A few drops of chloroform or ether, or pure carbon disulphide, poured into the drug container quickly kills the insects. Where camphor is not objectionable it will be found useful in preserving drugs from the attacks of insects. The odor of camphor may be overcome by exposing the drug to the air for a time, or heating it gently in an oven or in any suitable manner.

Simple Method for Making Camphor Water.

At a recent meeting of the Philadelphia College of Pharmacy, F. W. E. Stedem gave a new process for the preparation of this water. Weigh several pieces of camphor with fragments of glass rod or selected clean stones, and immerse them in a suitable quantity of distilled water. The process is that of circulatory displacement, and after a few days the water will be found to be saturated with the camphor. A constant supply may be kept by adding fresh portions of distilled water as the preparation is used.

Does Your Stock of Wall Paper Need Sorting Up?

Perhaps with the opening of spring trade you have discovered that you are short on some grades or colors. If so send for our line of samples; we will send them express prepaid. Our prices we guarantee to be identically the same as manufacturers'. We guarantee prompt shipment. Write us.

The Wall Paper Jobbers.

Heystek & Canfield,
Grand Rapids, Mich

WHOLESALE PRICE CURRENT.

Advanced- Declined-

Table listing various goods and their prices, including categories like Acetium, Ammonia, Aniline, Balsamum, Cortex, Extractum, Ferru, Flora, Folia, Gummi, Herba, Magnesia, Oleum, and Syrup.

Table listing various goods and their prices, including categories like Morphia, S.P. & W., Sinaps, Soda Boras, and Zinc Sulph.

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

PRO AND CON.

Advantages and Disadvantages of the Bankruptcy Law.

MORALLY CONSIDERED.

With the moral features of this law we are doubtless all agreed, that it does not improve men morally. Those who take it once do not seem to fear it a second or even a third time, should they live long enough to take its advantages. It is a sort of disease that may be taken, like the grip, every time it comes around, and I am told that the oftener you take it, the better you are off, financially, but I do not think it is so, morally. It is my humble judgment that bankruptcy lessens one's appreciation for the payment of his honest debts, and that, after one has taken the benefits of this law, he does not thereafter feel the high moral sense of honor about the payment of his debts that he did before.

I do not mean that this is an invariable rule. There are honorable exceptions to it. Much, of course, depends upon the man.

The man who goes through bankruptcy more than once does not need to apologize to his creditors for doing so, for, with the perfect system of checks and balances which they have existing today, and of the means of knowing who a man is, and what he has been, only his creditors are to blame if he fails with their money. Therefore, the wise exercise of your privilege will better not only the morals of men, but finance of the country as well.

WHO IS A BANKRUPT.

The bankrupt law defines who a bankrupt is. The general idea, however, is that a bankrupt is a person who is unable to pay his debts, as they mature in the usual and ordinary course of his business, as persons in trade usually do. Those who are familiar with the bankrupt act of 1867 know that that law defined such a person to be a bankrupt. The present law, however, is not so liberal in its construction; it is, in fact, more liberal to the bankrupt.

The present law, Section 1 (Clause 15), declares that a person shall be deemed "insolvent," within the provisions of the act, when the aggregate of his property (excluding such as he may have fraudulently conveyed or transferred or concealed or removed) shall not be sufficient, at a fair valuation, to pay his debts.

The failure to pay a single debt when due is not, therefore, sufficient to establish the fact of insolvency. Under the old law the creditor ran no risk in placing his debtor in bankruptcy, if he could not pay his debts as they matured in the usual and ordinary course of trade, but now the creditor must first decide whether the debtor's property, all taken together (exclusive of his exemptions under the laws of the state in which the debtor resides), will, at its actual cash value, pay all his debts; if it will, he can not be adjudged a bankrupt; if it will not, he can be adjudged a bankrupt. These points must be decided by the creditor at his peril.

The few bankrupt cases which have found their way into the bankrupt courts since the act went into effect July last may be accounted for by the fact that responsible creditors hesitate about assuming the responsibility of moving to place debtors in bankruptcy when they are not certain that there remains no question as to their insolvency. This feature may, however, ultimately prove a blessing in disguise to both debtor

and creditor, for, with prosperous times, those who have been and are upon the danger line may be given the benefit of the doubt, and thus pull through and pay their debts in full. The honest creditor will certainly profit by it; the dishonest one may also.

The method adopted by many of these bankrupts in going into bankruptcy and taking their exemptions and claiming everything in sight and out of sight, and praying the court to be discharged from all liability for their debts, reminds me very much of the story of a colored preacher of the South who fervently prayed to the Lord for the benefits of a good turkey dinner, but hadn't a turkey upon his own roost, and while he was praying most fervently to the Lord for a good turkey dinner, he said, "I jus' done quietly stole down to de roost of my neighbor Jones, and while in da on my knees prayin' to de Lord for the benefits of a good turkey dinner, I stole de last turkey dat Jones had left." So with many of these bankrupts, who claim their exemptions and everything else in sight, even to diamonds and gold shirt buttons, as a fellow did in New York the other day, who claimed that they were necessary for his wearing apparel, and all paid for with the money of his creditors, and prayed to the court to be discharged from all of his debts; certainly this is very like taking the last turkey that Jones had left.

WHAT ACTS MAKE ONE BANKRUPT.

The acts which legally constitute one a bankrupt are:

1. Having conveyed, transferred, concealed, removed, or permitted to be concealed or removed, any part of his property, with intent to hinder, delay, or defraud his creditors, or any of them; or,

2. Transferred while insolvent any portion of his property to one or more of his creditors, with intent to prefer such creditors over his other creditors; or,

3. Suffered or permitted, while insolvent, any creditor to obtain a preference through legal proceedings, and not having at least five days before a sale or final disposal of any property affected by such preference, vacated or discharged such preference; or,

4. Made a general assignment for the benefit of his creditors; or,

5. Admitted in writing his inability to pay his debts, and his willingness to be adjudged a bankrupt on that ground.

At any time within four months from the recording of the instrument conveying the property by the bankrupt (if recording is required by law), or within four months from the time the beneficiary takes open and notorious possession of the property (except such as are exempt by law), including that illegally transferred, the property may be brought into the possession of the law for the benefit of all of his creditors.

PRACTICAL IN COURTS.

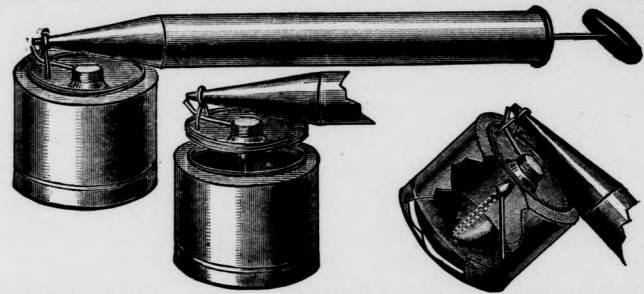
Any natural person, except a wage-earner getting less than \$1,500 per year

CHAINLESS

Bicycles are rapidly coming into popular favor. We are selling agents in Michigan for the "Ariel" line of Chainless and Chain wheels and are having no difficulty in placing Agencies wherever we show these handsome wheels. Write for Catalogue and prices to dealers.

ADAMS & HART,
GRAND RAPIDS.

SPRAYERS

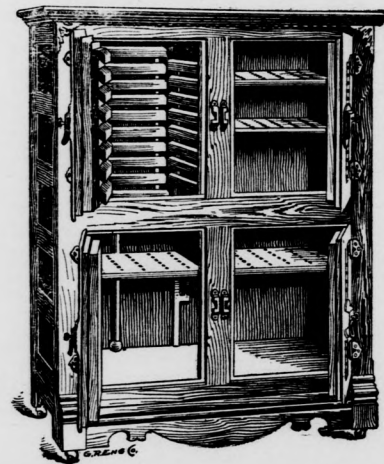


We make the best Sprayers on earth. Get our circular and prices before buying elsewhere.

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

REFRIGERATORS

YUKON AND CHILKOOT



The verdict of those who have used them: "That they are the best ever offered in this market." Write for Price List.

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

PELOUZE

"Household" Scale

24 LBS. BY OZS.

Acknowledged to be the BEST on the market

PRICE \$1.50

ONLY \$12.00 PER DOZ.

Net to the trade.

Made of cold rolled steel throughout. Beautifully japanned and striped. Large white enameled dial, very serviceable and distinct.

Enameled steel top plate, absolutely unbreakable.

Occupies less space than other scales. Can be instantly adjusted for scoop. Weight, boxed, only 4 1/4 lbs.

EVERY SCALE WARRANTED.

PELOUZE SCALE & MFG. CO.,
CHICAGO, ILL.,

Mfrs. Reliable Postal, Counter, Confectionery, Ice and Market Scales, Spring Balances, etc.



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.

or a person engaged chiefly in farming or the tillage of the soil, any unincorporated company, and any corporation engaged principally in manufacturing, trading, printing, publishing, or mercantile pursuits, owing debts to the amount of one thousand dollars or over, may be adjudged an involuntary bankrupt, upon default or an impartial trial, and shall be subject to the provisions and entitled to the benefits of this act. Private bankers (but not National banks) or banks incorporated under state or territorial laws may be adjudged involuntary bankrupts.

The debtor must owe \$1,000 or more to be adjudged an involuntary bankrupt, and must owe \$500 or over to three creditors who are unsecured, to be adjudged a bankrupt upon his own petition. The majority in amount of all creditors selects a trustee, who takes the title to the assets. All real and personal estate must be sold for not less than 75 per cent. of its appraised value. A bankrupt may make composition with his creditors if a majority of his creditors agree. After one month and within twelve months a bankrupt may apply for and be discharged; eighteen months may be given him, however, if, for good reasons, he has been prevented from applying within twelve months. He may be discharged if he has fully and honestly complied with the law; if fraud is shown and the discharge is opposed, it will be denied by the court.

Appeals may be taken to the Appellate Court from:

1. The adjudging or refusing to adjudge one a bankrupt.
2. To granting or denying discharge.
3. Allowing or rejecting a claim amounting to \$500.

Appeals to the United States Supreme Court may be taken where the amount in controversy exceeds \$2,000.

SPONSORS FOR THE LAW.

It may safely be said that the trade of the East and West is responsible for the passage of the bankrupt act. The East vigorously urged its passage, and portions of the West at first opposed it, but later all united for it. The inordinate ambition of the East to compete in the West and get the lion's share of the trade may be the cause for the financial condition of some of the bankrupts of to-day. Certain it is that the East has been less fortunate than the West in its selection of those to whom to extend credit.

ITS MATERIAL BENEFITS.

This law is withal not without its material benefits regardless of what may be said in favor of or against the policy of it. The incentive of the mercantile trade to take undue advantage of each other, if such existed, is entirely removed, for, in misfortune, they will now all share alike. The debtor is likewise without incentive to prefer one creditor to another, for, if done, involuntary bankruptcy, with its long train of evils and expense, is sure to result. The benefits of this act will be to undeceive creditors who are carrying on their books as live assets claims against those who are in fact legally insolvent; the insolvent is also afforded an opportunity to take the benefits of the act, and thus undeceive his creditors, and wipe his slate clean and start anew.

Locally, I believe we are realizing a direct benefit from this law. In many instances now, the person who is ripe for bankruptcy, either at his own instance or that of his creditors, makes a transfer of all of his property to a particular person as trustee for the benefit

of all of his creditors, to share pro rata in his estate. The property is thus at once placed in the hands of persons who are particularly well qualified to handle it with the smallest expense, in the shortest period, and to the best advantage of all of his creditors, and of the debtor as well. The debtor's business reputation is thus saved to him, and he is thereafter, if an honest man, able to obtain a line of credit and continue in business as before.

RECOMMENDATIONS.

If permitted to recommend, it would be my judgment that, after a period of a few years at farthest, the present bankrupt law should be repealed. The assignment laws of the various states should be made as nearly uniform in their provisions and operations as it is possible to have them made, to the end that the decisions of the courts when made upon questions arising in one state would serve as guide to the construction that should and probably would be placed upon the assignment law of another state. This uniformity in the assignment laws would obviate much of the difficulty that now obtains in regard to being able to tell from the adjudications of the courts (being so conflicting) what the weight of authority is, touching a question arising under the assignment laws of a particular state.

A. H. BROWN.

Remind Customers of Needs.

It is observed that many hardware stores are making it a point to send out catalogues and circulars advertising many of the things which are commonly used in the spring and summer season. This is a good idea, for it brings to people's minds more forcibly the things they ought to have—if it were possible for any one to need a reminder of what he needs. Most of us find our wants so boldly insistent that we do not need anything to remind us of what we ought to have. These circulars, however, give prospective purchasers an inkling of what they can get, how much they have to pay for it, etc. Many of the characteristics of such articles can be graphically described so as to draw attention to special makes and styles. For instance, in lawn mowers—machines which every one should have at this time of year, and keep them in active use, too—action, construction, price, lightness of draft, widths of grass which they will cut, number of knives, etc., can all be accurately and satisfactorily set forth in circulars. Let the descriptions be terse, brief and to the point, without waste of words or unnecessary verbiage. Besides this, there are sharpeners, oils, lawn rollers, grass hooks, grass shears, scythe stones, garden hose, reels, sprinklers, wheelbarrows, rakes and pruning shears which are indispensable. Almost every one is annoyed by having his yard torn up by moles; they are pests on the face of the earth and can spoil any yard in a very short time. All hardware merchants should keep mole traps and exploit them energetically at this time of the year. Screening and screens should also be prominently shown.

Rather Close.

"The stingiest man I ever knew was a fellow who in going upstairs always skipped a step in order to save his shoe leather."

"That's nothing! I once knew a man who was so stingy that he wouldn't trim his finger nails except when he could borrow a jack-knife, because he didn't want to wear out his own."

Hardware Price Current.

AUGURS AND BITS	
Snell's	70
Jenning genuine	25&10
Jennings imitation	60&10
AXES	
First Quality, S. B. Bronze	5 50
First Quality, D. B. Bronze	9 50
First Quality, S. B. S. Steel	6 25
First Quality, D. B. Steel	10 50
BARROWS	
Railroad	14 00
Garden	net 30 00
BOLTS	
Stove	60&10
Carriage new list	65
Plow	50
BUCKETS	
Well, plain	3 50
BUTTS, CAST	
Cast Loose Pin, figured	70&10
Wrought Narrow	70&10
BLOCKS	
Ordinary Tackle	70
CROW BARS	
Cast Steel	per lb 5
CAPS	
Ely's 1-10	per m 65
Hick's C. F.	per m 55
G. D.	per m 45
Musket	per m 75
CARTRIDGES	
Rim Fire	40&10
Central Fire	20
CHISELS	
Socket Firmer	70
Socket Framing	70
Socket Corner	70
Socket Slicks	70
DRILLS	
Morse's Bit Stocks	60
Taper and Straight Shank	50& 5
Morse's Taper Shank	50& 5
ELBOWS	
Com. 4 piece, 6 in.	doz. net 65
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, '5-10	
GAUGES	
Stanley Rule and Level Co.'s	60&10
KNOBS—New List	
Door, mineral, jap. trimmings	70
Door, porcelain, jap. trimmings	80
MATTOCKS	
Adze Eye	\$17 00, dis 60&10
Hunt Eye	\$15 00, dis 60&10
Hunt's	\$18 50, dis 20&10
MILLS	
Coffee, Parkers Co.'s	40
Coffee, P. S. & W. Mfg. Co.'s Malleables	40
Coffee, Landers, Ferry & Clark's	40
Coffee, Enterprise	30
MOLASSES GATES	
Stebbin's Pattern	60&10
Stebbin's Genuine	60&10
Enterprise, self-measuring	30
NAILS	
Advance over base, on both Steel and Wire.	
Steel nails, base	2 40
Wire nails, base	2 45
20 to 60 advance	Base
10 to 16 advance	06
8 advance	10
6 advance	20
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85
PLANES	
Ohio Tool Co.'s, fancy	250
Sciota Bench	60
Sandusky Tool Co.'s, fancy	250
Bench, first quality	250
Stanley Rule and Level Co.'s wood	60
PANS	
Fry, Acme	60&10&10
Common, polished	70& 5
RIVETS	
Iron and Tinned	60
Copper Rivets and Burs	45

PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27 10 20	
"B" Wood's patent planished, Nos. 25 to 27 9 20	
Broken packages 1/4c per pound extra.	
HAMMERS	
Maydole & Co.'s, new list	dis 33 1/2
Kip's	dis 25
Yerkes & Plumb's	dis 40&10
Mason's Solid Cast Steel	30c list 70
Blacksmith's Solid Cast Steel Hand 30c list 50&10	
HOUSE FURNISHING GOODS	
Stamped Tin Ware	new list 70
Japanned Tin Ware	20&10
HOLLOW WARE	
Pots	60&1
Kettles	60&10
Spiders	60&10
HINGES	
Gate, Clark's, 1, 2, 3	dis 60&10
State	per doz. net 2 58
ROPES	
Sisal, 1/4 inch and larger	9 1/4
Manilla	11 1/4
WIRE GOODS	
Bright	80
Screw Eyes	80
Hook's	80
Gate Hooks and Eyes	80
LEVELS	
Stanley Rule and Level Co.'s	dis 70
SQUARES	
Steel and Iron	70&10
Try and Bevels	60
Mitre	50
SHEET IRON	
	com. smooth. com.
Nos. 10 to 14	\$2 70 \$2 50
Nos. 15 to 17	2 70 2 50
Nos. 18 to 21	2 80 2 60
Nos. 22 to 24	3 00 2 70
Nos. 25 to 26	3 10 2 80
No. 27	3 20 2 90
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.	
SAND PAPER	
List acct. 19, '86	dis 50
SASH WEIGHTS	
Solid Eyes	per ton 20 00
TRAPS	
Steel, Game	75&10
Oneida Community, Newhouse's	50
Oneida Community, Hawley & Norton's 70&10	
Mouse, choker	per doz 15
Mouse, delusion	per doz 1 25
WIRE	
Bright Market	70
Annealed Market	70
Coppered Market	60&10
Tinned Market	60
Coppered Spring Steel	50
Barbed Fence, galvanized	3 0
Barbed Fence, painted	2 50
HORSE NAILS	
Au Sable	dis 40&10
Putnam	dis 5
Capwell	net list
WRENCHES	
Baxter's Adjustable, nickeled	30
Coe's Genuine	40
Coe's Patent Agricultural, wrought	75
Coe's Patent, malleable	75
MISCELLANEOUS	
Bird Cages	40
Pumps, Cistern	70
Screws, New List	85
Casters, Bed and Plate	50&10&10
Dampers, American	50
METALS—Zinc	
600 pound casks	9
Per pound	9 1/2
SHOT	
Drop	1 45
B & B and Buck	1 70
SOLDER	
1/2&1/2	17
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
TIN—Melyn Grade	
10x14 IC, Charcoal	\$ 7 15
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,	



Standard Akron Stoneware

- Jars, 1/2 gal. 3 1/2c each
- Jars, 1 to 6 gal. 5c gal
- Jars, 8, 10 and 12 gal. 6c gal
- Jars, 15 and 20 gal. 7 1/2c gal
- Churns, 2 to 6 gal. 5 1/2c gal
- Jugs, 1/2 gal. 4c each
- Jugs, 1 to 5 gal. 6c gal
- Pans, black, 1/2 gal. 3 1/2c each
- Pans, black, 3/4 gal. 4 1/2c each
- Pans, black, 1 to 2 gal. 5c gal
- Pans, Peoria or white, 1/2 gal. 4c each
- Pans, P'a or w., 1/4 gal. 4 1/2c each
- Pans, P'a-w., 1 to 2 gal. 5 1/2c gal

F. O. B. factory at Akron. No charge for crates if you enclose this advertisement. Car loads to one or more merchants in one town a specialty.

CHICAGO POTTERY CO., Clark and Twelfth Sts., Chicago, Ill.

IDEAL MANAGER.

Must Have Character, Brains and Ambition.

H. M. Mays in Dry Goods Economist.

The ideal manager, as I view him, must have the following qualifications: Character, brains, ambition. He will answer my purpose better if he be a religious man, because it has been my observation through life that of two men with equal talents the one who is a believer in some one religion is the one who commands the most respect from employe, customer and the public at large.

Being of high character, his employer will not have to apologize for him at any time to any person. His influence will be always for good and will be far reaching. He will be a man among men, identifying himself with movements promoting public welfare.

When Mrs. Westside is out driving with a friend and meets my manager, she will bow very politely and say, "There goes Mr. C—, the manager for H. M. & Co. at the 'safety' corner for 'merchandising?' I want you to meet him, as he is one of our popular citizens." Later, as he turns down a side street, the workmen on the new public library salute him, and he returns the greeting with a hearty "Good-day!"

When he arrives at the store, all eyes are on him, and as he passes into his office he nods a pleasant "Good morning" to all. On looking over his mail he finds a complaint about the delivery of a parcel, of "cool treatment" on the part of a clerk, an application for a position by a mother for her boy, and other details. Prompt attention is given to all, each answer being dictated in diplomatic terms. (What emphasis should be put on the matter of letter-writing! The loss of thousands of dollars each year can be attributed to this failing.)

After consulting the firm about the contents of the mail the ideal manager will immediately send to each department head the mail intended for him. Then he will start in at the basement, giving careful inspection to the receiving and delivery departments. He is interested in watching the start-off of the "semi-annual sale of domestics." He meets Mr. Cotton, the buyer, and in a diplomatic way drops a few complimentary remarks which end with a suggestion. This method is pursued throughout the entire store.

When on his tour of inspection he has made several memorandums for the improvement of stocks, etc. Returning to his office, he sends for Miss Ribbon, who bears with shame her reprimand for laughing and talking across the aisle when serving a customer.

Several others from the cash boys to the silk buyer (the highest-salaried man) then have their instructions from him; but, please notice, it is always done in his office and not on the floor.

This man is the arbiter of all differences between employes and between customers and the firm. The copy of the advertisement for the evening paper is laid on his desk for careful inspection. The advertisement is seldom corrected if the firm has a first-class advertising man who tells the public in a straightforward and entertaining way the store news.

In the afternoon the manager calls a meeting of the buyers and heads of departments. He tells them in an interesting manner of his observations when on his tour of three or four of the larger cities, also how the store is progressing and whose department is in the lead for the prize to be given to the one showing the largest percentage of increase.

Collections have been good and the balance in bank is growing too large; a sale is planned and each man is allotted his amount to go and invest. The early closing movement is up for discussion and the manager opens with a ringing speech in favor of it, competitors' opposition to the contrary notwithstanding.

The balance of the afternoon is spent on the main floor, where the manager meets all with a cordial bow and devotes his time to making new friends.

At five he returns to his office, signs his correspondence and receives a few instructions from the firm.

A bulletin posted up in the lavatories announces a ten-minute meeting of all employes in the carpet hall immediately after six. Here a general talk on rules is given. Some actual experiences are related showing how a careless clerk lost a sale and, what was worse, offended a customer. The manager tells of the good things he hears about the employes of the store, and in almost the same breath says that when an employe has arrived at that point where he believes himself to be indispensable he has outlived his usefulness. The talk closes with an amusing story that has a moral. It is understood, of course, that from the manager emanate all store systems, rules, etc. No need to go into detail, suffice it to say he believes in just enough of such things to protect customer, salesperson and firm alike.

This is one day's experience of my ideal manager; it would be the same if I told of a dozen days. Briefly, the duty of a manager is to serve the interest of firm and public. In doing this he can not follow any set of rules, but must adapt himself to the conditions of the ever changing demand.

Status of the St. Louis Potato Market.

St. Louis, May 8—St. Louis dealers are just closing the most successful season they have had in handling old potatoes and are turning their attention South. They expect to handle large quantities of new potatoes this season. Early reports led us to believe that the crop of potatoes in the South was very late. However, all reports say that the crop is heavy and that it is maturing more rapidly than was expected; in fact, Texas offers carlots for shipment next week, Early Bliss Triumph variety. We understand the prices being mentioned are 85c per bu., f. o. b. Texas common points, and that the rate of freight to St. Louis is 35c per hundred. These prices are all on a speculative basis, as no one can tell what the market will be when the potatoes are ready to ship. One thing is certain: New potatoes are going to be more plentiful and come in earlier than usual. There will be a great many more new potatoes throughout the entire South than ever before, as the acreage and planting is much increased and everything has been very favorable ever since planting. For this reason we say, sell your old potatoes and sell them at once.

Our advice is to move what old potatoes you have on hand and move them quickly. We will have a good outlet here for old potatoes for three weeks or more in St. Louis. We do not look for heavy shipments of new potatoes until after May 15. The shipments will be rather light from May 15 to June 1, after which time they will be heavy.

MILLER & TEASDALE Co.

New America.

Her eyes are full of noble hope,
A quiet strength is in her hands;
She sees the years of splendid scope
That brighten in the morning lands;
The seas are shadowed with her sails,
Through wider fields her plow is sped;
Her cup of plenty never fails,
She feeds the nations with her bread.

She throws o'er many an alien race
The shield of equal posing law;
The weak are sheltered in her grace,
She keeps the violent in awe;
Around the world her eagle flies,
The people gather at her knees;
Her peaceful empire arches rise
Above strange lands in far-off seas.

Suspicious Circumstances.

"It looks kinder queer, Malindy," said the new millionaire to his wife after the guest had departed, "that the count would not take his coat off at dinner like the rest of us, don't it?" "Maybe he didn't have no shirt," suggested the lady. "I've seen fellers fixed up that way in the shows."

A stranger in Chicago strayed into a shoe store the other day enquiring for hosiery. "We handle stockings right along, but haven't any in stock just at present," replied the jolly shoe clerk, "but we can sell you the next thing to them."

Equality in Jeopardy in Ohio.

While Ohio is said to have the best organized wholesale grocers' association in the United States, there has been trouble in the State recently. Price cutting has been rampant to such an extent that the equality system of selling sugar has been entirely wiped out, and most wholesalers are reported as losing from 50 cents to 60 cents per barrel, instead of making that amount, as was possible under the conditions existing before cutting, offensive and defensive, altered the conditions.

Secretary Thacker, in a letter addressed to the trade, requests all wholesalers not now members to join the organization and assist in maintaining prices, and he calls upon those inside the association who have seen fit to meet cutters on their own ground to restore the limited price on miscellaneous groceries and the equality plan of selling sugar. He points out strongly the demoralizing effect of the present situation, and asserts that, if it continues much longer, manufacturers will sell directly to retailers, thus eliminating jobbers entirely.

Mr. Thacker says that manufacturers prefer jobbers and the equality plan of selling, and points to an instance where retailers called upon wholesalers and asked for a restoration of limited prices in certain territory where price cutting had demoralized the business and cut off practically all the jobbers' legitimate profits.

The letter strongly urges that demoralization means disintegration and a chaotic condition which would probably result in the substantial ruin of every wholesale grocer who undertakes to do business on the "hit-or-miss" principle.

The national organization will take a hand in the effort to adjust matters, because it is feared that all of the wholesale grocery associations will go to pieces if the Ohio organization is allowed to fall.

George Huff, of Portland, Indiana, claims to have discovered a new gas which is suitable for use as fuel or for illuminating purposes, and which costs very little to manufacture. He says that water and air are the only ingredients used, and that the results are obtained by compressing the air and forcing it through water.

Senator Carter, of Montana, says that in ten years Montana will be producing annually more wheat and flour than any two states in the union. It will be shipped, he adds, to Asiatic markets.

If some clergymen practiced what they preach they would be kept so busy they would have but little time to preach.

Burns & Co., meat dealers at 253 Jefferson avenue, are succeeded by Clement & Jackson.

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.

FOR SALE AT A VERY LIBERAL DISCOUNT—a new staple stock of dry goods; location the very best in town; rent very reasonable. Reason for selling, I wish to go West. Good inducements will be given to the person who means business and will come to look at the stock, as I will pay no attention to inquisitive enquirers. Address L. A., Postoffice Box 84, Lowell, Mich. 946

WANTED—30 CARS EACH TIMOTHY HAY and graded white corn. Richard J. Biggs Co., Baltimore, Md. 936

FOR SALE—A SELF-ADDING NATIONAL cash register, good as new. Cost \$25. Will sell less than half cost on easy terms. Jas. A. Campbell, 252 Woodward Ave., Detroit. 945

WANTED—BY OWNER OF A CLOTHING store, one side of dry goods or grocery store in town near Grand Rapids. Address No. 942, care Michigan Tradesman. 942

WANTED—HARDWARE, GROCERY, Jewelry and bazaar trade. A new side line for the above. Do you wish to handle it? Write us. J. D. McFarlin Co., Northville, Mich. 943

DRUG STOCK—WILL INVENTORY ABOUT \$1,000—one-third fixtures, balance drugs and sundries. For cash, will sell for 50 per cent. of amount it inventories. R. E. Hardy, Lansing, Mich. 944

WANTED—WILL BUY YOUR STORE OR become your partner. O. M. Bucklin, 6333 Yale Ave., Chicago, Ill. 947

FOR SALE—CHOICE AND CAREFULLY selected stock of drugs and groceries in best business town in Michigan. Rent of brick store, reasonable. Business well established and always profitable. Reason for selling, ill health of owner. Address No. 941, care Michigan Tradesman. 941

FOR SALE—STORE BUILDING AND dwelling combined at Levering, Mich. The best place in the State for general store. A. M. LeBaron, Grand Rapids, Mich. 940

A GOOD BUSINESS OPENING FOR A TAILOR—Established tailor shop in one of the best towns in Northern Michigan. The business, with stock and tools complete, for sale, on account of proprietor's decease. Address A. D. Marshall, Gaylord, Mich. 939

FOR SALE FOR SPOT CASH—A twelve light Kopf acetylene gas plant. Brand new. Used only four months. Price \$50. Reason for selling, going out of trade. Address Lock Box 23, McBride's, Mich. 937

FOR SALE OR EXCHANGE FOR FARM OR merchandise—A 20-acre farm on the Lake Shore, five miles north of Benton Harbor. Good buildings and improvements on same. Address J. W. Lundy, Benton Harbor, Mich. 935

MANAGER—WANT TO OPEN CORRESPONDENCE with reliable man who has had experience in pickle business and can manage plant. W. H. Kiefer, President Iowa Grocers Co., Independence, Iowa. 930

CHARGING AND CREDITING ON COUNTER checks (slips) and filing them in shaw's Counter Check File does away with slavish book-keeping. Mr. Emmet T. O'Hara, boot and shoe dealer at 71 Canal street, will explain how easy it is. Call on him. 934

FOR SALE—OLD-ESTABLISHED, FIRST-class meat market; best location in city of 9,000; doing good business; have best class of trade in city; bargain for some one. Address No. 928, care Michigan Tradesman. 928

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

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

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

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

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—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

BATTERSON & CO.

PRODUCE COMMISSION MERCHANTS

BUFFALO, N. Y., May 1, 1899.

The warmer weather is bringing the price of Eggs down somewhat, on account of the quality not being quite as good as it was during April; however, we have a good many orders for May eggs yet to be filled and can use your receipts to good advantage. Write us how many you have and we will buy them either on track your station or delivered in Buffalo.

Very full quotations in our produce exchange price current on demand. Satisfactory references anywhere. Very respectfully,

BATTERSON & 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 Potoskey.
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..... 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 May 1, 1899.)

	Leave	Arrive
GOING EAST		
Saginaw, Detroit & N Y.....	6:45am	9:55pm
Detroit and East.....	10:16am	5:07pm
Saginaw, Detroit & East.....	3:27pm	12:50pm
Buffalo, N Y, Toronto, Montreal & Boston, L'd Ex.....	7:20pm	10:16am
GOING WEST		
Gd. Haven and Int Pts.....	8:30am	8:05am
Gd. Haven Express.....	10:21am	7:15pm
Gd. Haven and Int Pts.....	12:58pm	3:19pm
Gd. Haven and Milwaukee.....	5:12pm	10:11am
Gd. Haven and Milwaukee.....	10:00pm	10:00pm
Gd. Haven and Chicago.....	7:30pm	6:40am

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.

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

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

Muskegon Trains.
GOING WEST.
Lv G'd Rapids..... 7:35am *1:00pm *5:40pm
Ar Muskegon..... 9:00am 2:10pm 7:05pm
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. & L.) *11:10pm *7:45am
Lv. Mackinaw City..... 7:35am 4:20pm
Ar. St. Ignace..... 9:00am 5:20pm
Ar. Sault Ste. Marie..... 12:30pm 9:50pm
Ar. Marquette..... 2:50pm 10:40pm
Ar. Nestoria..... 5:20pm 12:45am
Ar. Duluth..... 8:30am
EAST BOUND.
Lv. Duluth..... *6:30pm
Ar. Nestoria..... *11:15am 2:45am
Ar. Marquette..... 1:30pm 4:30am
Lv. Sault Ste. Marie..... 3:30pm
Ar. Mackinaw City..... 8:40pm 11:00am
G. W. HERBARD, 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 9:55pm

MERCANTILE ASSOCIATIONS

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

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

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

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

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

Saginaw Mercantile Association
President, P. F. TREATOR; 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. WHIPPLE; 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. VERHOERS.

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

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

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.**

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.

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

Marietta, Ohio, April 19, 1897.

THE COMPUTING SCALE CO.,
Dayton, Ohio.

GENTLEMEN:

It took a good agent to sell me one of your scales. It would take a better one to purchase it from me. It is not for sale.

I kept a memorandum of the actual saving made by its use, and in a special money box I found at the end of the first month, \$7.03; the second month, \$8.30, and the third, \$8.04. You can see that it paid for itself.

My customers do not complain of paying for actual value received, and I think in my purchase from you I did better than that.

Respectfully yours,
CHAS. W. RIFE.



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.

Your Store Is Judged

by your leaders—not by your staples. What do you give the people who want the best spices and baking powder for their money? If you give them mediocre brands you get the reputation of running a poor store—a place to shun. If you give them **NORTHROP SPICES** and **QUEEN FLAKE BAKING POWDER** you give them the best and most widely known brands on the market. If you want the best trade sell the best goods. Manufactured and sold only by

NORTHROP, ROBERTSON & CARRIER, Lansing, Mich.

If You Would Be a Leader



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

Good Yeast Is Indispensable.

FLEISCHMANN & CO.

UNDER THEIR YELLOW LABEL OFFER THE BEST!

Grand Rapids Agency, 29 Crescent Ave.
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"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.

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

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