

# MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS. \$1 PER YEAR

Volume XVII.

GRAND RAPIDS, WEDNESDAY, JANUARY 10, 1900.

Number 851

This will present to you our future Michigan representative—Mr. J. B. Heydlauff. He will visit you in the near future with a complete sample line, selected from our immense stock of China, Lamps, Glass and Queensware.



Having made careful selections of the most desirable of the new offerings in the various lines, we respectfully ask your consideration and trust that you will favor our Mr. Heydlauff with an inspection when he calls on you.

We sell to  
dealers only

*Burley & Tyrrell*

42-44 Lake St.  
Chicago

There's Money in



It; the thing of it is to get the money out. No trick at all if you handle the right kind of cigars—the kind the people want—



The Kind We Have

but you might as well try to dig a hole through the earth to China as to make money if you don't handle the right kind of cigars.

**Royal Tiger, 10c, and Tigerettes, 5c, are right.**

PHELPS, BRACE & CO., DETROIT, MICH.

The Largest Cigar Dealers in the Middle West

F. E. BUSHMAN, Manager.

## Walsh-DeRoo Milling Co.,

Holland, Michigan

BUCKWHEAT PANCAKES made from Walsh-DeRoo Buckwheat Flour look like Buckwheat, taste like Buckwheat and are Buckwheat. Absolute purity guaranteed. Send us your orders.

WALSH-DEROO MILLING CO.



## The Owen Acetylene Gas Generator

Suitable for Stores, Halls, Churches, Residences, Sawmills, or any place where you want a good and cheap light. Send for booklet on Acetylene Lighting. We handle CARBIDE for Michigan, Ohio and Indiana. All kinds of Burners and Gas Fixtures carried in stock.

Geo. F. Owen & Co.

40 S. Division St.,  
Grand Rapids, Michigan.

Be Alive

and  
handle

Advance  
Cigars

Long Havana  
Filled  
for 5 cents.

The Bradley  
Cigar Co.,  
Greenville, Mich.



Gold

and

Friends

are made through  
selling

Improved

'W.H.B'

Hand Made  
Cigars.

10c, 3 for 25c.

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Save time in travel by using the Detroit New York Special and trains connecting therewith. It leaves Detroit, MICHIGAN CENTRAL STATION, daily at 4:25 p. m., arrives Buffalo 10:10 p. m., Rochester at midnight and New York 10 a. m. VERY FAST. It is up-to-date in every respect

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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.

## If You Would Be a Leader



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

Good Yeast Is Indispensable.

**FLEISCHMANN & CO.**

UNDER THEIR YELLOW LABEL OFFER THE BEST!

Grand Rapids Agency, 29 Crescent Ave.  
Detroit Agency, 111 West Larned St.

????

Have you heard of our "N. R. & C." brand  
of Spices?  
Did you ever hear of any one who was not  
pleased with them?  
Do you know of anything easier to sell?  
Do you know of any that pay a bigger profit?  
Why are you not handling them?

**Northrop, Robertson & Carrier,**  
Lansing, Michigan



# MICHIGAN TRADESMAN

Volume XVII.

GRAND RAPIDS, WEDNESDAY, JANUARY 10, 1900.

Number 851

Spring and summer 1900 samples ready, and still have for present use Ulsters, Overcoats and Reefers in abundance. Don't forget strictly all wool Kersey overcoat \$5. KOLB & SON, oldest wholesale Clothing Manufacturers, Rochester, N. Y. Mail orders receive prompt attention. Write our Michigan agent, WILLIAM CONNOR, Box 346, Marshall, Mich., to call on you, or meet him at Sweet's hotel, Grand Rapids, January 18 to 23 inclusive. Customers' expenses paid.



419 Widdcomb Bld., Grand Rapids. Detroit office, 817 Hammond Bld. Associate offices and attorneys in every county in the United States and Canada. Refer to State Bank of Michigan and Michigan Tradesman.

## For Sale Cheap

Residence property at 24 Kellogg street, near corner Union street. Will sell on long time at low rate of interest. Large lot, with barn. House equipped with water, gas and all modern improvements.

E. A. Stowe,  
Blodgett Building,  
Grand Rapids.

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

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Established 1841.  
**R. G. DUN & CO.**  
Widdcomb Bld'g, Grand Rapids, Mich.  
Books arranged with trade classification of names. Collections made everywhere. Write for particulars.  
L. P. WITZLEBEN, Manager.

**ATTENDS GRADUATES**  
*Success* of the  
**Grand Rapids Business University**  
Business, Shorthand, Typewriting, Etc.  
For catalogue address  
A. S. PARISH,  
Grand Rapids, Mich.

**A. I. C. HIGH GRADE COFFEES**  
Pay a good profit. Give the best of satisfaction. Handled by the best dealers in Michigan. For exclusive agency, address  
**AMERICAN IMPORTING CO.,**  
21-23 RIVER ST., CHICAGO, ILL.

**Tradesman Coupons** Save Trouble. Save Money. Save Time.

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## UNITED STATES OF AUSTRALIA.

One of the most notable political events of 1899 was the final adoption of a scheme of federation by the Australian colonies. A draft of a constitution was agreed upon some time ago by the premiers of the six colonies, and very recently the plan was adopted by each of the colonies by a popular vote. All that is now requisite to put the federation scheme in active operation is the consent of the imperial government, which is confidently looked for in the very near future.

The war now in progress in South Africa has for the time being so absorbed public attention that but little outside interest has attached to the federation of the Australian colonies, yet no more important event has happened in a long time, particularly to the English-speaking world.

The name of the federation is to be the United States of Australia, and each of the colonies is to be known hereafter as a state. The seat of the federal government is to be in a federal district ten miles square. Each state is to retain its own government and full control of local affairs, the federal government to exercise no power not expressly granted by the constitution.

There is to be a Governor General appointed by the Queen, who will be assisted by an executive council of seven members, who must be members of Parliament. The Parliament is to consist of two houses—an upper house, to be called the Senate, and a lower, or purely representative chamber. The Senate is to consist of six members from each state, and the Representative Assembly is to have twice as many members as the Senate, representation to be based upon population, but each state to have at least five representatives.

The federal government is invested with full authority in all matters of commerce, foreign and interstate; taxation and bounties, both of which must be uniform in all the states; postal, telegraphic and telephone service; light-houses, quarantine and fisheries; banking, currency, weights and measures; census and statistics; insurance, patents and copyright; bankruptcy, immigra-

tion and emigration; marriage and divorce, and the army and navy. It is of interest to note that it is also to undertake the service and execution in one state of the civil and criminal court processes and judgments of another state, and generally, in a most practical manner, is to compel each state to give full faith and credit to the public acts of every other state.

It will thus be seen that the constitution of the new federation is copied partly from the organic law of this country and partly from the unwritten, but none the less well understood, form of government of England. An honest effort has been made to copy what is best in the systems of the two older governments, and as a result the new constitution ought to be an improvement on both of its models.

The new republic for the Australian federation, although owing allegiance to the crown of Great Britain, is in every respect a republic, and will be welcomed by the people of the United States to the growing sisterhood of free governments, and its progress will be watched by our people with friendly interest and with every wish that the brightest anticipations of the founders of the new commonwealth will be fully realized.

## Convention of the Michigan Retail Grocers' Association.

Grand Rapids, Dec. 20—The seventh convention of the Michigan Retail Grocers' Association will be held at Grand Rapids, Thursday and Friday, Jan. 25 and 26, convening at 9 o'clock on the day first named. Every grocer doing business in Michigan is invited to attend the meeting and participate in the proceedings of the convention, as matters of great importance to the trade will come up for discussion and action.

It is proposed to hold business sessions Thursday forenoon and afternoon and Friday forenoon. An entertainment feature will be provided for Thursday evening in the shape of a complimentary banquet, tendered by the Michigan Tradesman, to which representatives of the wholesale grocery and allied interests of the State will also be invited.

Among the special topics already assigned for presentation at the convention are the following:

Mutual relations of grocer and fruit grower—Hon. Chas. W. Garfield, Grand Rapids.

Co-operative buying among grocers. What steps should be taken to secure the re-enactment of the township peddling law?—Samuel W. Mayer, Holt.

My experience in shipping produce outside of Michigan—E. E. Hewitt, Rockford.

Is the basket branding law a desirable one?—John W. Densmore, Reed City.

Is it desirable to pay cash for produce instead of store trade?

Some rules which egg shippers should always observe—C. H. Libby, Grand Rapids.

The dead-beat—New thoughts on an old subject.

The proper method of handling fruit—Wm. K. Munson, Grand Rapids.

Should the sale of butterine be prohibited?—B. S. Harris, Grand Rapids.

Should the retail grocer favor the enactment of a law creating inspectors of weights and measures?—F. A. Sweeney, Mt. Pleasant.

What effect has the sale of butterine on the price of dairy butter?

Mutual relation of wholesale and retail grocers—Wm. Judson, Grand Rapids.

Value of equality to the retail grocer—H. P. Sanger, Secretary Michigan Wholesale Grocers' Association.

Some requisites to success as a grocer—O. P. DeWitt, St. Johns.

Effect of city competition on country towns—Frank E. Pickett, Wayland.

How to circumvent fraudulent commission merchants.

Conducting a dairy business in connection with a store—D. D. Harris, Shelbyville.

Parcels post a deathblow to the country merchant—Frank B. Watkins, Hopkins Station.

Catalogue house competition.

Believing that our Association is destined to accomplish much good for the grocers of Michigan and confident that you will feel like doing your share to assist in the good work, we earnestly invite you to be present on the occasion of our next convention.

Come one, come all!  
Jess Wisler (Mancelona), President.  
E. A. Stowe (Grand Rapids), Sec'y.

## The Boys Behind the Counter.

Saginaw—Manager James D. Mahar, of the wholesale department of Wm. Barie & Son, has resigned his position and has accepted a position with Edson, Moore & Co., of Detroit, where he will act in a similar capacity. Mr. Mahar has been with Wm. Barie & Son for ten years and has been very efficient in forwarding the business of the firm. Theo. S. Hill will act as buyer for the wholesale department of the store and G. C. Bonnell, who has been traveling for the firm, has been called into the house and will assist in the buying. Adolph Fixel will continue his work in the capacity of credit man.

Union City—Fred Hass has taken a position in R. F. Watkins' grocery store.

Jackson—Charles A. Ham, formerly of this city, has assumed the management of the Knox store at Detroit.

Nashville—Bert Peck, formerly with Reynolds Bros., of Charlotte, and late with Rork & Co., of Lansing, has entered the employ of Sanford J. Truman in the dry goods department of the two big stores.

Montague—Thos. Larson, formerly with T. B. Widoe, of Whitehall, is now behind the counter in the clothing store of T. E. Phelan.

Elk Rapids—H. Mueller, a registered pharmacist from Detroit, has taken a position in the drug store of W. J. Mills.

Homer—Frank Bunnell, who has been attending the Cleary Business College at Ypsilanti for a year, has secured a position at Lansing in the office of the National Biscuit Co.

Orangeville—B. S. Wing, who has been with Cairns & Brown as manager of their branch store here, has severed his connection with the firm and has located at Hastings, where he has opened an office and will supervise the U. S. census for the fourth district. Morris Van Antwerp, who has been head clerk for Cairns & Brown for the past six years, has taken the position thus rendered vacant.



## Dry Goods

### The Dry Goods Market.

**Staple Cottons**—There are no changes of any account to report in regard to staple cottons. Brown sheetings and drills of standard makes are in decidedly short supply and very firm. Outside of these lines, sales are reserved, and there are hints at price changes in the near future. Seconds and short widths come in for a demand on account of the scarcity of regulars from buyers who usually ignore these goods, but even these lines are growing short. Wide sheetings, cotton flannels and blankets show no change, but the market is firm. A little business has been found for denims for future delivery at top prices. For all coarse colored cottons, the market is very firm. There are no stocks in consequence, and the future production is taken care of for some time.

**Prints and Gingham**—Fancy printed calicoes have shown but little new business during the past two weeks. "Spot" trade has been very limited and mail orders have been rather quiet. While there is no weakness to be found in the market of consequence, there is no gaining of strength, although it is firm. Staples, such as indigo blues, shirting prints, blacks and whites, etc., are quiet and firm, as well as all other goods of this description. Specialties in printed fabrics, such as dimities and other sheer goods, are cleaned up, and requests are made for future deliveries. The tone of the entire fine goods trade is decidedly strong, and prices show upward tendencies. All printed or woven napped goods are well situated. Gingham is in short supply, good demand and prices are strong.

**Dress Goods**—The dress goods market is not the scene of a great deal of activity, either as regards first hands or jobbers. The usual end of the year inventory taking, balancing up of accounts, etc., has taken the greatest part of the attention of all, and consequently the volume of business that has come forward has been small. The market, however, is as full of strength as ever, and everybody feels hopeful as regards the outcome of the year 1900. The mills are fully employed, and consequently the present quiet position of the primary market carries with it no trouble to the manufacturer. In the meantime the delivery of goods goes on, and preparations are likewise carried forward for fall.

**Underwear**—Cotton underwear has changed very little for the past two or even three weeks, and no new developments are expected until about January 15. At that time, buyers will fill the market, and it is hoped that orders will be booked with a rush. It is the expectation now that the entire fall product will be put under contract in a very short space of time, and for this reason the season will be early as well as quick. Another feature that helps this along is the expectation of another rise in prices. The next advance that will take place will be on woolen goods, undoubtedly. In spite of what the American Knit Goods Association has done so far, the agents appear to be skeptical in regard to any permanent results. They feel this way on account of the results of previous efforts, but as the Association is going to work in a different manner and has already accomplished some results, it is to be hoped that it will be more successful now than in the past. It is true that the prices made at

their meeting the middle of last month were productive of good results, but at the same time, the schedules adopted have not been followed by many mills, and the cutting and slashing goes on in some directions very much as usual. Flat woolen underwear has done but little business so far, owing largely to the continued advancing of prices on wool, and this has prevented the manufacturers from forming any basis for prices. The agents, as a rule, have complete lines of samples now, and are ready for the buyers. The lightweight branch of the business is very satisfactory and the outlook is promising. The production of all mills which have adhered to a standard of quality in deliveries and acted fair in other directions is well sold up, and in many instances for the entire season. Importers of Swiss ribbed goods have their lines of next fall ready, and many of them have stocks on hand for immediate delivery.

**Hosiery**—Imported hosiery is now "between hay and grass" and waiting for the opening of the spring business. The fall and winter business was good and the left over stocks are very small; job lots are consequently scarce. The new spring goods show enormous lines of fancies in a great variety of patterns and colors, but in the medium and finer grades, by far the largest variety is to be seen. There is every reason for believing that the standard will be raised over last year's goods. Mercerized hosiery will be an important feature of the spring business, and will include blacks and solid colors, and a good assortment of fancies. Some of the goods sell even as low as \$4.50 a dozen, and have a beautiful finish and at first glance are hard to tell from silk.

**Carpets**—The carpet trade is on a more equal footing now than for several years past, when it was stocked up with cheap raw material, with a limited consumptive demand. To-day wool is higher, with a prospect of a further advance, owing to the limited supplies and increased activity abroad, as well as in America. The carpet trade has passed through one of the most trying experiences in its history, which no one cares to have repeated, due to underconsumption and overproduction, with forced sales on a dead market. We trust that the present increased demand will not result in too large an increase in productive capacity. It is better to have the trade hungry for goods rather than to overstock the market, and when the present boom is subsiding, find it necessary to resort to the cutting of prices so injurious to the trade in the past. The new spring season opened under very favorable conditions and the prosperity shows every indication of continuing. There are new advances on all grades of carpets, ranging from 4@ to 10c per yard.

**Curtains**—Lace curtains still share in the good demand, with other lines of upholstery goods. There have been some advances in this line, with the prospect of the largest business being done this year (particularly in medium grades of domestic goods) than any previous year since the business was first established in this country. There is a disposition on the part of the manufacturers to meet the demand for finer grades of all kinds of lace and ruffled curtains, tambour covers, pillow shams, bureau scarfs and fine embroidery work. There are no signs as yet of any settlement being arrived at in regard to the strike of Philadelphia upholstery weavers. There is some talk among the

trade to the effect that if there is no settlement before Jan. 15 the strike is likely to continue for some months, as both sides seem determined to hold out. This will cause great inconvenience to the jobber in filling orders for broad piece goods and tapestry curtains and covers.

### The Living Dead.

What shall we do with our dead,  
The dead who have not died,  
Who meet us still in the very paths  
Where they once walked by our side?  
Not those that we love and mourn,  
At rest on a distant shore,  
But the lost yet living women and men  
Whom we loved—and love no more.

There are shroud and flower and stone  
To hide the dead from our sight,  
But these are ghosts that will not be laid—  
They come 'twixt us and the light;  
And the heaven loses its blue,  
And the rose has worms at the core,  
Because of the living women and men  
Whom we loved—and love no more.

Edith Bigelow.

Corl,  
Knott  
& Co.,

Importers and  
Jobbers of

Millinery

20 and 22 No. Div. St.  
Grand Rapids, Mich.



Call for the

Michigan  
Suspender

It is unexcelled in work-  
manship and durability.  
Every pair guaranteed.

Michigan  
Suspender  
Company,

Plainwell, Mich.



Splendid Assortment,  
Prices Very Low.  
Why?

We placed our order for the greater portion of our line of Handkerchiefs about eight months ago—before the first advance in prices—there have been others since but we give you the benefit of our early purchase. Our line includes a good assortment of Lace Edges, Scalloped Edges, Embroidered Corners, Lace Effects, Printed Borders, Japanned, Initials and Silks. Prices 12 cents to \$1.50 per dozen.

Send us your order by mail, state quantity and range of prices. It will receive prompt and careful attention.

VOIGT, HERPOLSHEIMER & CO.,  
Wholesale Dry Goods. Grand Rapids, Mich.

Embroideries  
for Spring

New  
Large  
Line.  
Samples  
Ready to  
Show now.

P. Steketee  
&  
Sons,  
Grand Rapids, Mich.



## OLD GRAND RAPIDS.

Reminiscence of Harry Waters and His Water Mill.  
Written for the Tradesman.

Fifty years ago the old Bridge street bridge, the first wooden structure that united the east and west sides of the city, was in its dotage, as its creaking timbers fully attested when heavily-loaded teams passed over it, and its sagged spans gave warning of its speedy dissolution, as in its dilapidated condition it loomed up out of the mist of the rapids above and below a picturesque ruin. A little farther up on the bank of the canal towered another old landmark of earlier days, a monument to the persevering enterprise of the early pioneers of Grand Rapids. It was a tall naked structure built of timbers and joists, without roof or floors or other covering, except that its upper stories were filled with brush in layers one above another, through which the salt water pumped from below was filtered into shining crystals of the purest salt. A little below was situated Perkins & Woodward's tannery, Clemmens & Sweet's and John W. Squier's grist mills, Powers & Ball's earliest furniture factory operated in Grand Rapids and a little lower down was situated the saw-mill owned by Harry W. Waters, whose name heads this contribution.

Mr. Waters was a unique character in many ways. He was one of the most industrious, hardworking, honest men I ever knew; but he seemed to prefer doing business for barter or on long credit than for cash. If he could sell lumber or any kind of property and receive his pay by drawing orders on some general store he was in his element. The laborers that he employed always seemed to expect their pay in orders on different stores and frequently stipulated upon whose store their orders should be drawn, and then Mr. Waters would make arrangements with the merchant to accept and pay his orders up to a specified amount. It must be borne in mind that fully three-fourths of all the business done in the Grand Rapids Valley as late as 1850 was done upon a credit or barter basis. Waters' mill and his sawyer were both without their like in many ways. The mill was one of the oldest kind of upright, pitman, single saw-mills and its dull monotony as the saw rose and fell at intervals would lull a whole neighborhood to sleep; it never ceased night or day, summer or winter, when work was to be done. If the sawyer was absent from any cause Mr. Waters took his place and the ceaseless rasping sound went steadily on.

It was in the summer of 1851, when the city of Chicago was paving its streets with four inch oak plank, that the writer, then engaged in the clothing trade in Grand Rapids, made a contract, after consulting Mr. Waters, with Amos Rathbone and George H. White, who were engaged in shipping lumber to Chicago, to deliver 100,000 feet of four inch oak plank on the bank of Grand River, near where the old red warehouse stood, for \$6 per thousand feet. In my contract with Mr. Waters he was to purchase the logs and do all the work for \$5 per thousand, leaving me a net profit of one dollar per thousand. What a contrast between the price then and the present. The same white oak lumber could be sold in the Grand Rapids market to-day for nearer \$40 per thousand than \$5. The contract provided that Mr. Waters should receive all his pay in some kind of merchandise. Of clothing I had a good stock and could fur-

nish all his orders called for, and I made arrangements to draw orders upon John W. Peirce for dry goods, John Clancy for groceries, Foster & Parry for hardware and John W. Squier for flour and feed. Not a dollar in cash was to pass between us, although I did occasionally advance small sums of money. This arrangement was entirely satisfactory to Mr. Waters and the old mill and the old saw commenced the journeys of up to-day and down to-morrow and I confess it looked to me like an interminable grind, impossible of accomplishment within the time specified, which was early in the spring of 1852. I soon found out that I was the subject of considerable good natured bantering at the idea that Harry Waters could saw and deliver 100,000 feet of four inch oak plank in six months; but I had the utmost confidence in Mr. Waters, and, as I watched the piles of plank as they accumulated on the bank of the river from week to week, I was reminded of the old fable of the race between the hare and the tortoise, the moral of which was, "Slow and steady wins the race."

One day I expressed my surprise to my friend, John W. Peirce, whose store was next door to mine, at the amount of plank the old mill was turning out from week to week. "Well," replied Mr. Peirce, "you take a little walk with me after we close our stores to-night and I will show you the secret."

It was after 9 o'clock when we started on our voyage of discovery. We went along the bank of the canal to within a short distance of the mill, when my companion called a halt. There was no one visible about the premises and I asked Mr. Peirce if the mill tended itself. "You wait till the old saw eats its way through that log and stops the mill, and then you will see," was his reply.

Sure enough, when the mill gate dropped, up jumped the sawyer and in less time than it takes to tell he had gipped the carriage back, set the log at both ends, raised the gate and dropped out of sight again. The old mill was geared in such a manner that while the saw passed through the log it tripped a lever that shut off the water by closing the gate and stopped the machinery. We walked into the mill and there lay the sawyer on a bed of dry sawdust fast asleep, the saw having penetrated the log but little more than its own width.

"Now you see how Harry Waters manages to get so much work out of the old mill," said Mr. Peirce: "it goes right on while others sleep. It reminds one of the song of the brook—it goes on forever." That man is in the habit of doing that in good weather night and day, without seeming to feel the least inconvenience from loss of sleep. Harry Waters and his sawyer are just alike in many ways and neither of them seems to realize what fatigue means, or seems to need the rest so necessary to others, as long as there is work for the old mill.

Seated upon a log, listening to the rippling of the water along the rapids on this long-ago balmy moonlit summer night, we watched in silence the never-varying automatic motions of the sawyer until the old saw had made several journeys through that huge oak log, then turned homeward without having exchanged a word with him. Neither had he given the least token of our presence, although we had been seated within a few feet of his resting place. The following day we learned that he had been entirely unconscious of our visit.

The limits of this contribution only allow me to record that Mr. Waters' contract was faithfully filled, even showing an excess of several thousand feet, which he sold to Rathbone & White at the same price they paid me.

If by chance the Tradesman should fall into the hands of my old friends, Wm. T. Powers, Noyes L. Avery, Sluman S. Bailey, Albert Baxter or any other old residents of Grand Rapids in 1850, they would readily recognize this pen picture of Harry Waters and his old water mill. W. S. H. Welton.

## Crockery and Glassware

## AKRON STONEWARE.

Butters	
½ gal., per doz.	40
1 to 6 gal., per gal.	5
8 gal. each	48
10 gal. each	60
12 gal. each	72
15 gal. meat-tubs, each	1 05
22 gal. meat-tubs, each	1 40
25 gal. meat-tubs, each	2 00
30 gal. meat-tubs, each	2 40
Churns	
2 to 6 gal., per gal.	5
Churn Dashers, per doz.	84
Milkpans	
½ gal. flat or rd. bot., per doz.	40
1 gal. flat or rd. bot., each	4½
Fine Glazed Milkpans	
½ gal. flat or rd. bot., per doz.	60
1 gal. flat or rd. bot., each	5½
Stewpans	
½ gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball, per doz.	1 10
Jugs	
½ gal., per doz.	40
1 gal., per doz.	50
1 to 5 gal., per gal.	6
Tomato Jugs	
½ gal., per doz.	50
1 gal. each	6½
Corks for ½ gal., per doz.	20
Corks for 1 gal., per doz.	30
Preserve Jars and Covers	
½ gal., stone cover, per doz.	75
1 gal., stone cover, per doz.	1 00
Sealing Wax	
5 lbs. in package, per lb.	2
FRUIT JARS	
Pints	4 00
Quarts	4 25
Half Gallons	6 00
Covers	2 00
Rubbers	25
LAMP BURNERS	
No. 0 Sun	37
No. 1 Sun	38
No. 2 Sun	60
No. 3 Sun	1 00
Tubular	45
Security, No. 1	60
Security, No. 2	80
Nutmeg	50

## LAMP CHIMNEYS—Seconds

Per box of 6 doz.	
No. 0 Sun	1 28
No. 1 Sun	1 42
No. 2 Sun	2 12
Common	
No. 0 Sun	1 50
No. 1 Sun	1 60
No. 2 Sun	2 45
First Quality	
No. 0 Sun, crimp top, wrapped & lab.	2 10
No. 1 Sun, crimp top, wrapped & lab.	2 15
No. 2 Sun, crimp top, wrapped & lab.	3 15
XXX Flint	
No. 0 Sun, crimp top, wrapped & lab.	2 55
No. 1 Sun, crimp top, wrapped & lab.	2 75
No. 3 Sun, crimp top, wrapped & lab.	3 75
CHIMNEYS—Pearl Top	
No. 1 Sun, wrapped and labeled	3 70
No. 2 Sun, wrapped and labeled	4 70
No. 2 Hinge, wrapped and labeled	4 88
No. 2 Sun, "Small Bulb," for Globe Lamps	80
La Bastie	
No. 1 Sun, plain bulb, per doz.	90
No. 2 Sun, plain bulb, per doz.	1 15
No. 1 Crimp, per doz.	1 35
No. 2 Crimp, per doz.	1 60
Rochester	
No. 1 Lime (65c doz)	3 50
No. 2 Lime (70c doz)	4 00
No. 2 Flint (80c doz)	4 70
Electric	
No. 2 Lime (70c doz)	4 00
No. 2 Flint (80c doz)	4 40
OIL CANS	
1 gal. tin cans with spout, per doz.	1 40
1 gal. galv. iron with spout, per doz.	1 75
2 gal. galv. iron with spout, per doz.	3 25
3 gal. galv. iron with spout, per doz.	3 75
5 gal. galv. iron with spout, per doz.	4 85
3 gal. galv. iron with faucet, per doz.	4 85
3 gal. galv. iron with faucet, per doz.	5 35
5 gal. filling cans	7 25
5 gal. galv. iron Nacefas.	9 00
Pump Cans	
5 gal. Rapid steady stream	8 50
5 gal. Eureka, non-overflow	10 50
3 gal. Home Rule	10 50
5 gal. Home Rule	12 00
5 gal. Pirate King	9 50
LANTERNS	
No. 0 Tubular, side lift	4 50
No. 1 B Tubular	7 00
No. 13 Tubular, dash	6 75
No. 1 Tubular, glass fountain	7 00
No. 12 Tubular, side lamp	14 00
No. 3 Street lamp, each	3 75
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, box, 10c.	45
No. 0 Tub., cases 2 doz. each, box, 15c.	45
No. 0 Tub., bbls 5 doz. each, per bbl.	1 78
No. 0 Tub., bull's eye, cases 1 doz. each	1 25

## Putnam's Cloth Chart

Will measure piece goods and ribbons much more quickly than any other measuring machine in the market and leave the pieces in the original roll as they come from the factory. It is five times as rapid as hand measurement, twice as rapid as winding machines, 50 per cent. more rapid than any other chart and three times as durable as the best of its competitors. Satisfaction guaranteed or money refunded. Write the manufacturers or any of the jobbers for booklet, "All About It."

No exaggeration. Get one and try it.

Price \$4.00 each.



Sold in the West by the Following Jobbers

CHICAGO—Jno. V. Farwell Co. Carson, Pirie, Scott & Co. Marshall Field & Co. Sherer Bros Lederer Bros. & Co.  
ST. LOUIS—Hargadine-McKittrick Dry Goods Co.  
ST. JOSEPH—Hundley-Frazier Dry Goods Co.  
KANSAS CITY—Burnham, Hanna, Munger & Co. Swofford Bros. Dry Goods Co.  
OMAHA—M. E. Smith & Co.  
ST. PAUL—Lindeke, Warner & Schurmeier. Powers Dry Goods Co. Finch, VanSlyck, Young & Co.  
MINNEAPOLIS—Wyman Partridge & Co.  
DETROIT—Strong, Lee & Co. Burnham, Stoepel & Co. Edson, Moore & Co.  
TOLEDO—Davis Bros. Shaw & Sassaman Co. L. S. Baumgardner & Co.  
CINCINNATI—The Jno. H. Hibben Dry Goods Co.  
INDIANAPOLIS—D. P. Erwin & Co.

Sent by express, ch'ges prepaid on receipt of price by the mfr.

A. E. PUTNAM, Mfr., Milan, Mich.



## Around the State

### Movements of Merchants.

Hart—G. M. Noret has opened a new drug stock.

Moorestown—J. K. Seafuse has opened a new drug store.

Union City—Alex. Kinyon has placed a stock of groceries in his meat market.

Tower—C. J. Miller has opened a new grocery establishment, having leased the Fred Wetzel store.

Adrian—James Lowery has opened a new grocery store at 37 North Main street. Mr. Lowery hails from Tecumseh.

North Lansing—Barnard & Wimble have opened a grocery store at 300 East Franklin street. The Jackson Grocery Co. furnished the stock.

Bellevue—Fay C. Wetmore has sold his meat market to E. W. Stevens and Chas. A. Huggett, who will continue the business at the same location.

Cassopolis—Henry C. French has sold his drug stock to Mr. Hayden and Gideon J. Tompsett, who will continue the business under the style of Hayden & Tompsett.

Escanaba—W. W. Oliver has merged his hardware business into a corporation under the style of the Delta Hardware Co. The capital stock of the corporation is \$50,000.

Empire—C. F. Rich and Harmon Rohr have formed a partnership to engage in the meat business and have purchased the property of O. J. McPherson and will be ready for business in about ten days.

Benton Harbor—The shoe stocks of A. S. Miles and B. F. Wells are now consolidated in the store at 113 Pipestone street and the business will be conducted by the reorganized firm of A. S. Miles & Co.

Springport—A stock company is being organized to put in a telephone exchange at this place. The stock has nearly all been taken, and in a few days the company will be incorporated with a capital of \$5,000.

Michigamme—Charles F. Sundstrom has decided to engage in the banking business at this place. He will start in on a small scale, but as business increases he will make such improvements as he finds necessary.

Marquette—S. B. Jones has purchased an interest in the Owl Drug Co. and has taken the position of managing owner, which was formerly held by B. S. Kaufman. Mr. Jones announces that the name of the establishment will be changed to the People's drug store.

Kalamazoo—John DeVisser, hardware dealer on South Burdick street, has filed a trust mortgage securing creditors to the amount of \$4,951, divided as follows: Helen Van Ess, \$1,350; Peter Smith & Sons, \$3,225; Standart Bros., \$376. Conrad H. Smith, of Detroit, is named as trustee for the creditors.

Lawton—When the hardware warehouse of Adams & Lich was opened Monday morning the body of a man was found hanging from one of the rafters. Later the body was identified as that of Charles Brown, of Benton Harbor. He had gained entrance to the building by breaking open a transom.

Jackson—Edward Dack is soon to sever his connection with the dry goods firm of E. Dack & Co. and will remove to Phoenix, Arizona, where he will re-engage in the dry goods trade. Mrs. Dack and children are at present at Phoenix, having gone there last September. J. B. Glasgow will continue the business of E. Dack & Co.

Jackson—The J. G. Ramsay stock of confectionery, tools and fixtures was sold at chattel mortgage sale last Friday to W. B. Timberlake, as agent for the creditors for \$1,500. It is understood the business will be continued under the supervision of a committee of the creditors, of which B. O. Newell is manager, who will dispose of the stock in whole or in part.

Benton Harbor—Pending the settlement of differences that have arisen between Dr. J. J. Fabry and wife, their drug store has been placed in charge of Elmer E. Rouse, who is an experienced druggist and pharmacist. An invoice of the goods is being taken and meantime an injunction procured by Mrs. Fabry prevents Dr. Fabry from disposing of the stock.

Greenville—D. Jacobson has purchased the grocery stock of D. S. Seaman and removed it to the store adjoining his dry goods establishment, which he expects to expand into a department store. The new store will be in charge of D. S. Seaman and Fred Hanifan, both of whom have had adequate experience to justify the prediction that the grocery department of the Jacobson establishment will be a success.

### Manufacturing Matters.

Alma—The Alma beet sugar factory will finish this year's run in about two weeks. The plant is shy on beets.

Greenville—The planing mill firm of Cowin & Crawford has dissolved, Mr. Crawford withdrawing from the business. George Marsh enters the business and the firm name will be Cowin & Marsh.

Saginaw—A. T. Ferrell, of A. T. Ferrell & Co., has purchased a controlling interest in the Saginaw Basket Co., securing the entire stock held by Joseph W. Fordney. James Symons, the Vice-President and General Manager, will continue in charge of the company.

Detroit—Witchell Sons & Co. is the name of a new corporation that has filed articles of association in the office of the register of deeds. The company is formed for the purpose of manufacturing and selling boots, shoes and leather. The capital stock is \$10,000 and is held by the following: Chas. A. Rathbone, \$5,000; Job Shilto and Osman Witchell, \$1,250 each; Alfred T. Gibson, \$1,250.

### West Saginaw Business Men Join Hands.

Saginaw, Jan. 6—The preliminary steps for the organization of a West Side Business Men's Association have been taken. The meeting was called to order by C. F. Ganschow, who called Hon. P. C. Andre to the chair. Mr. Andre stated the object of the meeting and predicted success for the organization, being satisfied that if properly managed it would be of inestimable value to the business interests of the west side.

Mr. Ganschow was chosen Secretary and presented preliminary articles, the signing of which meant membership in the Association. The following signatures were obtained last evening: P. C. Andre, Henry Biesterfeld, The Evening Leader Co., by F. E. Button, Beckman Bros., by Charles A. Beckman, John H. Stoelkner, George Spindler, W. E. Pickering & Co., J. J. Keheo, L. J. Richter, H. C. Dittmar, Paxson & Schoeneberg, C. F. Ganschow, Alfred M. Malmberg.

A membership committee was appointed as follows: C. F. Ganschow, chairman; H. C. Dittmar, F. E. Button, Charles A. Beckman, Arthur Schoeneberg.

The meeting adjourned until next Thursday night when a meeting will be held at the same place, to consider a constitution and by-laws and elect permanent officers.

### Grocers of the Bay Cities Line Up For Action.

Bay City, Jan. 5—At the last meeting of the Bay Cities Retail Grocers' Association, President Walker presided.

Geo. Boston, of West Bay City, was proposed for membership by Wm. Gougeon, and accepted.

M. L. DeBats, chairman of the special Auditing Committee, reported nothing done, as the ex-Secretary was out of town and it would be necessary to have him arrange some of the records before a complete report could be given. On motion, the committee was continued two weeks.

Geo. A. Fuller being detained by sickness in his family, his reports were deferred two weeks.

Two bills were allowed—I. O. O. F. Temple Trustees, \$7.50; E. C. Little, \$12.68.

After a very thoughtful speech by Mr. West along the line of arousing interest in Association work, he proposed that committees be appointed by the President—one for South Bay City north to Columbus avenue, one for the central portion between Columbus and Third streets and one for the city north from Third street, including Essexville, and one for West Bay City and suburbs, these committee men to personally visit every retail grocer in the district assigned them to explain the objects and aims of the Association and endeavor to get all those not now members of the Association to join with us and make the Retail Grocers' Association a power in the affairs of the city, as well as a unit in promoting the best interests of the business. The committees should also collect the semi-annual dues.

Mr. West's proposal was adopted and the following committees were appointed:

South Bay City—M. L. DeBats and Theo Brand.

Central district—C. E. Walker and G. A. Fuller.

Northern and Essexville—J. J. Kelley, R. G. Palmer, D. Godeyne and J. D. Whalen.

West Side—Geo. Gougeon, Ed. West and Geo. Boston.

The annual report of the President was deferred two weeks.

On motion of Geo. Gougeon, supported by M. L. DeBats, E. C. Little was chosen delegate to the National Grocers' Association meeting in Cleveland this month.

The President appointed the following committees for 1900:

Executive—M. L. DeBats, R. M. Sherwood, Ed. West, H. E. Meekes and D. Godeyne.

Trade Interests—Geo. Gougeon, Theodore Brand and J. J. Kelley.

Messrs. Gougeon and West, on behalf of the West Side grocers, offered to assume the responsibility of the January entertainment of the Association and the following committee of west side grocers was appointed to report at the next meeting: Geo. Gougeon, Ed. West, R. M. Sherwood, D. B. Boughton, Geo. Boston and Wm. F. Benson.

E. C. Little, Sec'y.

### Aims and Objects of the Groccerymen's Helpmates.

Muskegon, Jan. 9—Some time ago you requested me to send you an article for the Tradesman setting forth the object of the organization of Groccerymen's Helpmates, No. 1, of Muskegon.

I am now ready to comply with your wishes and enclose an article which I hope will meet with your approval.

The organization was created for the purpose of getting acquainted with the wives, daughters and unmarried sisters of the groccerymen and to assist the groccerymen when called upon to do so—to assist them in entertaining visiting groccerymen's associations and to prepare banquets. The meetings are held the first and third Friday afternoons of each month. The attendance is steadily increasing. Our officers are President, First and Second Vice-President, Secretary and Treasurer. Our dues are 10 cents a month, payable monthly, and are for the purpose of defraying expenses. We open our meeting at 2:30 with prayer, after which we have our regular order of business. Then the meeting is closed and light refreshments are served, after which we adjourn until our next regular meeting.

Our present officers are as follows: President—Mrs. J. W. Carskadon. First Vice-President—Mrs. W. J. Carl. Second Vice-President—Mrs. J. Smith. Secretary—Mrs. D. A. Boelkins. Treasurer—Mrs. Geo. Allen.

Mrs. J. W. Carskadon, Pres.

### Arranging For the Ninth Banquet.

From the Jackson Patriot.

The Committee of Arrangements for the ninth annual reception and banquet to be given by the Jackson Retail Grocers' Association met yesterday and decided upon Thursday evening, January 25, as the time for holding the annual banquet. Heretofore they have been held in A. O. U. W. hall, but owing to the largely increased numbers it was decided to hold it this year in Co. D armory.

There are few associations of business men in the State more prosperous or more harmonious than that of the Jackson retail grocers, and their annual receptions are always largely attended and enjoyable occasions. It is proposed to make this, the ninth, if possible, better than any that have preceded it.

## THE VILLAGE OF WHITEHALL

Is one of the most beautiful villages in the State, and a good opportunity is now afforded for the establishment of some kind of manufacturing. The village owns a two-story building, 83x30; with an annex 16½x16, and a building adjoining 29x15. There is an engine room 12x22, in which there is a 60 horse power engine and boiler in good repair and ready for use. In the main building there is a quantity of shafting which could be used. These buildings are in good repair and the use of them will be given free to any reliable party who will establish a manufacturing enterprise and agree to employ a number of hands. The buildings are near the C. & W. M. depot and only two blocks from a steamboat landing, making the shipping facilities very convenient. Labor is reasonable and reliable help can be secured. During summer and until navigation closes Whitehall has the advantage of a daily boat line to Chicago and Milwaukee. The village is situated at the head of White Lake, one of the most beautiful lakes in the State, and only five miles from Lake Michigan. It is the most promising of Michigan's many resorts. Address with references.

E. R. MORTON, Sec'y Whitehall Board of Trade,  
Whitehall, Mich.



## Grand Rapids Gossip

### The Produce Market.

Apples—Selected cold storage fruit is meeting with fair sale on the basis of \$3.50@3.75 per bbl. for Spys and Baldwins and \$4 per bbl. for Jonathans.

Beets—\$1 per 3 bushel bbl.

Butter—Factory creamery is so scarce that it is practically out of market. Dealers hold at 26c, but may have to advance 1@2c, on account of the New York market touching 30c. Dairy in rolls is coming in freely, but the quality does not average up well. Dealers find no difficulty in finding an outlet for receipts on the basis of 18c.

Cabbage—75@90c per doz.

Carrots—\$1 per 3 bushel bbl.

Celery—20c per doz. bunches.

Cranberries—Jerseys are in fair demand at \$6.75@7 per bbl.

Dressed Poultry—The market is very firm and strong. Spring chickens are in active demand at 10c. Fowls are in demand at 8c. Ducks command 12c for spring and 10c for old. Geese find a market on the basis of 8c for young. Old are not wanted at any price. Turkeys are in good demand at 9c for No. 2 and 10@11c for No. 1.

Eggs—Contrary to the expectations of holders the market for stored eggs continues to show signs of excessive weakness. This feature has been further accentuated by the recent change in the temperature and the absence of cold weather in the egg-producing sections, which has permitted the marketing of fresh laid stock. Held eggs are a drag in the market, and holders are wondering how they are going to get out. Stock costing 12 and 14 cents per dozen last April and May will not bring these prices now, and some grades of stored eggs are selling at as low as 7c per dozen. A few weeks of cold weather would probably clear up the situation, but this would not prevent loss to speculators, many of whom have closed out their stocks at any price they could obtain. Armour & Co. and other Chicago holders are flooding this market with cull storage goods which are being offered at 10@12c. Local storage stock commands 14@15c, while strictly fresh fetches 18@20c, according to quality.

Game—Rabbits and squirrels are in good demand at \$1 per doz.

Honey—White clover is scarce at 15@16c. Dark amber and mixed command 13@14c.

Live Poultry—Squabs, \$1.20 per doz. Chickens, 6@7c. Fowls, 5½@6½c. Ducks, 6½c for young and 6c for old. Turkeys, 8c for young. Geese, 8c.

Nuts—Ohio hickory command \$1.25 for large and \$1.50 for small. Butternuts and walnuts are in small demand at 60c per bu.

Onions—Spanish are steady at \$1.60 per crate and home grown are moving in a limited way at 40c for Red Weatherfields, Yellow Danvers and Yellow Globes and 45c for Red Globes.

Parsnips—\$1.25 for 3 bu. bbl.

Potatoes—The market is in about the same condition as it was a week ago. Local dealers are paying 30@35c, holding at 35@40c.

Squash—Hubbard commands 1½c per pound.

Sweet Potatoes—Kiln dried Jerseys are slow sale at \$4@4.25 per bbl.

Turnips—\$1 per bbl.

### The Grain Market.

Wheat seems to have lost all of its friends. While the visible showed a decrease of about 400,000 bushels, amount on passage also made a decrease, and still prices sagged fully 2c per bushel on cash as well as futures. This apathy in the wheat as well as other grains is hard to explain, because all other commodities are higher. The dealings in provisions are very active, with higher prices; grain alone is low. To be sure, the visible is large, while the invisible seems way below normal, which is shown by the fact of small receipts, but it is a long road that has no turn, so one of these fine days, when

least expected, the turn for the better will surely come.

Corn has remained very quiet and steady in price, notwithstanding that over 40,000,000 bushels more have been exported than corresponding time last year. The price certainly looks very inviting for investment, as better prices must before long prevail.

Oats, not to be outdone by corn, held their own and prices are firm at last week's quotations. Oatmeal millers bought a very large quantity, as prices were temptingly low.

In rye there is nothing doing, as distillers have all they can handle. They are for the present out of the market. As exports are very slack we expect to see lower prices.

Beans are the only thing that showed an advance of fully 14c a bushel; \$1.02 for hand-picked beans is being offered.

The flour trade has shown an improvement over last week; prices remain steady.

Mill feed is as high as ever and demand does not seem to abate any.

Receipts have been as follows: 52 cars of wheat, 23 cars of corn, 8 cars of oats, 1 car of beans.

Millers are paying 65c for wheat.

C. G. A. Voigt.

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

Hides have fallen off in price, owing somewhat to quality, as well as excessively high prices, which left the matter of margin uncertain to tanners. Many of the hides now coming in are of poor quality and affect price on all.

Pelts are held at full values and in good demand, with light offerings.

Furs are normal, being on the waiting list, for the opening of the London sales Jan. 14, which will fix values for the remainder of the season.

The tallow market is stronger. There is a demand at the West, while slack in the East. Export stock is weak, with little demand, owing somewhat to the advance in freights; in fact, an advance of 5c per 100 pounds to all points stops trading on stocks which are handled on such close margins as tallow.

Wools remain strong and inclined to be higher on seaboard. No wool of consequence is left in the State and none is offering.

Wm. T. Hess.

### Come to the Convention.

There never was a time when the retail grocery trade of Michigan was in greater jeopardy than now and this fact appears to be recognized by the trade at large in its acceptance of the invitation to the conference of retail grocers which will be held in this city Jan. 25 and 26. In order that there may be no hitch in the arrangements for the banquet on the evening of Jan. 25, it is desirable that every grocer who expects to be present on that occasion signify his intention at once.

F. L. Colson has purchased the drug stock of Mrs. Anna Sanford, 177 Stocking street, and will continue the business at the same location.

John Vander Ploeg has engaged in the grocery business near Vriesland, purchasing his stock of the Ball-Barnhart-Putman Co.

E. T. Horning has sold his drug stock at the corner of Sixth street and Broadway to Edith M. Curtis.

Bowditch & Salm have opened a meat market at the corner of Hall street and Madison avenue.

### The Grocery Market.

Sugar—The raw sugar market is much stronger and an advance of 1-16c has just taken place. This makes the price of 96 deg. test centrifugals now 4 5-16c, with good business at this price. This advance was caused largely by the fact that there is but a comparatively small stock of raws to offer. The refined sugar market is also much stronger and on Monday all grades advanced 5c and on Tuesday another advance of 5c was made, which came as something of a surprise to the trade, who were not looking for another advance so soon. Trade on sugar is very good, both Eastern and Michigan sugar.

Canned Goods—There have been large sales of futures during the past week and at prices that range from 10@15c per dozen higher than the opening prices of last season. While the sale of futures so far has been large, it is not as large as last year, as buyers seem reluctant to buy heavily on account of the high prices. Everything tends to a larger increase in price and some packers claim that a larger percentage of advance is justified by the conditions prevailing now, as all material entering into the manufacture of cans is high and the cost of transportation is considerably higher than it was last year. Some packers have sold almost their entire pack for next season. This applies particularly to peas, of which the supply of old goods is so small that there is more interest in futures, and dealers feel more certain of getting their money back. In tomatoes buyers can protect themselves, because they can take old goods at a safe price, but corn, peas, and string beans are so scarce that buyers will have no old goods to fall back on and must take the new goods at advanced prices. The spot market is rather quiet, with no change in prices of anything to speak of, but the market continues very firm on all lines and an increase in business is expected very soon.

Dried Fruits—There is a better feeling in all lines of dried fruit and prices tend upward, although no quotable change has been made yet. Prunes are firmer and the tendency is upward. On the coast holders are asking ¼c more, and the tendency of prices is still upward. There are indications of a heavy demand in the near future. Total supplies on the coast are estimated at 1,000 cars, considered a very small quantity for the season. The export demand is very good this year, which helps to keep the market in good condition. Raisins are attracting more interest, because seeders are making some enquiry for stocks for seeding. Only small stocks are left in any position and according to present indications there will be no stocks available by the time the next crop is ready for delivery. Prices are unchanged, but the market is firm. There is more enquiry for peaches, but no change in price has occurred yet. Buyers think prices too high and holders will not shade any, so only a small business is done at present. Apricots are in fair demand at the previous high prices. Stocks are very light indeed and all in second hands. Currants are unchanged, but trade appears to be somewhat improved. The outlook for evaporated apples is more promising. While business has been dull for the past two months, yet prices have remained fairly steady, and with a little increase in demand prices will advance. We note that the exports from Sept. 1 to Jan. 3 are 20,000 boxes more than for

the same period last year, and there is a good demand from this quarter. It is estimated that the season's export will show an increase of over 50,000 cases.

Rice—A fair demand continues for both domestic and foreign rice at unchanged prices. The market is firm and a better business is expected shortly.

Tea—Unchanged conditions prevail in teas, with moderate sales at full prices.

Molasses and Syrups—The molasses market continues very firm, but as offerings are light, business is rather restricted and sales are for small quantities. Corn syrup has advanced ½c per gallon on barrel goods, with a corresponding advance on cases.

Fish—The market for mackerel and codfish is quiet, with but little demand at present.

Green Fruit—The market has declined 5@10c per box on some grades of lemons and there are no influences at work to cause any improvement, so far as can be seen. Dealers think that if the market holds its own, it will do well. However, prices are unusually low and it would seem that the market has touched bottom. Bananas are weaker and prices are off 10c per bunch. Cold weather prevents profitable handling and prices have gone down in sympathy.

Nuts—The nut trade is more quiet since the holiday demand is over, but there is still a fair request. The future course of prices on most varieties is uncertain, but, judging the present season by those which have passed, there is likely to be a fair trade until the new crop is ready. Total arrivals of French walnuts aggregated 41,300 bags for the season of 1899, the largest quantity ever imported in any year. Importations of Grenobles reached 6,000 bales. They have met with only a limited demand, probably because of high prices. About 1,500 bales are said to be left. The crop of Naples was about four-fifths of an average and, owing to the high prices, trade has been slow. Receipts have been about 10,000 cases. The quantity carried over probably amounts to 1,800 cases. The importation of Tarragona almonds has been unusually small, reaching barely 6,000 bags, but 1,800 to 2,000 bags are left to be carried over. Prices are moderate and the supply will not likely prove burdensome for the winter and spring demand. Some 3,000 bags of Ivicas came forward but demand has been light and fully 800 bags are left. Hardshells came late and 500 bags or more still remain. A considerable quantity of Valencias are being carried over and Jordan shelled are in rather heavy supply. There is a good demand for peanuts at full prices.

### Old Hands at the Business.

Additional claims against the McDonald swindlers to the amount of over \$4,000 have come to light during the past week, giving ground for the belief that the total sum realized by the gang during the five weeks they operated in this city must exceed \$15,000. The letters which have been sent in to the Tradesman, in response to the request made last week, indicate that the trio were experienced swindlers, inasmuch as they knew how to solicit shipments without using phrases which would subject them to a charge of misuse of the mails, under which the Tradesman was able to secure the indictment of the Lamb gang and their confederates several years ago.

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



## Woman's World

### Two Women and Their Points of View.

The fin-de-siecle woman sat in her library while the ringing of bells and the blare of whistles told her that the year of grace 1900 was being ushered in. The lights had been turned very low and only a soft glow pervaded the handsome apartment, but it showed the rows of books against the walls, the couch piled high with cushions, tables and shelves loaded with bric-a-brac, and the innumerable useless jimcracks that custom has declared indispensable to our living.

The face of the woman wore an expression of self-satisfaction not unmixed with weariness, and in truth she was very tired, for she was one of those on whom the burden of the mission for the advancement of her sex had fallen, and her labors as President of the Twentieth Century Club for the Study of the Unattainable, Vice-President of the Omar Khayam Circle, Secretary of the Association for the Amelioration of the Universe, Treasurer for the local chapter of the Colonial Dames, active member of the D. A. R.'s and D. S. F.'s, member of the advisory board of various philanthropic societies, besides her duties as a patroness in all swell social functions, were, indeed, onerous.

Presently there was a little stir in the room, so slight as to be scarcely perceptible. It was as if a gentle wind, fragrant with the memories of dead summers and dried roses and lavender, had swept through the room, but when she looked again towards the fire a quaint figure, clad in the habiliments of a bygone day, sat in the carved chair at the corner of the hearthstone. The fin-de-siecle woman had belonged to the Society of Psychological Research too long to have any vulgar fear of ghosts, yet, nevertheless, it was with a distinct sense of protection that she leveled her deadly lorgnette on her unexpected guest and enquired who she was and whence she came.

"I am the woman of the beginning of the century," replied the figure, "just as you are the woman of the end of the century. Strange rumors reached me out there," and she waved her hand airily towards the cemetery, "of the progress of my sex, and I have come back to see what women have done in the world in almost a hundred years."

"You poor thing," cried the fin-de-siecle woman, dropping her lorgnette and grasping her guest's hand, "I was just thinking of you and sympathizing with you. What a dreadful time you must have had and what a frightful mistake you made in being born a century too soon! But I suppose it's too late to remedy that now."

The visitor shrugged her shoulders under the fine tambour muslin scarf that covered them and coughed politely behind her hand. "Oh, I assure you," she said, "it wasn't so bad. We had our amusements, and it never even occurred to us that we would become objects of pity. We considered ourselves quite in the vanguard of progress in my day. But, tell me, for my time on earth is brief, of some of the changes that have taken place for woman's benefit and advancement."

"Changes!" echoed the fin-de-siecle woman, expansively; "why, we've changed everything for women from the cradle to the grave. First and most important, of course, is the opening up of almost every avenue of employment

to women. That change amounts to a revolution. We have women lawyers, women doctors, women preachers, women clerks, stenographers, book-keepers, women everything. There is scarcely an occupation in which women are not working side by side with men, and the only limit to a woman's ability to win success and make money is her own talent."

The guest did not look as impressed as the fin-de-siecle woman expected. Indeed, she smiled a little cynically into the fire as she remarked: "In my day when a woman knew how to do a thing I always observed that she had to do it. Women were supported then because they did not know how to support themselves and had no means of making money. I presume, however, that you have changed all that and that the husbands, fathers and brothers of these capable business women of to-day who can take care of themselves if they have to are just as willing and feel the same obligation to support their families as the men of the past did?"

"Well, no," the fin-de-siecle woman was forced to concede, "I can't say that they are. In fact, all the women I know who have the ability to earn money are kept pretty busy at doing it."

"Men haven't changed, at any rate," murmured the visitor; "the right to work and the necessity to work—it's an old combination—they have always gone hand in hand."

"Then, there's the inestimable privilege women have gained in having college doors thrown open to them," went on the fin-de-siecle woman, brightening up with enthusiasm. "All of the leading men's universities now have women's annexes, and thousands of our girls are studying the ancient languages or are engaged in abstruse mathematical investigations and scientific research."

"It takes a great many years for even a modern girl to acquire all of this information, does it not?" enquired the visitor, with awe in her tones.

"Certainly," replied this fin-de-siecle woman; "she could hardly hope to complete a course at one of our leading colleges before she was 23 or 24, and many continue their studies even longer."

"Till they are old maids," gasped the guest with horror, "but perhaps I am wrong. Doubtless all this study makes them peculiarly attractive to men, who will find choice companionship and sympathy in intellectual pursuits, in girls so carefully trained, and I suppose they are eagerly sought after, and make brilliant marriages with the most gifted and talented men of the day."

"On the contrary, truth compels me to confess," returned the fin-de-siecle woman, "that a college education, instead of increasing a woman's chances of matrimony, decreases them. In getting a good husband, the knowledge of how to do your hair, and dance the two-step, is of vastly more benefit than to have the differential calculus at your finger ends. I am bound to admit that men still choose wives for their complexions instead of their brains and that the higher education for women adds nothing to a girl's chances for marrying well."

"But, I suppose," interpolated the guest politely, "that the college-educated women who do marry make superlative wives and mothers. They have had great advantages. Having studied chemistry they would not, of course, cook hit or miss, as was the fashion of the ignorant women of my day."

"I wish you could see some of their

bread!" ejaculated the fin-de-siecle woman; "it would do for paving material."

"And," went on the guest, "understanding as they do all about hygiene, their children—"

"They bring 'em up on sterilized stuff in a bottle," put in the fin-de-siecle woman.

"And having mastered the subject of political and domestic economics," went on the guest.

"They mostly leave their own houses to servants, while they lecture to other women on household economics," admitted the fin-de-siecle woman.

The guest looked thoughtfully at the fire, but the fin-de-siecle woman presently exclaimed:

"There's one thing in which we have made great progress since your day. Pardon me if I am rude (the figure in the chair bowed), but it seems to us now that in your time mothers had such very superficial ideas of their duties to their children. You had no clubs for child-study then; no mother congresses where we meet together and listen to old maids and old bachelors who give us the most beautiful advice about how to bring up our children. It is a truly inestimable privilege, for their minds are not diverted from their theories, as a parent's is apt to be, by the peculiarities of each individual child. As I understand it, in your time the crude idea prevailed that a child was little more than a small animal, to be fed and clothed, and coerced into the straight and narrow path when he showed a disposition to wander from it. You had no conception of the awful problem you confronted in trying to raise a child—a problem so difficult most of us have given it up and are letting the children

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It may save you a thousand dollars, or a lawsuit, or a customer.

We make City Package Receipts to order; also keep plain ones in stock. Send for samples.

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and Fly Nets, Horse Sheets and Covers will be shown you by our salesmen this month.

Our complete descriptive catalogue and price list will be mailed to you if you want it.

The biggest stock and the best assortment in Michigan.

**Brown & Sehler,**  
Grand Rapids.

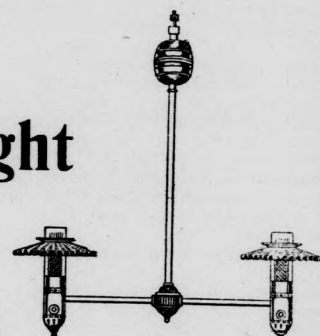
## A New Deal

We have abandoned all agencies and sell



\$4.50 net

## The Sunlight Gas Lamp



\$7.50 net

direct and at low prices. The Sunlight is the pioneer lamp. It has several imitators. The light is 90 to 100 candle power, brilliant and steady and costs less than kerosene. We use the large chimneys—this is an important feature, for our chimneys rarely break. The best lighted stores sell the most goods. The best lighted homes are the most cheerful. Send for our catalogue and send us your orders.

**Michigan Light Co.,**

71 Market Street,

Grand Rapids, Mich.



of the present generation raise themselves."

"No, I confess you are far in advance of us there," admitted the guest; "yet we brought up, on the old plan, some rather creditable men and women. I suppose, however, you have something far superior to our Lincolns and Grants to show?"

"At any rate," put in the fin-de-siecle woman, hurriedly abandoning that line of advance, "we are far ahead of you in material comfort. What must it have been to keep house when one had no electric lights, no steam heat, no self-regulating cooking stoves. I really don't see how you managed to be comfortable at all. Why, nowadays we only have to push the button and science does the rest."

The guest ran the practiced eye of a good housekeeper over the bric-a-brac that was accumulating dust, on the folds of drapery, at windows and doors, that were a harboring place for dirt, over the gim-crackery that had to be moved and cleaned daily. "Oh, I don't know," she said. "If you have some things we had not, we miss having a lot of troubles that you have. I don't remember to have seen in my time any flimsy little tabs set about for people to stumble over, loaded down with china toys, and at least," she added, with resignation in her tones, "nobody then had invented the cozy corner."

"But our clubs, our philanthropies, our charities, our reforms," began the fin-de-siecle woman, seeing her guest gathering up her tambour scarf and setting it over her shoulders, "at least you must see—"

"There was neither the reading nor the listening to club papers then," said the guest sententiously, "and as for philanthropies and reforms, women had not added the burden of the troubles of the world to their own. My dear, you reconcile me to being dead." Again the wind swept gently through the room, the notices of committee meetings at the fin-de-siecle woman's elbow rustled, and when she opened her eyes and looked once more toward the fireplace the presence was gone. Dorothy Dix.

#### Growing Popularity of Early Closing.

From the Nashville News.

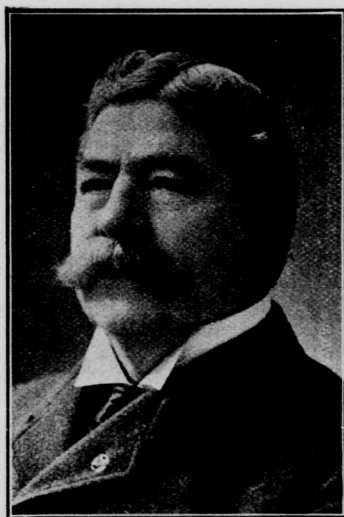
The majority of Nashville merchants are taking an advanced position regarding early closing hours and keeping open until the last of the night owls have retired will be a thing of the past for a few months at least, unless a failure is occasioned by some one trying to overreach the time limit. The closing hours as agreed upon by the different merchants are as follows: Clothing, dry goods, hardware, racket, millinery and furniture stores at 6 o'clock p. m. Groceries and harness shops at 7:30 p. m. Meat market, postoffice and barber shops at 8 p. m. Where reasonable closing hours are honestly adhered to there is but little dissatisfaction with its workings, and the progress of the movement in other places is an indication of its growing popularity.

W. J. White, the well-known chewing gum manufacturer, who has just taken up his residence in New York as an officer of the American Chicle Co., the new chewing gum trust, has had a romantic business career. During the early years of his married life he and his wife worked until midnight every night making candy, which Mr. White peddled about the streets the next day. When he was endeavoring to get his chewing gum industry under way he several times offered to sell a half interest for \$1,000, but the offer was refused in every case. Mr. White has a stable of thoroughbred and trotting horses and maintains a splendid stock farm in Ohio. He is also a heavy stockholder in vessel companies operating on the lakes.

#### SUCCESSFUL SALESMEN.

##### Henry Cummings, Representing the Steele-Wedeles Co.

John Henry Cummings was born at Shelby Basin, Orleans county, N. Y., Jan. 26, 1842. His parentage was American on both sides, his father's antecedents being one-quarter Irish. When he was 10 years old his parents removed to Hadley, Lapeer county, Mich., where he attended school until Nov. 27, 1861, when he enlisted in Company I, First Michigan Engineers and Mechanics, in which regiment he served three years in the Army of the Cumberland. On being mustered out of service, he returned to Hadley, where he learned the blacksmith's trade, subsequently opening a shop at Lapeer, where he succeeded in laying aside \$5,000 in five



years. With this money he engaged in the grocery business, which he continued twelve years. He then sold out and removed to Muskegon, where he purchased the grocery stock of Frank Alberts, which he conducted ten and one-half years. He then went on the road for J. G. Flint, of Milwaukee, whom he represented six years in Western Michigan, resigning at the end of last year to accept a more lucrative position in the same territory for the Steele-Wedeles Co., of Chicago.

Mr. Cummings was married Oct. 28, 1866, to Miss Nancy Cramton, of Lapeer, and the family now reside in their own home at 189 West Webster street, Muskegon. They have one child, a son, 23 years of age, who is studying medicine at the Hahnemann Medical College, Chicago.

Mr. Cummings is somewhat of a "jiner," being a member of the Masonic fraternity, the Elks, the Royal Arcanum, the Michigan Knights of the Grip and the G. A. R.

Mr. Cummings attributes his success to energy and a thorough knowledge of the grocery business acquired during twenty-eight years of actual and practical experience—twenty-two years behind the counter and six years on the road. He has made a careful study of the tea and coffee business for a great many years and confidently asserts that no man in Michigan is better qualified to pass on the merits of either article than himself.

#### The Problem of the Store Loafer.

One of the nuisances to which grocery stores more than any others are exposed during the winter months is the every-night loafer. He squats on a sugar barrel or a bag of coffee with the air of a

homesteader in Nebraska or the Indian Territory. He has no rental responsibilities. He can stay as long as he pleases, expectorate to his heart's delight and the relief of his stomach, warm his boots and the ten toes therein over another man's stove, and can relieve himself of considerable hot air in the way of fish stories, politics and scandal. Sometimes he invests in a 2 cent stamp or a plug of chewing tobacco to be paid for in the sweet by and by. What he has of tea or coffee, bacon or hominy, crushed oats or butter, molasses or buckwheat, may or may not be purchased in this particular store, but the right of an American citizen to perch on a counter, or hold down a cheese box, to see if his neighbor gets his pickles on credit and come to conclusions as to whether or not the clerk puts his thumb in a scale when he weighs a pound of rice—all this in connection with drying his damp boots and unloading the fragrance of his person and his socks—is as traditional a right as to explode a rocket on the Fourth of July or to rub against a wire fence if he chooses. In the country districts this gentleman is an all-day hanger-on, and although as much a nuisance as a hair in a pot of butter or a wasp on top of a molasses barrel, there is no way of cleaning him out only by presenting his bill when he commences toasting his toes. How best to get rid of the store loafer is one of the problems of business that has never yet been solved. Has any one any suggestions to make?—Fred Woodrow in St. Louis Grocer.

#### This Is Mean.

"To our silent heroes," little Willie read from the memorial bronze. "Popper, what are the silent heroes?" "Married men," said popper.

## Aluminum Money

Will Increase Your Business.



Cheap and Effective. Send for samples and prices.

C. H. HANSON,

44 S. Clark St., Chicago, Ill.

### Our line of WORLD Bicycles for 1900



Is more complete and attractive than ever before. We are not in the Trust. We want good agents everywhere.

ARNOLD, SCHWINN & CO.,  
Makers, Chicago, Ill.

Adams & Hart, Michigan Sales Agents,  
Grand Rapids, Mich.

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#### IF A MAN WANTS CREDIT

for \$10, give him a \$10 Coupon Book, charge him with \$10 and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a 10-cent coupon—that's all. And so on for all his purchases up to the limit of the book. No Pass Book. No Writing. No Time Lost. No Kicking. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

Tradesman Company,  
Grand Rapids, Mich.





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Published at the New Blodgett Building,  
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One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - JANUARY 10, 1900.

STATE OF MICHIGAN } ss.  
County of Kent

John DeBoer, being duly sworn, de-  
poses and says as follows:

I am pressman in the office of the  
Tradesman Company and have charge of  
the presses and folding machine in that  
establishment. I printed and folded  
7,000 copies of the issue of Jan. 3, 1900,  
and saw the edition mailed in the usual  
manner. And further deponent saith  
not.

Sworn and subscribed before me, a  
notary public in and for said county,  
this sixth day of January, 1900.

Henry B. Fairchild,  
Notary Public in and for Kent County,  
Mich.

#### GENERAL TRADE REVIEW.

While there has been a considerable  
advance in the general average of stocks  
since the beginning of the recovery  
from the December flurry, there is an  
increasing tendency to conservatism  
which argues that the break in prices  
was an effect of undue stimulation.  
Evidently disappointment at the slow  
advance has discouraged speculation and  
the most notable feature of the latest re-  
ports is increasing dullness, with a  
slight decline in the average of trans-  
portation stocks, but a more positive  
advance in industrials, making the aver-  
age of recovery since December 22 for  
the latter \$5.45 per share. Gold contin-  
ues its outward movement on account  
of the London need, but it would take a  
long time at the present rate to affect  
the vast reserves in the hands of the  
Treasury.

The great industry showing most in-  
dication of reaching its height in price  
level is iron, and yet in that there are  
a great number of contracts covering a  
considerable portion of the year. How-  
ever, the slight price movement since  
November 1 has been in the direction  
of decline in so many instances as to  
affect the average slightly. However,  
when it is considered that during that  
time there has been so positive a stock  
panic as in December it is a matter of  
wonder that prices did not suffer more.  
In the minor metals the tendency is still  
downward and the change has been so  
gradual that it is hoped there will be no  
sudden decline in the great industry.  
Orders are reported as materializing  
and promising to as great an extent as  
usual, but in reviewing the situation it  
must be remembered that the volume of  
production has been vastly increased  
during the year and that this must soon-  
er or later become a factor in the situa-  
tion.

In woolen goods the American Wool-  
en Company advanced its prices from

33 to 40 per cent. last year, and its treas-  
urer expects "a very busy season." The  
business was at the rate of \$35,000,000 a  
year for about seven months, at the rate  
of \$40,000,000 in November and Decem-  
ber, and is expected to reach \$45,000,-  
000 this year—statements which indicate  
little as to profits, because wool has  
risen since May an average of 38 per  
cent., although extreme quotations  
have not of late been obtainable. Other  
woolen goods have generally advanced  
less than wool, but the outlook for the  
coming season is not yet defined. Cotton  
goods continue in large demand, and  
without any abatement of prices reached  
a few weeks ago, although cotton has  
been less strong. But the takings by  
Northern spinners have been smaller  
than last year since December 1, pre-  
sumably on account of the high prices.  
Cotton in sight reached 6,000,031 bales  
on Saturday, against 8,001,916 to date  
last year, with exports 1,725,000 bales  
smaller than last year. Since nobody  
can tell how large a part of the stocks  
at small interior towns has been actually  
sold to mills, while guesses at the quan-  
tity yet to come into sight have been  
wider apart than usual, speculation has  
been hesitating.

Germany has developed faster than  
any other European country in many di-  
rections. Russia, like a sleeping giant,  
has awakened and is putting hundreds  
of millions into railroad development  
and accessory improvements. It is in-  
viting its pauperized peasantry to es-  
cape into a land of promise, where a  
new world awaits them under brighter  
stars. Germany has an ambition to be-  
come a world power. It has every ele-  
ment of success behind it. Its area is  
133,000,000 acres; its forests, 24,700,000  
acres; its population, 47,000,000. It  
forest products are a source of great  
wealth. The present annual total cut of  
the entire empire is 1,910,000,000 cubic  
feet, of which 710,000,000 cubic feet  
come from the state forest. Germany  
has a steadily increasing supply of tim-  
ber, because she takes care of her for-  
ests, where we have none, because we  
take no care. Germany sees to it that  
lands which in other countries are bar-  
ren wastes are there made productive in  
timber and lumber. It produces about  
40 cubic feet of wood per head of popu-  
lation, but with all this Germany has to  
import considerable lumber. Its yearly  
annual income from the state forests,  
which are about one-third of the total for-  
est area, is \$40,000,000, which enables  
the government to build warships. The  
value of the forest products from all the  
forest area is \$107,000,000. These figures  
are instructive to us as to forest man-  
agement.

The Chicago Anti-Cruelty Society has  
instituted a movement to have all the  
carrette horses in that city shod with  
rubber shoes to prevent them from slip-  
ping. One horse was attired in a brand  
new set of rubber boots during the re-  
cent snowstorm, and got along so well  
that others are to be equipped in like  
manner.

The Twentieth Century Clubs have a  
whole year in which to play overtures  
and prepare for existence in the begin-  
ning of the century they are named for  
in advance.

The man who does not pay his debts  
can most always have money in his  
pockets.

A promise made to anyone puts you  
in debt.

#### LURID GLEAMS OF WAR.

The Eighteenth Century went out in  
the lurid blaze kindled by the French  
Revolution, and the Nineteenth came  
in ushered by the gigantic Napoleonic  
wars which called the whole of Europe  
to arms.

Not a few of those who undertake to  
forebode human affairs have prophesied  
that the great European wars which  
have apparently long been threatening  
to plunge Europe again in blood and  
fire will attend the birth of the Twen-  
tieth Century, which is to begin next  
year.

The moving causes that might be like-  
ly to precipitate such a disaster to the  
inhabitants of a great portion of the earth  
are already in operation. These are the  
American war in the Melanesian Archi-  
pelago of Asia and the British war in  
South Africa. These conflicts, which  
by no means have attained proportions  
that seem likely to involve half the  
world in war, have, nevertheless, aroused  
prejudices and excited passions that are  
extremely far-reaching in their nature.

When the United States embarked in  
a war with Spain, now nearly two years  
ago, the act was most deeply resented  
by the continental nations of Europe,  
and there was much talk of prompt and  
forcible interference by an armed coali-  
tion. There is little doubt that such  
action would have been taken but for  
the decisive refusal of Great Britain to  
enter into the combination, and the  
further intimation by that power that, in  
the event of such a coalition, Great  
Britain would be found in vigorous op-  
position to it. So ended the incipient  
demonstration by European powers  
against the American Republic, but  
there have constantly remained bitter  
prejudices by the Europeans against the  
American people, while the position  
which the war with Spain has created  
for the United States of becoming an  
active factor in the affairs of Europe  
and Asia has been entered to the dis-  
advantage of this republic in all the  
national political grudge books of  
Europe.

Great Britain, by reason of being at  
the head of the world's commerce, had  
long ago excited a great deal of inter-  
national jealousy in Europe, and has  
further incurred the general displeasure  
of the European countries by the stand  
she took in regard to the Spanish war.  
Since then expressions of disfavor, if  
not of actual hostility, to the British  
nation are almost universal in Europe,  
and in discussions of the situation on  
the continent the American Republic is  
always coupled in terms of derogation  
with the British nation.

Prof. Hans Delbruck, Lecturer on  
History in the University of Berlin, in a  
very temperate article in the January  
North American Review on "England  
and the European Powers," declares  
that "a strong and even passionate  
feeling of resentment against England  
prevails at the present moment over the  
whole continent of Europe. The suc-  
cesses of the Boers have been greeted  
with exultation, and further favorable  
news is awaited with eager suspense.  
This need excite no surprise, at any  
rate so far as the Russians are con-  
cerned, for they have long seen their  
greatest enemy in the English. France,  
until recently, had divided her dislike  
between the English and the Germans;  
but ever since Fashoda her desire for  
revenge for that humiliation has thrown  
her antagonism toward Germany into  
the background. Hence, the curious  
and characteristic feature in the politi-

cal situation of Europe at this moment  
is that the people of Germany, the lead-  
ing power of the Triple Alliance, are  
entirely in agreement with the members  
of the Dual Alliance, inasmuch as a  
sentiment of hate for England unites a  
whole continent."

There is little reason to doubt that,  
should the British-Boer war be much  
prolonged by the vigorous activity of  
the Boers, it will offer to the European  
powers unfriendly to England an oppor-  
tunity and excuse to interpose with  
protests, if not with more decisive ac-  
tion. It is well understood that Russia  
is pushing her aggressions in China and  
is strengthening her position on land  
and sea, so as to be able to cope with  
any opposition. The "Eastern Ques-  
tion" has been transferred from the  
Dardanelles and the Balkans to Man-  
churia and the Gulf of Pe-Chee-Lee. It is  
the vast territory of China that is the  
spoil which tempts the rapacity of the  
nations of Europe, and it is by the par-  
tition of this vast spoil that the nations  
which are unfriendly to England are to  
be brought into a combination with  
Russia against her.

An able writer in the London National  
Review for December, in an article en-  
titled "The Coming Storm in the East,"  
declares that there are three nations  
which are interested in resisting the  
destruction of the Chinese Empire and  
the parceling-out of its territory. These  
are naturally, first, Great Britain, whose  
commercial supremacy and vast materi-  
al power in the Far East are at stake.  
Next is Japan, which has become one  
of the great powers of the earth, and  
recognizes that the downfall of the Chi-  
nese Empire will mean also the fall of  
the power of Japan. England and Japan  
may be depended on to stand together.  
But how about the third nation, the  
United States?

Any nation, in an emergency that  
means war, will do well to make no cal-  
culations upon substantial aid from the  
United States. A republic whose gov-  
ernmental administration depends wholly  
on the views of the party that happens  
to be in power can have no fixed foreign  
policy and can enter into no alliance  
that commits it to war. The American  
people are apt to be governed by sen-  
timent, should it be sufficiently excited,  
or by interest, when they can see plainly  
how they are to be immediately ben-  
efited; but, outside of those considera-  
tions, they will commit themselves to  
nothing serious beforehand. The con-  
flict which seems to be impending  
among the European nations will have  
to be fought out without any active part  
by the American Republic, unless driv-  
en into it by foreign aggressions and  
attacks. But if China can be preserved  
from dismemberment, the United States  
will continue to profit by the rich trade  
of that country.

Should the Boer war be soon ended,  
the European outbreak will, in all prob-  
ability, be postponed; but should it be  
prolonged by the successful resistance  
of the sturdy Dutch farmers, it is ex-  
tremely likely that the fact will be used  
greatly to England's disadvantage in an  
assault upon the tottering old empire of  
the Far East. At any rate, the horizon  
of the Twentieth Century already shows  
some lurid gleams.

The man who resolved to let his beard  
grow this year has since been told that  
he could not prevent its growing, and  
wonders if he really is a great man.

The diamond is the hardest gem  
known, and the hardest to get.



## THE MAN WHO LAUGHS.

The Tradesman is no maker of phrases, but "the man who laughs" just now—joyously, exultantly, sneeringly and vindictively laughs—is the Frenchman, and the object of his merriment is the Bull, worsted and wounded in his encounter with the South African Boer. In his delight to see the victor at Waterloo humiliated he has forgotten his own recent disgrace and with all the inconsistency of the ancient Gaul he insultingly sings his "Ca ira!" and, his wish the father of his thought, is confidently predicting the early passing of the Briton.

It needs no seer to foretell what has long been known. The constellation of the woosack from its rise above the horizon has shone with a brilliancy unsurpassed among the lesser lights of the commercial firmament. It must, however, follow the law of the stars—it has followed it. It has passed from its rising, the wonder of all beholders, to its transcendent zenith. Midway it seemed to stand in the sky until the whole earth was brightened by its beams and reflected its sunshine in the sails of English ships, afloat wherever there is water enough to swim an English keel. The zenith gained could not be kept. Slowly but surely the trade star moved along its orbit. Its rays lost something of their intensity. Its setting even then began; and, although the afternoon is long and the twilight lingering, the glory of the woosack has departed and it will soon be setting in a sea of splendor—but setting!—the coming darkness hastened by the war clouds of South Africa.

In his excitement the volatile Frenchman has hit upon a figure at once gratifying to him and agreeing with facts. The "constellation of the woosack" is good. Its early appearance in "the starry firmament" entitles it to the first place among the luminaries of trade, which is, of course, the polar star. It is one among many. Not so bright, it may be, as some of its sister groups, it points unerringly to that star around which it circles, and the eyes of the trading world, when that star is dim, locate its position by the pointing corners of the woosack and go on their voyage rejoicing. It does, indeed, follow the law of stars. It has its orbit. With other constellations it treads its eternal circuit around the sun; but, unlike some of its less favored sisters, the woosack never sets. Night and day are alike to it. Storm and sunshine find it plodding patiently and perseveringly its endless round, but always above the horizon; and, while the Frenchman's talk of a sea of splendor sunset is true enough as sunsets go, it shows in this instance what France wants, but the figure used shows what she will never see.

The reverses in South Africa are not without parallel. The first battle of Bull Run is a single antecedent. Those same nations that are now lifting their eyebrows so reprovingly and with virtuous head-shakings are predicting the downfall of the British empire are the same who just as joyously declared that the Great Republic was nearing its downfall in 1861. They are just as near the truth. This Government lived in spite of their prediction, and it is barely possible that the constellation of the woosack may yet look down upon another battle of Manila under an English Dewey in a harbor guarded by the guns of another crumbling monarchy.

These same prophets of evil are getting a great deal of comfort in saying

and believing that Great Britain is taking a subordinate place among the great powers. She has lost her prestige in trade. Her manufactures are losing ground. In every way she has lost her grip and she must be contented to take a back seat. This is true; but it is no truer of England than it is of her revilers. Who is France that she should believe it? Who in the name of pity are Austria and Russia that they should listen to it? There is no relative difference in the position of these nations among themselves. England is at the head to-day, as she has been for centuries—shall we say since the rising of the woosack? The rest in trade, in art, in science, in civilization, are where they always have been. The real difference lies in the fact that the United States has taken her place among the nations of the earth. In all that modern life holds dear she excels. Her ideals are higher and purer and nobler. She realizes them in means and methods before unknown to the world. There lies the difference, and only there; and the man who laughs will find, when his ill-timed laughing fit is over, not that England is degenerate, not that she has lost her crown, but that she stands, as she has always stood, at the head of the Old World and, far ahead in the line of progress, is ready to lead them into the brighter light and the better way where America, her daughter, is standing and beckoning them.

Ex-Representative Springer tells a curious story that is worthy of investigation by the Bureau of Ethnology. He says that a Creek Indian from Indian Territory, who was a member of the Rough Riders, re-enlisted in the regular army at the close of the Spanish war and was sent to the Philippine Islands. While campaigning with his regiment in the southern part of the archipelago he found a tribe of Malays, whose dialect was almost the same as the aboriginal language of the Creek nation. He could understand them and they could understand him without difficulty, and he was able to act as interpreter for his officers with a tribe he had never heard of before.

The streets of Washington are shaded in summer by about 75,000 trees of different varieties. It has been suggested to the District of Columbia Commissioners that a valuable and important educational work might be accomplished by applying labels in a liberal way to indicate the botanical and common names of the trees, about which most people are ignorant.

President McKinley has taken to daily pedestrianism, finding it more to his liking than any other outdoor exercise. He has adopted this habit on advice of physicians, who found that the chief magistrate of the nation was taking on flesh rapidly, which threatened to become flabby unless something were done to check the increase in avoirdupois.

Costa Rica now imports merchandise to the extent of over \$4,000,000 a year, and of this amount the percentage from the United States has recently increased from 45 to 67. The most important imports from this country are flour, machinery, oils, wire fencing, iron pipe and furniture. The call for cotton prints and drills is increasing.

A man never damns public opinion until it has condemned him.

## THE YANKEE OF IT.

To hidebound Europe the Yankee and the spirit he embodies is a constant marvel. She can not attain unto him. As an image-breaker he stands unsurpassed. Taught to consider the maxim as the condensed wisdom of the ages and to give it unquestioned following, he is startled to find the Yankee laughing alike at the maxim and its quoter and a law unto himself in whatever he chooses to do or say. Respect for the past he has none. The Seven Wonders of the World are so many curiosities, having in them "big money" for the man who wants to collect them and travel with them. For the wonders themselves, they only show what pigmies those ancients were and how completely they were upset by some little thing, a trifle "smarter" than the stupidity of the time had been lucky enough to think of and carry out. Take that Colossus at Rhodes business, for instance—a mere tot of a statue 100 feet high, set up in the harbor, with its feet far enough apart for ships to sail between! What of it? Those old fellows had taken all the time from the foundation of the world up to two hundred and something B. C., and then called it one of the Seven Wonders! Humph! That thing? Why, Chicago is doing better work than that every day of her life; puts it down as a freak, sets it up in the park for folks to laugh at and goes right on with the stern duties of life.

Another phase in the Western character which the Old World can not understand is the matter-of-course way in which any really great work is considered. The stupendous size of the country makes the stupendous work done seem small. The same thing accomplished on the other side of the Atlantic makes more commotion than there is any need of. It is talked about from the time the thing is started until it is finished. With a lot of fuss and feathers the Queen, or the King, or the Prince gives the thing a send-off and then She, He or It goes over and dedicates it with a deal of nonsense-talk and nonsense-ceremony.

That is all well enough for those who like it; but it is not American. Big things here are common things and are looked upon accordingly. They are not big enough after all to make a fuss about. Supposing What's-his-name has built the Brooklyn bridge, it need not interfere with his breakfast. Nobody sees Dewey going around with his hat on one side because he "fit" at Manila. Every once in a while Denver will pipe up about building a State and a city a mile above sea level within less than a quarter of a century, and simply gets laughed at; and, while the country as a whole likes to talk about a billion of this, that and the other, it is only talk indulged in while busy with billions of something else.

Here is a case in point: Seven years ago it was decided to build a canal from Lake Michigan to connect with the Mississippi River. It was finished at an expense of \$33,000,000. When it was done the Sanitary District trustees and the engineer came together about 8 o'clock in the morning to see how the thing was going to work. Beside these there were present a few workmen and something less than a dozen other spectators. The water was started and with a "She's all right" the engineer ordered the workmen to pick up their tools and then all went off about their business. The \$33,000,000 job which had taken seven years to do was done and that was all

there was to it. That affair in Lilliputian Europe would have been the occasion of no end of ceremony. Royalty in purple and crown would have been present. There would have been speeches and the kingdom from one end to the other would have resounded with cheers. Artists would have been on the spot and the illustrated newspapers would have carried to the remotest corner of the kingdom the scene of the grandest event in the history of the reign and of the realm. Not that the Yankee doesn't know when he has done a good thing, or wants to belittle the work he has accomplished, but he is used to doing things on a grand scale—so used to it that its commonness has taken away the novelty—and he passes from one mighty "job" of millions to another, too busy to say anything about it, "while the world wonders." It is simply "the Yankee of it," and that part of the world which does not understand the Yankee stands stupefied at the work and the workman.

Mountain toothache is a new addition to our bodily ills. It has attacked engineers and laborers on the Jungfrau Railroad at a height of 8,500 feet above sea level as a jumping toothache that attacks several teeth at a time, lasts seven or eight days and leaves the patient with a swollen face, which it takes another week to reduce. After that the teeth are acclimatized and give no further trouble.

A rivalry between two applicants for a gas franchise at Passaic, N. J., has brought out an offer by one of the companies to "pay \$50,000 per annum for seventeen years to the city of Passaic, give \$20,000 to each of its hospitals, subscribe \$28,000 for a new school, give the police and firemen's relief funds \$10,000 each," and furnish gas to the city and to private consumers at 50 cents per thousand.

It is rather curious that while every President to whom the project of adding to the White House has been mentioned has been favorable to such a thing, not one has given his consent to the introduction of a bill for that purpose. President McKinley has just requested Senator Cullom to renounce his intention of fathering such a bill.

One-half the world does not know how the other half lives, and does not want to. A new occupation is that of an able-bodied man who is agent and manager for blind beggars who are located by him at different begging stations in Chicago.

In German cities merchants are not allowed to put up "selling out" signs unless they are honest. In Mayence a fine of 500 marks is inflicted for every transgression of this law.

All things are fair in love and war, with occasional exceptions on the part of plain people who are not fair, even when in love, and ugly people who fight.

The new leaf was turned over so much on New Year's day that it became quite soiled in some places.

The man who breaks his resolution to drink no more may break his neck by falling into a gutter.

Time flies without stopping. It has eternity behind it.

Oom Paul talks to the Portuguese like a Dutch uncle.

## HOW TO SUCCEED IN LIFE.

## Advice to Young Men Just Starting Out in Business.

Every self-respecting young man hopes to achieve success, whether it is a financial, political, professional or social ambition he seeks to gratify. A few suggestions may serve a purpose, as we are all guided to some degree by the experience and advice of others.

In the first place let us learn that we may possess knowledge and lack wisdom. Wisdom is applied knowledge, which shows that the application of knowledge is just as important as the possession of it. Our heads may be stored with facts and yet we may be incapable of evolving ideas or of expressing them. This is an important point for a young man to learn. To have ideas and the ability to express them is the soul of intelligence. Our greatest enterprises are merely executed ideas. To originate a practical idea is to produce a useful force.

What we can evolve from our brain is the test of our learning. To be prolific of practical ideas is to be useful. The drainage canal was once only an idea, which, in executed form, is one of the greatest undertakings and accomplishments of the age. The idea has developed into a ship canal that connects the Great Lakes with the Gulf of Mexico and gives to Chicago the promise of a sanitary condition not dreamed of ten years ago.

Now let us turn to the young man's opportunities as they present themselves from day to day and have him understand that his place in the world is to be determined largely by his ability. The physical work man was doing a few years ago is now being done by machinery, with which no man can compete. Look about and you will find that the leaders of enterprises are thinkers or are employing thinkers and paying them liberally for their services. If you will examine carefully you will find that the majority of those employed at complainingly low wages are merely followers of thinkers.

Take for example the young man who stands behind the counter as salesman or accountant. Faithful and honest as he may be, there is nothing original required of him, but there is of the man who goes into the open market and on his own judgment buys goods that can be handled at a profit or who goes on the road and sells them at a profit and from year to year controls the patronage of a certain territory. This man is worth from \$3,000 to \$10,000 a year to the employer, whereas the clerk behind the counter who sells the goods or records the sales is worth from \$8 to \$15 a week. This clerk does not have to think, as the purchases are made for him, the particular goods are selected for his department, the price is fixed for him, the advertising is done for him, and even the measure is provided for him.

A young man in such a position has no right to complain if his wages are small or his advancement is slow. His services are not valuable. His place can be filled in a day. He does not advance the ideas that make his department successful. They are supplied by more valuable men. After this young man has had his wages advanced \$2 a week he will work contentedly for a few months and then will ask for another advance. In the meantime has he done anything to merit it beyond being faithful in the discharge of the same routine duties? It is doubtful if he has.

Back of the ability to know must be the ability to do. Some men possess ability and are honest, but lack energy; and others possess the three qualities but lack executive ability. Combine the four qualities and you have a power that commands a price. Advertise for a \$10-a-week clerk and you will get hundreds of answers, but advertise for the kind of a man to whom you are willing to pay \$3,000 or \$5,000 a year and you will be surprised at how few there are and how rarely they are out of employment.

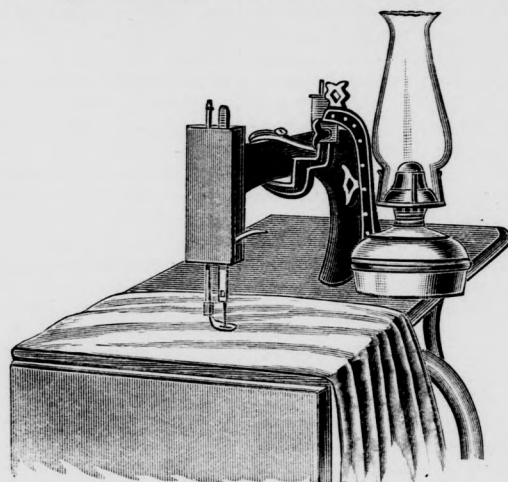
The employer is a man who has more cares and responsibilities than he can discharge, and he looks about him for some one to whom he can intrust them. The importance of the cares and responsibilities and the ability to discharge them satisfactorily determine the value of the employee's services.

The employer wants men who will take the same interest he takes and upon whom he can depend without worrying and without having to superintend every detail of the work. He wants those who relieve him of anxiety and who show they have originality, discretion, tact, energy and adaptability. Such men are always in demand. But how abundant are those who can merely execute other men's ideas, the unthinking, non-caring underlings in the terrific competition so characteristic of American life.

When you enter the employ of a business house begin at once to familiarize yourself with the scope of the business and show a disposition and ability to do more than routine work. Begin by being punctual, thoughtful and painstaking and in showing an interest in the arrangement of things. Study to please those to whom you are responsible and you will find them observing and appreciative. You are an individual and will never walk in the footsteps of another. No two persons ever lived under the same influences, ever contended with the same difficulties, nor did they ever achieve the same success. No two pursue exactly the same course in life. You will never be the same success or failure that some other person has been. The world is developing new types of success every day and in as many directions as earnest, thoughtful and energetic men are working.

Don't be afraid of work. There is no success without it. Back of your work must be a brain force that distinguishes you from a machine. Machines do not evolve ideas, nor do the majority of men. Learn how to do business and how to deal with men. Be tactful, which is nothing more or less than using common sense opportunities to the best advantage. Recognize the brain competition that is on to-day. Prepare to carry an influence into the world. Exercise such tactfulness as will draw the world toward you. Study human nature. Be able to determine the kind of a man you have to deal with as soon as you come in contact with him. If he is ignorant, know how to deal with ignorance. If he is intelligent know how to deal with intelligence. Adapt yourself to the conditions before you. In each case strive to please, that each person you meet may carry away a favorable impression of you. In this way you will acquire a good reputation at a small cost. Remember others are not always wrong if they differ with you. Justice is the greatest virtue. Therefore, be just. Avoid being unreasonable. Put yourself in the other person's place once in a while and judge the situation from his point of view. This

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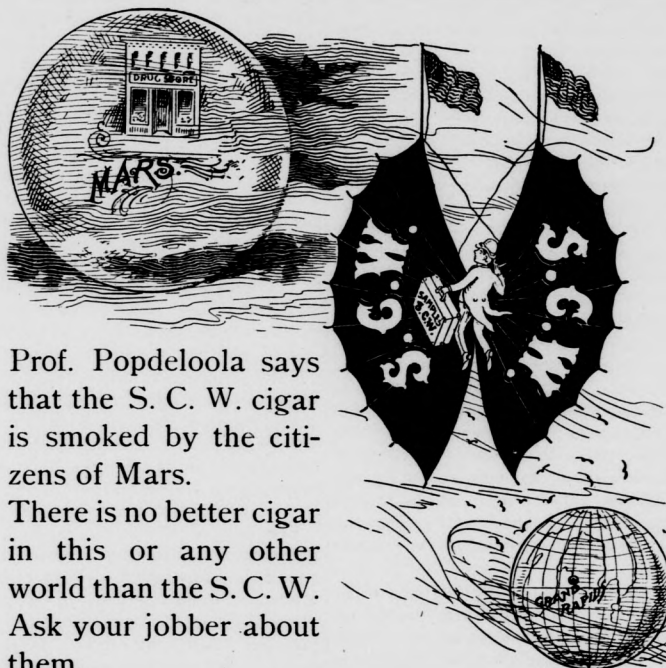
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Read to get facts and from them evolve original ideas. Read the newspapers, as well as books and magazines. Keep posted on the industrial, educational, political and social conditions and events of the day. Intellectuality will become stamped upon your face, and the bearing that should attend a cultured mind will lead you into desirable society, and in it you will find an influence that helps secure advancement.

Take hold as you would if you were a partner and try to feel the responsibility he is obliged to assume. Work quietly. Make your work count, which is more than most people can do. Prove your capacity and somebody will be sure to note it, employ it and reward it. Never be satisfied with yourself or your income, but never expect the income to equal your earning capacity, as to do so would show a disposition to rob the employer of the profit which he is entitled to make on your services. He is entitled to a liberal return on the capital invested in the enterprise which gives you employment. Every employer is a benefactor. He gives others something to do by which means they may gain such a livelihood as their capacity and his business can furnish.

Don't sit around and wonder why your salary is so small unless you are looking for the cause and remedy. To make yourself valuable you must be productive of ideas. You must be progressive. You must be resourceful. You must be willing to work. There is no exception to these rules. They are fixed requirements to test the disposition and capacity of the employee. Consider the relation that should exist between the employer and yourself. He must be satisfied with your services and he will require that they shall be worth more than they cost him. This is exactly as you would have it were the situation reversed. Put yourself in the employer's place. Invest your money in an enterprise that necessitates the employment of labor and then look about for men in whose qualifications you would have confidence. How critical you would be!

You must not expect to win promotion standing still. You must not expect promotion except through an enlarged knowledge of the business. The employer must have growing men and he can not afford to overlook the increasing value of their services. Be willing to carry the responsibilities he imposes upon you from day to day and be thoughtful and faithful in the discharge of them regardless of the compensation you are receiving for it. If active and intelligent in the discharge of your duties you will be rewarded for it.

If you are getting \$10 a week make your services worth \$20 to your employer. Make them apparently indispensable to him. Make it impossible for him to fill the position to better advantage. Know something outside of the business. Keep learning. Keep broadening. Be on your guard lest you go to seed at the age of 30 or 40, as most men do, and thus be incapable of doing more than routine work.

The right use of general knowledge will make you courteous in manner, neat in appearance, temperate in habits, honest in purpose, just in requirements and successful in business. Let such qualities serve your opportunities and you will some day discover that you have a substantial hold on life, which is the aim of effort and the goal of ambition.

Charles R. Barrett.

#### KNOW YOUR CUSTOMERS.

##### Some of the Advantages of Personal Acquaintance.

A merchant should have a good memory for names and faces. This is something that it would well repay any merchant to cultivate. In fact it is almost indispensable to success in nearly all towns where the transient trade is small. A regular customer who makes the discovery that her name and face are not familiar would feel that either her trade was not sufficiently appreciated or that the merchant took but little interest in his customers, and it would be only human nature for her ardor and interest in that store to receive a decided check. It is the best paying customers who are often the least known. The customer who has bought hundreds of dollars' worth of goods in the store and paid cash for them may be known by sight among the clerks at the counters she has most frequently visited. The proprietor may also have noticed that she is one of his regular customers, but that is all he knows about her.

Is it all he cares? Would it not pay to get better acquainted? Find out who she is and where she lives from the clerk the next time she has a parcel sent to her home. Then, instead of a formal bow the next time she enters the store you will be able to address her by her name and show that you appreciate her trade by many little attentions and enquiries which are in the power and province of every merchant to make. "The customers thou hast and their cash purchases tried, bind to thy store with hoops of steel, but waste not all thy honeyed smiles on dead-beats with long past due accounts upon thy books." It is usually the one that owes most who is best known.

It is a positive misfortune for a dry goods merchant not to be able to remember his customers. Clerks can not commence too early to cultivate this faculty. It means many extra sales and big books to the clerk who is best acquainted with his trade. It means more than that for the young man who eventually starts in business for himself in the town in which he clerked for any length of time. For that man it means a good, fair business connection all ready to start in with, which will save him years of hard toil and much anxiety. There are many instances on record in which a salesman's business connections have been his capital, and have been the means of his promotion from clerk to a member of the firm, his knowledge of and acquaintance with the trade being considered of sufficient importance to secure for him an interest and a partnership in the business.

The next most important thing after knowing your customers and who they are is to know who are not; especially if your business is in a small town whose transient trade is small. You should know those who do their trading away from home—the mail order customers of the big city retailer. They are easily known in small towns. They usually belong to one of two classes: Those who trade with large city stores for reasons of economy, supposing that city buying and city competition force down prices; the other to the unpatriotic class who always imagine that home talent is too crude for their cultivated tastes and that therefore their trading must be done elsewhere, and the farther away the better.

The country merchant usually gives up all hope of adding these people to his list of customers. Their inclination

and prejudices together with the hot shot thrown from the batteries of the city store mail order department well-nigh crush hope and paralyze effort. The merchant who sets out to capture this trade has often a hard task before him. But these people are well worth trying for. They usually exert quite a strong influence among their set, the one as a domestic economist and close buyer, and the other and stronger as a leader of local fashions. Their influence in diverting trade is often stronger than the merchant's efforts to gain and retain it. Therefore their alliance, good will and custom would be worth months of hard and persistent effort to gain, and when once gained would be of far more value than their own personal trade. To win this trade requires tact as well as effort. Use the same weapons that are most effective in drawing their trade away. Send out circulars and samples. Call particular attention to your ability to buy advantageously in the best markets and on account of your smaller expenses to sell closer than large stores. Make your prices talk loud and convincingly prove your assertions. If dress goods form the subject of your theme, talk of exclusive styles, and be sure the goods offered are strictly up to date and as good in style and quality as can be procured elsewhere.

But don't beg or whine. Don't cringe. Don't supplicate. Be businesslike. Be honest. Be respectfully independent—you will meet with greater respect and consideration. Invite the person addressed to visit your store and compare prices and styles before going to the trouble and uncertainty of trading by mail. A few vigorous appeals of this kind will surely produce some good, maybe a visit from one or more of the people whose trade you are anxious to gain. You will then have started the wedge which is to split their business relations with foreign stores. Now drive it home. But you won't if you allow anxiety to get the better of your judgment.—Dry Goods Reporter.

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## Shoes and Leather

### Pertinent Pointers for Progressive Shoe Dealers.

With the first of the year make it a point to dress well, not gaudily, like a Sambo, but so as to look bright and prosperous. If business sags about February, and you think it worth while to go on some of the fashionable residential streets and drum up trade among the women, do it. It will be enterprise. When the maid answers the door, ask for the mistress. Do not tell her your business or you may be refused an interview. Point out to the lady the advantages you can give. Make a point of the convenience it will be for you to call with samples and save her the trouble of shopping. Have a seasonable line to introduce. If it is a specialty so much the better. This is primarily for the retailer in a town not invaded by the department store.

The first of the year being a time of changing about among clerks, it should be remembered that if a clerk, always faithful and efficient while with you, yet with whom you get along in a haphazard way, has handed in his resignation, it should not be even entertained until he has been requested to reconsider it. For a retailer can ill afford to lose the personal influence of a good man, who has perhaps been with him for years, and whom any other store in the city will at once employ and be only too glad to employ, coming, as he will, with a full report of the other store's trade, its profits, its mistakes, its private affairs, its popularity, its stocks, and most likely a host of its regular customers.

The reputation which some stores possess for being disobliging to customers, for having uncivil clerks, could in the majority of cases be traced to the customers themselves. No claim to perfection is attempted here for the clerks. They are only common mortals, full of faults. But, considering what they are called upon to endure, the wonder is that they are so civil. As each of you knows, clerks suffer far more than they inflict suffering. If the roll could be called of hard working shoe clerks who have lost their positions because of ill-founded complaints of "influential" customers, whose accounts the firm could not afford to lose, it would be a roll of disgrace.

A corner store in a little town, quite remote from a metropolitan center, is about the best investment for clerks who have only a few hundred dollars and want to earn as much by it as they honestly can. They must be careful to pick out the right kind of a town, and to get possession of an eligibly located spot at a reasonable figure. If a clerk choose the right town and the right piece of property, he has his year's income half earned as soon as he moves in. But in selecting a small town, care must be taken to see that it is not connected with some big city by means of the trolley.

The young men's shoe should be in your window on Saturday evening. In every small town there is a great advertising opportunity afforded the retailer because of the hundreds of young men who every Saturday evening promenade up and down the sidewalks. Tens will buy if the shoes shown are but "right." Hundreds will "see," and that seeing will be a standing advertisement regu-

larly kept up—a sure support to your receipts, and almost all cash.

If you have had young women, attractive and pleasing in manner, who have proved to be worse than useless, dispense with them. Oftentimes it happens that pretty young women clerks, hired for the holidays, do not use their eyes nor their wits and are a constant annoyance to older clerks, because they are continually asking questions. Never retain such clerks after the first of the year, or longer than is necessary to find it out. The same applies in a lesser degree to the men clerks.

The first of the year marks the fixing up of interiors of many stores with showcases and tables. A word in this connection. When ordering tables or showcases to be put in the middle of your store, do it with the understanding that they pay, weighing the sum they realize against the very great impediment they offer to the width of your promenade and the comfort of customers in passing up and down.

If you want a new salesman, be sure you get one who is popular, or else an entire stranger. Such a salesman may cost a little more, but it will pay in the end. Cheap, inexperienced help never pays. It routs trade away. One good man is worth half a dozen poor ones, and a man who can not earn a good salary can not earn a poor one, and therefore is not worth having.

#### Since Willie Goes to School.

Since Willie goes to school the days  
Are always full of peace,  
And in a hundred little ways  
The cares of life decrease;  
The halls are littered up no more  
With blocks and tops and traps;  
No marbles lie upon the floor,  
But are we happier than before?  
Ah, well, perhaps—perhaps!

Since Willie goes to school the cat  
Lies dozing in her nook;  
There are no startling screeches that  
Make all the neighbors look;  
His playthings are all piled away,  
No books bestrew the floor,  
But I have found a hair to-day,  
Deep-rooted, glistening and gray,  
That hid itself before.

Since Willie goes to school I hear  
No pounding on the stairs,  
Nor am I called to help my dear  
Make horses of the chairs;  
A sense of peace pervades the place,  
And I may be a fool  
To shed the tears that streak my face,  
But a boy is in my baby's place,  
Since Willie goes to school.

S. E. Kiser.

#### Would Not Violate His Conscience.

"No," said the old shoe dealer, sternly, "I will not do it. Never have I sold anything by false representations and I will not begin now."

For a moment he was silent, and the clerk who stood before him could see that the better nature of his employer was fighting strongly for the right.

"No," the old man cried again, "I will not do it. It is an inferior grade of shoe, and I will never pass it off as anything better. Mark it 'A Shoe fit for a Queen,' and put it in the window. A queen does not have to do much walking."

#### Wanted An Appropriate Ticket.

From the Memphis Evening Scimitar.  
A cut-rate ticket broker of Memphis tells an amusing incident which occurred at his office this morning:

"An old negro came into my place," said the scalper, "and said his wife was over in Arkansas and wanted to come home. She had written him once or twice, but as he had not the money to pay her way back he had not been able to send for her. 'She writ me ag'in to-day, boss,' explained the old negro, 'and she tole me if I didn't want her jess to say so. So I wants to git a scrapper's ticket fur her.'"

## YOU NEED THEM

SHOES that will fit.  
SHOES that will wear.  
SHOES that bring comfort.  
SHOES that give satisfaction.  
SHOES that bring trade.  
SHOES that make money.

## WE MAKE THEM

HEROLD-BERTSCH SHOE CO.,  
MAKERS OF SHOES,  
GRAND RAPIDS, MICH.

## Lycomings Are the Best Firsts Keystones Are the Best Seconds

We are now prepared to fill all orders promptly. The sizes and toes which manufacturers could not furnish prior to Nov. 1, are now in stock.

GEO. H. REEDER & CO., Grand Rapids, Mich.



## Little Czarina

No. 21, White Quilted Silk Top, Fur Trimmed, Pat. Leather Foxed, 1 to 4, per doz., \$4.80  
No. 22, Brown Quilted Silk Top, Fur Trimmed, Brown Kid Foxed, 1 to 4, per doz., 4.80  
No. 23, Red Quilted Silk Top, Fur Trimmed, Red Foxed, 1 to 4, per doz., 4.80  
No. 24, Black Quilted Silk Top, Fur Trimmed, Pat. Leather Foxed, 1 to 4 per doz., 4.80

A Quick Seller. Order now.

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

## DRIVING SHOES



Made in all styles and of four different kinds of stock which have a national reputation and are sold from New Orleans to the Pacific Coast. They are manufactured by

Snedcor & Hathaway Co.

We have added to our line of their shoes a long felt need of very fine goods made of Colt Skin which is very soft and fine and the very best to wear. These are made in men's on four different style lasts; also in boys', youths', women's and misses'.

We want an agent for this line of goods in every town in the State. Write for samples and prices.

Geo. H. Reeder & Co.,  
Grand Rapids, Mich.



## Clerks' Corner.

### Poor Salesmanship Responsible for Loss of Trade.

Written for the Tradesman.

I remarked to a friend the other day, as we walked down the principal street, that the lack of knowledge displayed by the majority of salespeople was astonishing. He replied by asking me if I expected to find the elite of the land among counter jumpers. Seeing that I looked puzzled, he continued: "You know very well that a great many of these clerks started in as cash boys or girls, as the case may be, and from that developed into the clerk. They have had neither time nor opportunity to acquire an education, therefore why are you astonished that they display a lack of knowledge?"

"Any one of the half dozen clerks whom we interviewed to-day may have had a better education than either of us, for aught I know," I replied; "but the fact remains that very few of them have any knowledge whatever of the goods they sell."

I agree with W. H. Fuller, the first requirement of a good salesman is a thorough knowledge of the article to be sold. Mr. Fuller applies the above statement only to the traveling salesman, but I think it applies equally to the salesman behind the counter. The average clerk seems to think that the chief end of his existence is to run up a big book. He thinks that he has this, and only this, duty to perform and that it matters not what methods he employs in its performance. You listen to 75 per cent. of the salesmen in this or any other city while they are trying to make a sale and this is a sample of what you hear:

"This piece of cloth, lady, is all wool and a yard wide. It will make you a lovely dress."

"Oh, it's not for myself at all. It's for my little girl. A person with as dark a complexion as I have could not wear blue. What shade do you call this?"

"That, lady, is the new blue."

"The new blue! Why, a salesman at this same counter sold me some dress goods the other day and he called it 'the new blue' and it wasn't at all like this."

"He must have been a new man and not well posted on the various shades."

"Oh, no, he has been in this store for a long time and has frequently waited upon me."

"Well, you know that two pieces of cloth dyed in the same vat never take exactly the same shade, although they might both be called the same."

"Yes, I know; but still I don't think there could be such a wonderful difference."

"There is, though," curtly replies the clerk. "Now this new blue is the very latest thing out and if you get a dress of it for your little girl you will have the very latest thing. It's a very nice thing and makes up nicely and it's very nice to have the latest thing out."

The above is a sample of the salesmanship that goes on in almost every big store in the land. This salesman wanted to make the sale. He was disappointed because he didn't; but he alone was responsible for his failure. In the first place he should have known more than to say to any intelligent person, "This piece of cloth, lady, is all wool and a yard wide." He should have been able to talk intelligently

about his goods, and to do this would have required a knowledge of those goods—where, how and of what they were made. He should have known all about the dyeing process and, above all, should have known the exact name of the shade. He didn't know this and to get out of his difficulty got into a worse one by calling it "the new blue." The goods might have been all wool; but, if put to the test, I'll venture to say that he could not have proved it.

This sort of salesman may be able to sell goods, but he stands no show whatever with the salesman who thoroughly knows his goods. This man may sell to people of his own kind, but the man who has the knowledge can get along with people of all kinds. Whether you are buying dry goods, leather goods or men's neckties, you meet with this sort of thing. This lack of knowledge is surprising when one thinks of how intensely interesting is this research into the manner and methods of manufacture. The large number of first-class trade papers published to-day makes it a comparatively easy matter for a clerk to post himself. When a man has made up his mind to be a salesman he should endeavor to be one in more than name only.

Mac Allan.

### How the Bell People Show the Cloven Hoof.

From the Hastings Banner.

Nearly one year ago the Citizens Telephone Co. established an exchange in Hastings. Rates were reduced and the community guaranteed reasonable rates for thirty years by a franchise accepted by this company. Sunday and night service was established and a strictly first-class service is being given to its 208 subscribers, and the same is also true of the State line. The Michigan Bell Co. is now offering rates for exchange which are understood to be less than cost. It has no franchise, and if it deserves to do business in Hastings it should take a franchise guaranteeing its rates for a long period. Where competition has been destroyed and the Bell Co. left in control, it has increased rates. Thus at South Bend, Ind., an independent company was doing a successful business at \$15 and \$27. The Bell rates were reduced to \$10 and \$24. Recently the Bell Co. bought a majority of the stock in the local company and notified the telephone users that beginning January 1, 1900, the rates would be \$36 for residences and \$48 for business telephones. Already a movement is on foot to start a new company in order to secure good service at reasonable rates in South Bend. The citizens of Hastings can not afford, for a low Bell rate temporarily, or even for free service, to aid the Bell Co. to get an exchange in Hastings, and business men can ill afford to keep two telephones, as would probably result if any large number of Bell residence telephones are secured. We sincerely trust that the people of this city will not be short-sighted enough to drive out the Citizens Co. with its rates which are guaranteed for thirty years and give a monopoly to the Bell Telephone Co. which we understand will guarantee nothing, and having once driven out competition can place rates just as high as it wishes. If the Bell Co. will guarantee its rates for thirty years that makes it a pure business proposition and one worthy of consideration. If it will not guarantee rates it ought not to receive encouragement.

### Higher Heels.

From the Boston Herald.

Trade reports from Lynn are to the effect that the style of ladies' shoes is to undergo a radical change; that, in place of the sensible low heel which that foot-gear has for a number of years past carried, we are to have reintroduced the style of the high heels, and that from this time forward no woman can be considered in style who does not stand upon a heel from an inch and a quarter to an inch and three-quarters in height.

### Geniality in Business.

Geniality is a characteristic which is absolutely necessary to make a success of the retail business. If a dealer or clerk hasn't this virtue naturally, he should acquire it. Even if you are feeling "out of sorts" or "down in the mouth," you should assume a front of affability when a customer comes in. Some salesmen seem to think that if they simply answer direct questions or comply promptly with the request of a purchaser they are doing their duty in full. But the customer expects more than this. He likes the salesman to evince an interest in him and appear anxious to please him. It is just as easy to speak in a pleasant tone of voice as it is to growl; it is just as easy to smile across the counter, or anywhere else, as it is to frown. Even if you are one of those pompous individuals who prides himself on being "a man of few words," you can speak those words pleasantly and leisurely, with as little effort as it would be to spit them out or bite them off.

### Two Points of View.

A farmer drifted into a hardware store in Kalamazoo and was asked by the manager: "Don't you want to buy a bicycle to ride around your farm on? They're cheap now. Can give you one for \$35."

"I'd sooner put \$35 into a cow," said the farmer.

"But think," said the manager, "how foolish you would look riding around town on a cow."

"Oh, I don't know," said the farmer; "no more foolish, perhaps, than I would milking a bicycle."

### His Christmas Present Was a Surprise

Father Carey of St. Thomas Aquinas Church preached last Sunday on the giving of Christmas presents. It was a particularly timely subject, and likewise a timely sermon.

"You all laugh at the woman who attempts to make her husband a present of a box of cigars," he said. "It's a stock joke. She never succeeds in getting the right brand and his friends are the ones who suffer, but there is a way of overcoming all obstacles, as one lady of my acquaintance has discovered. She made up her mind to give her husband a hundred cigars as a Christmas present, and she went about it in such a way as to insure him the pleasure of

smoking the kind he wants. For a hundred days before Christmas she took one cigar from his box, and hid it away. He didn't miss them, and his Christmas surprise was complete."

### A Curious Man.

The Dun—I called to see if you could settle that little account to-day.

The Debtor—Really, do you know, I think you are the most curious man I ever knew. To think you should take so much trouble to find out such a little thing as that.

### Her Reasonable Explanation.

"I feel as if I had wheels in my head!" groaned the man.

"It must be the truck you ate for dinner," rejoined his wife innocently enough.



**Boston  
and  
Bay  
State  
Com-  
binations.**

**Knit or Felt Boots with  
Duck or Gum Perfections.**

Our stock is complete. Send us your orders and they will have prompt attention.

**Rindge, Kalmbach, Logie & Co.,**  
10-22 N. Ionia St., Grand Rapids, Mich.

Agents Boston Rubber Shoe Company.

## HEALTH FOODS

The question of "Foods" has become one of the very first importance of the present day and one in which every Grocery and Provision dealer is deeply interested, because he is called upon to supply his patrons with the very best at the most reasonable prices. To aid you in this we wish to call attention to some of our products in this line. You have dyspeptics among your customers and our Whole Wheat Crackers will furnish excellent food to aid in restoring the weak stomach and preserving the strong one. They furnish work for the teeth, flavor for the palate and nourishment for the entire system. New Era Butter Crackers (creamery butter shortened), a high grade cracker for soups, etc. Gem Oatmeal Biscuits, a good seller, and Cereola, the king of Health Foods. See price list for prices. Address all communications to

**BATTLE CREEK BAKERY, Battle Creek, Mich.**



## The Meat Market

### How the Butcher Can Add to His Profit.

I want to ask you confidentially—presuming, of course, you are a retail butcher—how many of your customers know a good piece of beef when they see it? Not more than two or three in a hundred, I'll wager. What I want to get at—and there's no use "beating around the bush"—is this: Where is the sense in making a show of fine Christmas beef if you don't let your customers know it; show them the importance of the fact that your beef is the finest ever brought to the city in a year? This suggestion comes too late to be of use this season, but make a note of it for use next season, and do, as many of the Chicago butchers did last month, when it was announced in the papers that Armour & Co. paid as high as \$8.50 for cattle in Chicago for the Christmas trade. The Chicago butchers bought choice beef for Christmas, the same as the New York butchers, but they didn't get it all from Armour. However, they made use of the high price by placarding all their choice stock with these words: "Armour's Premium Christmas Beef."

\* \* \*

They took pains to explain to their customers that the cattle from which the beef came cost more money than any other that had been in market for sixteen years. They told all about first prizes at cattle shows and many other details that aroused a desire to have some of that beef at any price; and they sold tons of fine beef—mind, I don't say it was all from the \$8.50 cattle—at sky-high prices, and the people came back for more. In this city, where our butchers have the reputation of being up to date in every particular, it was different. Some of the finest beef ever sold was on show in the retail markets, but nothing was done to demonstrate the fact and make the customers cry for it, like children are said to cry for Castoria. If a customer noticed a side or quarter decorated with ribbons or evergreen, and asked, "Why is this thus?" he or she was told: "This is Christmas beef." Now what does the average consumer know about Christmas beef? They know a Christmas tree, or a Christmas present, when they see it, but they don't know Christmas beef from bologna beef.

\* \* \*

By a proper manipulation of even a limited amount of originality, the retail butcher can considerably add to his profit at Christmas time by "booming" his beef. He can put up signs—not price signs, under any circumstances—stating, for instance, that he just received at great cost, steen hundred pounds of beef from the noted cattle that won first prize at the Kalamazoo Live Stock Show, which he will sell to his regular customers at cost. If he can't double his usual profits on that beef you can shoot me for a pelican.

\* \* \*

I ran across a butcher's clerk the other day who is carrying around a lame back which he received as a present the Saturday night before Christmas, and while he owes the fact of receiving it to his employer, he is ungrateful enough to curse that gentleman, whom he describes as a crab-eyed lobster. It happened in this way: The butcher was getting in some quarters of beef, and weighing them up on a beam scale. This particular clerk was unfortunate in that it fell to him to carry in the first piece, and the beam of the scale was so

rusty that the figures could not be deciphered. The fact that the scale had not been cleaned made the employer angry. "I'll teach you a lesson," he said quietly. "You can hold that on your back until I clean the scale." It took five minutes to clean it, and the strain of holding several hundred pounds that long put the clerk's back out of plumb. Much could be said in arguing the rights and wrongs in this case, but space will not permit it at this time.—Stroller in Butchers' Advocate.

### Meat Cured by Electric Current.

Primitive people have used the heat of the sun to preserve their meats, where the humidity of the climate did not make this impossible. In America this product is known as pemmican, in the Argentine and most of South America as tasajo, in Chile as charki, in Africa as bissongue, and by the Arabs as kilia. A chemist has discovered that electricity can replace the sun, besides being more effective. He exposed meat to the action of an electric current and at the same time to a current of hot air. The meat was by this process well desiccated. Not only this, but the electrically-prepared pemmican is easily powdered, and is much more brittle than that prepared by any other method, making it better to pack and more handy for transportation. The electrical pemmican also has none of the disagreeable flavor which is a standing objection to most all of the other forms of its preparation.

### Butcher's Dog Captured a Thief.

A small but determined fox terrier owned by Louis Brochfeld, a New York City butcher, is responsible for the capture of a thief and the return of \$25 to its owner. He lives in a room in the rear of his shop. Thursday evening he left the dog in the market while he went to supper, depending upon the animal to inform him when a customer came. He had been seated but a few minutes when he heard the dog barking loudly and saw a man trying to run out of the shop with the dog hanging to his trousers. Running after him, he effected his capture. The prisoner held a roll of bills in his hand, and leading him to the money drawer, Brochfeld found that the till had been emptied. The man was turned over to the police, and Brochfeld bought a silver collar for the dog.

### Sample Advertisement.

The following advertisement of a meat dealer recently appeared in a Manistee newspaper:

### All Meats

### Look Alike

but they taste vastly different. We handle the good kind; choice stock selected with utmost care. Poultry for extra occasions is our specialty. Phone your order to No. 130.

Thomas H. Oglethorpe,  
Manistee.

### Long Distance Shipping.

W. M. Barr, of Wisconsin, enjoys the distinction of shipping cattle about the farthest of any stockman in the business. He purchased a trainload of steers in Vermont and shipped them all the way to South Dakota, where they will be fed and fattened this winter and sold in Chicago next spring. It took Mr. Barr eleven days to make the trip from Vermont. He sold the cattle at an advance which gave him a nice profit, and he intends repeating the performance.

### Molasses Good Horse Food.

From the Turf, Field and Farm.

At the Rarawar Sugar Plantation in the Fiji Islands 400 horses were successfully fed on molasses. The ration, adopted after experiment, consisted of fifteen pounds of molasses, three pounds of bran and four pounds of maize. Green cane tops were also fed, and the health of the horses was excellent. The saving effected by the molasses ration was \$45 per head per annum.

## WANTED

We are always in the market for Fresh

## BUTTER AND EGGS

36 Market Street.

R. HIRT, JR., Detroit, Mich.



Highest Market Prices Paid. Regular Shipments Solicited.

98 South Division Street,

Grand Rapids, Mich.

## IF YOU ARE SHIPPING POULTRY

to Buffalo, N. Y., why not ship to headquarters, where you are sure of prompt sales at highest prices and prompt remittances always. That means us.

## POTTER & WILLIAMS

144, 146, 148 MICHIGAN ST.,  
BUFFALO, N. Y.

ESTABLISHED 22 YEARS.

## ..OYSTERS..

IN CANS AND BULK.

F. J. DETTENTHALER, Grand Rapids, Mich.

## Redemeyer-Hollister Commission Co.,

ST. LOUIS, MISSOURI,

## General Commission Merchants.

We have secured the United States contract to furnish Government supplies for Cuba for one year and must have 100,000 bushels of apples, onions and potatoes. Shipments and correspondence solicited.

## BUTTER EGGS BEANS

Wanted on commission. Shipments sold on arrival. Returns sent promptly. Full market values guaranteed. If you prefer we will name you price f. o. b. your station. Write for quotations. We want your business. Refer, by permission, to Grand Rapids National Bank.

## STROUP & CARMER,

38 S. DIVISION ST.,

GRAND RAPIDS, MICH.



## Fruits and Produce.

Observations by a Gotham Egg Man.

It is one of the most unfortunate features of the storage egg situation that consumers do not generally get the goods at prices fairly proportionate to their wholesale value. There is a cheap class of trade in which the lower qualities of held stock—those which have the stamp of age upon them in a taste and smell which can not be disguised—reach the consumers at retail prices low enough to encourage a fairly large movement to people who care more for price than for quality; but in the better classes of trade, in which the consumers order "eggs" with the expectation of getting fresh stock, and in which retail prices are generally fixed in relation to the wholesale value of fresh gathered goods, large quantities of refrigerator stock are worked out at the price of fresh, on which dealers make exorbitant profits. Of course, these dealers try to get the finest qualities they can find among the storage offerings and when they can secure quality which is fine enough to pass muster they will sometimes pay a relatively good price for it; but even when they pay the very highest market prices for held eggs of exceptional quality the rate of profit is abnormally large if the goods are sold as fresh, and the outlet for held stock is thus deprived of the stimulus which low wholesale prices should give to it. It is difficult to suggest any means by which this unfortunate condition can be avoided. It is evident that if refrigerator eggs were invariably sold as such to consumers they would have to go on their merits at prices more nearly proportionate to wholesale value, in which case a plethora of stock would the more quickly find outlet by reason of the stimulus to trade incident to low retail prices. As a matter of principle it is as reprehensible to sell refrigerator eggs for fresh gathered as it is to sell oleomargarine for butter, but the difficulty of legal control is very much greater. The difficulties which arise from a substitution in retail channels of refrigerator stock for fresh, at the price of fresh, are very evident, but it is a knotty question to find a means of avoiding them.

The unfortunate situation of the storage egg trade this winter brings up some interesting questions as to the real status of the egg industry of the country. It has been plainly shown that when the storage capacity of the country is filled to about its fullest extent during the season when egg production is in excess of consumption, the quantity is greater than can be moved during the period of natural shortage in production except at very low prices. Egg operators, commenting upon the present situation, generally say that the error was made last summer, in maintaining prices, by continuous withdrawals to storage, above a point at which a much larger part of the hot weather production could have been forced into consumption. The question naturally arises whether a lower price in May, June and July would have, in fact, made a great difference in the current consumption of eggs during that period. As to this there can be no doubt that prices might have been put low enough last spring and summer to cause a larger current use of eggs, a smaller accumulation in storage, and a more profitable business on the year's crop; also that this effect might have been reached without reducing prices below a point of reason-

able profit to egg producers. The great difficulty is that the lower the price goes in spring and early summer the greater is the inducement to store and the two elements of trade, being in conflict, must always reach a balance determined solely by the average speculative disposition. We have always contended and still hold that the price at which storage accumulations are made is of less importance than the quantity stored as affecting the profitability of the average operations. Also that, if operators insist upon storing as many goods as present public storage room offers facilities, for the chances are seriously against profit year in and year out—first because of the prices which are supported by such an enormous withdrawal of stock in the spring and summer, and second because of the overstocking of fall and winter outlets under average conditions of production. To reach a safe basis of operations is therefore very difficult because of the general desire of storage houses to fill their facilities and because a restriction of spring storage operations to a point below the full capacity naturally results in low prices, which again encourage speculative buying. We are convinced that a full appreciation of this difficulty should make the demand for full information as to cold storage accumulations unanimous; such knowledge would act as a balance wheel upon the spring and summer operations and have a most important function in regulating egg values and storage disposition for the general welfare of the trade.—New York Produce Review.

### Roosters' Combs and Other Peculiar Edibles.

From the New York Commercial

America is the home of genius and the canned goods trade appears to be developing its share. The latest manifestation of it is the conversion of roosters' combs into a dietetic commodity, said to possess attractive gastronomic characteristics once the taste is acquired. The genius describes his process of preparing for canning at some length. He secures the combs, bleaches them white and puts them up in glass in a colorless liquid resembling water. He assures all questioners that it is not water, however, but omits to mention what it is. It is said he finds some trouble in introducing his edible novelty to the public, but insists that it has equal claims to consideration along with birds' nests, sea cucumbers and the diminutive shrimp. He advocates using them as garnishing for salads or as relishes.

Canned eggs are becoming an important feature of the preserved goods business in some localities and promise to supplant eggs in original packages for shipment to a distance. They are prepared by peeling off the shells and adding some preservative which is warranted to prevent the increase of strength indefinitely, without injury to the desirable qualities of the egg.

Canned dandelions have been placed on the market. Instead of donning the traditional sunbonnet, seizing the long-bladed knife and the basket or paper bag, and going out in the blazing sun to search for the serrated leaved succulent, the housewife takes down the telephone and orders a 3-pound can from her grocer, and the thing is done.

Potatoes are not canned as yet, but they are evaporated, which amounts to the same thing, and sweet potatoes and every other variety of vegetable are canned. It looks as though the green grocer would soon cease to exist, forced out of business by the competition of goods that will not wither and decay, require no cleaning or cooking and are always ready for immediate use.

When a man is contented, he realizes that things might be worse.

## WANTED

Five hundred bushels first quality 1898  
rice popcorn shelled or on ear.

**GEO. G. WILLARD**

270 PEARL STREET,

CLEVELAND, OHIO

## BEANS

If you can offer Beans in small lots or car lots send us sample and price.  
Always in the market.

**MOSELEY BROS.**

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

Seeds, Beans, Potatoes, Onions, Apples.

**Clover, Timothy, Alsike, Beans,  
Peas, Popcorn, Buckwheat**

If you wish to buy or sell correspond with us.

**ALFRED J. BROWN SEED CO.,**

GRAND RAPIDS, MICH.

GROWERS. MERCHANTS. IMPORTERS.

MAKE A NOTE OF IT. WE WANT

## POTATOES

Write us what you have to offer.

**MILLER & TEASDALE CO., ST. LOUIS, MO.**

Receivers and Distributors of Fruits and Produce in car lots.

## Beans and Potatoes Wanted

Wire, 'phone or write us what you have to offer. Mail us your orders for Oranges, Nuts, Figs, Dates, Apples. Cider, Onions, etc. The best of everything for your Christmas trade at close prices.

**The Vinkemulder Company,**  
Grand Rapids, Mich.

## WHEN YOU WANT

A strictly pure article of Buckwheat  
Flour write to us. We make it ourselves and know it is right.

**MUSKEGON MILLING CO.,**  
MUSKEGON, MICH.

**J. W. LANSING,**

WHOLESALE DEALER IN

**BUTTER AND EGGS**

**BUFFALO, N. Y.**

I want all the roll butter I can get. The market is firm at from seventeen to twenty cents, according to quality. Send me your shipments, for I can sell your goods.

REFERENCES:

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

Dun or Bradstreet.  
Michigan Tradesman.

## GOTHAM GOSSIP.

News From the Metropolis—Index to the Market.

## Special Correspondence.

New York, Jan. 6.—A prominent retail grocer says that since Christmas he has not sold goods enough to pay expenses. Everybody spent all their savings and now comes the reaction and the storekeeper must pay the piper. This seems to be reflected for the moment in the wholesale trade, too, for there is a decided lull. However, the same thing has happened almost every year, and the current of trade is simply resting—drawing a long breath preparatory to "breaking all records."

Several things have conspired to keep the coffee market firm. We have had stronger European advices, and from Brazil, too, come reports of a hardening tendency. The decrease in the world's visible supply during the month of November was over 400,000 bags and this is an item worth considering. In invoice trading there has been an active market, both roasters and jobbers seeming to have great faith in the future and taking liberal supplies. In store and afloat the stock aggregates 1,276,730 bags, against 1,168,820 bags at the same time last year. Rio No. 7 closes firm at 7¼c. For mild grades there is a strong tone and, as offerings are light, top prices are asked, good Cutcuta being now quoted at 10¼c. Not much has been done in the market for East Indias, but in sympathy with other sorts of coffee the tone is firm.

Sugar refiners are "fighting shy" about guaranteeing prices and, if it is done at all, it is on the sly. The week has been dull and altogether the situation is a waiting one. Some grades of softs have been shaded, but hards are unchanged.

There is no rush for teas, but a fair, steady volume of trade has been going on all the week, and sellers seem determined not to make any concessions. Quotations remain practically unchanged. At auction the attendance at the last sale was fair and the bidding indicated a feeling of strength. Blacks seem to have the best call.

While the volume of rice business is not large, it is fairly satisfactory for this time of year. Prices are well sustained for head, but rather shaky for other sorts. Prime to choice, 5½@5¾c; head, 5¾@6½c. Foreign sorts are quiet, with Japan quotable at 4½@5c.

There might have been some important transactions in pepper except for the failure to agree on prices on the part of buyers and sellers. Holders insist on top figures for Singapore—11½@12½c. Other spices are attracting only about the usual amount of attention and prices are practically unchanged.

The jobbing trade in molasses has shown much more activity than last week and the market generally is in excellent condition. Prices are very firm and there would be no surprise if an advance should occur. Good to prime centrifugal is worth 20@30@37c. There has been a fairly good demand for syrups and, as stocks are light, the market is strong. Prime to fancy sugar goods are worth 20@27c.

Spot goods have been comparatively quiet and the canned goods market is in a waiting mood. Accounts are being balanced and a "dry" spell is looked for for the present. As to the market for futures, jobbers do not seem to be especially anxious to purchase far ahead, and packers, on the other hand, fight shy of "futures." One thing is sure: goods can not be packed in 1900 on the 1899 basis. Everything is higher and No. 3 cans will be \$25.50 per thousand. A meeting will be held here on Jan. 10 to see what can be done about adopting a uniform standard contract which will be more equitable than those now in use between packers and jobbers. Prices of goods are about unchanged.

Lemons and oranges have both been in better request and the situation is satisfactory, so far as sellers are concerned. Sicily lemons are worth from \$2.30 up to \$3 per box, latter for fancy stock. Jamaica oranges repacked are worth \$6@6.75 per bbl. Bright Florida

oranges range from \$3.25@5 for strictly fancy fruit. California navels are held from \$2.85@3.25 per box. Bananas are doing better, as the weather is more favorable for shipping. Firsts, 90c@\$1 per bunch.

Dried fruits are doing better and the market is firm. Orders are mostly for small lots, however. Stocks of cranberries are light and the best are now worth \$7@8 per bbl.

Supplies of butter are light and the market is very firm. Not only is the fancy stock meeting with ready sale, but all grades are selling in a more satisfactory manner than for some time. Fancy Western creamery is worth 29c; thirds to firsts, 24@28c; imitation creamery, 22@25c; Western factory, 20@22c; Western factory, firsts to extras, 20@22c; rolls, 16@18@20c.

Fancy full cream cheese will fetch from 12½@13c. The market is firm and steady, there being more call for goods than for several weeks. Stocks are not excessive and the future seems encouraging.

The market for strictly fresh eggs has been strong and the saying "a dozen eggs for a pound of butter" seems to be about true. Arrivals have been light and the demand keeps the market closely sold up. Nearby stock is worth 27@28c, with Eastern held at 22@25c.

The bean market is firm and advancing. Choice marrows are worth \$2.10@2.15; choice medium, \$2@2.05; choice Michigan pea, \$2.

## Appeal For Cheese For Paris Exposition.

Washington, D. C., Jan. 5.—I certainly hope that you will do what you can to encourage special effort on the part of makers, and generous co-operation with this Department, in order to secure a proper exhibit of American cheese at Paris. We ought to have enough there and of the very best to keep some cut so as to distribute samples all the time. If we can only get the cheese of the right quality and in sufficient quantity, we will do the rest.

Our neighbors in Canada are fully alive to this opportunity, and have already collected, through competition, the cheese which they want for opening the exhibit in April. For this purpose they will use cheese made last September and October, which are being carefully held in store, after the critical selection referred to.

We ought to do the same, if it is not too late to find first-class fall-made cheese. I tried to interest people in New York and Wisconsin in this matter last October and November, but with very little success. We ought to have a fine lot of cheese to send over the first of April, and, of course, this must be of last fall's make, unless we are willing to use winter cheese. Then we ought to follow with one or two later consignments of spring and early summer cheese, sent along just as soon as they can be brought to proper condition, for the latter part of the Exposition.

This Department is entirely willing to take the cheese wherever they are made, exhibit them in the name and to the credit of the makers or donors, and bear all further labor and expense connected with the exhibition.

Henry E. Alvord,  
Chief of Dairy Division.

## Bound to Follow Instructions.

A new and verdant postmaster in a small rural town had received instructions to advertise all letters uncalled for at the end of a certain length of time. He obeyed orders by inserting the following advertisement in the village weekly paper at the end of the first week of his term of office:

"There are ten letters in the post office that nobody has called for. If them they belong to don't take notice and call by the end of the month, the letters will be sent to the dead letter office. Anybody expecting letters they ain't got can come and see if any of these letters belong to them. All take notice."

It is only a man who has no other business who can afford to engage in politics.

## Shorter Hours For Clerks in Ironwood and Hurley.

Ironwood, Jan. 2.—The retail clerks of Ironwood and Hurley are again pressing their claims upon the merchants for a shorter work-day. The campaign inaugurated early in the present year was partially successful during the summer and fall months, many storekeepers closing their shops at 6 o'clock three evenings each week. Others, however, refused to close until nine or ten o'clock or as long as a customer was in sight and the clerks in these stores were thus compelled to work twelve to fifteen hours a day.

A committee from the Retail Clerks' Protective Association has interviewed the merchants during the past week with a view to having them sign an agreement covering the year 1900. The demands of the clerks are set forth in the following preamble and resolutions, a copy of which was placed in the hands of every merchant in Ironwood and Hurley during the week:

Whereas—The custom of keeping retail stores open until late at night has well-nigh become an unwritten law and is not demanded by the public; and these long hours of labor leave the employees no time for recreation, reading, study or for the cultivation of home ties and associations; and

Whereas—Certain days which are deemed of sufficient importance to be declared legal holidays by our State legislatures are not generally observed by the retail merchants, and the employees of the retail stores are about the only class that are compelled to work on these days; therefore

Resolved—That we petition the retail merchants of Ironwood and Hurley to consent to the closing of all stores at 6 o'clock on Tuesday, Wednesday, Thursday and Friday, of each week, and to remain open on Monday and Saturday, on Norrie pay day and for the two weeks before Christmas, as late as the trade demands; also that they consent to the following days being observed as full holidays: Christmas Day, New Year's Day, Fourth of July, and that labor day and Decoration Day be observed as half holidays.

Resolved—That we demand universal closing on Sunday and will use every effort to enforce it.

Resolved—That a copy of these resolutions be mailed to every merchant of Ironwood and Hurley and that a committee be appointed to call on the merchants and request them to sign an agreement in accordance with these resolutions, such agreement to take effect January 1, 1900, and remain in force until January 1, 1901.

The committee is meeting with considerable opposition to the early closing movement in some quarters, but the clerks believe that the justice of their demands will appeal to the merchants and public and that some agreement will be made for more rational hours of labor in stores and shops.

## Can Such Things Be?

Voice at the telephone—Is Mr. Billinger there?

Office boy—Yes, but he's busy. Who shall I tell him wants to talk with him?

Voice—Um-m-m-m-m.

Office boy—I don't get it. Speak louder, please.

Voice—Tell him he's an old fool. He'll know who it is.

Billinger, upon receiving the message—You idiot, that's my wife!

## J. H. PROUT &amp; CO.,

HOWARD CITY, MICH.

Manufacture by improved processes

## PURE BUCKWHEAT FLOUR

They also make a specialty of supplying the trade with FEED and MILLSTUFFS in car lots.

WRITE THEM FOR PRICES.

Phone 432

Geo. E. Ellis

98 Monroe Street

Stocks  
Bonds  
Grain  
Provisions  
Cotton

Our office being connected by private wires enables us to execute orders for investment or on margin promptly on the following exchanges:

CHICAGO BOARD OF TRADE.  
CHICAGO STOCK EXCHANGE.  
NEW YORK STOCK EXCHANGE.  
Correspondents—Lamson Bros. & Co.,  
Purnell, Hagan & Co.

## 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 00  
Printed blank bill heads, per thousand..... 1 25  
Specially printed bill heads, per thousand..... 1 50

Tradesman Company,  
Grand Rapids.

## "Not How Cheap But How Good."

Ask for the "V. C." brand of pure Apple Jelly, flavored with lemon, for a fine relish. Watch for our Orange Marmalade. We cater to the fine trade.

Valley City Syrup Co.

Grand Rapids, Mich.



## Commercial Travelers

**Michigan Knights of the Grip**  
President, E. J. SCHREIBER, Bay City; Secretary, A. W. STITT, Jackson; Treasurer, O. C. GOULD, Saginaw.

**Michigan Commercial Travelers' Association**  
President, A. MARYMONT, Detroit; Secretary and Treasurer, GEO. W. HILL, Detroit.

**United Commercial Travelers of Michigan**  
Grand Counselor, JNO. A. MURRAY, Detroit; Grand Secretary, G. S. VALMORE, Detroit; Grand Treasurer, W. S. MEST, Jackson.

**Grand Rapids Council No. 191**  
Senior Counselor, D. E. KEYES; Secretary-Treasurer, L. F. BAKER.

**Michigan Commercial Travelers' Mutual Accident Association**  
President, J. BOYD FANLIND, Grand Rapids; Secretary and Treasurer, GEO. F. OWEN, Grand Rapids.

### Gripsack Brigade.

S. J. Thompson (Worden Grocer Co.) has been confined to his house for the past three weeks by a stubborn attack of kidney complaint. His territory is being covered in the meantime by Charles Irish.

M. E. Fowler: I am a drummer because I like it and consider it a high calling. We can not help but realize the responsibility placed upon us. The selling of goods, the handling of money, the reports and returns of those with whom we deal, these are serious matters and not to be ignored.

Charles G. Cornwell, who has been on the road for the past thirteen years in the capacity of specialty salesman, has taken the position of house salesman for the Ball-Barnhart-Putman Co. Mr. Cornwell has been residing at Lawrence and will shortly remove his family from that place to this city.

A. P. McIntosh, for many years a well-known Detroit tobacco salesman, connected at different times with the American Eagle Tobacco Co., the Banner Tobacco Co. and the tobacco trust, has taken a traveling position with the Banner Cigar Co. He will push the company's business in the West for some time to come.

Geo. McKay, who has carried candy cases for the Putnam Candy Co. and A. E. Brooks & Co. for the past seventeen years, has retired from the road and taken up his residence on his farm near Coopersville. Mr. McKay made an enviable record as a traveling salesman and retires with the confidence of his customers, the respect of his house and the hearty good will of the traveling fraternity.

Charlotte Republican: Wallace Brown, for the past year foreman of the finishing department at the Charlotte Manufacturing Co., has resigned and accepted a position with the Barrett-Snyderman Co., of Philadelphia, leading dealers in finishing supplies. Mr. Brown will have Michigan and Eastern Wisconsin for his territory, with headquarters at Grand Rapids. George Wygant is temporarily in charge of the work at the Charlotte Manufacturing Co. here.

Two changes have recently occurred in the selling force of A. E. Brooks & Co. The position rendered vacant by the retirement of Geo. McKay has been filled by E. C. Kortenhoff, who has been billing clerk in the house for the past two years. J. E. Dean, of Lansing, who has covered Central Michigan for the house, has transferred his allegiance to a Detroit house and turned over his grips to Norman Lyon, who has covered the same territory for J. R. & W. S. Esselstyn, of Lansing.

Ann Arbor Times: John Skillman is a traveling man who makes this city for a Chicago grocery house. Having a large line of teas and coffees, Mr. Skill-

man recently had a case made for him just of the right shape to fit his samples. He now mourns case, samples and all. It seems that on his last trip to this city, he gave his checks to a transfer man, who says he took the grip to the hotel as ordered. A bell boy says he saw it standing in the office, where the transfer man says he left it. Right there all traces are lost. Neither officers, hotel officials or anyone else can secure any trace of the missing case. A similar case is related by a hardware drummer at Jackson a few days ago. The two accidents are so similar that it is thought that the thief might have been the same. The only question is, what possible reason had he for stealing grips of so peculiar a style?

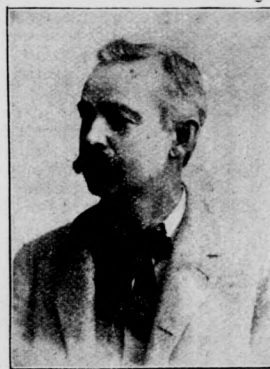
New Orleans Times-Democrat: "I have seen it stated of late," said a well-known New Orleans traveling man, "that the trusts have really benefited the drummers instead of harming them and that those who have been taken off the road in consequence of a reduction of soliciting forces by trade combinations have been given better positions in other departments. This statement was made in a Northern paper of prominence and backed, as it was, by alleged statistics was apt to persuade the casual reader that there was nothing in the complaint that the drummers have been severe sufferers through the trust movement. I can not afford to be quoted by name," continued the speaker, "for the reason that I am myself working for a house with trust affiliations, but I would like to say most emphatically that the combines of the last few years have been a terrible disaster to our fraternity as a whole, and the effect has been felt very keenly right here in New Orleans. It is absolutely untrue that drummers taken off the road have been provided for in other departments and the statement is an absurdity on its face. Suppose, for illustration, that all the manufactories producing any given article form a combination; what is the first result? Naturally, to kill competition and force the merchant to buy at a stated figure or go without. Under such conditions it is unnecessary to send a solicitor to get his order; he will send it in as soon as he needs the stock, and there, at one move, the occupation of the drummer is practically wiped out. At the same time there is no increase in the volume of product and no reason in the world why new men should be needed in other branches of the establishment. So you see the hollowness of the assertion that the traveling salesman has merely exchanged one job for another. The truth is that he is dropped, usually with a thirty-day notice or no notice at all, and left in about as pathetically helpless a condition as it is possible to imagine. In ninety-nine cases out of 100 he knows nothing about any trade, craft or business except the one in which he has been engaged, and the same causes that operated to throw him out of his job make it impossible for him to get employment anywhere else. All the houses manufacturing his specialty are banded together, and none of them have any need for drummers. So what is he to do? Generally he knows a little something about book-keeping, and he winds up by accepting a clerical job at \$10 or \$15 a week. I know a number of such cases right here in New Orleans, and when I think of the suffering that has been entailed it makes my blood boil to hear anybody say that the trusts have been a blessing in disguise to the fraternity. Heaven save us from many such blessings in 1900!"

### Death of Job P. Reeder.

J. P. Reeder, who has been in failing health for a year, received a final summons Monday, death having resulted from a tumor at the base of the brain. The funeral was held from the family residence this afternoon, Rev. Dan F. Bradley officiating. The interment was in Valley City Cemetery.

Mr. Reeder was born on one of the fertile farms of Northwestern Pennsylvania, near the town of Edinboro, Dec. 24, 1855. On his father's side he was of English parentage, and Irish on that of his mother. His school life was that which is common with farm boys, summer and winter—until the farm work wanted him in summer, and winters until he was 19 years old, the last year of school life being passed at the Edinboro Normal School, an institution well known throughout that corner of the State.

When his school days were over, he



went home and worked on the farm for five years. He then had a farm of his own, which he carried on for two years. At the end of that time, he sold out and went to Napoleon, Ohio—this was in 1881—where he engaged in the meat business. Two years saw the end of this and, after selling out in 1883, he went back to Erie, Penn., where he bought a farm of 300 acres and went to stock-raising. With this in full blast, he had all he cared to look after for two years. Then he sold out and came to Ovid, Mich., and opened a grocery store, which he carried on for two years.

In 1887, he disposed of the store and came to Grand Rapids. Here he entered the employ of G. H. Reeder & Co. as traveling salesman. As the business was new to him, and not wanting to fall below the average amount of sales, he was told that if he sold \$500 worth a week he ought to be satisfied. When the first year was over, and he found \$90,000 in sales as the result of

his work, it is reasonable to suppose that he was satisfied. The next change came in 1893, when G. H. Reeder & Co. gave place to a stock company under the name of the Reeder Bros. Shoe Co., in which Mr. Reeder became a stockholder and director. On the dissolution of this corporation, Mr. Reeder continued to travel for its successor, Geo. H. Reeder & Co.

In 1870, Mr. Reeder, at the age of 24, was married to Miss Mary Phillips, of Greenville, Pa. She died at Edinboro in 1887, and in March, 1892, he was married to Miss Jennie Dryden, of Grand Rapids, who survives the deceased, as well as two bright boys—James Dryden, 6 years old, and Keith, two years old.

Mr. Reeder was affiliated with the Masons, Elks and K. O. T. M. and was an attendant at the Park Congregational church. He enjoyed a wide acquaintance and was respected by all who knew him. His death, while not entirely unexpected, was a shock to his friends and casts a gloom over a wide circle of social, fraternal and business associates.

### Striking Illustration.

The story is told of a plumber who built a house a year ago and did his own plumbing work therein. He remarked last week that he "could have hired the job done at the market price for less than it would cost me now to do it myself." This is a typical instance of the higher prices made on all kinds of mechanical work.

Wm. Fullerton, of Otsego, has secured a position as traveling salesman for the cigar department of Phelps, Brace & Co., of Detroit, and will cover the retail trade of Northern Indiana.

Springport—Geo. H. Ludlow has taken the position formerly held by Richard Gillett in the hardware store of Comstock & Imus. Mr. Gillett has taken a position at Albion.

When in Grand Rapids stop at the new Hotel Plaza. First class. Rates, \$2.

### HOTEL FOR SALE

The well-known Cushman House, at Petoskey, is now offered for sale, one-half down, security for balance. Hotel and furniture remodeled; new lavatories, tile flooring there and in office; spacious veranda; all-year-round hotel; commercial men's headquarters; one of the best paying properties in Michigan: steam heat and electric lights. Reason for selling, owners wish to retire from business. Address CUSHMAN & LEWIS, Petoskey, Mich.

## Please Remember

Our GOODS are all NEW and FRESH from the FACTORY.

## No Old Goods

When you buy of the Bran New Hat House of

**G. H. Gates & Co.,**

143 Jefferson Ave., Detroit



## Drugs--Chemicals

### Michigan State Board of Pharmacy

Term expires  
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  
A. C. SCHUMACHER, Ann Arbor - Dec. 31, 1904

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

### Examination Sessions

Grand Rapids--Mar. 6 and 7.  
Star Island--June 25 and 26.  
Sault Ste. Marie--Aug. 28 and 29.  
Lansing--Nov. 7 and 8.

### State Pharmaceutical Association

President--O. EBERBACH, Ann Arbor.  
Secretary--CHAS. F. MANN, Detroit.  
Treasurer--J. S. BENNETT, Lansing.

### Plea For More Earnest and Thorough Work in Pharmacy.

The question is often asked: What becomes of all the pharmacists, physicians and lawyers who pass their respective examinations and are launched forth as men qualified for their chosen professions? That they do not all follow their chosen avocation is evident to any ordinary observer, and what occupation they finally choose we will not attempt to indicate. The question to which we wish to call attention is why they change, especially the pharmacists. There is probably a smaller per cent. of pharmacists who change their life work than of physicians or lawyers, simply because the pharmacists can step into paying positions, while the other professions must wait for patients and clients to come to them, and for this reason become discouraged. But do those who remain live up to the high standard of education and proficiency in their calling which they set when they were qualifying for the requirements of their respective state boards? Why is this? Why do pharmacists, after passing the state board examinations, so often drop their studies, lose interest in their work and simply buy and sell, or as in many cases change their life work altogether? Simply because they have never acquired a love for study and investigation. The fact that the apprentice in the pharmacy, perceiving that his fellow-employee being registered commands better salary, or that his registered employer is permitted by the laws of the state to conduct a profitable business, is inspired by these observations to spend several months in cramming sufficient knowledge into his head to enable him to obtain the same prize is no proof that he has acquired a love for study. In fact he will usually heave a sigh of relief, because it has been anything but a pleasure to accomplish the results mentioned. The prize of which we speak, namely, the desire for study and investigation, can not be acquired so cheaply or hurriedly. Time and experience have proved that the average young man requires from four to six years of college life, living with books, working in laboratories, and best of all, associating with men who are masters in their chosen line of work, men with whom association means inspiration, in order to develop a love for work and an eagerness for investigation. Does the college graduate remember all that he learned while in college? No, but by years of patient toil, not however without some pleasure connected therewith, he has acquired that which makes life more enjoyable and his chosen profession more profitable, namely, a love for work. Work, the inheritance of a majority of men, is a blessing in disguise, and the man who takes the greatest interest in his work and is continual-

ly advancing in proficiency is the one who has removed that disguise and is enjoying life as men should enjoy it. In no other profession or trade is there such a field for study and investigation as in the drug store, and what we need is young men who are willing to sacrifice time, money and convenience in order to thoroughly equip themselves for the duties of the pharmacist. Let those young men who are contemplating pharmacy as a profession set their mark high, be masters in their line of work, and there will be fewer to give up their first choice.

W. A. Landacre.

### Some of the Trials of the Druggist.

"Mondays are great days for the druggist," said a Detroit pharmacist. "We are always deluged then by prescriptions our customers find on the 'Ladies' Page' of the Sunday newspapers. Those articles headed, 'Touches for the Toilet,' 'Comments on the Care of the Complexion,' etc., give us no end of trouble. One of my customers came in last Monday with a formula for a skin food. It was on the order of almond meal. I read it through and said: 'Do you wish the full quantity?' 'Oh, yes,' she replied. 'Well, I put it up, and she came in in a day or so, looked at it, smelled it, and finally decided it was the correct thing. She asked the price. You ought to have seen the change that came over that woman's face when I said, 'Five dollars.' 'Why, but the paper said it was very inexpensive. I know a lady who said her's only cost one dollar.' 'Probably she only had one-fifth the quantity,' I suggested. 'Your prescription made five pounds.' 'Oh, did it? I only want one pound. You can sell the rest, can't you?' 'We have so many preparations of a similar nature, I fear not.' 'The lady thought for some moments, then said, 'Suppose I find enough customers among my friends to take it off your hands, will that be all right?' 'This was, of course, satisfactory, and I said so. 'If I do that what percentage will you give me?' was her next question. 'Percentage, madam?' 'Yes; the prescription was mine, you know.' 'Then I wilted.'"

### Storing Soda Water Apparatus in Winter.

Wm. Weber objects to the removal of soda water apparatus, and makes suggestions which may prove useful to those who keep them in place, as many, perhaps most, persons do. The silver plated work might be coated to keep it from tarnishing, and the stock of bottled mineral waters placed on and about it in proper arrangement; or the stock of papeteries, perfumes and soaps in boxes. The neatest and most pleasing arrangement, however, would be an artificial "rocker" with green plants and flowers, moss, etc. The space between the apparatus and counter could be boarded over to give more room for such a display. The proprietor and his assistant should then exercise their ingenuity and skill in making that spot the most attractive, not only in the store, but in the neighborhood.

### Reappointment of Mr. Schumacher.

A. C. Schumacher, who was appointed to the State Board of Pharmacy by Governor Rich Dec. 31, 1894, and whose term of office expired Dec. 31, 1899, has been reappointed by Governor Pingree for another five years. The appointment is a very acceptable one to the drug trade at large, because Mr. Schumacher has served the Board with marked fidelity and has proved to be a very efficient and energetic Secretary.

### Advice to the Drug Clerk.

Advice has been aptly termed "the only free commodity." It is the one thing seldom sought, but eagerly offered. No reluctance goes with its donation, and, generally speaking, it suggests no remuneration.

A young man starts his business career deluged with advice, which he is supposed to retain as his commercial catechism. What of the young man who starts out in pharmacy? Can he swim alone, or will he have to yield to the current?

The following suggestions are mapped out for his guidance, and should have the calm and deliberate consideration of the drug clerk.

You are an essential part of the establishment, and the proprietor could not get along without you if he wanted to.

Don't imitate the boss, however; he is way back among the carriages, while you are right up behind the hearse.

If you give your presence to the store it is enough. Never wait on a customer unless your employer is out. Then keep the customer waiting a long time. He may think of something else he wants.

Never recommend a doctor in the neighborhood. It might make more business for the store and interrupt your leisure.

Play up to the pretty cashier (if there is one); it will improve your social demeanor and relieve you of ennui.

Of course you should put up prescriptions, whether you have a diploma or not. If you do not approve of the doctor's judgment, change the formula to suit yourself.

There is no need of washing off dispensing utensils. They will only be soiled again.

If you are occupied when a customer wants an article reply curtly that you "haven't got it." This plain and direct answer will make you properly important.

You have not time to bother with people who want to use the telephone. What do they take you for?

Give customers all the morphine and cocaine they want. What funeral is it of yours if they want to have a nice, quiet little time all to themselves?

Prescribing is right in your line. You know what is good for ailments, for you saw it in the almanac.

When you can not find a place for anything, put it in the window. It will be out of your way and gives the appearance of abandon.

Whether you deserve a raise of salary or not, strike for it periodically. If the boss refuses, threaten him with everything but leaving. He will admire your persistence and ardor.—Pharmaceutical Era.

### To Cure a Man of Having a Cold.

The medical journals are printing a form of treatment which, its author says, is the quickest way to cure a cold in the head. You first place the patient in a tub of water heated to 100 deg. Fahrenheit, and soak him for five minutes. Then roll him in a warmed blanket and put him in bed, heaping on covers. Next give him as much pilocarpine hydrochloride, dissolved in warm water, as he can stand. After three-quarters of an hour's sweating give him atropine. Fifteen minutes after this mop him with Turkish towels and put on him a warmed night robe, placing him between warmed sheets with his ordinary covering over him. Then give him a capsule containing salol, caffeine and phenacetine, and

calm any fears he may have as to the "dribbling from the mouth" by telling him that that is a part of the performance and will stop in course of time.

As twelve of the capsules are prescribed, and they are to be given at the rate of one every two hours, it is presumed that the patient is expected to try to stand the treatment for 24 hours. If at the end of that time he is not dead, he will no doubt confess that he is well, and will be glad to promise never to have another cold as long as he lives.

### The Drug Market.

Opium--Is quiet but firm at the advance noted last week. Higher prices would not surprise anyone should there be a more active demand.

Morphine--Is unchanged.

Quinine--Is steady. New York and German are the same price. P. & W. is 2c higher.

Acetanilid--Competition among manufacturers still holds the price low.

Carbolic Acid--Is very firm and when the spring demand sets in higher prices will rule.

Caffein--Has been advanced 25c per pound.

Cocoa Butter--Is scarce and very firm at the present high price.

Sulphur and Brimstone--Have been advanced and, as freight classifications have been raised, this also will advance the price.

Vanillin--Has declined.

Essential Oils--Anise and cassia are both very cheap at present price. Citronella is firm. Wintergreen has declined.

### Yolk of Egg as Excipient for Salves.

Unna, says the Journal of the American Medical Association, is now using a salve composed of two parts yolk of egg to three parts oil of sweet almonds, blended as for a salad dressing, to which is added the medicinal substance required, to a proportion of 10 per cent. The salve dries rapidly and forms a protecting covering especially advantageous in eczema, acne and scabies. One per cent. of Peruvian balsam will prevent decomposition.

## Do you sell Wall Paper?

Have you placed your order for next season?

If not we should be pleased to have you see our line, which is the best on the market to-day.

Twenty-six leading factories represented. Prices, Terms, etc., Fully Guaranteed. We can save you money.

Write us and we will tell you all about it.

**Heystek & Canfield Co.,**

Grand Rapids, Mich.  
The Michigan Wall Paper Jobbers.

## L. PERRIGO CO., MFG. CHEMISTS, ALLEGAN, MICH.

Perrigo's Headache Powders, Perrigo's Mandrake Bitters, Perrigo's Dyspepsia Tablets and Perrigo's Quinine Cathartic Tablets are gaining new friends every day. If you haven't already a good supply on, write us for prices.

FLAVORING EXTRACTS AND DRUGGISTS' SUNDRIES



**Advanced—**  
**Declined—**

# Drugs

Send a trial order.

## Grand Rapids, Michigan



# GROCERY PRICE CURRENT.

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

<b>AXLE GREASE</b> doz. gross Aurora ..... 55 6 00 Castor Oil ..... 60 7 00 Diamond ..... 50 4 25 Frazer's ..... 75 9 00 IXL Golden, tin boxes 75 9 00		<b>Hominy</b> Standard ..... 85 <b>Lobster</b> Star, 1 lb. .... 1 85 Picnic Tails ..... 2 25 <b>Mackerel</b> Mustard, 1 lb. .... 1 75 Mustard, 2 lb. .... 2 80 Soused, 1 lb. .... 1 75 Soused, 2 lb. .... 2 80 Tomato, 1 lb. .... 1 75 Tomato, 2 lb. .... 2 80 <b>Mushrooms</b> Stems ..... 14@16 Buttons ..... 20@25 <b>Oysters</b> Cove, 1 lb. .... 90 Cove, 2 lb. .... 1 50 <b>Peaches</b> Pie ..... 1 25 Yellow ..... @1 65 <b>Pears</b> Standard ..... 70 Fancy ..... 80 <b>Peas</b> Marrowfat ..... 1 00 Early June ..... 1 00 Early June Sifted ..... 1 60 <b>Pineapple</b> Grated ..... 1 25@2 75 Sliced ..... 1 35@2 25 <b>Pumpkin</b> Fair ..... 65 Good ..... 75 Fancy ..... 85 <b>Raspberries</b> Standard ..... 90 <b>Salmon</b> Red Alaska ..... 1 35 Pink Alaska ..... 95 <b>Sardines</b> Domestic, 1/2 ..... @4 Domestic, Mustard ..... @8 French ..... 8@22 <b>Strawberries</b> Standard ..... 85 Fancy ..... 1 25 <b>Succotash</b> Fair ..... 90 Good ..... 1 00 Fancy ..... 1 20 <b>Tomatoes</b> Fair ..... 80 Good ..... 90 Fancy ..... 1 15 Gallons ..... 2 35 <b>CATSUP</b> Columbia, pints ..... 2 00 Columbia, 1/2 pints ..... 1 25 <b>CHEESE</b> Acme ..... @14 1/2 Amboy ..... @14 Elsie ..... @15 Emblem ..... @14 1/2 Gem ..... @14 1/2 Gold Medal ..... @13 1/2 Ideal ..... @14 Jersey ..... @14 Riverside ..... @14 Brick ..... @12 Edam ..... @70 Leiden ..... @17 Limburger ..... @13 Pineapple ..... 50 @75 Sap Sago ..... @17 <b>CHICORY</b> Bulk ..... 5 Red ..... 7 <b>CHOCOLATE</b> Walter Baker & Co.'s German Sweet ..... 23 Premium ..... 35 Breakfast Cocoa ..... 46 <b>CIGARS</b> The Bradley Cigar Co.'s Brands Advance ..... \$35 00 Bradley ..... 35 00 Clear Havana Puffs ..... 22 00 "W. H. B." ..... 55 00 "W. B. B." ..... 55 00 Columbia Cigar Co.'s brand. Columbian ..... 35 00 Columbian Special ..... 65 00 Detroit Cigar Mfg. Co.'s Brands Green Seal ..... \$55 00 Green Seal Boquet ..... 60 00 Green Seal Regalia ..... 65 00 Maceo's Dream ..... 35 00 Dispatch ..... 35 00 No Name ..... 35 00 Medal de Reina ..... 28 00 H. & P. Drug Co.'s brands. Fortune Teller ..... 35 00 Our Manager ..... 35 00 Quintette ..... 35 00		<b>G. J. Johnson Cigar Co.'s brand.</b>  S. C. W. .... 35 00 Phelps, Brace & Co.'s Brands. Royal Tigers ..... 55@80 00 Vincente Portuondo ..... 35@70 00 Ruhe Bros. Cigar Co. .... 25@70 00 Hilson Co. .... 35@110 00 T. J. Dunn & Co. .... 35@70 00 McCoy & Co. .... 35@70 00 The Collins Cigar Co. .... 10@35 00 Brown Bros. .... 15@70 00 Bernard Stahl Co. .... 35@90 00 Banner Cigar Co. .... 10@35 00 Seidenberg & Co. .... 55@125 00 Fulton Cigar Co. .... 10@35 00 A. B. Ballard & Co. .... 35@175 00 E. M. Schwarz & Co. .... 35@110 00 San Telmo ..... 35@70 00 Havana Cigar Co. .... 15@35 00 C. Costello & Co. .... 35@70 00 LaGora-Fee Co. .... 35@70 00 S. I. Davis & Co. .... 35@185 00 Hene & Co. .... 35@90 00 Benedict & Co. .... 75@70 00 Hemmeter Cigar Co. .... 35@70 00 G. J. Johnson Cigar Co. .... 35@70 00 Maurice Sanborn ..... 50@175 00 Bock & Co. .... 65@300 00 Manuel Garcia ..... 80@375 00 Neuva Mundo ..... 85@175 00 Henry Clay ..... 85@550 00 La Carolina ..... 90@200 00 <b>CLOTHES LINES</b> Cotton, 40 ft. per doz. .... 1 00 Cotton, 50 ft. per doz. .... 1 20 Cotton, 60 ft. per doz. .... 1 40 Cotton, 70 ft. per doz. .... 1 80 Cotton, 80 ft. per doz. .... 1 80 Jute, 60 ft. per doz. .... 80 Jute, 72 ft. per doz. .... 95 <b>COFFEE</b> Roasted  Special Combination ..... 20 French Breakfast ..... 25 Lenox ..... 30 Vienna ..... 35 Private Estate ..... 38 Supreme ..... 40 Less 33 1/2 per cent. delivered. Fair ..... 9 Good ..... 10 Prime ..... 12 Golden ..... 13 Peaberry ..... 14 <b>Santos</b> Fair ..... 14 Good ..... 15 Prime ..... 16 Peaberry ..... 18 <b>Maracaibo</b> Prime ..... 15 Milled ..... 17 <b>Java</b> Interior ..... 26 Private Growth ..... 30 Mandehling ..... 35 <b>Mocha</b> Imitation ..... 22 Arabian ..... 28 <b>Package</b> Arbuckle ..... 11 50 Jersey ..... 11 50 McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago. Extract Valley City 1/2 gross ..... 75 Felix, gross ..... 1 15 Hummel's foil 1/2 gross ..... 85 Hummel's tin 1/2 gross ..... 1 43 <b>COCOA</b> James Epps & Co.'s Boxes, 7 lbs. .... 40 Cases, 16 boxes ..... 38 <b>COCOA SHELLS</b> 20 lb. bags ..... 2 1/2 Less quantity ..... 3 Pound packages ..... 4 <b>CONDENSED MILK</b> 4 doz in case. Gail Borden Eagle ..... 6 75 Crown ..... 6 25 Daisy ..... 5 75 Champion ..... 4 50 Magnolia ..... 4 25 Challenge ..... 4 25 Dime ..... 3 35		<b>COUPON BOOK</b> <b>Tradesman Grade</b> 50 books, any denom. .... 1 50 100 books, any denom. .... 2 50 500 books, any denom. .... 11 50 1,000 books, any denom. .... 20 00 <b>Economic Grade</b> 50 books, any denom. .... 1 50 100 books, any denom. .... 2 50 500 books, any denom. .... 11 50 1,000 books, any denom. .... 20 00 <b>Universal Grade</b> 50 books, any denom. .... 1 50 100 books, any denom. .... 2 50 500 books, any denom. .... 11 50 1,000 books, any denom. .... 20 00 <b>Credit Checks</b> 500, any one denom. .... 2 00 1,000, any one denom. .... 3 00 2,000, any one denom. .... 5 00 Steel punch ..... 75 <b>Coupon Pass Books</b> Can be made to represent any denomination from \$10 down. 20 books ..... 1 00 50 books ..... 2 00 100 books ..... 3 00 500 books ..... 6 25 1,000 books ..... 10 00 <b>CREAM TARTAR</b> 5 and 10 lb. wooden boxes ..... 30 Bulk in sacks ..... 29 <b>DRIED FRUITS—Domestic</b> <b>Apples</b> Sundried ..... @ 6 1/2 Evaporated, 50 lb. boxes, 8@ 8 1/2 <b>California Fruits</b> Apricots ..... @15 Blackberries ..... 5 Nectarines ..... 5 Peaches ..... 10 @11 Pears ..... 7 1/2 Pitted Cherries ..... 7 1/2 Prunelles ..... 10 Raspberries ..... 10 <b>California Prunes</b> 100-120 25 lb. boxes ..... @ 4 90-100 25 lb. boxes ..... @ 4 1/2 80-90 25 lb. boxes ..... @ 5 70-80 25 lb. boxes ..... @ 5 1/2 60-70 25 lb. boxes ..... @ 6 50-60 25 lb. boxes ..... @ 7 1/2 40-50 25 lb. boxes ..... @ 8 30-40 25 lb. boxes ..... @ 8 1/2 cent less in 50 lb. cases <b>Raisins</b> London Layers 2 Crown ..... 1 75 London Layers 3 Crown ..... 2 00 Cluster 4 Crown ..... 2 25 Loose Muscatels 2 Crown ..... 7 1/2 Loose Muscatels 3 Crown ..... 8 1/2 Loose Muscatels 4 Crown ..... 8 1/2 L. M. Seeded, choice ..... 10 L. M. Seeded, fancy ..... 10 1/2 <b>DRIED FRUITS—Foreign</b> <b>Citron</b> Leghorn ..... 11 Corsican ..... 12 <b>Currents</b> Patras, cases ..... 6 1/2 Cleaned, bulk ..... 7 No. 10, 6 00 No. 2 T. 1 25 No. 3 T. 2 00 No. 4 T. 2 40 <b>Peel</b> Citron American 19 lb. bx. .... 13 Lemon American 10 lb. bx. .... 10 1/2 Orange American 10 lb. bx. .... 10 1/2 <b>Raisins</b> Sultana 1 Crown ..... 22 Sultana 2 Crown ..... 22 Sultana 3 Crown ..... 22 Sultana 4 Crown ..... 22 Sultana 5 Crown ..... 22 Sultana 6 Crown ..... 22 Sultana package ..... 22 <b>FARINACEOUS GOODS</b> <b>Beans</b> Dried Lima ..... 5 1/2 Medium Hand Picked 1 90@2 00 Brown Holland ..... 2 00 <b>Cereals</b> Cream of Cereal ..... 90 Grain-O, small ..... 1 35 Grain-O, large ..... 2 25 Grape Nuts ..... 1 35 Postum Cereal, small ..... 1 35 Postum Cereal, large ..... 2 25 <b>Farina</b> 24 1 lb. packages ..... 1 25 Bulk, per 100 lbs. .... 3 00 <b>Haskell's Wheat Flakes</b> 36 2 lb. packages ..... 3 00 <b>Hominy</b> Barrels ..... 2 50 Flake, 50 lb. drums ..... 1 00 <b>Maccaroni and Vermicelli</b> Domestic, 10 lb. box ..... 60 Imported, 25 lb. box ..... 2 50 <b>Pearl Barley</b> Common ..... 2 50 Chester ..... 2 50 Empire ..... 3 00		<b>Grits</b> Walsh-DeRoo Co.'s Brand.  24 2 lb. packages ..... 1 80 100 lb. kegs ..... 2 70 200 lb. barrels ..... 5 10 <b>Peas</b> Green, Wisconsin, bu. .... 1 35 Green, Scotch, bu. .... 1 40 Split, bu. .... 3 <b>Rolled Oats</b> Rolled Avena, bbl. .... 4 00 Steel Cut, 1/2 bbls. .... 2 15 Monarch, bbl. .... 3 75 Monarch, 1/2 bbl. .... 2 00 Monarch, 90 lb. sacks ..... 1 80 Quaker, cases ..... 3 20 Huron, cases ..... 2 00 <b>Sago</b> German ..... 4 East India ..... 3 1/2 <b>Salus Breakfast Food</b> F. A. McKenzie, Quiney, Mich. 36 two pound packages ..... 3 60 18 two pound packages ..... 1 85 <b>Battle Creek Crackers.</b> Gem Oatmeal Biscuit ..... 7 1/2 @ 8 Lemon Biscuit ..... 7 1/2 @ 8 New Era Butters ..... 6 1/2 Whole Wheat ..... 6 1/2 Cereola, 48 1 lb. pkgs. .... 4 00 <b>Tapoca</b> Flake ..... 5 Pearl ..... 5 Pearl, 24 1 lb. packages ..... 6 1/2 <b>Wheat</b> Cracked, bulk ..... 3 1/2 24 2 lb. packages ..... 2 50 <b>FLAVORING EXTRACTS</b> DeBoe's 2 oz. .... 4 oz. Vanilla D. C. .... 1 10 Lemon D. C. .... 70 Vanilla Tonka ..... 75  <b>Jennings's</b> D. C. Vanilla ..... 2 oz. 1 20 D. C. Lemon ..... 2 oz. 75 3 oz. 1 50 4 oz. 2 00 6 oz. 3 00 No. 8, 4 00 No. 10, 6 00 No. 2 T. 1 25 No. 3 T. 2 00 No. 4 T. 2 40 <b>Northrop Brand</b> Lem. Van. .... 75 2 oz. Taper Panel ..... 1 20 2 oz. Oval ..... 1 20 3 oz. Taper Panel ..... 1 35 4 oz. Taper Panel ..... 1 60 <b>Perrigo's</b> Van. Lem. .... 75 XXX, 2 oz. obert ..... 1 25 XXX, 4 oz. taper ..... 2 25 No. 2, 2 oz. obert ..... 1 00 XXX D D ptehr, 6 oz ..... 2 25 XXX D D ptehr, 4 oz ..... 1 75 K. P. ptehr, 6 oz. .... 2 25 <b>FLY PAPER</b> Perrigo's Lightning, gro. .... 2 50 Petrolatum, per doz. .... 75 <b>GUNPOWDER</b> Rifle—Dupont's Kegs ..... 4 00 Half Kegs ..... 2 25 Quarter Kegs ..... 1 25 1 lb. cans ..... 30 1/2 lb. cans ..... 18 <b>Choke Bore—Dupont's</b> Kegs ..... 4 25 Half Kegs ..... 2 40 Quarter Kegs ..... 1 35 1 lb. cans ..... 34 <b>Eagle Duck—Dupont's</b> Kegs ..... 8 00 Half Kegs ..... 4 25 Quarter Kegs ..... 2 25 1 lb. cans ..... 45		<b>HERBS</b> Sage ..... 15 Hops ..... 15 <b>INDIGO</b> Madras, 5 lb. boxes ..... 55 S. F., 2, 3 and 5 lb. boxes ..... 50 <b>JELLY</b> V. C. Brand. 15 lb. palls ..... 35 30 lb. palls ..... 62 Pure apple, per doz. .... 85 <b>LICORICE</b> Pure ..... 30 Calabris ..... 25 Sicily ..... 25 Root ..... 10 <b>LYE</b> Condensed, 2 doz. .... 1 20 Condensed, 4 doz. .... 2 25 <b>MATCHES</b> Diamond Match Co.'s brands. No. 9 sulphur ..... 1 65 Anchor Parlor ..... 1 50 No. 2 Home ..... 1 30 Export Parlor ..... 4 00 Wolverine ..... 1 50 <b>MOLASSES</b> <b>New Orleans</b> Black ..... 11 Fair ..... 14 Good ..... 20 Fancy ..... 24 Open Kettle ..... 25 @ 35 <b>MUSTARD</b> Horse Radish, 1 doz. .... 1 75 Horse Radish, 2 doz. .... 3 50 Bayle's Celery, 1 doz. .... 1 75 <b>PICKLES</b> Medium ..... 5 75 Barrels, 1,200 count ..... 5 75 Half bbls, 600 count ..... 3 38 <b>Small</b> Barrels, 2,400 count ..... 6 75 Half bbls, 1,200 count ..... 3 88 <b>PIPEES</b> Clay, No. 216 ..... 1 70 Clay, T. D., full count ..... 65 Cob, No. 3 ..... 85 <b>POTASH</b> 48 cans in case. Babbitt's ..... 4 00 Penna Salt Co.'s ..... 3 00 <b>RICE</b> Domestic Carolina head ..... 6 1/2 Carolina No. 1 ..... 5 Carolina No. 2 ..... 4 Broken ..... 3 1/2 Imported. Japan, No. 1 ..... 5 1/2 @ 6 Japan, No. 2 ..... 4 1/2 @ 5 Java, fancy head ..... 5 @ 5 1/2 Java, No. 1 ..... 5 @ 5 1/2 Table ..... @ <b>SALERATUS</b> Packed 60 lbs. in box. Church's Arm and Hammer ..... 3 15 Deland's ..... 3 00 Dwight's Cow ..... 3 15 Emblem ..... 2 10 L. P. ..... 3 00 Soda ..... 3 15 Wyandotte, 100 1/2 ..... 3 00 <b>SAL SODA</b> Granulated, bbls ..... 80 Granulated, 100 lb. cases ..... 85 Lump, bbls ..... 75 Lump, 145 lb. kegs ..... 80 <b>SALT</b> <b>Diamond Crystal</b> Table, cases, 24 3 lb. boxes ..... 1 40 Table, barrels, 100 3 lb. bags ..... 2 85 Table, barrels, 40 7 lb. bags ..... 2 50 Butter, barrels, 280 lb. bulk ..... 2 50 Butter, barrels, 20 14 lb. bags ..... 2 60 Butter, sacks, 28 lbs. .... 25 Butter, sacks, 56 lbs. .... 60 <b>Common Grades</b> 100 3 lb. sacks ..... 1 80 60 5 lb. sacks ..... 1 75 28 10 lb. sacks ..... 1 50 <b>Warsaw</b> 56 lb. dairy in drill bags ..... 30 28 lb. dairy in drill bags ..... 15 <b>Ashton</b> 56 lb. dairy in linen sacks ..... 60 <b>Higgins</b> 56 lb. dairy in linen sacks ..... 60 <b>Solar Rock</b> 56 lb. sacks ..... 22 <b>Common</b> Granulated Fine ..... 85 Medium Salt ..... 1 00 <b>FISH</b> <b>Cod</b> Georges cured ..... @ 5 Georges genuine ..... @ 5 1/2 Georges selected ..... @ 5 1/2 Strips or bricks ..... 6 @ 9 Pollock ..... @ 3 1/2 <b>Halibut</b> Strips ..... 14 Chunks ..... 15	
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## Hardware

### Successfully Resisting a Combination.

The history of the endeavor to consolidate under one management all the sheet and plate mills of the country has been developed. It is not very satisfactory reading for those who cling to the old-fashioned idea that a man's business is his own and that he has a right to manage it in his own way, under the law.

It appears that at a meeting of the manufacturers with the promoters, a committee was appointed to draw up a plan of organization and submit it to a later meeting. This was done and the report was accepted. Then signatures were asked for and obtained, all but two of the manufacturing companies agreeing to join the new trust and to be controlled by the one policy.

These two companies absolutely refused to enter into the combination. Their officials said that they did not believe in combination management, in placing their own affairs in the hands of others, and that they proposed to manage their own business in their own way.

The combination promoters did not propose to be balked in their efforts to make a complete trust, especially as one of the resisting companies owns the largest mill. So they proceeded to apply the screws. Through connections with the leading plate bar and steel billet mills, they were enabled to restrict if not to stop the supplies to the plate mills not in sympathy with the movement. They used such other measures of restriction as are best known unto the trust management, but have not yet succeeded in bringing the objecting owners into line.

The larger mill in question is backed by ample capital and its owners will most likely continue to resist compulsory methods. They can well afford to do so, as without their entry into the trust it would either fail to materialize or else die out very soon after its birth. It is gratifying to note in this connection that the spirit of independence has not been lost in these days of financial degeneration.—Stoves and Hardware Reporter.

### Changes in the Tin Plate Trade.

From the Metal Worker.

Western jobbers of tin plate note some interesting tendencies in current trade. For instance, the proportion of 14x20 plates called for has been steadily diminishing. They ascribe the change to the fact that tinnermen have been providing themselves with large squaring shears, finding that for an extensive class of work 20x28 plates are much more economical, both of material and labor. They also have latterly found a greater demand for covers of all kinds and tinware trimmings, indicating that tinnermen are again making up stocks of tinware for their own trade. The very low price of readymade tinware for several years made the manufacture of tinware by hand in small shops unprofitable, and trimmings were almost dead stock on the hands of the jobbers. Tinware prices now are on a scale which permits a tinner again to see a margin on such work.

### She Decided to Remain.

"I will," she exclaimed, "I will not live with you another day!"

"You leave me, will you?" he calmly asked.

"Yes, I will."

"When?"

"Now—right off—this minute."

"You'll go away?"

"Yes, sir."

"I wouldn't if I were you."

"But I will, and I defy you to prevent me. I have suffered at your hands as long as I can put up with it."

"Oh, I sha'n't try to stop you," he quietly replied. "I'll simply report to the police that my wife has mysteriously disappeared. They'll want your description and I will give it. You wear No. 7 shoes; you have an extra large mouth; you walk stiff in your knees; your nose turns up at the end; eyes rather on the squint; voice like a —"

"Wretch, you wouldn't dare do that," she screamed.

"I certainly will and the description will go in all the papers."

They glared at each other a moment in silence. Then it was plain to be seen he had the dead wood on her.

### A Practical Question.

From the Memphis Scimitar.

G. R. Glenn, Superintendent of Public Instruction of the State of Georgia, tells this story:

One day he had explained the powers of the X ray machine to a gathering of "darkies" who had assembled at a school commencement. After the meeting was over a negro called him aside, and wanted to know if he was in earnest about the machine. Mr. Glenn assured him that he was.

"Boss, I wants ter ax you ef er nigger et chicken kin you look in him an' see chicken?"

"Why, yes, Ephraim," said Mr. Glenn.

"Well, boss, I wants ter ax you one mo' question. Kin you look in dat nigger an' tell whar dat chicken cum from?"

### Ingenious Tipping in a Poorhouse.

From the Utica Observer.

It is laughable to see how the inmates at the Oneida County Home plan to get the best of Superintendent Mittenmair. When they have hard colds they are given a bottle of cough syrup, which is made at the home in large quantities, containing rum and molasses. One of the inmates devised a scheme whereby he could extract the rum from the molasses, so that he could get the rum out without contaminating his stomach with the molasses. He placed the bottle on the window-sill in the sun, and discovered that the molasses came to the top, leaving the rum at the bottom. Procuring a straw at the barn he inserted it in the bottle below the molasses and proceeded to drink the rum from the bottom of the bottle.

Like the continuous dropping that wears away the stone, systematic advertising in an artistic way, day after day, year in and year out, becomes part of the reading matter of the great newspaper. "You never miss the water until the well runs dry." Newspaper readers do not know, perhaps, how much entertainment and benefit they get from the advertising columns until they think about it. Then they realize that all these merchants who, day after day, talk to them through the newspaper columns are their friends and pleasant acquaintances, and they act accordingly.

In writing an advertisement, try this recipe: Jot down all the hard-hitting things you want to say, all the things that give specific information about the article you wish to advertise. Then cut out all the drift-wood, all the superfluous words and weak sentences, leaving a terse, plainly-expressed, easily-understood argument. Give instructions to have it set in good, plain type, with a display heading or illustration which bears directly on the matter, and you will have an advertisement that will make buyers.



**SEALS.  
STAMPS.  
TENCILS.  
IGN MARKERS**

Enamelled Letters, Rubber Type, etc.  
**THORPE MANUFACTURING CO.**  
50 Woodward Ave., Detroit.  
Please mention Tradesman.



## Air Tight Stoves

Write  
for  
Price  
List.

**FOSTER,  
STEVENS,  
& CO.,**

GRAND RAPIDS.

## The Grand Rapids Paper Box Co.

### Manufacture

Solid Boxes for Shoes, Gloves, Shirts and Caps, Pigeon Hole Files for Desks, plain and fancy Candy Boxes, and Shelf Boxes of every description. We also make Folding Boxes for Patent Medicine, Cigar Clippings, Powders, etc., etc. Gold and Silver Leaf work and Special Die Cutting done to suit. Write for prices. Work guaranteed.

GRAND RAPIDS PAPER BOX CO., Grand Rapids, Mich

**WE  
PRINT**

Every kind of advertising literature. We do it as well as the best and better than most. Our prices are neither ruinously low nor unreasonably high. In brief, they're honest prices. A dollar spent with the Tradesman Company brings a full hundred cents' worth of value. We have samples and prices for the asking which will convince you of the wisdom of entrusting your work to us.

TRADESMAN COMPANY

GRAND RAPIDS



## Getting the People

Review of Specimens Received—Advantage of Talking Plain English.

John H. Maurer, of Cadillac, sends a circular for criticism, the heading of which is reproduced below. The body of the circular is devoted to a descrip-

### Watch Maurer's Green Bundles

## CASH IS KING!

Spot Cash is the word of the present era. Credit is the curse of the nation. Year after year the credit man hands over his orders to the peripatetic periodical of unlimited time with eternity dating, then slapping on the old fashioned one per cent tighter and tighter as the assets are crowding into the ledger harder and harder as the duns and drafts press him until the tired worn-out wheel will turn no longer. Do you wonder, then, why some merchants ding-dong forever the threadbare song of hard times, scarcity of money, keen competition, of wind and storm, of politics, religion and fate, ending up with the destruction of the world by fire and brimstone? What of it?

### Maurer's Great Challenge Sale

Is now on. Don't pay some other fellow's accounts. Every article in the store is marked at a

### Challenge Sale Price for Spot Cash

tion of the goods which Mr. Maurer has to sell and their prices, and therein I can find no fault. But I do quarrel seriously with the heading. It is written in a stilted, unnatural style, and is full of long words. It is a safe rule in writing advertising to use the shortest and simplest words in which it is possible to express your ideas and to stick to the simplest sentences, avoiding all complicated methods of expressing yourself.

What Mr. Maurer is trying to say in his heading is something like this:

The merchant who buys for cash saves discounts. When he sells for cash he skips the chance of making bad debts. Consequently, he can afford to sell his goods for less money, and his customers don't have to pay someone else's bills.

That is a good line of argument, if it is expressed in a way that the average human can understand without referring to a dictionary at every other word, but Mr. Maurer has shot over the heads of ninety-nine out of one hundred of his hearers.

Aim lower, Mr. Maurer—use more powder and smaller shot!

The New York Racket Store, of Mt. Pleasant, submits a circular consisting mainly of prices. The only objection I can see to it is that the matter is arranged so that the goods and prices are set solid, without display of any kind, where they would have looked much more attractive if arranged in order of price, beginning with the cheapest, and set in columns, with the price displayed in black type. Where price is an object, as it is in a store of this character, it is well to make a strong feature of it, and the method I suggest is the best one to accomplish this.

A. I. Kramer, of Holland, sends in two advertisements for criticism, one of which is reproduced. The bottom part of the advertisement, in which the capes

## FAIR WEEK

Will soon be here—combine business with pleasure. While you are in the city do not forget to call at our dry goods store. You will find the greatest exhibition of fall and winter Dry Goods, Underwear and Hosiery, Cloaks, ladies', children's and misses' Jackets and Capes ever before displayed in a dry goods store.

Beginning Monday Morning, Oct. 2nd., we will place on sale a lot of Ladies' Plush Capes, 39 inches long, 110 inch sweep, well lined, with fur trimmings; a bargain at \$8.00—special price, \$5.95. This price is for the week only. So better be on time, as they are sure to go and the number of capes is limited.

A. I. KRAMER,

34 W. Eighth St. Holland, Mich.

are described, is all right, but I object strongly to the upper part. Mr. Kramer does not believe what he says when he states that he has "the greatest exhibition of fall and winter dry goods, etc. \* \* \* ever before displayed in a dry goods store." And I am certain that no one else does. If he had announced that his display of these goods was the finest he had ever shown, he would have probably kept within the limits of truth and his advertisement would have been much stronger. It is better to make a modest statement that everyone will believe than a broad claim that nobody can believe.

It doesn't pay to take liberties with facts in advertising, even in such seemingly unimportant matters as the one mentioned above, for readers are apt to think that the untruthfulness will extend to the matter of representing the goods themselves. The most important object of all advertising, apart from the selling of goods, is to obtain public confidence. To do this, the advertiser must not only be truthful in his description of goods, prices and values, but he must be careful that nothing appears in his advertising that can be construed as untrue or at variance with known facts.

F. A. Alexander, of Delanson, N. Y., shows very creditable improvement in his advertising. One of his recent efforts is reproduced herewith. The ap-

## Alexander's Big Special Sale of Muslin for Ten Days

### Commencing New Years Day

Our prices are so low that you can not afford to miss this sale. Good bleached muslin, 5¢ c. 10 yards for... 49¢ A better quality, a bargain at... 6¢ Pride of the Union. Fine, soft, splendid quality at... 6½¢ BE WARNED—Cotton goods have advanced and these goods can not be sold at these prices after Jan. 10.

"Can't beat it" bleached muslin... 7¢ 10 yards for 63¢.

A splendid fine firm piece, soft finish... 8¢ Nice fine piece of half bleached—just the thing for underclothing and sheets—a leader at... 7½¢ Fruit of the Loom... 8¢

NOW is the best time to make up muslin and now is certainly the best time to buy it.

Heavy unbleached... 6¢ Another heavy unbleached, a little different... 6½¢ Very heavy unbleached... 6½¢ Pillow case muslin, bleached, fine, firm—49 inches wide at... 12¢

Pillow tubing, extra value... 14¢ Sheeting, 2 yds. wide, bleached, extra good... 20¢ Unbleached sheeting, 2 yds. wide, just right weight for every day use... 17½¢

Have mercy on your pocket-book, don't miss this sale—Jan. 1 to Jan. 10.

### WE HAVE

Felt shoes that are warm.

Felt shoes that are durable.

Felt shoes that are pretty.

Felt shoes—leather on side... \$1.00 Beaver cloth, lined with felt, very durable... \$1.00

Felt shoe all covered with leather except top—with tip, very neat... \$1.50

We still sell standard brands of flour at... \$4.23

8 cakes Lenox soap... 25¢ 6 cakes Kirkman's soap... 25¢

6 cakes Tar soap... 25¢ 1 very large cake glycerine toilet soap, rose scented... 10¢

4 cakes castile soap... 6¢ Celebrated Klondike rubber boots... \$3.25

Your patronage solicited.

ALEXANDER, Delanson, N. Y.

pearance of the announcement could have been improved if the prices had been displayed in heavy type, as suggested in an earlier part of this article. The line, "your patronage solicited," is unnecessary, and does not add to the strength of the advertisement. Merchandising has outgrown the time when it was necessary to ask for business.

The success of a merchant to-day does not depend upon sentiment, but on his goods and prices, and on his store service. With the right goods at reasonable prices, and store management that makes the store a pleasant place to buy at, a merchant only needs good advertising to bring trade.

Do you make use of your packages as advertising mediums? If not, you're losing a valuable opportunity. Every package that leaves your store should contain a circular, folder or booklet, describing some special offering or some line of goods which you are particularly anxious to push. A package is usually opened at the buyer's home and examined by the family and the advertising matter is pretty sure to be read. Try it on some special line of goods and watch your sales jump.

W. S. Hamburger.

## Hardware Price Current

Augurs and Bits	
Snell's	60
Jennings' genuine	25
Jennings' imitation	50
Axes	
First Quality, S. B. Bronze	6 50
First Quality, D. B. Bronze	10 00
First Quality, S. B. S. Steel	7 75
First Quality, D. B. Steel	11 50
Barrows	
Railroad	14 00
Garden	30 00
Bolts	
Stove	50
Carriage, new list	45
Plow	50
Buckets	
Well, plain	\$3 75
Butts, Cast	
Cast Loose Pin, figured	65
Wrought Narrow	60
Cartridges	
Rim Fire	40&10
Central Fire	20
Chain	
Com.	8 c. 5-16 in. 7 c. 6 c. 6 c.
BB	9 7½ 8 ¾ 7 ¾
BBB	9 ¾ 8 ¾ 7 ¾
Crowbars	
Cast Steel, per lb.	6
Caps	
Ely's 1-10, per m.	65
Hick's C. F., per m.	55
G. D., per m.	45
Musket, per m.	75
Chisels	
Socket Firmer	65
Socket Framing	65
Socket Corner	65
Socket Sinks	65
Elbows	
Com. 4 piece, 6 in., per doz.	net 65
Corrugated, per doz.	1 25
Adjustable	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, List 12 13 14 15 16.	28 17
Discount, 70	
Gas Pipe	
Black or Galvanized	40&10
Gauges	
Stanley Rule and Level Co.'s	60&10
Glass	
Single Strength, by box	dis 85&10
Double Strength, by box	dis 85&10
By the Light	85
Hammers	
Maydole & Co.'s, new list	dis 33½
Yerkes & Plumb's	dis 40&10
Mason's Solid Cast Steel	30c list 70
Hinges	
Gate, Clark's 1, 2, 3	dis 60&10
Hollow Ware	
Pots	50&10
Kettles	50&10
Spiders	50&10
Horse Nails	
Au Sable	dis 40&10
Putnam	dis 5
House Furnishing Goods	
Stamped Tinware, new list	70
Japanned Tinware	20&10
Iron	
Bar Iron	3 c rates
Light Band	3½c rates
Knobs—New List	
Door, mineral, jap. trimmings	85
Door, porcelain, jap. trimmings	1 00
Lanterns	
Regular 0 Tubular, Doz.	5 25
Warren, Galvanized Fount.	6 00
Levels	
Stanley Rule and Level Co.'s	dis 70
Mattocks	
Adze Eye	\$17 00 dis 60
Metals—Zinc	
600 pound casks	7½
Per pound	8

Miscellaneous	
Bird Cages	40
Pumps, Cistern	70
Screws, New List	80
Casters, Bed and Plate	50&10&10
Dampers, American	80
Molasses Gates	
Stebbins' Pattern	60&10
Enterprise, self-measuring	30
Pans	
Fry, Acme	60&10&10
Common, polished	70&5
Patent Planished Iron	
"A" Wood's patent planished, Nos. 24 to 27	10 75
"B" Wood's patent planished, Nos. 25 to 27	9 75
Broken packages ¼ per pound extra.	
Planes	
Ohio Tool Co.'s, fancy	50
Sciota Bench	60
Sandusky Tool Co.'s, fancy	50
Bench, first quality	80
Nails	
Advance over base, on both Steel and Wire.	
Steel nails, base	3 50
Wire nails, base	3 65
20 to 60 advance	Base
10 to 16 advance	05
8 advance	10
6 advance	20
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	15
Casing 10 advance	25
Casing 8 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel ¾ advance	85
Rivets	
Iron and Tinned	50
Copper Rivets and Burs	45
Roofing Plates	
14x20 IC, Charcoal, Dean	6 50
14x20 IX, Charcoal, Dean	7 50
20x28 IC, Charcoal, Dean	13 00
14x20 IC, Charcoal, Allaway Grade	5 50
14x20 IX, Charcoal, Allaway Grade	6 50
20x28 IC, Charcoal, Allaway Grade	11 00
20x28 IX, Charcoal, Allaway Grade	13 00
Ropes	
Sisal, ½ inch and larger	11½
Manilla	17
Sand Paper	
List acct. 19, '86	dis 50
Sash Weights	
Solid Eyes, per ton	22 50
Sheet Iron	
com. smooth	com.
Nos. 10 to 14	\$3 30
Nos. 15 to 17	\$3 00
Nos. 18 to 21	3 20
Nos. 22 to 24	3 40
Nos. 25 to 26	3 50
No. 27	3 60
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Shells—Loaded	
Loaded with Black Powder	dis 40
Loaded with Nitro Powder	dis 40&10
Shot	
Drop	1 50
B and B Buck	1 75
Shovels and Spades	
First Grade, Doz.	8 60
Second Grade, Doz.	8 10
Soldier	
¼@½	20
The prices of the many other qualities of soldier in the market indicated by private brands vary according to composition.	
Squares	
Steel and Iron	65
Tin—Melyn Grade	
10x14 IC, Charcoal	\$ 8 50
14x20 IC, Charcoal	8 50
20x14 IX, Charcoal	9 75
Each additional X on this grade, \$1.25.	
Tin—Allaway Grade	
10x14 IC, Charcoal	7 00
14x20 IC, Charcoal	7 00
10x14 IX, Charcoal	8 50
14x20 IX, Charcoal	8 50
Each additional X on this grade, \$1.50	
Boiler Size Tin Plate	
14x56 IX, for No. 8 Boilers, } per pound..	10
14x56 IX, for No. 9 Boilers, }	
Traps	
Steel, Game	75
Onedia Community, Newhouse's	40&10
Onedia Community, Hawley & Norton's	65&10
Mouse, choker, per doz.	15
Mouse, delusion, per doz.	1 25
Wire	
Bright Market	60
Annealed Market	60
Coppered Market	50&10
Tinned Market	50&10
Coppered Spring Steel	40
Barbed Fence, Galvanized	4 30
Barbed Fence, Painted	4 15
Wire Goods	
Bright	75
Screw Eyes	75
Hooks	75
Gate Hooks and Eyes	75
Wrenches	
Baxter's Adjustable, Nickeled	30
Coe's Genuine	30&10
Coe's Patent Agricultural, Wrought	70&10



## TIMELY TOPICS.

Suggested By Michigan Grocers For Discussion at the Convention.

The following additional replies have been received from members of the Michigan Retail Grocers' Association, offering suggestions as to the topics which should be discussed and acted upon at the convention which will be held at Grand Rapids Jan. 25 and 26:

Robinson & Hudson, Belding: We thank you for your invitation to attend the annual convention of the Michigan Retail Grocers' Association. Would say in reply that we have not yet decided whether it will be possible for us to be present, but will make an effort to do so. We are very much interested in the work of the Association. There are four things we would suggest that the convention discuss:

1. We would suggest that we never let up until we secure a garnishee law that is just to the merchant as well as to the debtor. We hope Pingree will never have an opportunity to veto another such bill.

2. We hope that sometime we will have a Legislature with brains enough to frame a law that is constitutional and which will put some kind of restriction upon peddlers. For the last two years our farmer trade during the summer has been ruined. There were five wagons last summer which completely surrounded our city, shutting off almost entirely the farmers' trade on groceries.

3. We believe we should work hard as honest retailers for a United States pure food law. As it is now, State laws are a farce on pure food regulation.

4. We believe that reputable retailers should absolutely refuse to buy of a wholesale house which will uphold the dirty little retailer who, with \$400 or \$500, does all the cutting of prices. He has nothing to lose and, without any brains, can not make anything himself and tries hard to hinder every one else. We believe these are all important subjects which we should try to have corrected.

S. W. Mayer, Holt: Your kind invitation at hand, I regret very much to say it will be impossible for me to get away. I am trying to do all my work, with one man and myself, and it keeps me at home all the time. I think you better assign the topic (township peddling) to some one who will surely be there. If my views on the subject will be of any value to him or you I shall be glad to write them and send them to you.

James F. Tatman, Clare: I am heartily in sympathy with the meeting of Michigan grocersmen, but sometimes I feel as though it is almost impossible to accomplish much, because we have so many men in this line of business who have but few ideas along the line of successful business principles. None of us can fully see or realize the enormous organizations that stand before us from the buying source and also the many well-organized communities we have to confront in selling goods. I presume it will be impossible for me to meet with you, as I have just commenced a lumber job in connection with my store. Will come if possible. I am heartily in favor of co-operative buying, taking in consideration the era of combines, and would urge some movement on the part of the retail trade as to the handling of trust-made goods.

O. P. DeWitt, St. Johns: I have been waiting to see if I could attend the convention. I will have to ask to be excused this season as my business demands my attention and I can not see the time to spare to prepare a paper or could not promise to attend. If I can spare any time, if but one-half day, I will endeavor to come, but do not

reckon on my attendance as I think it impossible to be with you. I wish all a good time and the meeting to prove a success.

L. H. Hayt, Alma: In reply to yours of recent date, would say that it would be impossible for me at the present time to write anything to be read at the meeting of the Michigan Retail Grocers' Association, but hope to be able to attend.

William Judson, Grand Rapids: Your two favors in reference to the annual meeting of the Retail Grocers' Association received. I am not sure that I shall be in the city upon that date—in fact, I am very liable not to be—so had considerable hesitancy about accepting your kind invitation and then not be able to fill it. However, you know that my sympathies are entirely with you—that I am interested in co-operation along reasonable lines, which are mutually beneficial. Associations and annual meetings are broadening and educational and, if confined to practical and sensible lines, are of great benefit to all members.

#### Propose to Probe the Booth Failure.

Burnham, Stoepel & Co., of Detroit, have sent the following letter to the creditors of W. D. & I. J. Booth, who recently failed under very suspicious circumstances:

On January 2 W. D. & I. J. Booth, of Belding and Cedar Springs, filed chattel mortgages, aggregating in amount thirty-three thousand dollars. We are the largest creditors on the list with a claim of \$6,280, and have been on the ground since the matter was first known, investigating, and believe that it is a case which should be thoroughly investigated from every standpoint, and believe that every effort should be made to that end and for the benefit of every creditor.

Without going into detail we are satisfied in our own mind that a large amount of property or of money has been secreted by this firm, and we ask you to join with us in such proceedings in bankruptcy or otherwise as may best promote the interests of all and unravel this supposedly fraudulent transaction, believing a concerted action from one general point would bring the best results and better results than several distinct actions by different pools. We would also ask you whether you would be willing to share with us pro rata in the expenses that may be made in these efforts and proceedings? We have been to considerable outlay already, and are, of course, willing to stand our share of the future costs, and our claim being the largest, our share would necessarily be larger than any other single one.

If you desire to co-operate with us, send us a statement of your claim and answer the questions asked in the enclosed blank at your earliest convenience. Delay may mean failure.

If you do not care to join us in the expense of proceedings, we should consider it a special favor if you give us the information asked for, anyway, as it will aid us materially in contemplated actions on our part, and for which information we should be glad to reciprocate, should occasion present itself.

The questions to which replies are solicited are as follows:

1. Give date of purchase or purchases made from you.
2. Give date or dates, and amount of payments made.
3. Give the date of shipments made, and along what line, if possible.
4. State the number of packages, in bales or cases, in each shipment, if you can.
5. Will you also be particular to state whether the account was made at your house, or whether it was made by traveling agents calling and soliciting the trade, or whether it was made through correspondence, and at their solicitation.
6. Will you also send us original statements that they have made to you,

and also letters that have been written to you, particularly any that ask or solicit credit or goods from you?

7. State how any payments were made, whether by check, draft or express money order.

8. Substance of any oral statement as to financial condition.

9. Send duplicate invoices of your account.

10. Give us the name or names of the men who can give us an affidavit of the above facts.

It is claimed that statements have been made by the members of the firm which are not consistent with the present condition of the firm's business and that these inconsistencies will form the basis of suits of a criminal character which will be begun as soon as the atmosphere clears up.

The failure discloses the fact that some houses which pretend to sell the jobbing trade only and insist that they would not sell goods to a retailer under any circumstances are represented in the list of creditors. This applies to the American Thread Co., which is put down as a creditor to the tune of \$203.74, and the Spool Cotton Co., which is interested in the failure to the amount of \$138.10.

#### Seventy-Two Applicants For Registration.

Detroit, Jan. 10—Examination of applicants for certificates as registered and assistant registered pharmacists was begun by the Michigan Board of Pharmacy yesterday in the auditorium of the Fellowcraft club. In all there are seventy-two taking the examinations, which will continue through to-day. All the members of the board are present.

## 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 payments.

#### BUSINESS CHANCES.

**WANTED—LOCATION FOR FIRST-CLASS** shoe store. Will buy stock if necessary. Address A. B., care Michigan Tradesman. 173

**FOR SALE—DRUG STOCK IN TOWN OF** 2,000. Established 25 years. Invoices nearly \$4,000. No competition within a radius of twenty miles. Sales last year, \$11,000. Owner has other business which demands his attention elsewhere. A gold mine for a good pharmacist. Address No. 174, care Michigan Tradesman. 174

**TO EXCHANGE—CITY LOTS AND 80** acre farm, all free and clear, and some cash for stock of merchandise. Address Wm. Springer, 425 Straight St., Grand Rapids, Mich. 171

**WANTED—TO EXCHANGE IMPROVED** Grand Rapids real estate for stock of merchandise. Address Room 526, Widdicombe Bldg., Grand Rapids. 162

**FOR SALE—RACKET STORE, DOING A** good exclusive cash business at county seat of 6,000 population. Stock invoices \$3,000. Poor health reason for selling. Address Box 801, Warsaw, Ind. 161

**FOR SALE—IMPROVED FARM IN GOOD** locality; good shape, well cared for; good buildings; good water, etc. A. & O. Baxter, Muskegon, Mich. 160

**FOR SALE AT A BARGAIN—TWO THOU-** sand dollar stock of groceries, feed, etc., also store, fixtures, millinery store and stock adjoining; also large warehouse beside railroad track. Profits last year, two thousand five hundred dollars. Proprietor wishes to retire. Address E. D. Goff, Fife Lake, Mich. 159

**SPLENDID OPPORTUNITY TO BUY OUT** good business—good clean stock dry goods and groceries; well established trade in town of two thousand; best farming country in Central Michigan. Reasons for selling, other business. Address No. 158, care Michigan Tradesman. 158

**FOR SALE AT A DISCOUNT IF TAKEN** at once—A drug and bazaar stock in a thriving village of 1,573 people (last census) at the junction of two trunk lines of railroad. Owner has other business; splendid opportunity. Address 139, care Michigan Tradesman. 139

**PAPER ROLLS FOR DESK CASH REGIS-** ters, price \$1.50 per dozen; all widths. Send sample. E. L. Maybee, 1262 Slater St., Cleveland, Ohio. 144

**FOR SALE—FINE HOTEL AND SMALL** livery barn; doing good business; terms to suit. Address No. 135, care Michigan Tradesman. 135

**SPOT CASH PAID FOR STOCK OF DRY** goods, groceries or boots and shoes. Must be cheap. Address A. D., care Michigan Tradesman. 130

**EXCHANGE—FOUR GOOD HOUSES, FREE** and clear, good location, for a stock of dry goods or clothing, either in or out of city. Reed & Osgood, 32 Weston building, Grand Rapids. 127

**FOR SALE—GENERAL STOCK IN GOOD** country trading point. Terms to suit purchaser. Will rent or sell store building. Address No. 116, care Michigan Tradesman. 116

**BRYSON BRICK STORE AT OVID, MICH.,** to exchange for timbered land or improved farm or stock of goods. Address L. C. Townsend, Jackson, Mich. 114

**SPOT CASH DOWN, WITHOUT ANY DE-** lay, will be paid for stocks of dry goods, shoes or general merchandise, at a discount. Correspondence positively held confidential. Large stocks preferred. Address A. P., care Michigan Tradesman. 107

**FOR SALE OR EXCHANGE FOR GENERAL** Stock of Merchandise—60 acre farm, part clear, architect house and barn; well watered. I also have two 40 acre farms and one 80 acre farm to exchange. Address No. 12, care Michigan Tradesman. 12

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

**THE SHAFING, HANGERS AND PUL-** leys formerly used to drive the Presses of the Tradesman are for sale at a nominal price. Power users making additions or changes will do well to investigate. Tradesman Company, Grand Rapids, Michigan. 983

**MODERN CITY RESIDENCE AND LARGE** lot, with barn, for sale cheap on easy terms, or will exchange for tract of hardwood timber. Big bargain for some one. Possession given any time. Investigation solicited. E. A. Stowe, 100 N. Prospect street, Grand Rapids. 993

#### MISCELLANEOUS.

**WANTED—AN EXPERIENCED SALESMAN** to sell groceries for an old established firm in Michigan. None but an experienced man need apply. References required. Address letters to X., care Michigan Tradesman. 170

**WANTED—EXPERIENCED CIGAR SALESMAN** for Southern Michigan and Northern Indiana. Trade well established. Cigars, good sellers. Good salary to right man. Address No. 169, care Michigan Tradesman. 169

**WANTED—POSITION AS STENOGRAPHER** or as salesman in clothing store. Good references furnished. Address No. 168, care Michigan Tradesman. 168

**REGISTERED PHARMACIST WANTS SITU-** ation. Can take full charge. Address 172, care Michigan Tradesman. 172

**WANTED—GOOD DRY GOODS SALESMAN.** Address 166, care Michigan Tradesman. 166

**WANTED—POSITION AS REGISTERED** pharmacist; twelve years' experience; best of references furnished. Address No. 165, care Michigan Tradesman. 165

**WANTED—REGISTERED PHARMACIST.** State age, experience, references and salary expected. Address No. 156, care Michigan Tradesman. 156

## Whitney, Christenson & Bullock

Clothing Manufacturers



I will be at Sweet's Hotel, Grand Rapids, Jan. 12 to 15, inclusive, with full line Suits, Pants and Spring Overcoats. All expenses allowed trade who call on me. The above well-known line is well made and values right.

Stephen T. Bowen.

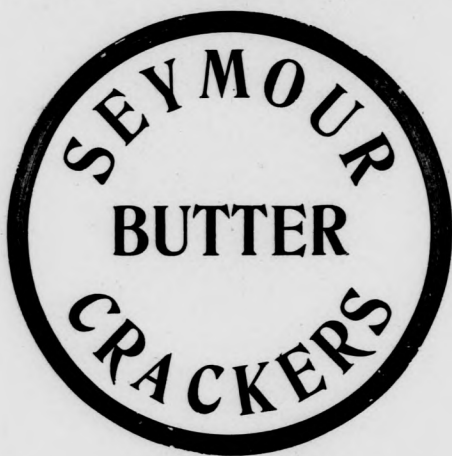






## Making Trade and Keeping It

Plenty of specialties will sell like wildfire for a time. But they won't last. People never ask for them again. They're worthless as a basis for substantial merchandising.



Sell well first, last, and all the time. There's a crisp, delightful daintiness about them that people do not tire of. The first pound sells another and another. They make trade and keep it. That's the sort of cracker you want to handle, Mr. Grocer.

**National Biscuit Company,**  
Grand Rapids, Mich.

Sears Bakery.

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.

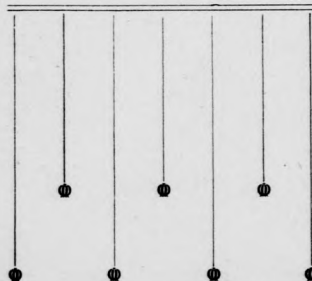
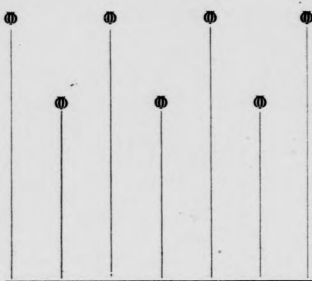
BREAKFAST

SUPPER

Epps'  
Cocoa

Epps'  
Cocoa

## The thorns which I have reaped Are of the tree I planted



Those old-fashioned pound and ounce scales will never bring forth good fruit; abandon them before the evil habit of giving over-weight takes away your profit and robs your family of a just heritage. Remember our scales are sold on easy monthly payments.

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