

MICHIGAN TRADESMAN

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Volume XVII.

GRAND RAPIDS, WEDNESDAY, JANUARY 17, 1900.

Number 852



The Meteor Pattern

The Swellest White Semi-Porcelain ever put on the market

This beautifully modeled ware is the latest production of those famous English potters—W. H. Grindley & Co. The shape is not only exceedingly artistic, but practical as well. The dainty embossment is a distinguishing feature, and in color, weight and selection these goods rival the best makes of White French China. You get equally as good an effect for one-fourth the money.

Start the new year right and
buy the best that is made.

We sell to

dealers only

Burley & Torrell

42-44 Lake Street,
Chicago.

A Good Point to Consider

when purchasing your cigars is QUALITY. Hasn't it ever occurred to you that the store that has the big business, that is turning its stock over several times a year, is not the one that has poor goods?

Take thought of this and you'll be buying a goodly number of

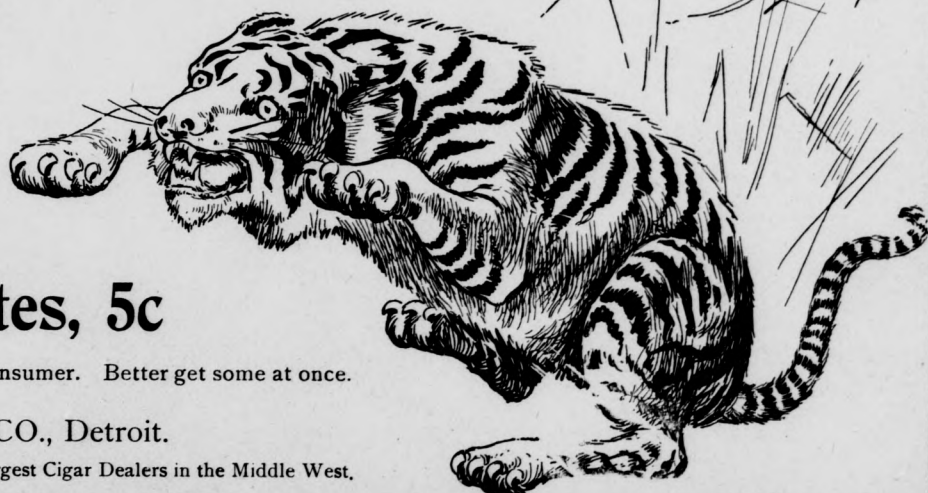
**Royal Tigers, 10c
and Tigerettes, 5c**

their QUALITY IS THE BEST; they suit the consumer. Better get some at once.

PHELPS, BRACE & CO., Detroit.

F. E. BUSHMAN, Manager.

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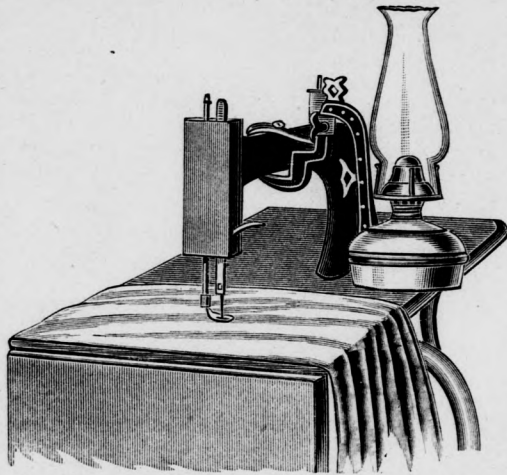
Original Crate Assortment

	Per set	Per doz
36 sets Teas, handled	\$ 55	\$19 80
8 sets Coffees, handled	64	5 12
2 doz. Plates, 8-inch	1 03	2 06
15 doz. Plates, 7-inch	89	13 35
4 doz. Plates, 6-inch	76	3 04
6 doz. Plates, 5-inch	62	3 72
1 doz. Plates, 7-inch soup coupe	89	89
10 doz. Fruit Saucers, 4-inch	41	4 10
6 doz. Individual Butters	27 1/2	1 65
2 doz. Oyster Bowls, 30s.	1 10	2 20
1 doz. Creams, 30s.	3 30	1 65
1 doz. Oatmeals	83	83
1 doz. Bowls, 30s.	1 10	1 10
1 doz. Spooners	2 20	73
1 doz. Dishes, 8-inch	1 38	34
1 doz. Dishes, 9-inch	1 65	55
1 doz. Dishes, 10-inch	2 48	1 24
1 doz. Dishes, 12-inch	4 13	2 07
1 doz. Dishes, 14-inch	5 78	1 44
2 doz. Bakers, 3-inch	96	1 92
1 doz. Bakers, 7-inch	1 65	41
1 doz. Bakers, 8-inch	2 48	1 24
1 doz. Bakers, 9-inch	3 30	83
1 doz. Scallops, 5-inch	1 10	37
1 doz. Scallops, 6-inch	1 38	46
1 doz. Scallops, 7-inch	1 65	83
1 doz. Scallops, 8-inch	2 48	1 24
1 doz. Scallops, 9-inch	3 30	1 10
1 doz. Sauce Boats	2 20	1 10
1 doz. Covered Dishes, 8-inch	6 60	3 30
1 doz. Casseroles, 8-inch	7 43	1 96
1 doz. Covered Butters, 5-inch	4 95	2 47
1 doz. Pickles	1 65	83
1 doz. Jugs, 12s.	3 30	1 65
1 doz. Jugs, 24s.	1 93	48
1 doz. Jugs, 30s.	1 65	82
1 doz. Jugs, 36s.	1 38	69

Less 10 per cent..... \$88 31
Crate and cartage..... 79 48
\$81 98

Buy in original packages and
save 10 per cent

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Sewing Machine Lamp. It throws the light close to the needle and the work passes under the lamp. Can be attached to any machine, and when not on the machine can be used for any other purpose. Lamp complete with No. 1 burner, bronze bracket and chimney. Each lamp packed separate. An excellent article for storekeepers to use as a premium.

Price, \$3.75 a dozen

For sale by all wholesale grocers and woodenware dealers. Or order direct with remittance.

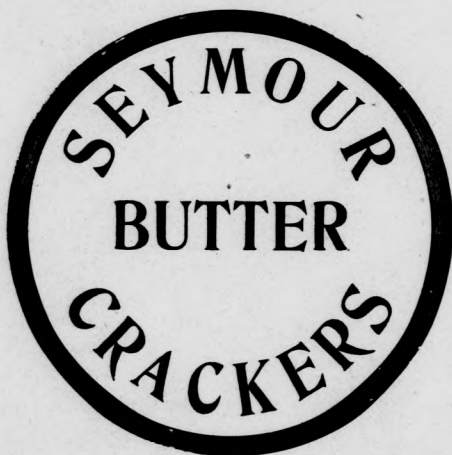
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NEW YORK CITY

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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.

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Cocoa**

**Epps'
Cocoa**

GRATEFUL COMFORTING

Distinguished Everywhere

for

Delicacy of Flavor,

Superior Quality

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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**

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.

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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

MICHIGAN TRADESMAN

Volume XVII.

GRAND RAPIDS, WEDNESDAY, JANUARY 17, 1900.

Number 852

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, February 1 to 8 inclusive. Customers' expenses paid.



419 Widdicom 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.
L. W. CHAMPLIN, Pres. W. FRED McBAIN, Sec.

THE MERCANTILE AGENCY
Established 1841.
R. G. DUN & CO.
Widdicom Bld'g, Grand Rapids, Mich.
Books arranged with trade classification of names. Collections made everywhere. Write for particulars.
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SEALS, TAMPERS, TENCILS, IGN MARKERS
Enameled Letters, Rubber Type, etc.
THORPE MANUFACTURING CO.
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Please mention Tradesman.

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.

IMPORTANT FEATURES.

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GENERAL TRADE REVIEW.

With all domestic conditions favorable to increasing activity and advancing prices, the week has been a waiting one in speculative markets. Evidently the factor of most real significance is the Transvaal situation, traders seeming to think that it is just as well to wait the issue, which can not be far off. There is a sentiment, also, that the tide of activity is nearing its culmination and the possibility of lower prices in some products naturally increases the waiting tendency. The general situation in the stock market seems to be a strong bear pressure, which is effectually resisted by the conditions. Railway earnings for the first week of this year exceed the phenomenally heavy ones of the beginning of 1899 and any material decline in their stocks, in the face of this report, seems very improbable.

The general industries show little signs of lessening volume in the beginning of the new year. Prices of products are still maintained in most lines, although predictions of the depressing effects of the enormous production in the cruder forms of the iron industry are common. It would seem that the high level in iron and steel products must be lowered to meet the world's demands, but the change will be the gradual result of increasing supply and should not create disturbance. During the holiday season many works were shut down for the annual inventories, etc., but they have been prompt in taking up the work again and the booking of orders goes on as rapidly as ever.

The continuing decline in hides at Chicago, although gradual, has reached the lowest average since November 1, which is 2.8 per cent. below the highest a month ago, but no lower quotations of leather are reported, and boot and shoe makers are trying to get still further advances, as their products rose last year only 12 per cent., against 19.2 per cent. in leather. Traders are naturally slow to buy, although large distribution to consumers makes them hasten deliveries on old orders, so that actual shipments from the East have been larger than in any previous year to date.

Cotton manufacture has been compar-

atively quiet as to new business, although many kinds are sold far ahead. Advances in some kinds of woollens just opened are large, but make the general rise in woolen goods average but 18 per cent. since last May, against 37 per cent. for wool. The wool market is inactive, with occasional concessions to effect sales.

BREADSTUFFS IN WAR.

The decision of the British government in the case of American flour seized off Delagoa Bay is of importance first of all to Great Britain. Hence it is not surprising that it is of a nature that satisfies the United States in the present instance. To be contraband of war grain and flour must be almost passing into the enemy's possession when seized. It is not enough that it may reach the enemy if left alone; it must be shown to be destined for him.

The flour seized off Delagoa was not on the point of dropping into a Boer oven. It was not bound for a Boer port, but for the neutral Portuguese port. But the British cruiser didn't know! He couldn't know without stopping the ship, nor then be fully satisfied short of an examination in port! There is a broad margin between holding up the ship of a friendly power and confiscating its cargo. If a trick is concealed aboard delay may defeat it; will tend to discourage its repetition, and ultimate release of the ship and purchase of its cargo, at a price covering value and losses from detention, square matters with the friendly power, and deprive the enemy of succor, too. Britain has illustrated this working of its position on flour afloat in time of war in its actions and deliverances in this case.

The rule prescribed by Lord Salisbury is entirely satisfactory. The practice of British men-o'-war will be the irritating thing. But by the rule laid down the owner of the flour can count almost always on getting pay for his goods. Exception would occur in the case of flour seized while the enemy was engaged in making it into bread. By the rule Britain guards its possible needs of the future. For no other people are so dependent on food supplies from abroad as those of the United Kingdom. In case of prolonged war with a naval power—as Russia or France or the United States—the bread question would be a serious one with England. Then the wisdom of the present liberal ruling as to the freedom of breadstuffs from seizure will be more apparent than now.

Emma Goldman, the anarchist, says that she "washes her hands of the American workingman." It is considerable of a departure for an anarchist or trades unionist to wash anything, even metaphorically speaking.

The new woman is progressing. New Jersey has a case of husband beating, which will excite the sympathy of the henpecked article.

You can not do too much for the entertainment of a man who expects everything and does nothing for himself.

Live Topics Lively Discussed by an Energetic Association.

The business men of Port Huron have an Association organized on a broad and liberal basis. While it is called the Merchants and Manufacturers' Association, it includes not only men in those lines of business, but also lawyers, physicians and all others interested in the general welfare of the city and the advancement of its highest interests in the different departments of trade, commerce, manufacturing and sanitary development. Meetings are held every Friday evening and are well attended, 100 to 150 often being present. Many assemble early and spend a social hour in card playing and conversation.

Topics of general and local interest are discussed. Friday, Jan. 5, the South African war was debated. Jan. 12 they considered the proposition to dig a canal about 7,000 feet long above the city from St. Clair River to Black River, which, especially in summer, is a stagnant stream and a menace to health. Those in favor of the project argued that a sufficient amount of the pure St. Clair River water could be carried through the canal to Black River to displace the water in Black River in from twenty-four to thirty hours, thus satisfactorily carrying away the sewage and offering greater inducements to manufacturers to locate on Black River and keeping the frontage on St. Clair River for summer resorts, for which Port Huron is already famous. Ex-Alderman W. D. Smith, Geo. Howe and Dr. Palmer spoke in favor of the plan. Ex-Mayor Mellwain and A. E. Chadwick presented the negative arguments and contended that the project was not practicable, for the following reasons:

1. The fall between the opening of the canal at St. Clair River and the mouth of Black River would not be sufficient to accomplish the end sought.
2. The expense, not only for digging the canal but also for keeping it in working order, would be too great.
3. The cost of building bridges would be an added expense.
4. No engineer would guarantee the success of the undertaking.

Ex-City Engineer Rogers gave some interesting statements concerning the surveys and other engineering work already done. The question was decided in favor of the negative. This matter, which has been under consideration for years past, will be decided at a special city election next Tuesday.

A committee previously appointed to consider the advisability of holding an annual banquet reported favorably and recommended that it be held Feb. 14 at the St. Clair hotel.

One feature of every meeting is calls for different commodities. Some reported beans for sale, others wanted cabbages, turnips, etc.

The Secretary receives some compensation for his services and devotes considerable time to securing new members, arranging details and creating a general interest in the work.

An alarm clock is very set in its ways.

Dry Goods

The Dry Goods Market.

Staple Cottons—The general tone in the market shows no change whatever. The last quotations remain in force for immediate and near-by delivery. Ducks and osnaburgs are firm, but the request is moderate. Bleached cottons show no change of importance. Sellers are firm on account of the underlying conditions of the market in spite of the quiet conditions prevailing. Wide sheetings are also firm but quiet, and the sale of denims is only restricted by the supplies. All other coarse colored cottons show a better demand than supply and the tendency is towards hardening.

Prints and Gingham—There has been a moderate business reported in printed fabrics, limited principally by the desire of jobbers and large retailers to wind up their year's business and buy no more than is absolutely necessary to keep their shelves supplied. The new year opens with very satisfactory conditions for nearly every one except those who are unable to obtain the goods which seemed necessary to them. The tone has been firm with all regular lines, and but slight irregularities are noticed on some unticketed goods. Fancy calicoes are strong in the sellers' hands and the probabilities are that present prices will be maintained throughout the season. Staple lines, including indigo blues, shirtings, turkey reds, etc., are firm, but without change in price. It is probable that some lines, however, may be advanced before this article goes to press, as the market has been looking for advances for some little time. Staple dress gingham is quiet, although business has been all that sellers desire, for supplies are too low to supply the trade.

Knit Goods—Nearly three-fourths of the orders have been taken for fall knit goods already and the market has a decidedly healthy tone. It is only fair to say that part of this is due to the advances which have been made and which have put the buyers on their mettle and prove to them that the prophecies made were true that goods were going higher and that if they wished to get in on the ground floor they must do some hustling. The last advance made by the American Knit Underwear Association on fleeced goods was 12½ per cent. This came unexpectedly to the trade, although it was understood that the meeting was to be held for the purpose of further advancing prices. It was not thought, however, that these advances would be made, because the general impression had been gained that the previous advance named by the Association had not been secured.

It is true that many manufacturers did not get the entire advance agreed upon, but the market was so materially strengthened that the effect all around was excellent and encouraged this last advance. If the members of the Association individually will stand firm on the grounds they have now taken, there is no doubt that the knit goods trade is on the right road to prosperity and that it will assume the same prosperous condition which marks other textile industries, and in which it has so long been behind. The yarn market is so very firmly fixed on the advanced price basis that there is no chance of its receding, and the production has been sold up for five or six months to come. This change which has come over fleeced goods has had its bearing on nearly every other

line of high underwear, and the manufacturers have taken heart to demand full prices, where in previous years they would give longer dates and larger discounts if they had been demanded strongly enough. It is thought now that the heavyweight business will be practically completed within the next two weeks. The season is early and quick, and the buyers fully realize the advantage of getting their orders in as early as possible.

Hosiery—The sellers have everything their own way. Conditions are very favorable and stocks are extremely limited. Prices are higher all around, but not quite what they should be with the present conditions in the market. Both here and abroad there should be even better prices named than rule to-day. Agents are reluctant to place the proper price on their goods, fearing that it will hurt the market in some way. This is a mistake, however, for the buyers are as a rule prepared to pay advances. American seamless hosiery continues active and there is every reason for believing that present prices are none too high, considering all conditions at present. The scarcity of water has been a hard factor to contend with, and on top of this several destructive fires have visited plants of importance that were well sold up for spring.

Carpets—The ingrain carpet manufacturers are very busy filling initial orders, which with other lines of carpets have been unusually large. One of the principal complaints is the lack of skilled help in this branch of the textile business, as many of the weavers during the dull period preceding have found employment in other lines of business. While a few mills throughout the country manufacturing the standard all wool extra super ingrain are obtaining 47½¢ per yard, there is a large amount of business taken at 45¢ per yard and under on extra super wool ingrain. The manufacturers of C. C.'s and other lines of ingrain carpets have been obliged to pay an advance of several cents during the past few months on their warp and filling yarns owing to the advance in raw material and increased demand. Rumors are current in the market of advances expected in Brussels and Wiltons, but we have not been able to confirm anything in this line as a fact.

Curtains—Within the past month there have been advances of from 10 to 30 per cent. on the different grades of lace curtains. The cheaper grades show more of an advance than those of the fine quality owing to the increased demand for the former. Bobbinet ruffle curtains have continued in popular favor, and this season the demand has exceeded that of any previous season. Jobbers and retailers have not hesitated to place larger orders, as they find the goods are in demand.

Rugs—Manufacturers of this class of goods continue extremely active and are pushing their work to make deliveries as promptly as possible. The holiday trade exceeded that of any previous one for several years and stimulated this branch of the carpet industry. All the manufacturers of Smyrna and jute rugs are sold far ahead, and as the feeling prevails that the prices of these goods are very low at present, it would not be a surprise to hear of further advances on this line in a short time.

Minnesota has not much of a reputation to-day as a beef and mutton producer, but it is believed that the time will come when the State will be known for these products as much as for its wheat and butter.

Trade Philosophy.

He who thinks that because he has something to sell which people will want there is no need to advertise is not wise.

People will traverse in search of gold regions where never the foot of white man trod, but no man was ever known to make a tour of factories, warehouses and stores in search of something he never heard of before.

It is only after he has seen a thing advertised that he wants it, and if he wants it he gets it, provided he has the means and the price is right.

If you have a good thing in your factory, warehouse or store, do not put it under a bushel; turn the light of advertising on it.

Dog Gone Shame.

"Our engagement is off again."

"What's the matter now?"

"I gave her a belt buckle with my photograph on it, and she uses it to fasten her dog's collar."

**Corl,
Knott
& Co.,**

Importers and
Jobbers of

Millinery

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



If you want a very choice line of new tasty neckwear for spring business, then look us over. We bought early and secured extra values; goods that would cost a great deal more if purchased at the present time. You get the benefit.

VOIGT, HERPOLSHEIMER & CO.,

Grand Rapids, Mich.

Wholesale Dry Goods.



**For Spring
Business**

We have as nice a line of Negligee shirts as you will want to look at in figured and striped effects. Silk fronts, soft fronts, starched bosoms.

We know that if you have these goods in stock you are sure to have quick sales, as the styles are the latest out. Prices ranging from \$4.50 and up.

P. Steketee & Sons,

Wholesale Dry Goods,
Grand Rapids, Mich.



Call for the

**Michigan
Suspender**

It is unexcelled in workmanship and durability. Every pair guaranteed.

**Michigan
Suspender
Company,**

Plainwell, Mich.

CITIZEN SOLDIERS.

Some Changes Which Sixty Years Have Wrought.

Written for the Tradesman.

The shrill notes of the fife and roll of the snare drum mingled with the notes of their basso companion as our local G. A. R. post of veterans, with martial step, filed out of their quarters on their way to their annual reunion to be held at Philadelphia in September, called to the writer's memory their striking contrast to the citizen soldiery of sixty years ago. At that early period our country had been free from war's alarms for thirty years and the whole country seemed to have settled down to the conviction that the two great struggles with England—the revolution of 1776 and the war of 1812—had given notice to the civilized nations of the world that America was invincible, and the people had lapsed into a state of security and repose that gave no thought of serious preparation for future conflicts. Their swords were literally beaten into plowshares and their spears into pruning hooks. The then existing militia laws that were intended to keep alive a martial spirit among the people and educate them in the rudiments of warfare by keeping up a show of preparation were loose and compliance was with them a burlesque. It is the intention of the writer to describe some of the buffoonery that passed for militia duty seventy years ago, in contrast with the rigid military discipline of the citizen soldiery who took part in the domestic struggle of 1861 or the late war with Spain.

In 1835, the year in which the writer's eighteenth birthday occurred, I was called upon by the orderly sergeant of the militia organization of the township in which I lived and served with an official notice, or warning, as it was called, to be and appear at a certain place designated on the first Monday in September, armed and equipped as the law directs with musket, powder horn, belt and cartridge box containing priming wire and brush, for company drill in militia duty in accordance with the militia laws of the State of New York, made and provided, for enrollment and drill. The last named two items of equipment were supposed to be necessary, the brush for brushing the burnt powder from the pan after firing, the wire for keeping open the hole which led from the pan of the musket to the charge within. This was called training day and it was on the first Mondays in May and September that the farce and fun began.

The law required that all male citizens between the ages of 18 and 45 were subject to enrollment, and a more ludicrous appearance than a company of 75 or 100 of these recruits made can hardly be imagined. There were always among them a few veterans of the war of 1812 and these were placed in front of the raw recruits as fuglemen for them to imitate when the drill officer gave the orders. The State was supposed to furnish all the equipments, but it did not, hence the recruits armed and equipped themselves as best they could or in any way they chose. The war material left over from the war of 1812 had all been distributed and no new equipments of any kind had been bought by the military authorities. In a company of seventy-five men there might be a dozen of the old flintlock muskets in the hands of the veterans and, perhaps, twice that number of rifles and shotguns among the recruits. Of the balance of the company some carried canes or sticks with an old

bayonet fastened to the end of them, but the favorite form of compliance with the law by the fun-loving boys was to carry new brooms, using the brush end in imitation of the breech of the gun. Can anything be imagined as more ludicrously absurd than a company of grown-up men, practicing military drill, armed and equipped in such a fashion! The whole performance was a laughable farce and the only possible benefit derived by the State was the enrollment of all male citizens subject to military duty, which enrollment was duly reported, with much flourish and red tape, by the State military officers at each successive meeting of the Legislature. This peaceable state of affairs was destined soon to meet with a change for real war. In the settlement of boundary lines between Mexico and Texas on April 26, 1846, hostilities were opened by Mexico, and on May 13 Congress declared that the United States was at war with the republic of Mexico. It is not the intent of the writer to give a history of the war with Mexico. Many of its heroes still survive. At the time of Col. McReynolds' death, Grand Rapids was the home of some of the survivors, but I can now recall but one, Col. Dan. McConnell. Here I believe I can safely assert that no war ever waged between civilized nations was prolific of such magnificent results for so small an outlay of men and money as the Mexican war of 1846. The territory acquired by treaty of peace has furnished five additional states to the Union. It opened to the explorer and miner the richest gold fields in the world, and to civilization and Christianity it opened a wide field for Christian zeal in missionary labor. The geographical and commercial prestige it gave the United States was the opening of a new era in history and the marvelous march of civilization which followed has astonished the world. On the shores of the Pacific now exists a new commercial empire and where one of the largest cities in the Western hemisphere now stands was only a trading post for the barter of any kind of merchandise with the natives for the dry hides of the wild cattle that roamed at large on the plains of California.

With the reader's pardon for this digression, I leave him to contrast the truthful picture I have drawn of the citizen soldier of 1835 with the present painstaking methods of fitting soldiers for the field. The State troops as now organized and splendidly equipped with modern arms and a thorough knowledge of how to use them, with their armories and regular drills, are equivalent to a standing army of minute men ready for any emergency. W. S. H. Welton.

Observations by a Gotham Egg Man.

Since the new egg rules went into effect, early last summer, there have been a good many objections to their provisions among some receivers and dealers. It has been claimed by some that the qualifications for grading have been so stringent that average prime lots—such as were entirely satisfactory to general buyers—would not pass as firsts, and that the use of exchange trading under the rules had thereby become much less than heretofore. In this connection it is interesting to note that the exchange records show 438 inspections of eggs from June 9, 1899, to December 30, 1899, against 385 for same time in 1898, when the old rules were in force—an increase of nearly 14 per cent.

I have noticed, in discussion of the present egg rules with those who made objections to their provisions, that when

effort was made to draw out some definite provision to which the objections would apply, the objectors would be unable to specify any definite objectionable feature and would resort to the general idea that there was too much "red tape." Occasionally, however, a definite objection has been made which deserves careful consideration. Among these has been an objection to the requirement that firsts must have "flats" on the bottom and top of each case, between the filler and packing. Now, although "flats" are essential to perfect packing (and the evident intention of the egg committee was to encourage their use by requiring them in all goods which should grade as firsts), the object of the use of flats is to prevent breakage; and, as the rules otherwise provide a limit to the amount of cracked eggs which may be contained in the various grades, the requirement of flats is perhaps superfluous.

In the interpretation of egg rules a good deal must necessarily be left to the judgment of the inspector. The grade "fresh gathered firsts" should be qualified in such manner as would include the average prime lots arriving from shippers who understand their business and are able to meet the general requirements of a good class of trade, at the same time safeguarding the interests of buyers so that a purchase of "firsts" should be an assurance of satisfactory quality. This was the evident intention in the last revision of the egg rules, and with a reasonable and judicious interpretation of their provisions by the inspectors it is hard to find any real objection to their provisions. If the rules are not interpreted by the inspectors as they were intended to be by the egg committee, a complaint to the committee would undoubtedly receive prompt attention, and if the inspectors were found to be misinterpreting the requirements of the rules the difficulty could then be obviated.

When one studies the present egg rules carefully, with a full knowledge of the requirements of the trade and a consideration of the tendency toward better methods of grading and packing, it will be difficult to find many flaws in them; perhaps a word might be changed here and there to advantage, and I am convinced that the rule of case count sales should be made to include all grades of refrigerator and lined eggs (simply because these are almost invariably sold in that way in the current business of the market); but with judicious inspection the present rules, with slight modification, should afford opportunity for as much public business as can be done with equal satisfaction to seller and buyer.—N. Y. Produce Review.

Hats



Caps and Gloves

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Manufacturers of

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TRADESMAN COMPANY
GRAND RAPIDS, MICHIGAN.

Around the State

Movements of Merchants.

Detroit—Geo. E. Clark has sold his drug stock to Gustave Kempf.

Escanaba—A. J. Young has opened a shoe store in the Masonic block.

South Haven—Wm. J. Viall has sold his grocery stock to Burge Bros.

Jasper—Hayward & Delano succeed H. P. Hayward in general trade.

Bay City—E. F. Potter succeeds C. A. Allen in the bicycle business.

New Lothrop—Judd & Colby continue the hardware business of Judd Bros.

Detroit—Carl W. Meier has purchased the grocery stock of J. Greshor & Son.

Bay City—F. Kellermann & Co., grocers, have sold out to P. W. Schroeder.

Hillsdale—F. B. French, hardware dealer, has sold out to Geo. F. Gardner.

Benton Harbor—J. J. Willetts has purchased the meat market of R. M. Worden.

St. Clair—E. S. Hart & Co. succeed Hart & Klingler in the hardware business.

Benton Harbor—Gus Amundsen has sold his bakery business to Oeltz & Lenaway.

Grand Ledge—Willard Shane, of Sidnaw, has purchased the Central meat market.

Detroit—Bernard Padberg has purchased the grocery stock of August Ross, Jr.

Battle Creek—W. B. Camburn & Co. have purchased the drug stock of John Amstutz.

Cheboygan—Louis Kessler succeeds Kessler & Allair in the confectionery business.

West Branch—Frank Estey has purchased the grocery stock of L. A. & G. N. White.

Springville—Hubbard & Shultes have purchased the general stock of Chas. A. Des Ermia.

Bay City—Robt. McCauley succeeds McCauley & Larkin in the boot and shoe business.

Delray—Mathew A. Krausmann succeeds Krausmann & Lange in the dry goods business.

Detroit—David Linn has purchased the grocery stock and meat market of Stephanus & Co.

Pontiac—Zimmerman Bros. & Alger are succeeded by Chas. Coates in the hardware business.

Alden—Peter J. Chapelle has opened a furniture and undertaking establishment at this place.

Ovid—Wm. W. Woodworth, hardware and implement dealer, is succeeded by Eaton & Munson.

Howard City—J. Anspach has removed his dry goods and clothing stock to South Boardman.

Detroit—Arthur J. Roehm has purchased the hardware stock of Mrs. Christine Helfenbein.

Ovid—Ed. Beebe has leased half of the Stone store building and will occupy same with his drug stock.

Rose City—Wm. Tullah continues the furniture and harness business of Morrison & Tullah in his own name.

Edmore—Alfred E. Curtis, dealer in hardware, boots and shoes and groceries, has sold out to W. A. Courtwright.

Sault Ste. Marie—The stock of the Chippewa Hardware Co., successor to the Ferguson Hardware Co., has been purchased by W. H. Miller, of Bay City, and R. G. Ferguson, who was formerly senior partner of the Ferguson Hardware Co. Mr. Miller is a veteran hardware merchant of Bay City.

Fremont—W. W. Pearson has removed his stock of clothing and men's furnishing goods from Newaygo to this place.

Holland—Wm. Van Dyke and L. S. Sprietsma have formed a copartnership and engaged in the hardware business.

Butternut—T. B. Moss has sold his hotel to Z. D. Barnhart & Son and will engage in the general merchandise business.

Three Rivers—J. Knapp, dry goods, clothing and shoe dealer, has decided to adopt the cash system of doing business.

Tecumseh—S. E. Parrish has sold his drug stock to B. J. Pulver & Co. Mr. Parrish will continue to reside at this place.

Jackson—The men's furnishing goods firm of Markham & Edwards has dissolved partnership, C. E. Markham succeeding.

Brookfield—Sherman & Milton continue the hardware business formerly conducted under the style of Sherman Bros. & Co.

Stanton—J. M. Stearns has leased the Holland building and will shortly occupy same with his stock of agricultural implements.

Concord—The style of the furniture and undertaking firm of Wiggins & Co. has been changed to F. H. Knickerbocker & Co.

Albion—G. W. Schneider has leased a store building and, as soon as same is remodeled, will remove his stock of clothing therein.

Cheboygan—Joseph Rosenthal has retired from the firm of F. A. Kramer Co. and will soon leave for the East to engage in business.

Clarksville—Jem Markham has purchased a half interest in the meat market of C. Post. The firm name will be Post & Markham.

Marshall—A. W. Palmer, of Perrinville, has purchased the East End bakery of John Baldwin, Jr., and will add a stock of groceries.

Albion—John A. Houck has purchased an interest in the agricultural business of G. W. Rogers. The style of the firm is Rogers & Houck.

Stanton—It is rumored that W. D. Johnson, of Caro, will engage in the general merchandise business at this place sometime next month.

Manistee—Nels J. Larsen, who recently sold his grocery stock at 923 Vine street to Olof Hanson, has purchased the L. S. Franck grocery stock.

Hillsdale—The transfer of the hardware stock of F. B. French to Geo. F. Gardner has been completed and the stock will be rapidly closed out.

Dowagiac—G. W. Haines, who has been engaged in the grocery business here for several months, has closed his doors and will retire from trade.

Freeport—J. W. Phillips, Geo. L. Montague and A. M. Carver have purchased the interest of W. Fox & Son in the lumber and shingle business.

Butternut—A. R. Ishman & Sons are erecting a store building, 30x72 feet in dimensions, which they will use for their implement and buggy business.

South Haven—J. W. Kenney will shortly erect a brick addition to the rear of his dry goods and grocery store on Center and Quaker streets, 50x155 feet in dimensions.

Saugatuck—The Fruitgrowers' Bank is to be made a State bank as soon as the preliminary arrangements can be made. W. R. Takken, who has been cashier, has purchased an interest in the business, R. P. Russell retiring from the firm of A. B. Taylor & Co.

Cedar Springs—S. A. Nickerson has decided to close out his hardware and grocery stock and remove to Custer, where he has extensive real estate and lumber interests.

Benton Harbor—The Citizens' State Bank of Benton Harbor, capitalized at \$50,000, has submitted articles of incorporation to the State Bank Commissioner for approval.

St. Louis—F. G. Kneeland has removed his book stock from Big Rapids to this place, locating in the building formerly occupied by the drug stock of F. W. Blair & Co.

Whitehall—Watkins, Klett & Co. is the name of the new meat firm at this place, composed of Jos. Watkins and J. L. Klett, of the Central market, and R. G. Forbes, of Shelby.

Otsego—The Otsego Chair Co. has purchased a tract of 440 acres of timbered land near Orangeville. It is estimated that there is over a million feet of lumber in the tract.

Kawkawlin—H. M. Koffman has admitted his son to partnership in the dry goods, boots and shoe and grocery business, which will be continued under the style of H. M. Koffman & Son.

Corunna—Lowe & Walsh, general dealers at this place, have dissolved partnership. The stock has been purchased by John Malcomson, of Owosso, and Will Duffy, who will continue the business at the same location.

Ishpeming—F. Braastad & Co. announce their intention of closing out their dry goods and clothing stocks. The grocery department will be retained, but will be gradually transformed into a wholesale establishment.

Owosso—M. W. Southard, formerly in the employ of Mr. Reimer, recently purchased the hardware stock of Blackwood Bros. and has moved it from West Main street to more commodious quarters at 1166 West Exchange street.

Benton Harbor—The Twin City Telephone Co. has increased its capital stock from \$25,000 to \$75,000, and gives steady employment to twenty hands, with several hundred telephones in the two cities and long distance connections to all points.

Owosso—Hall Bros. have lately enlarged their brick block by building a 22x60 foot addition, putting in a plate glass front and paneled steel ceiling and adding a third story. With the exception of a few office rooms on the second floor, they use the entire block for their wholesale and retail grocery business.

Sault Ste. Marie—Nelson A. Hall has purchased the interest of W. A. Rudell in the drug firm of Rudell & Conway and also in the book and stationery firm of Conway & Rudell. The style of the new firm is Conway & Hall. Mr. Hall has been employed by the firm since 1890, with the exception of the time spent at Ann Arbor and at Cuba.

Kalamazoo—W. L. Brownell, who has been identified with the grocery business of Kalamazoo most of the time since he was old enough to enter active commercial life, has sold his stock to R. H. Buckhout, who will continue the business at the same location. Mr. Brownell has taken the presidency and management of the newly-organized Puritan Corset Co.

Corunna—M. & J. Carland, for the past thirty-two years engaged in the general merchandise business at this place, have dissolved partnership. M. Carland will retain the grocery, crockery and wall paper stocks and J. E. Carland will take the dry goods stock.

He has purchased the grocery stock of Burnett & Son and will remove his dry goods stock to that location. Wm. Derr will remain with M. Carland and Walter Payne, W. S. Eveleth and Miss Schaar have been engaged to continue with J. E. Carland.

Benton Harbor—Harry B. Kidd, son of A. J. Kidd, of the Kidd, Dater, Price Co., and Wm. Woods, for some time past manager of the shoe department of Enders & Young, have formed a copartnership under the style of Kidd & Wood and purchased the remnant of the shoe stock of L. T. Burridge on West Main street and will reopen the store about March 1 with a new stock of goods.

Charlotte—Brown Bros., have sold their clothing stock to Westbrook & Shattuck. W. B. Westbrook is from Elmira, N. Y., and for the past ten years has represented a New York clothing manufacturer as traveling salesman, prior to which time he conducted a retail clothing business. F. J. Shattuck is engaged in the dry goods business at Cherry Creek, N. Y., where he will remain for the present.

Manufacturing Matters.

Martin—At the annual meeting of the Martin Creamery Co., a cash dividend of 18 per cent. was declared.

Detroit—Witchell Sons & Gibson will continue the manufacture of shoes and uppers under the style of Witchell Sons & Co., Limited.

Detroit—O. A. Bierce, C. H. Culver, D. C. Matheson and S. J. Lyons have organized the Automatic Machine Co. with a capital stock of \$20,000.

Bay City—B. H. Briscoe & Co. is the new style of the company which succeeds Briscoe, Plumstell & Co. in the manufacture of lumber and boxes.

Detroit—The Barnes Safe and Lock Co. has discontinued its Detroit office and the National Safe and Lock Co. has opened a branch house at the same location. W. M. Hull has the management of the business.

Lansing—The Central Implement Co. has been organized with a capital stock of \$30,000, the incorporators being R. Tenney, A. B. Armstrong, Anna C. Armstrong and W. F. Webb, of Lansing, and I. Hurd, of Mason.

Sault Ste. Marie—The Northwestern Leather Co. has been organized with a capital stock of \$125,000 for the purchase and sale of hides. The incorporators are W. M. Bullivant and H. L. Hall, of Newton, Mass., and W. L. Murdock, of this place.

Ann Arbor—H. H. Seeley, of Owosso, has completed the organization of a stock company in Ann Arbor for the manufacture of the new gasoline lamp in which he has become interested in company with a Chicago friend. The company has been capitalized at \$16,000 and will soon be ready for business.

The temporary injunction against the trustee of the Booth (Cedar Springs and Belding) mortgage was made permanent by Judge Severens in the United States Court here Tuesday. There is a feeling on the part of many of the creditors that the trustee named by the Booths should be removed, because it is alleged that he has been the legal adviser of the Booths in the swindling scheme they have put up on their creditors. Other creditors prefer to see him continue in charge of the properties, in order that the winter goods in both stocks may be worked off during the cold weather. In all probability the firm will be landed in bankruptcy within a short time.

Grand Rapids Gossip

The Grocery Market.

Sugar—Raw sugars are unchanged in price, with the market very firm, but, on account of the light offerings, few sales were made. Quotations are still on the basis of 4 5-16c for 96 deg. test centrifugals, but indications point to an advance of 1-16c in the near future. The Mollenhauer refinery has just started up again after having been closed more than a month, during which improvements were made which will increase its daily capacity 500 barrels. Refined sugars are unchanged with good demand, especially for the beet sugar from Michigan refineries.

Canned Goods—Trade in canned goods continues light, only small orders for immediate consumption being placed at present. Buyers of spot goods are taking just as few as they can possibly get along with. The conditions which surround the trade are unchanged, but the tendency is upward, and as stocks clean up it is expected that prices will advance. The continued light demand is a disappointment to those who have predicted heavy business immediately following the opening of the year. High prices have been a preventative of business and small offerings also have had their influence, as also the new freight classification, which rather frightened buyers, coming as it did on top of the present high prices for most goods. Futures are selling rather slowly. Prices are too high to attract buyers and packers dare not cut present quotations for fear of placing themselves in a position where they can reap no profit. The selling price must be at least 1½c per can more, reckoned according to present cost of canning materials, or packers will lose money. The situation presents many features of grave interest and packers are not urging the market, thereby possibly putting themselves in position to lose heavily before the season changes. Buyers are coming to think, however, that the opening figures will be the lowest of the year and there are indications that the majority of them will put themselves in comfortable position early in the season. The most interesting article in the canned goods market is tomatoes. There has been considerable buying done during the last week and the market is very strong, prices having advanced from 2½@5c per dozen, with the probability of a further advance if the present demand continues. It is claimed that futures must be sold at 75c this year to allow the packers any profit, therefore buyers are picking up spot goods before the active season begins. The situation in corn remains practically unchanged, although there is a slightly stronger feeling, which holders think will send up the price of spot goods and perhaps cause futures to sell higher. The prospect is considered rather better, but so far there is no particular change. The future sales of New York State corn have been comparatively small, but more active business is expected from now on. Maine corn is selling slowly at about previous prices. Maryland corn is going at full prices, but the quantity sold so far is small. The fact that corn is about cleaned up is conclusive proof that buying will be heavy after it once begins. Peas, string beans and most all vegetables are in fair demand at firm prices with an upward tendency. There have been some large sales of future peas at prices averaging 10c above last

year's opening prices. Salmon and sardines are both very firm with good demand.

Dried Fruit—There is a stronger feeling in the dried fruit market and dealers in all varieties are more or less influenced by the new impulse. While the volume of trade has not increased materially, nor has there been any important advance in prices, the probability of an early increase in trade, accompanied by advances in prices, is so strong that the market presents a better appearance than heretofore. The expected and prophesied revival appears to have come and it finds dealers in position to take the fullest advantage of it. Raisins are steady, but the demand is apparently light at present. Stocks, both here and in California, are much lighter than usual at this time of the year and there is no doubt but that the market will do better very soon. The end of the 1899 crop of California raisins is about in sight. There is practically very little stock left on the coast to ship at any price. Owing to the extremely bad weather during the fall a great deal of the crop did not cure properly, with the result that hundreds of tons that were piled up in sweatboxes outside of the packing houses have been sent to the wineries, as they were moulding badly. The European demand for prunes is larger this year than ever before, Europe up to date having taken a thousand cars of prunes. The conditions are favorable for an advance on 40-50s and 50-60s, which are lower than ever before in the history of the California prune business. If the export demand should run to large sizes, it would carry out about everything available. Less than 1,000 cars are left and the demand is so strong that in the eight months intervening between now and the next crop it looks as though everything would be cleaned up. The market is firm, with a good demand and a probability of higher prices soon. There is reported considerably increased enquiry for peaches, but so far no advance in prices has been made. The situation is strong, but the change in prices is slow in coming. Chicago buyers are taking everything obtainable in anticipation of higher prices. There are only 180 to 200 cars left in first hands on the coast and those are under close control. Prices have not advanced yet, but everything is held very stiff and the market will very likely be higher within the next few days. Apricots are in a little better demand, but prices are unchanged. Trade in currants is generally quiet, due partly to the light demand, which always prevails at this season, and partly to the firm views of holders. The supply on hand is heavy, although consumption has been large. Figs are easy, with sales limited to small quantities to fill present consumptive demand. Dates are moderately active, but buyers' wants appear to be satisfied for the present and sales are chiefly in small quantities. The market for evaporated apples is in better condition than it has been for some time. The market is much firmer and the tendency of prices is upward. The Eastern market has advanced ¼c on prime grades and better prices on all grades are expected soon.

Rice—There is nothing of particular interest in rice. Prices are unchanged and the demand is good, particularly so for domestic Japans. There is but little activity in foreign rice and sales are small.

Tea—Advices from London state that while the production of India and Cey-

lon teas during 1898 barely equaled the consumption, the crop of 1899 pointed to a larger output, but as consumption at home and abroad has materially increased, it is doubtful whether the surplus will be heavy. The crop of Indian tea is estimated at 168,000,000 pounds and of Ceylon at 127,000,000 pounds.

Molasses and Syrups—Open kettle molasses is scarce, with no further receipts to come in after Jan. 15. The stock is about 75,000 to 100,000 barrels of lower grades, so-called thirds, compared with 300,000 last year. Of open kettles there are about 1,700 barrels, compared with 4,400 in 1899 and 6,300 in 1898. The general assortment has turned out poor in quality, with sellers and buyers indifferent. The last few days, however, there has been a little more enquiry and some sales of large quantities have been made. Corn syrups are in good demand at unchanged prices.

Nuts—The trade in nuts, while not entirely flat, is still very slow, and prices tend downward. A few favorite sorts are firm at about the previous range of quotations. Grenoble walnuts are in short supply and the market is well supported, although the demand is limited. A large quantity of French nuts was carried over, rather more than previous estimates indicated, and prices range low in consequence. Prices on Tarragona almonds are a trifle easier. The demand is less and considerable stocks are available, hence the disposition to make concessions. Ivica almonds are less stiff, but prices are not quotably different. Filberts are unchanged but the market is weak. Peanuts have been firm and active of late and prices have shown some tendency to advance. Pecans are steady but sales are small.

Roller Oats—The market on roller oats in cases is somewhat weaker and prices show a decline of 20 cents per case.

The sale of the Detroit telephone property to the Bell monopoly was not unexpected by business men generally, because it was very commonly understood that both the Detroit and the New State companies were stock jobbing concerns, created and maintained for the purpose of selling stock and bonds, instead of conducting the telephone business along legitimate lines. None of the independent telephone companies in Western Michigan are bonded, but have been built and equipped by local stockholders with their own money, so that while it may be possible for the Bell octopus to pick up an occasional telephone plant elsewhere, it is hardly to be expected that any independent company which is operated by local business men will consent to surrender its independence, knowing that such surrender will probably result in the restoration of the extortionate rates which were in effect before the days of competition. In no part of the United States has the independent telephone movement made more rapid progress than in Western Michigan, and the Tradesman predicts that these companies will stand together as a unit in repelling the seductive advances of the Bell monopoly, which shows the cloven hoof whenever it gains the ascendancy in a community.

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

Wayne Morehouse has purchased the bakery business of John B. Holly.

A weak man in the world carries no weight.

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.

Bananas—The market is steady. The trade is now in the hands of a strong syndicate, which controls about 85 per cent. of it. There is a better shipping demand for bananas and the feeling of the market is firmer, but there has been no change in quotations so far.

Beets—\$1 per 3 bushel bbl.

Butter—Factory creamery has declined to 25c in New York market and is weak at that. There is no creamery to be had in Grand Rapids. Dairy rolls are coming in freely, commanding 18c.

Cabbage—75¢ per doz.

Carrots—\$1 per 3 bushel bbl.

Celery—25c per doz. bunches.

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

Dressed Poultry—The market is weaker and a little lower than a week ago. Spring chickens are in moderate demand at 9c. Fowls are in demand at 8c. Ducks command 11c 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 10c for No. 1.

Eggs—The warm weather has increased receipts to a considerable extent, but the so-called fresh eggs now coming in contain so large a proportion of salted and held eggs that dealers are loth to pay more than is asked for choice storage stock. Eighteen cents is top notch for fresh, while local storage stock commands 17c. Chicago storage stock is still being offered at 13c.

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.

Lemons—The situation is not encouraging, although dealers appear to be hopeful and assure themselves that the present figures, far below the cost of importation, are but temporary and will soon give place to prices showing some profit. The quality of the lemons arriving last week was somewhat better than heretofore and prices were 10c per box higher in consequence. The demand also was a little better than the week previous.

Live Poultry—Squabs, \$1.20 per doz. Chickens, 6¢@7c. Fowls, 5¢@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 \$1.65 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 unchanged in tone and prices, local handlers paying 35c in carlots and finding an outlet for stock around 40c.

Squash—Hubbard command 1½c per pound.

Sweet Potatoes—Kiln dried Jerseys are slow sale at \$4.50@4.75 per bbl.

Turnips—\$1 per bbl.

The tragic death of A. K. Wheeler, which occurred at the jobbing house of the Lemon & Wheeler Company Monday morning, has cast a gloom over the jobbing trade and that portion of the retail trade who were acquainted with the deceased. Mr. Wheeler was a gentleman of many excellent qualities and his career in this community was marked by many acts of kindness and courtesy which will long be cherished by his numerous friends in the trade.

W. H. Greiner, whose grocery stock at Vistula, Ind., was destroyed by fire about two months ago, has re-engaged in trade at another location in the same place. The Worden Grocer Co. furnished the stock.

Woman's World

Put Yourself in His Place.

Perhaps there is nothing more difficult than to put ourselves in another's place and see life from his point of view. This is particularly true of children, with whom, however much we may love them, we have, curiously, little comprehension and sympathy. It takes one such a little time to grow old and to forget the things of the world of childhood, that has its own hopes and fears, and joys and sorrows, distinct from those of grown-up people, and where the wrecking of a house of cards may stand for a tragedy as dire as a man's disaster when he goes into bankruptcy; or a little girl may get just as much pleasure and serene satisfaction out of wearing her best hat to school as her mother does in sitting up in the halo of a diamond tiara at the opera.

We are fond of saying that men are but children of a larger growth, but we do not often reflect that the reverse of this is also true and that children are men and women in miniature, feeling things pretty much as we do, quick to detect injustice, responsive to love and friendliness, even as you and I, my good sir and madame, and with the same sensitive self-love to be wounded by slights and criticism that we elders have. It is the common custom to disregard this palpable fact. Children are freely discussed before their faces with as little regard for what they may think and feel as if they were blocks of wood—a thing that is bound to end in one of two results: Either the child is made abnormally self-conscious and morbid, or else, hearing his own virtues so unduly lauded, he becomes a little prig, and between the two evils thus engendered there is small choice.

This is the day of faddists in child raising, and opinions seem to be pretty equally divided between those who believe, with the surly old bachelor, that the best way is to put 'em in a barrel until they are 21 and feed 'em through the bung, and those who have embraced the theory that a child is a mysterious problem that nothing but the inspired wisdom of a mothers' congress can solve. Oddly enough no one seems to have thought of dealing with him on the plane of a common humanity, with common impulses and passions—of putting themselves in a child's place and trying to see how they would feel and act under certain conditions. Take the matter of openly remarking in his presence on a child's looks and manners, which is one of the common occurrences of every day. Who could endure to be scrutinized by their dear 500 friends and listen to their unbiased judgment passed upon their faults and foibles? We should consider it a torture worthy of the inquisition. Fancy being told to your face that your eyes are too small or your feet too large or your complexion is horrid. How would you like to hear some one exclaim, "Mercy, what an awkward, overgrown creature!" or, "Dear me, almost a dwarf, isn't she? And what skinny little arms?" In our inmost souls we may suspect—even know—we possess these defects, but to suspect them and hear them put into blunt words are two different things. I have not a doubt that the most popular and admired amongst us would die of chagrin if we knew our neighbors' real opinions of us, and that's the reason we have entered into a tacit mutual protective association that makes us only say disagree-

able things about people behind their backs.

We show no such mercy to children. We think nothing of discussing Johnny and Susie's lack of brightness or good looks right before them, and when the poor little victims writhe under it we simply add one more black mark against them and set it down to temper. I know a very charming woman whose wit and graciousness make her the center of a brilliant circle now, but who was a very homely child, and who says that her whole youth and early life were embittered by the careless remarks of grown people on her appearance. Wherever she went some one would be sure to say something about her nose, and she was almost a middle-aged woman before she realized that there could be any charm in one who had not a Greek profile. Any one who would audibly comment on the defect of a grown person in a way to wound and mortify would be thought to be too great a boor to be tolerated in polite society. Extend the same courtesy to your children, and the next time you are tempted to remark on their peculiarities, put yourself in their place and see how you would like it yourself. And my word for it, we would all keep silence.

In some families it is considered a good joke to tease children before company. People who engage in this pastime are living a few centuries too late. It is a species of cruelty that would have fitted them to shine in the dear old Indian days when they stuck splinters in a helpless fellow-creature and then set them afire. The home is the child's world. Its praise is his fame. Its blame is his disgrace. To be held up to its ridicule and flayed with its gibes is just to him what it would be to you to feel that you had made yourself the butt and laughing stock of the whole country. Only the man or woman who has been pilloried and caricatured by the yellow journals—who has been made to seem like a fool when they knew they were not—can realize the dumb and impotent rage that possesses a child under such an ordeal. For my part, if little Johnny should turn, under such provocation, some day upon his facetious papa or the idiotic friend of the family who is making merry at his expense and murder him with the first handy thing, I should think it was a pious deed and not a bit more than the tormenter deserved. I have yet to meet a grown person with so keen a sense of fun he enjoyed a joke on himself, and we have no right to expect a little child to be that kind of a humorist.

Then consider for a moment how you would like to be nagged at all day. Suppose somebody corrected you every time you made a slip in grammar or used a word of slang. Suppose almost every remark that was addressed to you began with "don't"—don't sing in the house, don't make so much noise, don't sit with your feet stretched out, don't touch the books, don't do this, don't do that. Suppose your husband, who you know loves you dearly and is simply doing it for your own good, kept your faults continually before you, and reminded you of them about a thousand times a day, what would you do? I know. You would be suing him for divorce and alimony by the end of the second week, and any judge in the country would say that if ever a woman was justified and had a righteous cause, you have. But that's the way we peck on poor little Johnny and Susie, and the more we love them, and the more anxious we are, and

the more we feel our responsibilities, the more we do it. Is it any wonder they get hardened to our reproofs and indifferent to our opinions? Children's faults have to be corrected, of course, but it is always the one word in season, said with as much tact as one would use in suggesting a mistake a friend was making to him, that works the cure. Nagging never yet did anything but harm. Sooner or later the badgered animal always turns and fights.

Then there is the matter of promises. When a grown person makes you a promise you expect him to keep it and have a pretty poor opinion of him if he doesn't, but not one individual in a hundred has the slightest conscience or honor about keeping their word to a child. I have known people to make the most reckless promises to children, promising ponies, and carts, and monkeys, and talking dolls—promises that I knew at the time they hadn't the slightest intention in the world of making good, and then I have seen the weary waiting of the child. What plans he built, what hopes, what expectations! "Mr. A. is going to bring me so and so when he comes again," thrilled the hopeful little childish voice; but Mr. A. never thought of it again. He had only been amusing himself with a child's credulous inexperience and forgot all about it the next moment. He didn't even know what the tremulous lip and the quick sob of disappointment meant when he went back without the marvelous pony, or the talking doll, and he never dreamed that he had been guilty of a piece of wanton cruelty. Sometimes fate does something very like that for us grown-ups, but who that has followed the will-o'-the-wisp of a hope that represented his heart's desire; who has hugged a dream to his breast through the nighttime and had the day made glorious by its presence, and then seen it fade away into the nothingness of lost illusions; who that has sobbed his heart out over failure, loss, despair, can want to darken childhood with such bitter knowledge? Babyhood has its tragedies of disappointment as well as later life.

Another place where mothers might try the experiment of putting themselves in their children's places is when Johnny and Susie appear in the role of a diminutive lawbreaker. All of us know that the most aggravating thing in life is in having our past mistakes and offenses thrown up to us, and it makes us mad through and through to be continually reminded of them. "For heaven's sake," we cry, "let that rest. It is all done with and settled, and there isn't a bit of use in going over it again and harrowing everything up." That is precisely the attitude a mother ought to take with her children. When Johnny and Susie are naughty and have to be punished, settle the question right then and there, according to the light given you, and then have done with it forever. Don't drag it up again in cold blood and have it all over again. Even the law extends us that mercy. When we have faced our crime and had it out with the judge and jury—and the mother is both, and executioner to boot—it is settled and not kept dangling like the sword of Damocles over our heads. Many mothers consider it their duty to keep a record of the children's misdoings to tell their father when he comes home at night. This is all a mistake. It worries the man, and as far as the child is concerned is an afterclap of judgment that he doesn't deserve. Once you have meted out the punishment,

forget and forgive the crime. "Remember not our transgressions against us any more." It is the prayer that all erring humanity makes to its God, and the mercy we ask for ourselves we may well show to the little culprit whose happiness or woe lies in our smiles or frowns.

Dorothy Dix.

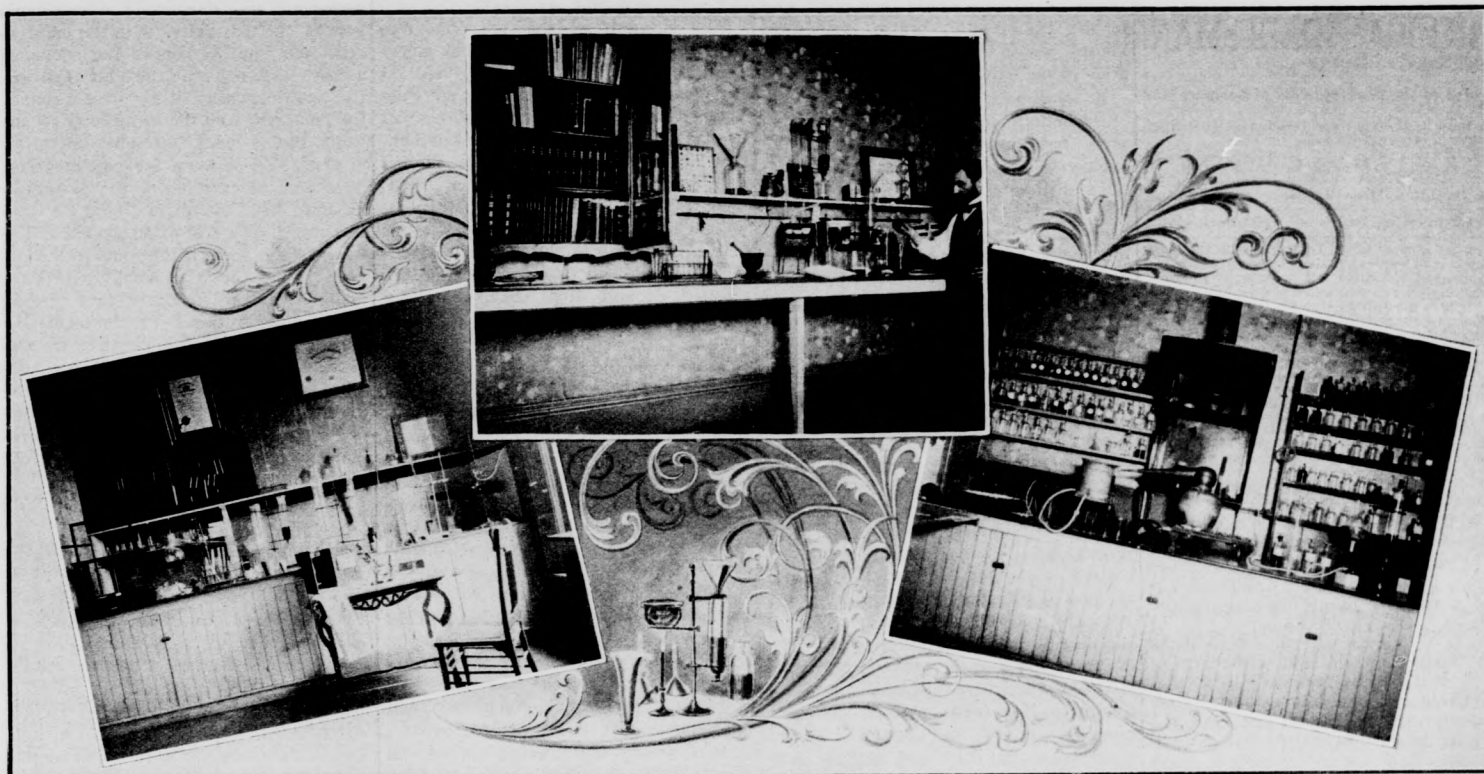
When a Lady Is a Lady.

Probably no other term in the English language is more continually misused than that of "lady." In the mouths of the masses it has so long ceased to mean anything but a female of the human species that we are no longer surprised to hear of scrub ladies and cook ladies or that a lady was arrested for theft or drunkenness. A few still use the word with discrimination, but even among them there exists a wide difference of opinion as to what constitutes a lady, and a curious light was thrown on the question the other day when a woman witness, in a New York lawsuit, testified that in her opinion no woman who paints or powders or wears loud clothes or wears a wrapper at breakfast in a hotel is a lady.

To most of us this definition of what constitutes a lady seems rather bald. Clothes do not make the man, according to the adage, but they go a long way towards making the woman, and by preference all of us would choose that our lady should wear a refinement of garb—a harmony of outward color, a delicacy of material and a beauty of fit—that would symbolize her inward graces, but taste is a gift of the gods to the elect, and not all possess it. All of us have known women of the most charming manners, the highest breeding and culture—ladies in every sense of the word—who had no more idea of what to wear than a Hottentot and who habitually arrayed themselves in colors that screamed at the beholder and announced themselves from afar.

Any sweeping stricture against the use of paint and powder is also equally untenable. If a woman plasters her face over with powder until she looks like a calcimined wall, if she daubs rouge on with no more skill than a sign painter, then it is undoubtedly immoral and to be condemned, but if, on the other hand, she is skillful enough to conceal a blemish and supplement nature so that she appears more attractive to us, then the matter is one between her and her toilette table and one with which the world has no concern. The woman who disdains to hide her tall forehead with soft curled love locks or to tone down the blemish of a slick nose or to let her dressmaker pad out the angles of her bones may be a lady, but she is no more one than the one who delights our sense by the beauty of her garments and a subtle sense of good grooming—of having made the very most of herself.

Any real test of what constitutes a lady must, however, go deeper than the outward appearances, and there can be no discussion of when a lady is a lady. If she is a lady at all she is one all the time. There is no veneer on her that will break under stress. The fine grain goes throughout and is part of her very nature. You may know her wherever you see her by a gentle courtesy that never fails. She never wrangles in clubs. She never boasts. She is not obsequious to the rich and insolent to the poor. She doesn't gush over the rich debutante in one moment and insult the poor shop girl in the other. She is considerate of the rights of others. She does not use coarse language. If she possesses truth, generosity and refinement of thought and word, she is a lady, no matter whether she is a washerwoman or a millionairess. If she has not, she is not a lady, no matter what her position in life. It is not a question of clothes, or powder, or paint. It is a matter of the soul. Cora Stowell.



SECTIONAL VIEW OF ANALYTICAL LABORATORY

Many of our readers may know that for years analytical work has been done at "Thum's." Ever since William Thum founded his pharmacy some twenty years ago, and now known as Thum's German pharmacy, the public has looked to this place for its research work. The present owner, Walter K. Schmidt, has recently enlarged the laboratory, which is situated on the third floor in the building with the drug store at 84 Canal street, and to-day we have the best equipped analytical laboratory in Western Michigan. Mr. Schmidt graduated in '91 at the University of Michigan and immediately thereafter took a position with H. & F. Thum, who were proprietors of Thum's German pharmacy, having succeeded their father, William Thum. In 1892 Mr. Schmidt was taken in as a partner under the firm name of Thum Brothers & Schmidt, and so continued until 1894, when he succeeded that firm, and is now sole proprietor of the pharmacy.

The equipment of the laboratory enables Mr. Schmidt and his assistant to solve the many chemical problems which come to an analytical and research laboratory. Among the special lines of work that are done here are the following: Water analysis for drinking, culinary and boiler purposes; the analysis of prepared stains so largely used in our furniture industries, and the production of such stains with chemicals or with aniline soluble in water, spirits or oil, thus correctly imitating expensive woods foreign to our local market; the testing of vinegar to ascertain whether it will pass the Government inspection; to find the fitness of gasoline for producing gas, now used so largely in engines. A manufacturer will find that an Eastern competitor is using a certain kind of cement, getting excellent results; he procures a sample, the mystery is here solved, and another per cent. of cost of production is taken off for the patron of the laboratory.

While this gives an idea of what a laboratory is to the commercial world, the foregoing lines enumerate only a small proportion of the work done. There are many other lines of research which are handled in this laboratory: For instance, there has been considerable agitation in this district by the finding of marl and the owners of such lands have been able to ascertain the fitness and cement-producing qualities of their samples in this laboratory; the examination of food products for adulterants, especially teas and coffees; toxicological and pathological examinations and analyses are also made. One of the specialties under this head, which is largely patronized by the local physicians and insurance men, is examination of urine. For this class of work every known instrument and apparatus can be found in this laboratory. It would be impossible to give here a complete list of the different classes of work that are done, but the readers of the Tradesman may rest assured that any work entrusted to him will be carefully and scientifically handled, and we suggest to our readers, should they have any work, that they consult with Mr. Schmidt, feeling confident that the desired information can be obtained.



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TRADESMAN COMPANY

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - JANUARY 17, 1900.

STATE OF MICHIGAN } ss.
County of Kent

John DeBoer, being duly sworn, deposes 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. 10, 1900, and saw the edition mailed in the usual manner. And further deponent saith not.

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

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

THE FICKLE PUBLIC.

Those of us who have long enough memories to recall the storm of criticism and abuse which the management of the war with Spain brought upon the heads of the War Department officials will appreciate the popular outcry which is now being raised in England against the management of the campaign in South Africa. That there was ground for much criticism in both cases is true enough, but it may be doubted that the popular outcry is due to the true shortcomings of the British War Office any more than it was in our own case.

The abuse of the War Department during the Spanish war was due mainly to the disappointment at the failure of so many of the volunteers to go to the front, and to the failure of the officials to appoint all the political favorites recommended. The real cause of much of the trouble and delay in equipping troops, and the indifferent character of the supplies furnished, namely, the total lack of preparation for war in advance of its outbreak, were entirely lost sight of. In the case of the British War Office, abuse is heaped upon the heads of both the military and civil chiefs because defeats have been encountered, instead of victories. They are blamed for not having enough troops in South Africa before the outbreak of hostilities; because the best generals were not sent to the front, and because the artillery was not up to date. The real trouble, namely, that the intelligence service of the army was defective and a smaller army was authorized by Parliament and popular opinion than the needs of the British Empire called for, is lost sight of.

The outcry and abuse against the government and the War Office in England are really due to the disappointment caused by reverses, and not because of any really just ground for criticising the War Department. A few victories

in the near future would soon put a stop to the trouble and praise, instead of abuses, would be meted out to the generals in the field.

It is almost amusing to read of the "tremendous losses" which the British army has sustained, according to the London journals, and the dire predictions of disaster which are daily sent out from London, and which would be very cheerful reading to the Boers could they see them. The War Office is abused because it will not reveal the movements of the armies in the field, and the rigorous censorship which at one time was considered too lenient is now bitterly denounced.

In a word, the British government and army are paying the penalty of failure. It would have made no difference whatever how perfect the preparations for war may have been, and how competent the commanders, absence of the success expected would have produced the same results, namely, unpopularity and journalistic abuse. A few victories later on, and all the mutterings both of press and people will be forgotten, and nothing will be thought of but the rewarding of the victors and the pushing of British business enterprises in the conquered territory. The very people who are now demanding the overthrow of the government and the disgrace of the generals will be the most enthusiastic in their plaudits. Popular favor has always been of the same fickle order, and wise men gauge it accordingly.

Referring to an article which appeared in the issue of January 3, entitled "The McDonald Swindle," it is only fair to the officers of the Grand Rapids Savings Bank to say that they insist that the use of their name as a reference in both the cases mentioned in that article was entirely unauthorized by the Bank and was without the knowledge of its officers until the failure of the parties showed it was too late to remedy it; that during its whole history the Bank has been exceedingly conservative in permitting the use of its name as a reference; that what occurred in those two cases, being about four years apart, might occur to any bank and has probably occurred to every bank doing business; that the Bank has no means of knowing what its customers use in the way of letterheads, unless the matter is brought to their attention, and with the most sincere desire to prevent the public from being imposed upon by the unauthorized use of its name, it is sometimes helpless to prevent it. The Tradesman did not intend to say—and did not say—that the use of the name of the Bank was authorized by the Bank or its officers or was with their consent or approval. The Tradesman has no doubt but that it was a fraud upon the Bank and entirely contrary to the wishes and intentions of its officers. The Tradesman did not think then—and does not think now—that any one acquainted with the Bank or its officers would believe that they would in any way lend the name of the Bank for any such purpose, but what the Tradesman did desire to emphasize—and what it still desires to emphasize—is the duty of a bank to use the greatest possible diligence to prevent the abuse of public confidence by the unauthorized use of its name.

Imagine the feelings of the man who carefully preserves what he supposes to be the editorial page of a newspaper and finds he has made the mistake of saving the woman's supplement.

AWAKE AT LAST.

The strength of the potato from Hendrick Hudson's flagan has spent itself and New York is waking up. It is more than twenty years since she went to sleep and she finds after rubbing her eyes open that she is a back number; that her wharves from the loss of her shipping trade are in a worse condition than Rip Van Winkle's gun, and that, unless something is done about it, the Eastern doorway to the Western continent will be as deserted as the enchanted ground upon the banks of her noted river in the olden time.

For a good many years New York, in common with the rest of that part of the country, considered everything west of her western boundary as her back yard. It never occurred to her that somebody else's back yard might be on the other side of her back fence and that from that somebody else's front door was a tract of country thousands of miles in extent, full of people, the most intelligent, pushful and enterprising that the sunshine has ever blessed. She knew, or thought she knew, that she was the metropolis of this side of the Atlantic and, certain of this, that to her port would be sure to come any traffic that might be carried on here. The West was wild and woolly. It was big and coarse. It was young and inexperienced. It would follow in the paths of its forefathers and by and by, when the fathers died it would step into the old trodden down at the heel, split out at the side ancestral shoes, live a few years, a respectable knickerbocker, and in its turn sleep the sleep of its fathers to dream how the world was to get along without it.

Occasionally over the back fence would come a rumor of dissatisfaction. The facilities of the East were not equal to the requirements. A quart pot can not be made to hold a gallon and something must be done about it. Nothing was done. The way of the fathers was her way. It had served them as it had served her and as it would serve her descendants after they had gotten over the frivolous friskiness of youth. But it did not. The new life was not the old life. Business was increasing. The vast valley of the Mississippi was teeming with workshops and harvests, every one of them clamoring for cheaper and speedier connection with the seaboard. The clamor fell upon deaf ears. Then the West began to take care of itself. The Mississippi and its mighty branches suggested a happy release and traffic followed the currents of the rivers to the Gulf. Then the sleep was over and with whitened locks and shattered gun New York has found her way to the village at the mouth of the Hudson and is piteously asking in the words of her prototype: "Does nobody here know Rip Van Winkle?"

Yes; but nobody cares anything about him. The moment that the East was found to be a hindrance instead of a help, that moment she ceased to be a partner in the great enterprises of the country. Conceited and selfish to last degree, she came to her senses only when the heavy losses suffered by her shipping trade compelled her to do something to repair them; and now that, with hair cut and whistling for Snyder stopped, she considers the task before her, the West is curious to see what conclusions she will reach and take advantage of them if possible.

Two plans for attracting the commerce of the West to New York harbor are engaging her attention. One is

widening and deepening of the canal system of that State, with the enlargement and improvement of the locks, at a cost of \$20,000,000; the other is widening and deepening of the present canals, the enlarging and the improving of the locks, the digging of eighty-one miles of new canal between Syracuse and West Troy and the carrying of the waterway around the cities of Syracuse and Rochester, at a cost of \$60,000,000. The idea is to shorten the route to the Atlantic from the lakes wholly within the boundaries of this country, thus turning the enormous traffic of the lakes now finding an outlet to the ocean by the way of St. Lawrence into American routes with American boats. Surveys for the carrying out of the project have been made already by the general Government and New York may furnish the money and do the work, if she will.

To show that she is at last awake and thoroughly in earnest the New York chamber of commerce has been investigating at Chicago the amount of east-bound traffic going away from New York towards the St. Lawrence; and as a result of that investigation Governor Roosevelt has deemed it best to recommend that New York can not afford to lose the enormous amount of freight which goes eastward from Chicago. Should the Governor's recommendation be followed, the evil may be averted by making it possible to ship merchandise in bulk from Chicago and other lake ports into New York. If, with the shorter route, rates are made reasonable, there is little doubt about the direction of the Western grain commerce, and with the East thoroughly aware of the fact that the West amounts to something and is no longer to be trifled with, the prospects for both sections of the country are very bright indeed.

COME TO THE CONVENTION.

No Michigan grocer who can possibly arrange his business so as to leave home next week should fail to attend the seventh convention of the Michigan Retail Grocers' Association, which will be held in this city on Thursday and Friday, Jan. 25 and 26. The preliminary programme, which is published elsewhere in this week's paper, shows that the proceedings will cover nearly every topic of vital interest to the retail grocer at this time and it will be noted that grocers of acknowledged experience and reputation along their respective lines have been secured to prepare papers or lead in the discussions. The time selected for the convention appears to be opportune, because the annual inventories are now practically completed and trade is not so brisk in most sections of the State but that the average dealer can leave home for a day or two without serious inconvenience to himself or his business. From present indications a large number of representative grocers will avail themselves of this opportunity to touch elbows with their brother grocers from different parts of the State, and the Tradesman bespeaks for the meeting the hearty co-operation of the trade, believing it will necessarily result in great good to grocerymen in particular and retail merchants generally.

Suppose a woman does not know how to boil a potato or sew on a button, she has a perfect right to belong to an ancient history club and be intellectual.

Little men make more noise than big ones, because they are thinking all the time that they may be overlooked in the shuffle.

A CLOUDY FUTURE.

There are dubious headshakings in the busy world outside of the United States. Things are not as they used to be. The Old World has ceased to be the grand warehouse of all that is rarest and best. Time was when only the product of the European workshop was considered the nearest perfection. A house worthy the name was planned and prepared, shipped and set up in this Western wilderness by the skill of Old World workmen. Everything put into it crossed the Atlantic, and when the proud proprietor saw from cellar to attic only what had come from "home," he was satisfied that all under his roof was foreign, and so the best, and complacently received the congratulations of his envious friends. It was simply a matter of course. The culmination of civilization centered necessarily in Europe, who was and would ever after be the mistress of the world in everything.

That was the fact a hundred years ago, but is not now. The gold of the king's crown has oxidized and disintegration in the foundation of his throne is noticeable. The realm and all that is in it seem, in Western phrase, to have lost their grip. There is seemingly a standstill in art and science. Manufacture and commerce are only marking time, not marching, and while all are making strenuous efforts to advance, the progress is that of a spent swimmer against the tide.

Without knowing it the world has changed its standard. Steam is no longer the driving power and, strive as she may, the Old World can not keep up with the New, whose ideas of life and living are wider and permeated with hopes and purposes before now unknown. The spirit—wholly American—for a hundred years has been copying what was best. She will copy no longer. She will—she is now—working out her own ideals and she is doing this so effectively that the future to those who can not keep up with her will become cloudy. It is safe to say that no more houses for America will be planned anywhere but in America. Twenty years ago foreign-made furniture was something to be desired by the ultrafastidious. Grand Rapids to-day must set its seal upon that class of merchandise to have it meet the approving nod of the acknowledged four hundred. A piano not made in the United States is a curiosity within our borders; and the once-supposed impossible manufacture of glass in this country has met with promising results.

Before 1860 most of the glass used in this country came from abroad. Twenty years later the country began to supply its own demands. For the last five years foreign glass has been excluded, mirror plate being the last to succumb to home industry. Before that time Germany and France were supplying the United States with looking-glass, at the rate of \$2,000,000 a year. Year before last that sum was reduced to \$4,500. It must be admitted that in general lines of fine manufacture the old country still excels, but the time is not far off when the \$4,500, insignificant as it is, will be much reduced and finally will disappear.

This is a single instance. Others—many of them—can be cited. They all confirm the same fact, that in every line of manufacture this country is pushing ahead. More than that, the old life and the old ways can not keep up with it. Slow and sure is the old motto; swift

and sure, the new. Already the distance between the leader and the followers is noticeable. It increases every day. It will continue to do so, and it will not be confined to one line of endeavor and development. Art will one day build here her grandest shrine. Science has already found here an enduring home. Literature has fixed here her dwelling place and all of these, under more general skies and more favorable surroundings, will so unfold the excellence that is in them as to strengthen the growing belief that, in these highest forms of expression also, the Old World is distanced by the New. The future is, indeed, cloudy for those who are falling behind. It remains to be seen whether they will catch enough of this newness of life to make them worthy contestants for the prizes to be won.

A PLEASING CONTRAST.

During the summer of 1889 an American, on his way to the Paris Exposition, put up at a first-class London hotel. Among the floral ornaments of his apartment was a puny spear of Indian corn, apparently considered a rare plant and evidently kept out of the sunshine lest that luminary should prove too much for it. He found the same decoration for the dining table, a pale, spindling shoot a foot high, with three yellowish dyspeptic looking leaves drawing some very doubtful nourishment from a pot of most unpromising earth. A few weeks later, while loitering through the lowlands of Belgium, he counted from Dover to Cologne two patches of the grain fully twenty feet by thirty. It was of a rich green and was seemingly making the most of the favorable conditions in which it was placed. At the Exposition there was a not extensive display of the cereal and that received little attention. Enquiry brought out the fact that it was a grain food from America, fit only for horses and such other domestic animals as would eat it.

That was ten years ago. Now it is a pleasing fact to record that American corn is growing in popular favor not only in Europe but in all other parts of the world. From the barn and stable the product of the cornfield has been carried into the kitchen, and been found to be better food for toiling humanity everywhere than the grains which until now have been the chief support of the Old World peasantry. That fact established, the rest is easily told: The demand for corn is rapidly increasing and every month proves that at last its value as a food product is beginning to be appreciated. In the eleven months ending with November, 1899, more corn was exported than in the same months of any previous year since 1895 and at a higher rate a bushel, the whole amount for the eleven months ending with November, 1899, being 185,832,659 bushels, worth \$74,742,127. In 1898, 185,284,340 bushels were sent abroad, for only \$68,513,147.

A comparison of the figures of '98 and '99 with those of '93 and '94 shows that the growth in exports has been constant and rapid. Taking the same period for comparison, the eleven months ending with November, '93, the exports of corn were 48,602,183 bushels and in '94, 37,910,232 bushels, while for '98 and '99 the exports were four times greater than those of '93 and '94. Another item to excite comment is the fact that the demand for cornmeal has been equally rapid in its growth. In '93, there were exported 235,241 barrels; in '94, 237,095

barrels; in '98, 773,083 barrels; in '99, 798,111 barrels. Europe takes the most of this; and it is safe to conclude that, as time goes by and the prejudice against it is diminished as it is sure to be, the exports in corn will take a leading place among the important products of the country.

Reference has before been made in these columns to attempts to make general the value of maize as food. There is nothing to recommend it when served as so much baked chicken dough, a form, if not popular in the early history of the country, at least common. The New England Johnnycake baked on a board in the early New England kitchen may have been all that the historian has painted it, but whoever undertakes to verify the statement by practical experience will not repeat it unless hunger compels him. So the Old World peasant has found it; and, while his black bread is poor enough even with his hereditary taste to commend it, that bread is better than the Johnnycake a hundred times over and he clings to it.

It is the Southern housekeeper that has made corn a food fit for a king. She early saw its possibilities and out of the old-fashioned chicken feed fit only for the biped which greedily devoured it she evolved the wholesome, delicate, delicious conception which finds favor everywhere and promises to be a still further blessing to mankind. If the idea is faithfully carried out to open at the French Exposition a kitchen where Indian meal is served in its best forms, and the food thus prepared can be brought to the consideration of the consumer on the other side, it will not be long before it will be found upon the table of the prince as well as the peasant and in time come to be regarded the best of the cereals.

The University of Chicago has received \$3,370,000, under the agreement made by John D. Rockefeller to duplicate its gifts until Jan. 1, 1900. Mr. Rockefeller has telegraphed to President Harper that he will extend the limit three months, and in that time Dr. Harper thinks he is reasonably sure of getting the rest of the money to make the total \$4,000,000.

A novel way of illuminating a railway tunnel has been devised in Paris. Reflectors throw the light from many electric lamps sixteen feet above the rails to the sides of the tunnel, where it is again reflected by burnished tin, a soft and agreeable light. The trains automatically turn the current on and off in entering and leaving the tunnel.

Recent experiments by the experts of the Fish Commission in Washington have demonstrated that genuine pearls of high quality may be grown in aquariums, fountains, fish ponds and in any other pools of water which can sustain mussels, oysters and other mollusks that emit nacre, the beautiful iridescent secretion of which pearls are made.

Ten thousand dollars damages are asked by an Alabama man from a telegraph company, because, through non-delivery of a dispatch, his best girl married another man. This is either a lesson on the evil of procrastination or on the value of special providences. At this stage of the game it is difficult to tell which.

A self-made man is the result of a long and careful life's work, if he is well made.

RESERVE MILITARY FORCES.

There is a very wholesome lesson to be learned from the experience that Great Britain is having in South Africa which our American lawmakers would do well to take to heart. Great Britain, like ourselves, maintains only a comparatively small standing army. This regular force is kept well occupied furnishing garrisons for the various British dependencies and colonies, as well as for the important home stations, leaving little surplus to meet the exigencies of a foreign war. Thus, after sending an army corps of about 50,000 men to South Africa, composed largely of reserve men called to the colors for the war, the British government is put to serious straits in raising additional troops without completely denuding important stations of their usual military protection.

During the war with Spain, this country met with a similar experience. With a standing army of barely 25,000 men, it became at once necessary to put in the field a quarter of a million volunteers. While it was simple enough to issue a call for volunteers, and it must be admitted that the call was responded to with gratifying alacrity, the arming, equipping and training of this totally untrained force was a most serious matter, which occupied much time and caused great confusion and worry.

Fortunately, in the case of the war with Spain, we had to encounter an enemy in the last stages of national decrepitude; hence the state of unpreparedness in which we found our military establishment produced none of the disastrous results which would surely have followed had our enemy been more enterprising as well as more powerful. England's unpreparedness was the main cause of the disasters her armies have suffered in South Africa; yet it must be admitted that the British army was far better prepared than was ours at the outbreak of the Spanish war.

Common prudence should dictate the wisdom of avoiding for the future the mistakes of the past. We have no guarantee or assurance that we will be able to avoid disputes with foreign powers; hence it would be folly to neglect reasonable preparation for war during peace. The country is unalterably opposed to a large standing army; but it is possible to be prepared even without such an establishment. The National Guard of the States, if properly assisted and countenanced by the General Government, could be made an efficient reserve, and the sooner this fact is recognized and Congress takes steps to extend more liberal aid to the guard the better. With the proper effort the 125,000 men of the state forces could be made a serviceable reserve, which, with the regular army, would furnish a force sufficient to meet all demands until the volunteers could be armed and equipped.

The principal preparation essential, however, is to accumulate and keep in readiness an ample supply of arms, ammunition, ordnance and other military supplies for a large force, so that there need be no delay on the outbreak of hostilities in arming and equipping such men as become promptly available. The Navy Department, even without special legislation, is doing its utmost to make the naval militia as efficient as possible, and already looks upon that organization as a reserve force to be made at once available in the event of war. The army should do the same with the National Guard.

Getting the People

Limitations of Advertising, as Applied to the Local Retailer.

The man who knows nothing about advertising is apt to think it is of no avail. The man who knows a little will usually imagine it is "the whole thing."

It remains for the man who studies and practices advertising for a good many years to arrive at the true conclusion—that advertising has its limitations; that there are some things that advertising will not do. Advertising is only a link in the chain of good merchandising. The other links are store service, goods and prices. A chain is only as strong as its weakest link—and no matter how strong the advertising link may be, if the others are weak, the chain will break.

The local advertiser has only one purpose in his advertising—to sell his goods. His advertising will bring customers inside the door of his store—after that it rests with goods, prices and store service whether the sale is made. Not only does that one sale depend on it, but, to a large extent, do all future sales as well.

If the store performs what the advertising promises, the store gains a customer and a friend. If the advertisement is untruthful or if the clerks are uncivil, the store gains an enemy and an active one.

Only the other day, I heard one woman say to another, as they stood outside a big store. "Oh, don't go in here. They never have what they advertise, anyhow." A fine reputation to get! And yet many a merchant who thinks he is shrewd in throwing out baits of the untruthful sort has just such a reputation.

Another source of trouble arises when clerks do not know what is being advertised. The store that advertises special bargains should make a display of them, either in the window or in some prominent portion; and every clerk should know what is being sold and why.

My wife went to a big store the other day to see some denim that had been advertised at a big reduction. When she got to the counter, no one knew of any such goods at the price she mentioned and she came away with the impression that the store's advertising was untruthful. Possibly she was wrong, but the affair showed bad management.

If I were managing a store, especially a department store, I should insist upon the clerks reading not only the advertisements of their own department, but those of every other department. I should require them to know what the store was doing and what its competitors were doing. I should give every clerk to understand that he was working, not for his department alone, but for the whole store.

Another feature of store service that will make or break a store is exchanging goods. The store that advertises "money back for any reason—or no reason—" is the one that will gain friends, if it lives up to its agreement. Many stores, however, advertise this and don't do it, that is, they don't perjure themselves absolutely, but they do make the process of returning goods so tedious and annoying that few people care to risk a second trial. That is all wrong. Clerks should be instructed to wait on customers who wish to return goods just as cheerfully as if they were making a sale. They should be shown that it is

just as important to satisfy a customer as it is to sell them goods.

If a store's customers can be made to understand that, if their purchases are unsatisfactory, they can return them and get their money back without trouble or squabbling, they will buy more freely, and more, they will recommend the store to their neighbors. That is very much better than to have them say, "I bought this goods at Jones' and it wasn't what I wanted, and they wouldn't take it back."

Many merchants will exchange goods returned for others, but don't like to give the purchase-money back to the customer. Foolish! Give the money back and do it with an air that shows you think it a pleasure. You'll get it back again a hundred fold. If you keep it, it will probably be the last you ever get from that customer.

Woman is a forgiving creature, but she never forgives the store that won't let her use her inalienable privilege of changing her mind.

Advertising has its limitations—it is limited by the breadth of the mind that directs the store back of it. It rests with the merchant himself, no less than with his advertising manager, whether his advertising shall succeed or not.

W. S. Hamburger.

Head of the Liar Class.

Hon. Wm. Alden Smith was recently asked to describe the biggest liar he ever knew, and replied as follows:

"I think the biggest liar I ever met is one of my constituents in Ionia county. He was always talking about a fine horse which he said he owned, when, as a matter of fact, he never owned a pound of horseflesh in his life. But he talked about it so much that he got to believe it himself, and one day he went to Grand Rapids and bought a saddle and bridle. You've got to give a man like that first place."

An Everlasting Quietus.

"Ah," he moaned, "this is not the kind of bread mother used to make."

"Perhaps," his fair young wife said, preparing to abolish one joke from their family forever, "it is not the kind she used to make, but it's the kind she makes now. She brought over a loaf this afternoon, saying she knew you would be so glad to get another taste of it!"

Then there crept into his eyes the wild, hunted look that people read about.

Wheel For Sale.

Mary had a little dog,
Its fleece was black and tan,
She tied it to her bicycle
And by her side it ran.

They used to run o'er hill and dale,
Until one fatal day,
When they were coasting down a slope,
A Tom-cat crossed the way.

The dog forgot poor Mary quite.
She landed on her head;
"Twas a dog-goned cat-astrophe,"
So charming Mary said.

Too Nearly Real.

"As I understand it," said Cumso, "oleomargarine is made of beef fat."
"You are undoubtedly right," replied Cawker.

"I should think that the manufacturers would make it of goat fat."

"Why?"
"Because the goat is a natural butter."

Had Earned the Applause.

Hewitt—I sat at the table next to yours at the restaurant yesterday, and I don't see how you could laugh at the table stories that Grewitt was telling.

Jewitt—He was paying for the dinner.

Variously Endowed.

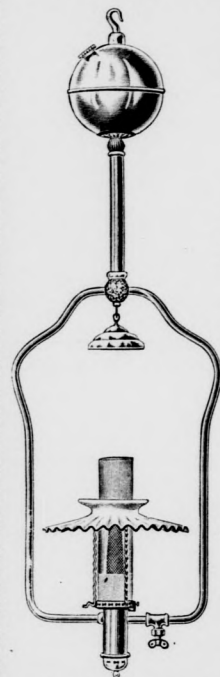
Hobbs—My landlady has both strong and weak points.

Dobbs—What are they?

Hobbs—Butter and coffee.

The Imperial Gas Lamp

Fully Covered by U. S. Patents.



No. 101. Price \$4.50

The Imperial is suitable for lighting stores, churches, halls, lodges and residences and is not only the MOST ECONOMICAL, but the MOST SATISFACTORY. The Imperial burns ordinary stove gasoline and gives a beautiful, steady 100 candle power light. Many thousands now in use and giving good results. The Imperial is not affected by cold nor wind and is easy to operate. Send for catalogue.

The Imperial Gas Lamp Co.,

132-134 Lake St., Chicago

Plain Talk About Ourselves



This is not a cheap print shop. When we give you a figure on a piece of work you can make up your mind that it includes a profit for ourselves. It will not be a very big profit, but it will preclude the necessity of skimping on the paper, the ink or the workmanship to get even on the job. We always want to give a customer a little more than he expects, rather than a little less. No piece of printing ever goes out of this establishment until it has been examined and found to be in perfect condition. You will not be allowed to take or pay for anything that is not just right. We believe that good work is the best advertising matter we can send out. Incidentally, the prices will not frighten you.

Tradesman
Company,

Grand Rapids.

Clerks' Corner.

Does It Pay to Sell Goods on Their Merits?
Written for the Tradesman.

George Malcomb was one of those men whose individuality and kindness of disposition made every man his friend. When I first made his acquaintance he was second salesman in Jarvis & Co.'s men's furnishings department. He was then about 30 years of age and it was rumored in the store had a rich wife. As for the truth of this report I can not say; I have never tried to verify it. As a salesman he was a success. He labored as faithfully to please the expressman's wife who wanted only a 25 cent necktie as he did to please Mrs. Hardcash, who bought only the most expensive things.

I have frequently heard salesmen and saleswomen say that it was an impossibility to be a Christian and clerk in a store. "There are so many things that have to be sold and if one told the truth about them they never would be." This statement was made by the young woman in charge of our fancy goods counter to George Malcomb and myself as we were discussing with her affairs in the store. His reply was that if such were the case he long ago would have sought other employment. "My experience," said he, "has extended over fifteen years, and I have found that to misrepresent goods is suicidal, so far as trade is concerned. Such a policy may make one sale, but it will never build up a prosperous business nor make permanent trade. The chances are ten to one that goods sold by this means will come back and your employers will have to make good the difference. Your misrepresentation places a false value upon the goods sold by that means and the result is that your employer loses money by the sale, and it is more than likely that he loses a customer as well."

"That all sounds very fine," replied the young woman, "but how do you get rid of the trash that sooner or later finds its way into every department?"

"I have found that it pays, and pays big, to sell it for just what it is," he replied.

It was easy, after listening to this talk, to understand why so many of the patrons of the furnishings department wanted George Malcomb to wait upon them. It was not in salesmanship alone that he was different from the herd, but as a stock-keeper, also. How many clerks there are who, when not waiting upon customers, stand with folded arms or spend their leisure time in gossip with their fellow clerks. George Malcomb's idea was that, from the moment he entered the store in the morning until he left it at night, his time was his employer's. Dust was an unknown quantity upon the many boxes in his shelves. Disorder might come to his stock when the rush of trade was on, but at the first opportunity he set his stock in order. Somehow he seemed always to have something to do.

I was not surprised when I heard that Sutherland, the head of the furnishings department, had been dispensed with and that George Malcomb was to take his place. Nor did any one wonder when, a year later, it was found that the furnishings department needed more room. I, at least, was not surprised when this needed space was taken from the fancy goods department and it was mentioned that the fancy goods stock was not paying.

Two years later some of the clerks in

Jarvis' store were surprised to learn that the vacant managership was to be filled by George Malcomb. From that time on there were any number of surprises. A new buyer in the fancy goods stock was one of them. A new window trimmer was another. The head of the carpet department, who had been with the house for fourteen years, found that his resignation "would be acceptable." In every instance the people who went out were of the fancy-goods-saleswoman class and those who came in were not.

The change in the moral atmosphere in that store was another surprising thing to those who did not know the new manager. "What a delight it is to deal in this store now," said a customer to me after Mr. Malcomb had been in charge about a year "You can depend on what the salespeople tell you and if there is anything wrong they are always so willing to make it right." A greater compliment than this could scarcely be paid a manager.

"It pays, and pays big, to sell it for just what it is," Mr. Malcomb was carrying out the policy outlined in that statement of his to the fancy goods buyer. He showed us that it paid, in the management of a department, by doubling the business of that department in two years. He has shown us that it pays in the management of a store.

Jarvis & Co., when Mr. Malcomb became manager, employed a hundred and twenty-five salespeople and occupied a four-story building 75 by 100 feet in dimensions. He has held his present position just five years. Now Jarvis & Co. employ two hundred and fifty salespeople and occupy a four-story building 100 by 150 feet. The entire stock is modern and up-to-date. Its policy is aggressive, as there is sharp competition; but there is no departure allowed from the fixed rule, "It pays and pays big, to sell a thing for just what it is."

Mac Allan.

Beef One Dollar a Pound in Dawson.

Letters from Dawson received last week stated that by the end of December there would not be a pound of fresh meat left. Beef was retailing at a dollar per pound early in December, with little to be had. The situation is more serious from the fact that herds of moose and caribou have become very scarce with the settlement of the Yukon, and even the Indians find it difficult to secure them. Fresh beef shipped over ice can not reach Dawson before March 1.

A Friend Indeed.

If he gives you recognition,
When your clothes are patched and torn;
If he comes to see and cheer you,
When you're lying sick and worn;
If he takes your hand and lifts you up,
When you're on the downward track;
If he says the same thing to your face
That he says behind your back;
If, when odds are strong against you,
He fights for you to the end,
Bind him tightly to your heart,
For that man is your friend.

The Difference.

"When I came to this town," said the man on the dry goods box, "everything I had in the world was tied up in a red bandanna handkerchief."
"And now?" asked the tourist who was waiting for a train.
"And now," replied the man, "everything I've got in the world is tied down with mortgages."

Sudden Change.

Returned Tourist—Is Mr. Goodheart still paying attentions to your daughter?
"Indeed, he isn't paying her any attention at all."
"Indeed? Did he jilt her?"
"No, he married her."

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
¾ 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
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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
5 gal. galv. iron with faucet, per doz.	5 35
5 gal. Tilted 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

Michigan Fire and Marine Insurance Co.

Organized 1881.

Detroit, Michigan.

Cash Capital, \$400,000. Net Surplus, \$200,000.
Cash Assets, \$800,000.

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PURE BUCKWHEAT FLOUR

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

WRITE THEM FOR PRICES.

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ITEMIZED LEDGERS

SIZE—8 1-2 x 14.
THREE COLUMNS.

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

INVOICE RECORD OR BILL BOOK

So double pages, registers 2,880
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Tradesman Company
Grand Rapids, Mich.

Shoes and Leather

How the Shoe Dealer Punished the Desk Agent.
Written for the Tradesman.

I stepped into a shoe store a few days ago and found a very fresh agent trying to sell the proprietor a roll top desk. He was talking very fast, pointing out the claimed advantages of his article over all others, and pressing the canvass beyond all reason, as I thought, especially as the merchant was trying to wait on a customer at the time. Knowing the shoe man to be rather a rough joker at times and decidedly reckless in the use of words and figures of speech, I expected to hear something amusing before the session closed, so I kept my eyes and ears open as I waited.

"Modern business methods demand modern conveniences," I heard the agent saying, and then—

"Pinches, does it? Try on this one."

"Demand modern conveniences," repeated the agent, moving around so as to face the merchant, "and you can't do without one of these desks any more than you can—"

"Put your foot down to the floor. Now press it forward. There! Is that about right?"

"Can get along without a place to do business in," went on the agent. "Here's—"

"French calf, of course, warranted. You won't find a better, neater pair of shoes in the city. How did the last pair wear?"

"One with quarter-sawed oak drawer fronts, letter files, solid brass label holders and pulls, ball-bearing casters, and—"

"Yes, yes, I understand. Well, you must keep your shoes away from the stove, for we can't warrant against fire. Call in again and let us know how the shoes wear."

The merchant accompanied the customer to the door and then turned back to the desk agent. I could see the spirit of mischief lurking about his eyes as he began to examine the drawings.

"What's all these things in front?" he finally asked, pointing to an array of drawers, letter files and pigeon holes with his pencil.

"Those things constitute the beauty and availability of the desk," replied the agent, with a surprised look.

"There are about fifty drawers, pigeon holes and files there, arranged so you can put your hand on anything you want in a second. Saves time and temper. Pays for itself in a year."

"You don't mean to say I'd have to sort my things all out and put them in there?" demanded the merchant.

"Why, my dear sir," began the agent, "you would be more than pleased with the system in a week's time. Just think of having everything in its place and of having a place for everything."

"Young man," said the merchant, severely, facing the agent with a reproachful look, "you don't mean to tell me that you have never heard of the cussedness of inanimate things?"

"Well, really, I don't—"

"Then you don't know the miseries of one who is fated to endure the pangs and tortures of the aforesaid cussedness."

The agent began to pick up his drawings, and I honestly believe he thought the merchant going mad, for he glanced toward the door and looked worried.

"Yes, sir," continued the merchant, "if I should sort my things all out and put them in those drawers, do you think I should ever find them there again? No,

sir! When I went to look for them they would not be there. I might lock the drawers and lock the desk and lock the room and lock the store, but, in spite of all those four locks, the things would get away. I might, some day when I had bought new ones, find the things out in the barn or down at the landing in my fishing boat, but I never should find them in there!"

At this stage of the conversation I imagined the agent's eyes began to look strained, and I imagined, too, that he would have given a dollar for three yards of clear sidewalk out in the street.

"This thing that I am telling you about," went on the merchant, "is the cussedness of inanimate things. As the Latin scholars say, devildum des desperado nix findum again. Oh, I've been through the mill! I was all alone in my room, the other day, in company with a boot-jack, a long, cloven-hoofed boot-jack, that cost a quarter at wholesale, and wasn't worth three hurrahs on Lucifer's front lawn. Now, my room is at the top of the house and it is the only room on that floor. The south windows look out on a precipice three thousand feet deep, the north windows face a mountain three miles high. There are no other windows and the door has a double-duplex time-lock, warranted not to rip, ravel or fade if soaked in warm water. I was up there alone with that treacherous boot-jack when the condemned thing fell out of my hand to the floor. I heard it strike on the floor, but when I looked it wasn't there. I hunted everywhere, had the floor taken up and the plastering taken off the walls, but it was nowhere to be found. Do you think I wanted to be downed by a common iron boot-jack, with no pedigree to speak of and no opinions to express on the expansion question? No, sir."

The agent looked at his watch.

"No, sir, I had the house torn down. And where do you think we found that boot-jack? In the drain-pipe, stopping up the exit to the house sewer. That's where we found it. You ought to study up the cussedness of inanimate things. Did you ever take one of your wife's needles to sew a button on your vest and lay that needle down while you found the button for the tenth time and have that needle disappear—to go wandering off into space like the tail of a registered comet and never come back again until the end of a thousand years?"

The desk agent looked relieved when he saw a customer come in at the door and advance toward the merchant.

"Did you ever lay your collar button down on the dresser and step to the window to see if it wasn't getting daylight—lay it right there in plain sight where you could get it when you got up, and when you did get up have it over in the next county or somewhere beyond your reach and beyond the hearing of your impassioned addresses to it?"

The agent picked up his roll of drawings and pointed to the new customer. He was anxious to be away, it seemed.

"The wisest men have studied the cussedness of inanimate things carefully and seriously," resumed the merchant, "but have never arrived at any conclusion regarding the parentage of the animal. If I should buy that desk, I'd be bankrupt in less than a week, for under the system I'm telling you about the things you need are the things that do not show up. I shouldn't have the desk a week. Some night I'd fill it full of coin and the next morning it would be over in Widow Moloney's swamp. I keep all my valuables in the woodbox.

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

Smedicor & 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.**

**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.

Next week I'm going to begin an essay to be entitled, 'Where do all the things you drop go to?' It will be a winner, I don't think. Going? Call again."

The agent got almost to the door when a small key which he was rolling in his fingers dropped to the floor. He bent down to pick it up, but it was nowhere in sight. I saw it drop into a hole in the floor and saw a corner of the rug which had been turned back enough to expose the hole flop back into place as a gust of wind caught it, but, said nothing.

"No use looking," called the merchant. "You won't find it. Things are never found here."

And he did not find it, and to strengthen the merchant's theory I remained silent.

"Served him right," said the merchant, as the door closed, "for trying to talk to me while I was waiting on trade. Served him right."

And I thought so, too, but still I must confess that there is to my mind some truth in the theory of the cussedness of inanimate things! My friend had told only the truth in a joking way, baring incidents, of course!

Alfred B. Tozer.

Regular Business Habits Necessary.

From the New York Commercial.

What the American business world needs more than anything else is regular habits, and it lies within the power of American business men, by proper organization, to cut and fit to the world in question a set of habits under which it could grow and thrive as never business world did before. Thus far these habits have been entirely in the hands of politicians, all of them weak and selfish, many of them basely mercenary, who have changed American business from policy to policy, not for the purpose of ballasting and centering the grand source of bread and butter for American mouths—the domestic market but expressly for the purpose of increasing their chances of re-election and their demagogic hold on some particular section of the country or class of citizens, with no regard whatever to the ruin a given policy might work upon other interests. Too much latitude for deals is left with those whom the people appoint to act for them at Washington. What is needed is an organization of business men, taking in every branch of business in every direction, from the biggest wholesaler to the smallest retailer, the business of which shall be to fix upon a policy which shall have for its prime object the securing and holding perpetually every dollar's worth of the American market here for the benefit of American producers and distributors, necessary for the full and profitable employment of everybody. Having fixed upon such a policy, it should send its Representatives to Congress to carry that policy out, and for no other purpose. America against the world should be its motto.

Another Co-operative Store Closes.

The Clinton Co-operative Store, which has been doing business at Clinton, Mass., for a number of months, is to be closed. The reason for this move on the part of the promoters is that, while the business was being run at a profit to the shareholders and to the benefit of all those who did trading at the place, the volume of business was not sufficient to warrant the continuation of the store. Those who have been interested in the movement are satisfied with the demonstration that the principle upon which the store was managed is all right, but patronage was what was lacking. As soon as the stock now on hand is disposed of the store will be closed.

He'll Learn.

The Youth—Why should victory always be represented by a female figure? The Sage—You don't see the appropriateness now, but you haven't married yet.

Seven Rules to Observe in Curtailing Retail Credits.

Credit is a term in political economy of which we possess no scientific definition. The practical meaning, however, is well known. The proper conception of credit is that which serves the purpose of capital; it can only do so while there is capital ready to come and take its place when necessary. Credits which are not in this position do not accomplish the purpose of capital.

The practical position of credit in the retail business is exemplified by a sponge saturated with water: Squeeze it and you can "throw up the sponge." Credit is imposed upon a community for two very good reasons: Lack of money and greed of gain. The larger part of credit granted in the retail business is given to those anticipating the future—until they raise a crop—and is unsafe, while the part given to those of known responsibility is practical and usually safe.

The retailer who runs his business like a pawnshop, taking in everything, and charging more profit for the larger risk, must come to grief. I venture the assertion that in every town of two thousand population in the United States there is continually an outstanding credit of fifty thousand dollars, which no single creditor desires.

Why is this true? Because very few dare to declare for cash only; single-handed and concerted action is practically impossible.

Many retailers, before they have been in business six months, have their entire investment credited out, doing business on jobbers' goods entirely; when, for any reason, they are forced to meet their obligations, they learn for the first time the real meaning of—credit. Under existing circumstances, credits have been shortened and discounts cut down to the retailer. If he is wise, he will follow the good example set him by those closer in touch with the needs of the hour than he. Each successive season credits are more closely investigated by the credit men and it is to be hoped they will succeed in weeding out the old fogies, who, following antiquated methods, finally go to the wall, beat the jobbers and leave a stock of goods to be disposed of to the ruination of legitimate trade at that place for some time.

The control of credit in retail business is of much greater importance than the signification of the term. It depends so largely upon the personality of the merchant that anything but the most arbitrary rule strictly adhered to must fail of usefulness to many; standing behind the counter and coming in personal contact with each customer, who in many instances is friend or neighbor, makes a correct business attitude more difficult than that of the credit man at his desk. Certain it is that you possess a more accurate knowledge of your customers, but more certainly it is a fact that a proper consideration of all the conditions, which must be considered and acted upon instantly, is more difficult, except it be an absolute refusal of credit. I am speaking now of customers who are known to you not to be prompt and legally responsible. Properly controlling credits is the merchant's nightmare; whether he be careful, conservative, and painstaking, or careless and slothful, the credit portion of his business brings him more sleepless nights and gray hairs than all other business cares.

If I were obliged to leave my store in charge of clerks for a considerable

length of time I would lay down the following rule for them to observe in granting credit:

1. Open accounts only with persons of known responsibility.
2. Take title notes for one-half bill, demanding half in cash.
3. Trust no strangers unless account is guaranteed by some responsible person known to you.
4. Avoid opening accounts less than one dollar.
5. Always set a day for payment.
6. Collect promptly as agreed.
7. Avoid long-time sales.

These rules, strictly followed, would undoubtedly cost you the loss of about one-fifth of your trade, principally the undesirable fifth. If business men would follow such rules, it would tone up trade, make their daily life pleasanter, stop aggravating losses and be better for customers as well.

Finally: Controlling credit is a matter for individual action, and no information will benefit the merchant who can not say No, or who insists on making such unsafe sales for the chances of making a profit, which is often as bad speculation as bucket-shop deals.

The real and only safe way to control credit is to sell for cash. Hasten the arrival of that day! J. F. Berger.

Under Favorable Conditions.

Flunk—That man Fluster has a wonderful command of language.

Thunk—Indeed he has. I dropped into his home yesterday when he was trying to put up a stovepipe.

Not Exclusive.

Nellie (aged 5)—Our family is awfully exclusive. Is yours?

Bessie (aged 4)—No, indeed! We haven't anything to be ashamed of.

Lap Robes

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.

Take a Receipt for Everything

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.

BARLOW BROS.,
GRAND RAPIDS, MICHIGAN.

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.



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.

The Meat Market

Changes Which Twenty-five Years Have Brought.

"There goes a man who made his pile in the retail butcher business. Oh! but things were different in his days."

I frequently hear this remark from young butchers, and know there is a vast amount of truth in it. Twenty-five years ago it was not necessary for a man to have half the experience to run a large market that is now requisite to conduct a small one. If the old-timers who have retired were to start in business again under the same circumstances they would not have much chance of succeeding. I can look back into the past and see one of the old-fashioned markets, with its grim old fixtures. Marble was then regarded as only a piece of extravagance. Now it is regarded as of as much importance as an ice-box. In those days the proprietor went to the slaughter-house in the morning, bought all the meat he needed for a day or week and left his wife behind the counter. In those days every butcher's wife was a butcher. She could cut meat as good as he, and did her share of the work. To-day the female butcher is so scarce that when one is discovered the daily papers print her picture, as if she were a wonderful freak. And the butcher was not asked when he was going to pay for what he bought. The money question was evidently of the most trivial importance. On his way home from the slaughter-house he did not develop wrinkles and gray hair worrying whether Mrs. Blank would pay her bill, so that he could make good his debts when the week ended. If Mrs. Blank did not pay until next month, he would not pay until next month. And so it went. Those were happy times.

* * *

He did not have to rush around to put up orders, unless it was an order for some woman who was to stop in for it on her way home. There was little "delivery service" in those days. There were no orders to "send up half a pound of French chops or half a pound of bacon, right away." Brown paper was good enough to put around the best meat; bags were practically unknown in the trade. For common meats newspapers were considered good enough for wrappers. The customers were different then, too. A butcher in business now has to deal with people who can eat no steak unless it be a flat bone or a roast of the first cut, loin chops that have nice tenderloins in and veal chops with the kidney. The butcher of to-day—I am speaking of the average butcher—shrinks almost two inches when he sees one of his customers coming in to whom he sent a slice of ham the day before, for he knows she is about to register a kick because the slice was not out of the middle.

* * *

Then Mrs. Green sends back one-half of a broiler and wants to know if you "could not keep it until to-morrow and send it up with the box of matches she told the grocer to leave at the store, as the company she expected did not come." It's true a man can not expect all sunshine in his life, and if he did get it he would not enjoy it, but I don't think I am saying too much when I assert that the man who puts in five years at the business now and manages to make money deserves more credit and praise than the old-timers who became rich.

Butchers occasionally get ahead on chuck of lambs, and before letting them get dark they put them up at a very low figure. So I will mention here a way in which they can be disposed of at a fair price. Take a single chuck of lamb that has about four ribs in; take all the bone out, but manage to keep the blade and the shank bone together. Then place the shank and blade bone back so the shank bone sticks out one end, the blade the other, and skewer up tightly. Nick the blade bone, if soft, and put on some lard drop for decorative purposes. This can be done by taking a small quantity of lard in the hands and working it until it gets soft. Then put it in a funnel-shaped toot. The lard can be put in in any design by pressing the toot. This is called lamb-duck, and commands a good price.—Butchers' Advocate.

Pickle Which Does Not Make Corned Beef Dark.

There's an old saying among butchers that "appearances are half the sale," by which is meant that as much depends on how a piece of meat is cut and how it looks as on its quality. Especially is this true of corned beef. If corned beef does not have a nice red color it will not please the customer's eye. A butcher who gains a reputation for fine corned beef is sure to have a big run on this trade. It is probable that many country butchers will not credit the statement that there is a retail butcher in New York City whose sales of corned beef every Saturday amount to \$350. But it is true, nevertheless. He employs a man who has the reputation for making the finest pickle in the country. I am not that man, and what his formula is I do not know, but I do claim to know something about this subject I have undertaken to discuss. How often do you hear a customer say: "Why is it your corned beef is so dark?" The butcher is not always at fault for having dark corned beef, but a great many of these dark pieces he often has on hand could be gotten rid of before they reached that condition, if he had prepared his pickle right.

To make good pickle one must have good material. Take a clean tierce, tub, or any other utensil you are in the habit of making pickle in, and use for every pail of salt three and one-half pails of water, one and one-half ounces of saltpetre. Stir up well, and then let it settle until all the dirt comes to the surface, then skim it off. Before placing the meat in the barrel or tank it should be thoroughly chilled, especially in summer. Some butchers are opposed to stabbing the meat, but I have always done so liberally and found the result satisfactory. Instead of rubbing each piece with salt as it is laid in the barrel, as some butchers do, spread a handful of sugar on each layer. One pound of sugar to every one hundred pounds of meat is the proper portion. When the meat is all in, pour the pickle in until it is covered, and place a weight onto keep the meat down. In fourteen days take the meat out of the barrel or tank and place it in another barrel of pickle that has already been used. In three days it will be ready for the consumer.

Butchers should also instruct their customers about the proper way to cook corned beef. If it is put in hot water it becomes hard and knotty. The proper way is to place it in cold water and let it simmer until cooked.

Association to Have a Meat Fair.

The Butchers' and Marketmen's Association of Providence, R. I., has decided to hold a fair of a most novel character. There will be meats and also animals alive as a leading feature, and it will be possible that some parts of the exhibition will resemble a cattle show. In addition, there will be other articles that are to be found in the markets. An entertainment also of a pleasant character will be provided.



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.

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.

WANTED

We are always in the market for Fresh

BUTTER AND EGGS

36 Market Street.

R. HIRT, JR., Detroit, Mich.

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 trade at close prices.

The Vinkemulder Company,
Grand Rapids, Mich.

Fruits and Produce.

Preparation of Poultry for the Eastern Market.

Directions for the preparation of poultry for market are so often repeated as to be almost hackneyed and yet they are all too frequently neglected. In summer it is necessary to ice-dress poultry, and for that reason much more is shipped alive than during the cold weather, when shipping alive means simply paying unnecessary freight on waste. However, no rules can be given as to when poultry should be dressed and when not. The only safe method is to ascertain the requirements of your own market. When shipping alive do not crowd too closely in the crate. It results in such heavy shrinkage in the birds that it more than offsets the slight saving in transportation charges. Any commission merchant who handles poultry will send you crates free, you paying only transportation charges.

See that the birds are well fed and watered before leaving home. Put a small amount of green stuff into the crate, as, for instance, cabbage attached to the top (half a head at each end). This the fowls can eat easily, it will not get fouled, and will help to keep the birds in health, besides saving them from the intense thirst from which they frequently suffer when they receive only dry food. If the journey is short the cabbage will be sufficient, but if long some dry food will have to be provided.

When it is possible let the fowls be of one color. If they are all of one breed better still. A crate of pure-bred fowls, or even a uniform lot of half-breeds, never fails to attract attention. If at all possible, let their ages be uniform in each crate; crating old birds by themselves, springs by themselves, and so on, always pays.

Dressed Poultry, except ducks and geese, is best packed in barrels. The birds should not have food for twenty-four hours before killing. Killing is best done by running a sharp knife through the roof of the mouth, making a sufficient wound to bring the blood freely. Hang by the feet and allow all the blood to escape. Do not remove the head, feet, crop or intestines. Pick the legs dry, and holding by the legs and head dip three times in water just below the boiling point. Keep the head out of the hot water. If the head is dipped it discolors the comb and shrinks the eyes, giving buyers the impression that the bird has been sick. Remove all the feathers, including pin feathers, at once, taking care not to break the skin, and then "plump" by dipping for an instant into water almost boiling, and then into cold water. Hang up the fowl and allow it to get perfectly cold before packing.

Dry-picked poultry sells better if the picking is properly done, but it is more difficult to do well and takes more time. To dry-pick properly, the work should be begun immediately after the bird is killed and while the blood is still flowing, as after the body gets cold it is almost impossible to avoid tearing the skin. In packing, the head may be placed under the wing, but the body and legs should be straightened out. Packages holding from 100 to 200 pounds sell most readily. The birds should be packed tightly to avoid any slipping in the package.

The best method of picking ducks and geese is to steam them. If this is impracticable, they may be dipped into very hot water the same as chickens,

and turkeys, but must be kept in a trifle longer, as the feathers are more difficult to loosen. It does not pay to pick them alive for the sake of saving the feathers, as the small profit derived from them is more than lost on the sale of the birds, the result being so to inflame the skin as to greatly injure the sale. Leave the head and upper portion of the neck unpicked and the legs and feet intact. Sometimes the feathers are left on the first joint of the wing and on the tail. Never singe ducks and geese, as it leaves the skin oily and uninviting. Unless your birds look clean and attractive, don't ship either ducks or geese to market. If poorly prepared, they are more than likely not to bring transportation.

Great care must be exercised in preparing game for market. Unless it is to be "iced" it should never be drawn. Prairie chickens, quail, partridge, and woodcock are best wrapped, each separately, in a piece of clean paper before packing, and then packed in barrels. Nothing should be done to wild turkeys and ducks but to pack them neatly, the former in boxes, the latter in barrels. Shot injures the sale, and for that reason trapping is preferable. When birds are badly shot they are more liable to spoil, and for that reason should be packed separately. In shipping venison, remove liver and lights, and when sending only the saddles, wrap them in the skin of the shoulders and neck, which keeps them clean and attractive. Commission men usually find good demand for lambs from September to July 1, but during July and August the trade is monopolized by the packers. In preparing lambs for market, the head and hoofs should be left on, as well as the pelt. The lamb should be split down the belly, the entrails, etc., removed, the caul fat not removed, but drawn over the kidneys, which should never be disturbed. It is customary to leave the lights in during the cold weather, but to remove them in warm weather. The lamb being dressed, it should be "set back," which consists of placing two sharp pointed sticks of even length at the back in the shape of an "X," the edges of the skin being caught back on the points, thus leaving the inner surface exposed to a free circulation of air. The law prohibits boxing or otherwise inclosing, but coarse muslin is often drawn over the open side.

In dressing veal, the calf should be split from throat to tail, and everything but the kidneys, which should not be disturbed, removed. The lights should never be left in. The head and feet should also be removed. The dressed calf must not be boxed or otherwise inclosed, although some express companies require a piece of muslin to be tied over the neck. George C. Hill.

Packing Increase in Omaha.

The annual summary of business at Omaha stock yards is interesting, as an evidence of the great increase in the packing and stock yards industry there. During 1898 the packing house product represented \$90,000,000. Last year the business represented \$100,000,000. The packers employ 11,200 people, and the wages for the year amounted to \$5,800,000. A movement is now on foot to have a large tannery located at the yards.

Set Fire to His Pork.

W. B. Holmes, a grocer of Danville, Ky., a few days ago became convinced that the selling of pork and lard was contrary to the Scripture, and his stock of both was carried to the street and ignited. He is a Presbyterian.

BEANS

We are in the market for all kinds, white or colored, good or poor, car lots or less; also

CULL BEANS AND SCREENINGS

If any to sell send good size sample, state quantity, and we will make bid for them.

ALFRED J. BROWN SEED CO.

24 AND 26 N. DIVISION ST.,
GRAND RAPIDS, MICH.

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.

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.

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.

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 (creamy 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.

GOTHAM GOSSIP.

News From the Metropolis—Index to the Market.

Special Correspondence.

New York, Jan. 13.—The greatest diversity of opinion seems to exist among "eminent authorities" as to the condition of the coming coffee crop in Santos and Rio. They conflict in the most positive manner and one can back up any kind of assertion with "the very latest news." So, with such diversity of opinion, it would seem that time alone can determine the true state of affairs. Thursday came a report of plague at Rio and the market here seemed to believe it to be true; at least, there was quite a sharp advance, which was fairly well held. No. 7 closed firm at 8c, with the market decidedly firm. In store and afloat there are 1,136,646 bags, against 1,232,321 bags at the same time last year. Mild grades, in sympathy with other sorts, have shown some advance and the market is firm and steady. Good Cucuta is worth 10 1/4 @ 10 1/2 c.

The sugar market is firm, but the actual volume of business is small, as might perhaps be expected at this season. Jobbers seem to be pretty well supplied and all hands are in a sort of "waiting mood." The address of Mr. Havemeyer to his stockholders has been read with a good deal of interest and seems to show a willingness—after a good deal of prodding—to permit the stockholders—and, incidentally, the public—to have some knowledge of the manner in which the "masheen" is being conducted. Heretofore it has been none of the stockholders' business.

At the auction sales of teas there was less animation and the general run of prices was somewhat lower than previously. Still the Street shows a fairly good undertone and there is a feeling of confidence in the future. Buyers are not taking large lots, but the aggregate foots up well.

Rice is steady. The market is in good shape and holders seem to be confident that things "will come their way." Choice head is worth 5 3/4 @ 6 1/2 c. Foreign sorts are quiet, but have been in pretty good request during the past three days and close firm at previous rates.

While some spice jobbers report some business, the general run of trade is very quiet. The market, however, is firmly held and dealers seem to be very unwilling to make any concessions. Singapore pepper, 11 3/4 @ 12 1/2 c.

For desirable grades of molasses there has been a fair enquiry and, as stocks are decidedly light, there is every prospect of a firm market for some time to come. Full values are asked and readily obtained for the small lots of syrup that are offered. Prime to fancy sugar goods are worth from 20 @ 27 c.

The canned goods market is quiet. There is little doing in futures, as packers are unwilling to commit themselves, and some of the largest "shops" in Maine, Maryland and New York have not sold a case of any kind of goods for future delivery. It is generally thought that Maine corn will enter the market at 90c, as some few sales have been made at that figure. Tomatoes are worth 7 1/2 @ 8 1/2 c for standard New Jersey pack; Maryland, 65c there. Salmon is quiet and some concession is made rather than miss a sale. Red Alaska can be purchased from \$1.12 1/2 @ 1.15.

Since Christmas the market for all sorts of dried fruits has been dull and there is hardly a thing calling for remark. Prices remain practically unchanged. There has been a little call for peaches, but buyers and sellers are too far apart to arrive at an agreement. There is some export demand for evaporated apples, which are selling from 8 1/2 @ 9c.

Lemons are lower and the situation is comparatively quiet for these, as well as oranges. Sicily lemons range from \$2.30 @ 3.25. Florida oranges are worth \$3.50 @ 4 for brights and \$2.75 @ 3 for russets.

Butter is so high in price that decreased consumption has set in, as it always does as soon as butter touches the 30c mark. The market generally is not

as active as last week and some hesitation is felt in taking more than enough stock for daily wants. Fancy creamery, 30c; thirds to first, 25 @ 20c, with every fraction between; imitation creamery, 19 @ 23c, with fancy stock up to 25c; fresh factory, 20 @ 23c; rolls, 17 @ 21c.

There is practically no change in the cheese situation. The demand is light and quotations are almost exactly as last week. Exporters are showing some interest and it is barely possible the tide may turn within a fortnight and prices take an upward twist.

The demand for eggs is sufficient to keep the market well cleaned up and the outlook just at the moment is for well-sustained quotations for some time. Fresh gathered Western stock is worth 20c.

There is a steady bean market and increasing strength is shown every day. Choice marrow, \$2.15 @ 2.25; choice medium, \$2.05; Michigan pea, \$2.02 1/2 @ 2.05.

Western potatoes are meeting with good call and are worth \$1.50 @ 2 per 180 pounds.

Knew the Voice.

A dear old lady who lived upon Cherry street died suddenly the other day. Her death was completely unexpected—in fact, the evening before she died she had been persuaded to speak into the receiver of a phonograph owned by her son-in-law. It turned out to be a remarkably good record, for the old lady had a peculiarly shrill voice, and as she sang her favorite hymn into the phonograph the reproduction was perfect.

Now, there is a colored girl in the family who possesses all the superstitions of her race. A couple of days after the funeral she was dusting the furniture in the sitting room when she inadvertently turned the switch that started the phonograph. As luck would have it, the cylinder was the one containing the old lady's hymn, and it rang out with startling distinctness. The colored girl stood rooted to the spot, gasping for breath. It was fully a minute before she quite recovered her faculties, and then, with a yell of, "Foh de good Lawd's sake! Missy 'Liza' come back!" she ran down stairs. No amount of explaining could convince her that there was nothing supernatural about it, so she took her clothes and went.

All Right But the Name.

A salesman in H. Leonard & Sons' establishment is responsible for the following:

"A day or two ago," said he, "a lady came in the store and began to examine some fine cups and saucers. Nothing suited her. At last, however, she found some that pleased her, and, smiling innocently, said: 'Now, these are very nice, and I like the way they are made, with different names on them. If I could find some with the names I want, I would take them, but all I see read 'Tom and Jerry.''"

An Economical Husband.

An Owosso dentist had a peculiar experience the other day. A man called at his office and requested the loan of a pair of forceps, saying he wanted to draw his wife's teeth. The dentist refused to lend his forceps, but the man was not satisfied and going to a hardware store bought a pair of common pinchers, with which he endeavored to draw the teeth. The woman's face was badly lacerated and her gums were in a fearful condition when she called upon the dentist the next day to have the job finished up. The husband's idea was economy.

Unsuspected Utility Discovered.

A well-known woman in Muskegon, while skating on Muskegon Lake, fell through the ice, and when her husband pulled her out she found a trout caught in the wire meshes of her bustle, which had served as a kind of life preserver. It pleased her husband greatly, as he thought he had found a way to catch trout without bothering with bait. He requested her to go back into the water and "be set over again," as he said, but she declined.

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.

"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.

Be Alive

and handle

Advance Cigars

Long Havana Filled

for 5 cents.

The Bradley Cigar Co.,

Greenville, Mich.



Gold

and

Friends

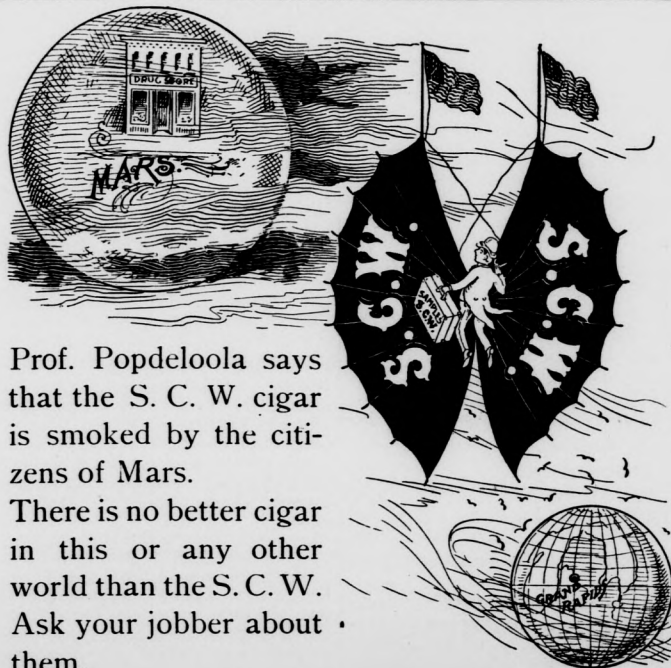
are made through selling

Improved

'W.H.B'

Hand Made Cigars.

10c, 3 for 25c.



Prof. Popdeloola says that the S. C. W. cigar is smoked by the citizens of Mars.

There is no better cigar in this or any other world than the S. C. W. Ask your jobber about them.

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. 131
Senior Counselor, D. E. KEYES; Secretary-Treasurer, L. F. Baker.

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

Movements of Upper Peninsular Traveling Men.

Marquette, Jan. 15—Wm. F. Mitchell, who has covered the Lake Superior country for Standart Bros. (Detroit) the last year, has signed with Hibbard, Spencer, Bartlett & Co. for the ensuing year.

W. R. Smith, who for several years has represented Hibbard, Spencer, Bartlett & Co. in this territory, has connected himself with W. W. Oliver in the hardware business at Escanaba under the style of the Delta Hardware Co. "Billy" was born with a hammer in his hand and has been in the hardware business ever since; and to those who know him, success is an assured fact in his new venture.

F. G. Truscott, who for several years represented Burnham, Stoepel & Co., of Detroit, has associated himself with Finch, Van Slyck, Young & Co., of St. Paul. There are few traveling men in the Upper Peninsula who are so well known and generally well liked as Fred is. He is the President of the Lake Superior Commercial Travelers' Club and makes his home in Marquette. The St. Paul concern is lucky, indeed, to have secured the services of a salesman like Mr. Truscott. It is a conundrum to us to understand how any house could afford to lose his services.

E. B. Baldwin, who succeeded A. F. Wixson a year ago to this territory for the Fletcher Hardware Co., of Detroit, has severed his connection and gone with the Freeman, Delamater Co., to make the same territory.

Chas. Wheeler succeeds E. B. Baldwin for Fletcher Hardware Co. in this territory. Charley is new to the trade, but a decidedly old slave in the hardware business. He has been city buyer for the Fletcher Hardware Co. since the year "one."

Gradual Growth of the United Commercial Travelers.

Grand Rapids, Jan. 15—Our winter campaign began with the addition of five new members. Those initiated were Herman P. Ernst, E. R. Cherryman and Wm. P. Walsh. T. J. Atkinson, piano dealer at 217 South Division street, was accepted by transfer card from Jackson Council, No. 57, and Henry A. Brink, representing the Worden Grocer Co., who was unable to be in attendance at the meeting, was obligated later by Senior Counselor Keyes and Junior Counselor Kolb. Mr. Ernst represents the Durfee Embalming Fluid Co., Mr. Cherryman travels for the Sweeperette Co. and Mr. Walsh is Southern salesman for the Aldine Manufacturing Co. The above quintet is a valuable acquisition to our Council and we want more just such timber.

Brother Cherryman was the lucky one to receive the honorary degree on this occasion, and most beautifully did he conduct himself.

If any one doubts the bravery of that "old war horse," Billy Walsh, they should have seen him travel the burning sands without flinching.

Hereafter each candidate will be presented with a gold button, inscribed with the emblem of the order.

It is a really cheering sight to see Brother John G. Kolb out after his long and painful illness.

The Angel of Death has visited our

Council and taken from us our beloved brother, J. P. Reeder. While he had been ill for some time, his demise was unexpected. We cherish the belief that he has at last found eternal rest in the arms of his Maker and that "a smile of divine approval was his final reward." Adam Dubb.

Gripsack Brigade.

Flint Aniba has engaged to sell cigars for G. F. Faude, of Ionia.

Z. D. Barnhart & Son have purchased the hotel at Butternut, remodeled it and added new furniture throughout. They will run a livery in connection.

John R. Van Keppel, who has been salesman for the Walsh-DeRoo Milling Co. (Holland) for three years, has taken the management of the new roller mill at Zeeland.

An Escanaba correspondent writes: George Walz, who has until recently been employed in this city by W. W. Oliver, has taken a position with the Marshall Wells Hardware Co., of Duluth, as traveling representative.

Chas. H. Smith, who was with the Wells-Stone Co. for nine years and for the last three years with Phipps, Penoyer & Co., has entered the employ of Wm. Barie & Son, wholesale dry goods dealers at Saginaw, as credit man.

Fred Glass, Jr., formerly druggist and chemist at 151 South Burdick street, Kalamazoo, has engaged to represent the Lange-Ross Co. (Chicago), manufacturer of pharmaceutical products, perfumes and toilet requisites, in the capacity of traveling salesman, his territory embracing the entire State of Michigan.

Hudson Gazette: A. J. Colvin, who has been representing the well-known grocery house of Phelps, Brace & Co., of Detroit, in Michigan and Indiana for the past eight years, resigned his position January 1, and will in the future devote his entire attention to the interests of the drug and grocery firm of E. D. Clarke & Co., of which he is a member.

Menominee Grocers Practically a Unit.

Menominee, Jan. 15—The Menominee Retail Grocers' Association comprises all the merchants who sell sugar and coffee and staple articles in small quantities, with the exception of one dealer. Dennis Charles, the Grand avenue grocer, claims the doubtful honor of being the obdurate merchant and avows that he "will not join any union or combine and no one can run his business for him." The purpose of the Association is for protection and mutual benefit and not to regulate prices as some have inferred. The Association is protected from the encroachments of wholesale grocers, manufacturers, etc. The newly elected officers are:

President—Frank Despins.
Recording Secretary—Bert Bliss.
Financial Secretary—Jas. F. Pelnar.
Treasurer—Fred Cota.

During the past year the Association held meetings monthly and an informal spread usually followed each gathering. Sociability among business men has been encouraged.

James J. Hill, President of the Great Northern Railroad, says: "I believe the prosperity has come to stay. I look for a continuous reign of good times for the next twenty years. Of course I am an optimist. I never yet met a man who amounted to anything who wasn't an optimist. Hope, nerve, confidence, all go together to make success. No man can remain in my employ for one hour who hasn't those three qualifications."

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

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association held Tuesday evening, Jan. 16, Vice-President Winchester presided.

The special Committee on Sunday Closing reported progress and was given further time.

The special Committee on Banquet reported that everything was in readiness for the second annual banquet, which will take place at Sweet's Hotel on the evening of Jan. 20. Invitations have been issued and, from present indications, the attendance will be large.

A communication was received from Wm. H. Porter, Secretary of the Jackson Retail Grocers' Association, stating that the ninth annual banquet of that organization would occur on the evening of Jan. 25 and that a delegation of Grand Rapids grocers was invited to attend. The invitation was accepted and Peter Braun, C. W. Payne and Homer Klap were selected to visit Jackson on the date named.

B. S. Harris called attention to the following article which appeared in the Chicago Herald of last Sunday:

There are gratifying indications that the best organized Sunday closing movement ever inaugurated in Chicago will culminate successfully to-day. If all the pledges given to the officers of the Butchers and Retail Grocery Clerks' Association are faithfully kept the entire city will be closed as tight as a drum this morning so far as the sale of meats and provisions is concerned.

The zeal and earnestness displayed by the clerks' associations in undertaking a work of such great magnitude as that involved in the closing on Sunday of all the meat markets and groceries in a city the size of Chicago should command public sympathy irrespective of the questions of ethics, morals or religion.

So far as the clerks are concerned, it is a movement for a seventh-day rest to which they are fairly entitled along with laborers in all other departments of industrial activity. With them it is not entirely a question of public morals, but a question of human rights. It is also, in its larger aspects, a question of industrial economy that may properly appeal to the intelligent and fair-minded public, to whose indifference and neglect the open meat market and grocery on Sunday morning are justly chargeable.

It has been obvious all along that the success of a Sunday closing movement was merely a question of organization and education. So long as one retailer

in a given district declined to close on Sunday and customers who failed to purchase supplies on Saturday could patronize him, Sunday closing could not succeed.

If all the retailers will close on Sunday the public will be compelled to purchase on Saturday. The movement is in the interest of good morals, economy and fair play, and should have the hearty co-operation of the public.

Mr. Harris also called attention to the butchers' ordinance now in the hands of the Common Council and, on motion of J. Geo. Lehman, the chairman appointed Messrs. Lehman, Brink and Klap to appear before the Committee on Ordinances and present the views of the Association on the subject.

During the course of the evening it was discovered that several Grand Rapids grocers had been victimized by the Elwood Manufacturing Co. on the paper bag deal.

There being no further business, the meeting adjourned.

Hides, Pelts, Furs, Tallow and Wool.

Hides are lower, with a demand that takes all offerings. The market is well cleaned up. Packers' hides remain firm and without change.

Pelts are in good demand, with no accumulation.

Furs still wait for the opening sales in London on Jan. 14. The offerings are double in volume of last year.

Tallow holds its advance firmly, with a good demand for all grades. The export trade is light.

Wool holds firm, with an upward tendency. There are many buyers in the market looking, while the large manufacturers seem to be well stocked. Their manufactured goods are meeting with good results, and trade, apparently, will be satisfactory and heavy.

Wm. T. Hess.

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.

Geo. N. Huff & Co.

Commission

BUTTER, EGGS AND POULTRY

74 Congress Street East, Detroit, Mich.

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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.

How to Succeed in the Retail Drug Business.

A good start in any business is necessary to obtain good results—especially is this so in the drug business. First of all, it is very necessary to have some money with which to buy your opening stock. You should be able to discount your bills right from the start. The amount necessary depends entirely on the location of your store. If you are in a country town, some distance from the jobber or manufacturer, you will, of course, need more capital than you will if only a block or two from him. It is far better to borrow money with which to discount your bills than to wait on returns from sales. This is not only a saving in dollars and cents, but it gives you a good commercial rating, so absolutely necessary in these days of close competition and small profits. When you are properly located and have made your financial arrangements, you should then use printer's ink properly and let people know you are competent to conduct your business and desire their good-will and trade. In buying your opening stock, be careful to buy what is absolutely necessary. Don't try to have everything called for at once. This is impossible. Rather lose a sale occasionally than fill your shelves with stuff that is a constant reminder of careless buying. In these days of quick transportation, it is by far better to buy oftener and in smaller quantities. My town is located 200 miles from the jobber and I am able to have goods laid down in my store in less than two days from the time I order them. The safest business to-day is done in a small way.

We are often tempted to buy in larger quantities by securing additional discounts. It is well enough to take advantage of these offers if you have the spare money; but if you are operating with limited capital, it will do you more harm than good. The money you thus invest is needed to keep up your regular stock. It doesn't take many purchases of these larger quantities to make an additional investment of several hundred dollars. And should you have a month or two of dull business, you will certainly feel the shortage in your working capital. I have carefully watched this matter, and find such to be the case. Pharmacists doing business in country towns generally handle paints, glass, and other articles that require the investment of quite an extra capital, and the temptation to buy in larger lots is very great in certain seasons. I have for the last few years bought lead and oil in such quantities only as I knew I could dispose of in a month or two; then I bought again.

Another absolutely necessary thing in conducting a business is to keep a set of books from which you can at any time quickly determine the condition of your

affairs. You should be able to tell whether the business is on a paying basis or not. You may apparently be doing a profitable business, and yet always short in cash. This is a mystery to the man who can't trace the cause of the condition through a set of well-kept books. You will discover that the surplus money that you ought to have in cash is in your stock, and that you are carrying a much larger amount of goods than necessary. This is poor business.

A man's success in merchandising is correctly judged by the amount of cash he from time to time withdraws from his business. In my opinion a hundred dollars made and taken out of the business is worth two hundred dollars, additional stock. Cash will hold its original value, and merchandise is subject to shrinkage and deterioration. Again I repeat that the keeping of a clear, concise set of books is as necessary in conducting a small retail store as it is in a large wholesale establishment.

Having established yourself and gained the confidence of your patrons, put up a line of your own articles, such as are most generally used, and push their sale. You will be agreeably surprised to see how easy it is to get your friends to use these preparations. There are so many things that an educated pharmacist should never think of buying. Your education is certainly very shallow, or else you lack the proper amount of energy, if you do not put up such articles as headache powders, Seidlitz powders, herb tea, toothache drops, liniment, etc. One thing especially that I am proud of in my store is a small upright showcase filled with articles put up by me. On some of these I have established such a reputation that I sell them exclusively.

The practice of pharmacy is remunerative to-day, in spite of the general depression, if we will only grasp the situation and adapt our methods of action to present conditions, and use modern commercial tactics. In short, do business with the smallest amount of cash possible, watch your purchases as carefully as your sales, and above all, establish individuality by manufacturing and selling your own products.

Wm. Mittelbach.

Adopted the Numbered Prescription Check Plan.

Hancock, Jan. 9.—The City drug store is the pioneer in the Upper Peninsula in the introduction of the numbered prescription check plan. Simple as the plan appears—and it is simple in the application—the method is an expensive one, but the expense being borne by the store, the public reaps the benefit, which is considerable.

The plan in operation calls for a handsomely lithographed and automatically numbered check, in triplicate. The first part, numbered and gummed, is attached to the prescription. The numbers printed in glaring red letters by automatic and consequently unerring machinery, are attached to the prescription. The second portion, also gummed, goes on the bottle. The third portion, ungummed, goes to the purchaser for future reference. At any future time this may be brought to the drug store, and the original prescription looked up in an instant, and then refilled without possibility of error. While the matter may seem a trivial one, it is by no means inconsequential. It means dispatch, method, and order. It means that no mistake can be made unless by the most gross carelessness.

A. T. Ellsworth, the prescription pharmacist of the City drug store, claims especial credit for his plan. By dint of application and argument he succeeded in inducing Mr. Bram, the proprietor, to adopt this method, for which both proprietor and pharmacist are now devoutly thankful.

The Drug Market.

Opium—On account of light demand, is dull but steady in price. It is believed that a good demand will bring about higher prices.

Morphine—Has been advanced by all manufacturers 15c per ounce.

Quinine—On account of the high prices at the bark sale in Amsterdam on Thursday last, it has advanced so that at the present price it will cost over 30c to manufacturers. All manufacturers have advanced the price—P. & W. 3c per ounce and the others 2c. The article is very firm at the high price and another advance would not surprise any one.

Carbolic Acid—The market continues very strong and manufacturers are short of stock.

Cocaine—The market is very firm, with an upward tendency.

Cocoa Butter—Has declined.

Ergot—Continues to advance in price. There is a small crop and a real scarcity.

Sulphate Zinc—Has advanced.

Sassafras Bark—Is very scarce and, as the consuming season is near at hand, higher prices will rule.

Oil Bergamot—On account of large stocks, has declined.

Cassia and Anise—Are firm and higher prices are looked for.

Oil Cedar—Is very scarce. Speculators are concentrating the oil, which has advanced with an upward tendency.

Oil Wintergreen—Natural is very firm at the high price now ruling. Artificial oil has been advanced 10c per pound.

Arnica Flower—Has been advanced. Stocks are very scarce and there is little in the primary market.

Paris Green—Some of the principal manufacturers have withdrawn from the market for the present and are not quoting. On account of high price for crude material, higher price will be asked this year.

White Lead—Is very firm at the last advance. All goods in the paint line will be higher.

Putty—Has advanced, on account of high price for linseed oil and whiting.

Iron Oil Paints—Are about 20 per cent. higher than formerly, on account of higher price for ore.

Not Responsible for Proprietaries.

A suit was recently brought against a Pittsburg druggist by a woman who asked \$20,000 damage for the death of her daughter, which she claimed was due to a headache powder sold by the defendant. The judge non-suited the case, holding that the druggist was not guilty of any negligence and incurred no responsibility for the effects of the drug, even admitting that they were such as were claimed. The case caused much local comment and the question is asked: Who is responsible if the vendor is not, and what protection has the public against accidents from dangerous drugs not sold as such, but put out as harmless remedies for self-prescription and general use? The general opinion among dealers in drugs appears to be that the seller can not be held responsible, at least not for the dispensing of unbroken packages bearing the U. S. revenue stamps, as is the case with the copyrighted and proprietary remedies.

Since this suit was begun, some of the Pittsburg druggists have affixed a label disclaiming responsibility on the packages of proprietary remedies, and they are interested to learn whether by so doing they have been in any way transgressing the federal law in regard to stamped articles. The court's action

seems to place responsibility, if anywhere, farther back than the seller, but the case may be carried to a higher court, and the questions it involved are still far from being fully settled. As far as the public is concerned it has one safeguard, easy to apply, that is, not to buy such preparations. In this country, more than in any other, people are supposed to look out for themselves, and heretofore this has seemed to be the practical if not the legal principle in these matters. Now that the questions have been raised, it may be that we shall obtain some decisions or ultimately some legislation for the public protection against dangerous, or possibly dangerous, popular remedies, secret or otherwise.

Twenty-five out of Seventy-two.

The State Board of Pharmacy held its examination session at Detroit last week and passed seventeen out of fifty-nine applicants for registration as regular druggists. Eight out of thirteen aspirants secured assistant pharmacist papers. The next meeting of the Board will be held in Grand Rapids, March 6 and 7. The new registered pharmacists are as follows: J. E. McDonald, G. J. Borckoff, J. L. Chauvin, of Detroit; F. A. Gillett, Pontiac; Alice Stevens, H. D. Harrington, Ann Arbor; M. E. Hanson, Caro; F. G. Lenno, Yale; F. Munson, Ithaca; Robert Patterson, St. Johns; G. D. DeRosia, Bay City; Fred Smith, Romeo; G. F. Bernard, Battle Creek; J. T. Carberry, Big Rapids; E. E. Faulkner, Hastings; Grove Green, Marshall; W. R. Gibbs, Howard City.

Assistant pharmacists—E. A. Benson, C. A. Cassada, D. F. Jones, D. E. Perrin, W. J. Wilson, Detroit; L. O. Cushing, Ann Arbor; L. M. Delavan, Hillsdale; D. N. Gleason, Lansing.

Commonly Expensive.

Pearl—So your friend is from Key West?

Ruby—Yes; and he must be wealthy.

Pearl—Why, dear?

Ruby—Because he told me when home he was not accustomed to bathe in anything but Florida water.

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

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.

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WHOLESALE PRICE CURRENT.

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GROCERY PRICE CURRENT.

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

AXLE GREASE doz. gross Aurora 55 6 00 Castor Oil 60 7 00 Diamond 60 4 25 Fraser's 75 9 00 IXL Golden, tin boxes 75 9 00		Hominy Standard 85 Lobster Star, 1 lb. 1 85 Star, 1 lb. 3 10 Picnic Tails 2 25 Mackerel 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 Mushrooms Stems 14@16 Buttons 20@25 Oysters Cove, 1 lb. 1 50 Cove, 2 lb. 1 50 Peaches Pie 1 25 Yellow @165 Pears Standard 70 Fancy 80 Peas Marrowfat 1 00 Early June 1 00 Early June Sifted 1 60 Pineapple Grated 1 25@2 75 Sliced 1 35@2 25 Pumpkin Fair 65 Good 75 Fancy 85 Raspberries Standard 90 Salmon Red Alaska 1 35 Pink Alaska 95 Sardines Domestic, 1/2 lb. @4 Domestic, Mustard @8 French @22 Strawberries Standard 85 Fancy 1 25 Succotash Fair 90 Good 1 00 Fancy 1 20 Tomatoes Fair 80 Good 90 Fancy 1 15 Gallons 2 35 CATSUP Columbia, pints 2 00 Columbia, 1/2 pints 1 25 CHEESE Acme @14 1/2 Amboy @14 Elsie @15 Emblem @14 Gem @14 1/2 Ideal @13 1/2 Jersey @14 Riverside @14 Brick @12 Edam @17 Leiden @17 Limburger @13 Pineapple 50 @75 Sap Sago @17 CHICORY Bulk 5 Red 7 CHOCOLATE Walter Baker & Co.'s German Sweet 23 Premium 35 Breakfast Cocoa 46 CIGARS The Bradley Cigar Co.'s Brands Advance \$35 00 Bradley 35 00 Clear Havana Puffs 22 00 "W. H. B." 22 00 "W. B. B." 55 00 Columbian Cigar Co.'s brand Columbian 35 00 Columbian Special 65 00 Detroit Cigar Mfg. Co.'s Brands Green Seal \$35 00 Green Seal Boquet 60 00 Green Seal Regalia 65 00 Maceo's Dream 35 00 Dispatch 33 00 No Name 32 00 Medal de Reina 28 00 H. & P. Drug Co.'s brands Fortune Teller 35 00 Our Manager 35 00 Quintette 35 00 G. J. Johnson Cigar Co.'s brand CONDENSED MILK 4 doz in case Gall Borden Eagle 6 75 Crown 6 25 Daisy 5 75 Champion 4 50 Magnolia 4 25 Challenge 4 25 Dime 3 35 S. C. W. 35 00		Phelps, Brace & Co.'s Brands Royal Tigers 55@ 80 00 Royal Tigerettes 35 Vincente Portuondo 35@ 70 00 Ruhe Bros. 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 E. M. Schwarz & Co. 35@110 00 San Telmo 35@ 70 00 Havana Cigar Co. 18@ 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. 7 50@ 70 00 Hemmett Cigar Co. 35@ 70 00 G. J. Johnson Cigar Co. 35@ 70 00 Maurice Sanborn 50@175 00 Rock & Co. 65@300 00 Manuel Garcia 80@375 00 Nueva Mundo 85@175 00 Henry Clay 85@550 00 La Carolina 90@200 00 CLOTHES LINES Cotton, 40 ft. per doz. 1 00 Cotton, 50 ft. per doz. 1 20 Cotton, 60 ft. per doz. 1 40 Cotton, 70 ft. per doz. 1 60 Cotton, 80 ft. per doz. 1 80 Jute, 60 ft. per doz. 90 Jute, 72 ft. per doz. 95 COFFEE Roasted A-I-C HIGH GRADE COFFEES Special Combination 20 French Breakfast 25 Lenox 30 Vienna 35 Private Estate 38 Supreme 40 Less 33 1/2 per cent. delivered. Rio Fair 9 Good 10 Prime 12 Golden 13 Peaberry 14 Santos Fair 14 Good 15 Prime 16 Peaberry 18 Maracaibo Prime 15 Milled 17 Java Interior 26 Private Growth 30 Mandehaling 35 Mocha Imitation 22 Arabian 28 PACKAGE COFFEE. Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to buyers shipping point, giving buyer credit on the invoice for the amount of freight he pays from the market in which he purchases to his shipping point. These prices are further subject to manufacturer's regular rebate. 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 1/2 gross 1 15 Hummel's foil 1/2 gross 85 Hummel's tin 1/2 gross 1 43 COCOA James Epps & Co.'s Boxes, 7 lbs. 40 Cases, 16 boxes 38 COCOA SHELLS 20 lb. bags 2 1/2 Less quantity 3 Pound packages 4 COUPON BOOKS Tradesman Grade 50 books, any denom. 1 50 100 books, any denom. 2 50 500 books, any denom. 11 50 1,000 books, any denom. 20 00 Economic Grade 50 books, any denom. 1 50 100 books, any denom. 2 50 500 books, any denom. 11 50 1,000 books, any denom. 20 00 Superior Grade 50 books, any denom. 1 50 100 books, any denom. 2 50 500 books, any denom. 11 50 1,000 books, any denom. 20 00 Universal Grade 50 books, any denom. 1 50 100 books, any denom. 2 50 500 books, any denom. 11 50 1,000 books, any denom. 20 00 Credit Checks 500, any one denom. 2 00 1,000, any one denom. 3 00 2,000, any one denom. 5 00 Steel punch 75 Coupon Pass Books Can be made to represent any denomination from \$10 down. 20 books 1 00 50 books 2 00 100 books 3 00 250 books 6 25 500 books 10 00 1,000 books 17 50 CREAM TARTAR 5 and 10 lb. wooden boxes 30 Bulk in sacks 29 DRIED FRUITS—Domestic Apples Sundried @ 6 1/2 Evaporated, 50 lb. boxes @ 8 1/2 California Fruits Apricots @15 Blackberries Nectarines Peaches 10 @11 Pears Pitted cherries 7 1/2 Raspberries California Prunes 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 1/4 cent less in 50 lb. cases Raisins 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 DRIED FRUITS—Foreign Citron Leghorn 11 Corsican 12 Currants Patras, cases 6 1/2 Cleaned, bulk 7 Cleaned, packages 7 1/2 Citron American 19 lb. bx. 13 Lemon American 10 lb. bx. 10 1/2 Orange American 10 lb. bx. 10 1/2 Raisins Sultana 1 Crown Sultana 2 Crown Sultana 3 Crown Sultana 4 Crown Sultana 5 Crown Sultana 6 Crown Sultana package FARINACEOUS GOODS Beans Dried Lima 5 1/2 Medium Hand Picked 200@2 15 Brown Holland Cereals 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 Farina 24 1 lb. packages 1 25 Bulk, per 100 lbs. 3 00 Haskell's Wheat Flakes 36 2 lb. packages 3 00 Hominy Barrels 2 50 Flake, 50 lb. drums 1 00 Macaroni and Vermicelli Domestic, 10 lb. box 60 Imported, 25 lb. box 2 50 Pearl Barley Common 2 50 Chester 2 50 Empire 3 00		Grits Walsh-DeRoo Co.'s Brand.  24 2 lb. packages 1 80 100 lb. kegs 2 70 200 lb. barrels 5 10 Peas Green, Wisconsin, bu. 1 35 Green, Scotch, bu. 1 40 Split, bu. 3 Rolled Oats Rolled Avena, bbl. 3 75 Steel Cut, 1/2 bbls. 2 05 Monarch, bbl. 3 40 Monarch, 1/2 bbl. 1 85 Monarch, 90 lb. sacks 1 68 Quaker, cases 3 20 Huron, cases Sago German 4 East India 3 1/2 Salus Breakfast Food F. A. McKenzie, Quincy, Mich. 36 two pound packages 3 60 18 two pound packages 1 85 Battle Creek Crackers. Gem Outland 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 Tapioca Flake 5 Pearl 5 Pearl, 24 1 lb. packages 6 1/2 Wheat Cracked, bulk 3 1/2 24 2 lb. packages 2 50 FLAVORING EXTRACTS DeBoe's 2 oz. 4 oz. Vanilla D. C. 1 10 1 80 Lemon D. C. 70 1 35 Vanilla Tonka 75 1 45  Jennings' Flavoring Extracts. D. C. Vanilla D. C. Lemon 2 oz. 1 20 2 oz. 75 3 oz. 1 50 3 oz. 1 20 4 oz. 2 00 4 oz. 1 40 6 oz. 3 00 6 oz. 2 40 No. 8 4 00 No. 8 2 40 No. 10 6 00 No. 10 4 00 No. 2 T. 1 25 No. 2 T. 1 00 No. 3 T. 2 00 No. 3 T. 1 25 No. 4 T. 2 40 No. 4 T. 1 50 Northrop Brand Lem. Van. 2 oz. Taper Panel 75 1 20 2 oz. Oval 75 1 20 3 oz. Taper Panel 1 35 2 00 4 oz. Taper Panel 1 60 2 25 Perrigo's Van. Lem. doz. doz. XXX, 2 oz. obert 1 25 1 25 XXX, 4 oz. taper 2 25 1 25 XX, 2 oz. obert 1 00 No. 2, 2 oz. obert 75 XXX D D picher, 6 oz 1 25 XXX D D picher, 4 oz 1 25 K. P. picher, 6 oz 2 25 FLY PAPER Perrigo's Lightning, gro 2 50 Petrolatum, per doz. 75 GUNPOWDER Rifle—Dupont's Kegs 4 00 Half Kegs 2 25 Quarter Kegs 1 25 1 lb. cans 30 1/2 lb. cans 18 Choke Bore—Dupont's Kegs 4 25 Half Kegs 2 40 Quarter Kegs 1 35 1 lb. cans 34 Eagle Duck—Dupont's Kegs 8 00 Half Kegs 4 25 Quarter Kegs 2 25 1 lb. cans 45		HERBS Sage 15 Hops 15 INDIGO Madras, 5 lb. boxes 55 S. F., 2, 3 and 5 lb. boxes 50 JELLY V. C. Brand 15 lb. pails 35 30 lb. pails 62 Pure apple, per doz. 85 LICORICE Pure 30 Calabria 25 Sicily 14 Root 10 LYE Condensed, 2 doz 1 20 Condensed, 4 doz 2 25 MATCHES 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 MOLASSES New Orleans Black 11 Fair 14 Good 20 Fancy 24 Open Kettle 25@35 Half-barrels 2c extra MUSTARD Horse Radish, 1 doz 1 75 Horse Radish, 2 doz 3 50 Bayle's Celery, 1 doz 1 75 PICKLES Medium Barrels, 1,200 count 5 90 Half bbls, 600 count 3 45 Small Barrels, 2,400 count 6 90 Half bbls, 1,200 count 3 95 PIPES Clay, No. 216 1 70 Clay, T. D., full count 65 Cob, No. 3 85 POTASH 48 cans in case Babbitt's 4 00 Penna Salt Co.'s 3 00 RICE Domestic Carolina head 6 1/2 Carolina No. 1 5 Carolina No. 2 4 Broken 3 1/2 Imported. Japan, No. 1 5 1/2@6 Japan, No. 2 4 1/2@5 Java, fancy head 5 @5 1/2 Java, No. 1 5 @ Table @ SALERATUS Packed 60 lbs. in box. Church's Arm and Hammer 3 15 Deland's 3 00 Deland's Cow 3 15 Emblem 2 10 L. P. 3 00 Sodio 3 15 Wyandotte, 100 lbs. 3 00 SAL SODA Granulated, bbls 80 Granulated, 100 lb. cases 85 Lump, bbls 75 Lump, 145 lb. kegs 80 SALT Diamond Crystal 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, 250 lb. bulk 2 60 Butter, barrels, 20 14 lb. bags 2 60 Butter, sacks, 25 lbs. 25 Butter, sacks, 56 lbs. 60 Common Grades 100 3 lb. sacks 2 10 60 5 lb. sacks 1 95 28 10 lb. sacks 1 80 Warsaw 56 lb. dairy in drill bags 30 28 lb. dairy in drill bags 15 Ashton 56 lb. dairy in linen sacks 60 Higgins 56 lb. dairy in linen sacks 60 Solar Rock 56 lb. sacks 22 Common Granulated Fine 1 50 Medium Fine 1 05 SALT FISH Cod Georges cured @ 5 1/2 Georges genuine @ 5 1/2 Georges selected @ 5 1/2 Strips or bricks 6 @ 9 Pollock @ 3 1/2 Halibut. Strips 14 Chunks 15	
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Herring	
Holland white hoops, bbl.	6 50
Holland white hoops, 1/2 bbl.	85
Holland white hoop, keg.	95
Norwegian	
Round 100 lbs.	3 60
Round 40 lbs.	1 75
Sealed	15
Blotchers	1 45

Mackerel	
Mess 100 lbs.	15 00
Mess 40 lbs.	6 30
Mess 10 lbs.	1 65
Mess 8 lbs.	1 35
No. 1 100 lbs.	13 25
No. 1 40 lbs.	5 60
No. 1 10 lbs.	1 48
No. 1 8 lbs.	1 20
No. 2 100 lbs.	10 50
No. 2 40 lbs.	4 50
No. 2 10 lbs.	1 15
No. 2 8 lbs.	1 00

Trout	
No. 1 100 lbs.	
No. 1 40 lbs.	
No. 1 10 lbs.	
No. 1 8 lbs.	

Whitefish	
No. 1 No. 2 Fam	
100 lbs.	7 50 6 50 2 60
40 lbs.	3 30 2 90 1 35
10 lbs.	90 80 41
8 lbs.	75 66 36

SEEDS	
Anise	9
Canary, Smyrna	4
Caraway	8
Cardamon, Malabar	60
Celery	10
Hemp, Russian	4 1/2
Mixed Bird	4 1/2
Mustard, white	5
Poppy	10
Rape	4 1/2
Cuttle Bone	15

NUTS	
Scotch, in bladders	37
Maccaboy, in jars	35
French Kappee, in jars	43

SOAP	
Single box	3 00
5 box lots, delivered	2 95
10 box lots, delivered	2 90

JAXON	
Single box	3 00
5 box lots, delivered	2 95
10 box lots, delivered	2 90

JAS. S. KIRK & CO.'S BRANDS.	
American Family, wrp'd.	2 66
Domino	2 75
Cabinet	2 20
Savon	2 50
White Russian	2 35
White Cloud, laundry	6 25
White Cloud, toilet	3 50
Dusky Diamond, 50 6 oz.	2 10
Dusky Diamond, 50 8 oz.	3 00
Blue India, 100 1/2 lb.	3 00
Kirkline	3 50
Eos	2 50

Scouring	
Sapallo, kitchen, 3 doz.	2 40
Sapallo, hand, 3 doz.	2 40

SODA	
Boxes	5 1/2
Kegs, English	4 1/2

SPICES	
Whole Spices	
Allspice	11
Cassia, China, in mats	12
Cassia, Batavia, in bund	28
Cassia, Saigon, broken	35
Cassia, Saigon, in rolls	55
Cloves, Amboyne	13
Cloves, Zanzibar	15
Mace	55
Nutmegs, 75-80	55
Nutmegs, 105-10	45
Nutmegs, 115-20	40
Pepper, Singapore, black	25
Pepper, Singapore, white	13
Pepper, shot	16

Pure Ground in Bulk	
Allspice	28
Cassia, Batavia	28
Cassia, Saigon	16
Cloves, Zanzibar	15
Ginger, African	15
Ginger, Cochlin	25
Ginger, Jamaica	25
Mace	65
Mustard	18
Pepper, Singapore, black	25
Pepper, Singapore, white	13
Pepper, Cayenne	20
Sage	15

STOVE POLISH	
Allspice	28
Cassia, Batavia	28
Cassia, Saigon	16
Cloves, Zanzibar	15
Ginger, African	15
Ginger, Cochlin	25
Ginger, Jamaica	25
Mace	65
Mustard	18
Pepper, Singapore, black	25
Pepper, Singapore, white	13
Pepper, Cayenne	20
Sage	15

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

WOODENWARE	
Bushels	1
Bushels, wide band	1 10
Market	30
Willow Cuthes, large	7 00
Willow Cuthes, medium	6 50
Willow Cuthes, small	5 50

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

SYRUPS	
Barrels	17
Half bbls.	19
1 doz. 1 gallon cans	3 15
1 doz. 1/2 gallon cans	1 85
2 doz. 1/4 gallon cans	1 00

Pure Cane	
Fair	16
Good	20
Choice	25

Mixed	
V. C. Syrup Co.'s Brands	
Valley City	10@17
V. C., cane flavored	10@24

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

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

WOODENWARE	
Bushels	1
Bushels, wide band	1 10
Market	30
Willow Cuthes, large	7 00
Willow Cuthes, medium	6 50
Willow Cuthes, small	5 50

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

SYRUPS	
Barrels	17
Half bbls.	19
1 doz. 1 gallon cans	3 15
1 doz. 1/2 gallon cans	1 85
2 doz. 1/4 gallon cans	1 00

Pure Cane	
Fair	16
Good	20
Choice	25

Mixed	
V. C. Syrup Co.'s Brands	
Valley City	10@17
V. C., cane flavored	10@24



Kingsford's Corn	
40 1-lb. packages	6 1/2
20 1-lb. packages	6 1/2
10 1-lb. packages	6 1/2
5 1-lb. packages	6 1/2
2 1-lb. packages	6 1/2
1 1-lb. package	6 1/2
10 1-lb. packages	6 1/2
5 1-lb. packages	6 1/2
2 1-lb. packages	6 1/2
1 1-lb. package	6 1/2
10 1-lb. packages	6 1/2
5 1-lb. packages	6 1/2
2 1-lb. packages	6 1/2
1 1-lb. package	6 1/2

Common Corn	
40 1-lb. packages	6 1/2
20 1-lb. packages	6 1/2
10 1-lb. packages	6 1/2
5 1-lb. packages	6 1/2
2 1-lb. packages	6 1/2
1 1-lb. package	6 1/2

Common Gloss	
40 1-lb. packages	6 1/2
20 1-lb. packages	6 1/2
10 1-lb. packages	6 1/2
5 1-lb. packages	6 1/2
2 1-lb. packages	6 1/2
1 1-lb. package	6 1/2

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

SUGAR	
Domino	5 30
Cut Leaf	5 45
Crushed	5 45
Cubes	5 20
Powdered	5 15
Coarse Powdered	5 15
XXXX Powdered	5 15
Standard Granulated	5 05
Fine Granulated	5 05
Coarse Granulated	5 20
Extra Fine Granulated	5 20
Conf. Granulated	5 30
2 lb. cartons Fine Gran.	5 15
2 lb. bags Fine Gran.	5 15
5 lb. cartons Fine Gran.	5 15
5 lb. bags Fine Gran.	5 15
Mould A	5 30
Diamond A	5 05
Confectioner's A	4 85
No. 1, Columbia A	4 70
No. 2, Windsor A	4 70
No. 3, Ridgewood A	4 70
No. 4, Phoenix A	4 65
No. 5, Empire A	4 60
No. 6	4 55
No. 7	4 50
No. 8	4 40
No. 9	4 35
No. 10	4 30
No. 11	4 30
No. 12	4 25
No. 13	4 25
No. 14	4 25
No. 15	4 25
No. 16	4 25

TABLE SAUCES	
LEA & PERRINS' SAUCE	
The Original and	
Genuine	
Worcestershire.	

LEA & PERRINS' SAUCE	
Lea & Perrin's, large	3 75
Lea & Perrin's, small	2 50
Halford, large	3 75
Halford, small	2 25
Salad Dressing, large	4 55
Salad Dressing, small	2 75

VINEGAR	
Malt White Wine, 40 grain	7 1/2
Malt White Wine, 80 grain	11
Pure Cider, Red Star	12
Pure Cider, Robinson	12
Pure Cider, Silver	11

WASHING POWDER	
Kirk's Eos	2 00
Wisdom	3 75
Rosine	3 25
Nine O'clock	3 50
Babbitt's 1776	3 12
Gold Dust	4 25
Johnson's	3 50
Swift's	2 85
Pearline, 72 8 oz.	2 90
Pearline, 36 1s.	2 85
Snow Boy	2 35
Liberty	3 90

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

WOODENWARE	
Bushels	1
Bushels, wide band	1 10
Market	30
Willow Cuthes, large	7 00
Willow Cuthes, medium	6 50
Willow Cuthes, small	5 50

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

SYRUPS	
Barrels	17
Half bbls.	19
1 doz. 1 gallon cans	3 15
1 doz. 1/2 gallon cans	1 85
2 doz. 1/4 gallon cans	1 00

Pure Cane	
Fair	16
Good	20
Choice	25

Mixed	
V. C. Syrup Co.'s Brands	
Valley City	10@17
V. C., cane flavored	10@24

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

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

WOODENWARE	
Bushels	1
Bushels, wide band	1 10
Market	30
Willow Cuthes, large	7 00
Willow Cuthes, medium	6 50
Willow Cuthes, small	5 50

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

SYRUPS	
Barrels	17
Half bbls.	19
1 doz. 1 gallon cans	3 15
1 doz. 1/2 gallon cans	1 85
2 doz. 1/4 gallon cans	1 00

Pure Cane	
Fair	16
Good	20
Choice	25

Mixed	
V. C. Syrup Co.'s Brands	
Valley City	10@17
V. C., cane flavored	10@24

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

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

WOODENWARE	
Bushels	1
Bushels, wide band	1 10
Market	30
Willow Cuthes, large	7 00
Willow Cuthes, medium	6 50
Willow Cuthes, small	5 50

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

SYRUPS	
Barrels	17
Half bbls.	19
1 doz. 1 gallon cans	3 15
1 doz. 1/2 gallon cans	1 85
2 doz. 1/4 gallon cans	1 00

Pure Cane	
Fair	16
Good	20
Choice	25

Mixed	
V. C. Syrup Co.'s Brands	
Valley City	10@17
V. C., cane flavored	10@24

Pails	
2-hoop Standard	1 50
3-hoop Standard	1 70
2-wire, Cable	1 60
3-wire, Cable	1 85
Cedar, all red, brass bound	1 25
Paper, Eureka	2 25
Fibre	2 40

Tubs	
20-inch, Standard, No. 1	7 00
18-inch, Standard, No. 2	6 00
16-inch, Standard, No. 3	5 00
20-inch, Dowell, No. 1	3 25
18-inch, Dowell, No. 2	5 25
16-inch, Dowell, No. 3	4 25
No. 1 Fibre	9 45
No. 2 Fibre	7 95
No. 3 Fibre	7 20

Wash Boards	
Bronze Globe	2 50
Dewey	1 75
Double Acme	2 75
Single Acme	2 25
Double Peerless	3 00
Single Peerless	2 50
Northern Queen	3 00
Double Duplex	3

Hardware

Eight Rules Applicable to Advertising a Hardware Store.

I believe in Barnum's motto—Advertise and get rich. I have not succeeded in getting rich yet, but I have made some good money for the store that I have the honor to represent. I consider it an honor to be in the hardware business, and I think there is no more worthy trade than it. Judicious advertising in the newspapers is, I think, the best method of reaching the people, for they will read the papers, and the editors are striving hard to make the papers interesting to read. I think that all good men are not hardware dealers, but all hardware men are or should be good men, and they will do just as they advertise to do. I feel gratified with the result that I have obtained by newspaper advertisements. I change my advertisements often and keep track of prices, or rather keep track of the "trusts," and then I go and change my advertisement again.

I try to make my advertisements so that they will be interesting, and ask the printer to keep changing the appearance of my advertisement, and I must say that I think this is the best way. In the first place we must have our store nicely arranged and have everything neat, and then we must have a good hearty handshake for all our customers. I am a Methodist, and I believe in the old-fashioned Methodist hand-shake; and then, why not shake their hands? They are a part of us, and we must keep them coming if we would live. We spent \$75 last summer advertising in the papers for a cooking exhibition, and put a large range in our wagon and drove all over town and had a large cow-bell, and would pull the string and have it ring.

I also had some circulars and some posters put on the bridges, but I can not help but think the paper advertisements were the most useful, by long odds. We made it a point to see that every man, woman and child got a biscuit and a cup of hot coffee. It paid us. We must ask our customer how is Mary-Jane and Peggy-Ann, and how are the crops, etc.? We must be interested in their welfare. One of the best things that I know of is to keep up a hot fire in winter and a good tank of ice in summer.

I think that it pays to get a special line of good goods and talk them and speak of them in the paper. Then get another special line and keep up the everlasting, persistent advertising that will keep the people coming, and keep up that good old hand-shake, and keep up the hot fire in the winter and the good ice water in the summer. Do what you say you will do in your advertisements. Be sure that you say something that will cause them to think of your store all the time. Buy goods only from houses that will protect you and take occasional trips to market to acquire new ideas on display of stock and methods of handling customers. Well, let me say, in conclusion, that I think the following ideas are the best methods of advertising our business:

1. Good fresh advertisements every few days in the paper.
2. Keep a neat, clean, up-to-date stock, well bought.
3. Remember that old-fashioned hand-shake.
4. Keep up the fire and don't forget the ice water.

5. Have your whole life (except your soul) in your store.
6. Go to church every Sabbath and take the family.
7. Keep plenty of money on hand to cash checks and make change.
8. Be sure and keep money on hand to pay your bills promptly.

S. J. Gilbert.

Not the Stove's Fault. From Stoves and Hardware Reporter.

Complaints are quite often received by manufacturers regarding some stove or range which the writer has sold and then taken back because it did not give satisfaction to the purchaser. It did not draw, or its baking qualities were deficient, or it failed to give out sufficient heat, or there was some other fatal defect in design or workmanship which the dealer could not remedy, because, as he may sarcastically say, he is not running a foundry but is engaged in the business of selling stoves and must have the right kind or else go out of business.

Letters of this kind are always absurd to those who are acquainted with the methods of stovemaking. It is safe to say that any stove which goes out from a modern foundry will perform its work satisfactorily if only accorded the right treatment. When a hundred stoves, for instance, are made from one pattern and ninety-nine do good work while the remaining one is complained about, it naturally follows that the fault is not with the maker but with the individual who uses it.

A deficient draft is probably caused by an improper method of setting up. The pipe may be too small or be run too far into the flue, or the flue itself may not be up to requirements. Improper setting up or operation will cause trouble with any stove, no matter how perfect it would otherwise be in operation, and unless the dealer conveys his own knowledge to the purchaser he is quite apt to receive complaints. If he does not possess such knowledge he can readily obtain it from the maker, who would also be justified in reminding him politely that one part of the dealer's business is to instruct his customers how to use the articles they purchase.

Early Closing By Hardware Stores. From the American Artisan.

The Menominee Hardware Co. deserves congratulations for acting as pioneers in closing business at 6 p. m. during the winter. It is said the other merchants of that place will follow the example. While few firms have the independence to take so praiseworthy a step as this of their own individual accord, yet more dealers could do it than think they could, as the volume of daily sales would show less falling off than they think they would.

While it may be a mooted point as to the advisability of dealers taking this step in their individual capacity, there can be no question of the ease with which it can be accomplished by united effort. One of the most signal triumphs of the Chicago Retail Hardware Dealers' Association in its infancy was its bringing about earlier hours of closing, allowing the local hardware trade needed time for rest and recreation, of which they had been robbing themselves owing to the intensity of mutual competition.

Hardware dealers as well as other classes of merchants can derive more benefit from coming to a proper understanding with each other than from any other source, and such is the general sound sense of the retail business world that I have little doubt that if a few courageous hardware dealers would set the pace of early closing it would become quite general in their respective communities, to the common good of all. Barring drug stores there is no reason why all retail lines should not close at 6 o'clock.

Defective Judgment.

"I saw you kissing my daughter. I don't like it, sir."
"Then you don't know what's good, sir."

Substitute For Iron.

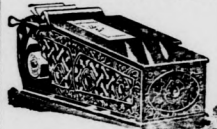
Experiments in the Sibley laboratory at Cornell University have shown that an alloy of aluminum and zinc possesses remarkable qualities. It is white and takes a fine finish, and is equal in strength to cast iron, but superior in elasticity. On the other hand it melts at so low a temperature that it can be liquefied in a ladle over an open fire. In the liquid form it fills a mold, running into all the small parts much better than brass, but it is more brittle than brass. Its use does away with the foundry furnace, and its technical advantages are obvious. The strength of this metal is 50,000 pounds to the square inch, according to the authority making the announcement.

Continual Grind.

"I asked a scissors sharpener the other day what he thought of life."
"What did he reply?"
"That it was one continual grind."

How Do You Know

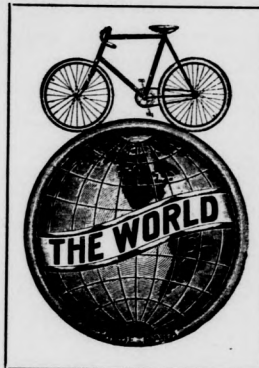
That all the money goods sell for gets into your bill? You can know this if you will. How do your customers know that mistaken credits and charges don't effect the amount of their bills? They can know this, if you will. How do your clerks know that suspicion can not wrongfully be held against them by you or your customers?



They can know, if you will. How can your creditors know their extension of credit is not abused? They can know if you will. How can your competitors know that you are on your feet solid and to stay? They can know if you will. How can the world at large know that you are prosperous and progressive? They can know if you will. WILL WHAT? If you will put in the Egly Autographic Register System adapted to your needs. This system insures every dollar sold saved. Makes forgotten charges and wrong credits impossible. Causes suspicion of clerks to disperse. Forces competitors to recognize your business judgment. Leads to greater confidence in your creditors, and satisfies the world at large, on whose opinion your success depends, that you are prosperous and up-to-date. If you will let us help you write for particulars to

L. A. ELY, Alma, Mich.

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.

Aluminum Money

Will Increase Your Business.



Cheap and Effective.
Send for samples and prices.

C. H. HANSON,
44 S. Clark St., Chicago, Ill.

Air Tight Stoves

Write
for
Price
List.

FOSTER,
STEVENS,
& CO.,
GRAND RAPIDS.



The Grand Rapids Paper Box Co. Manufacture

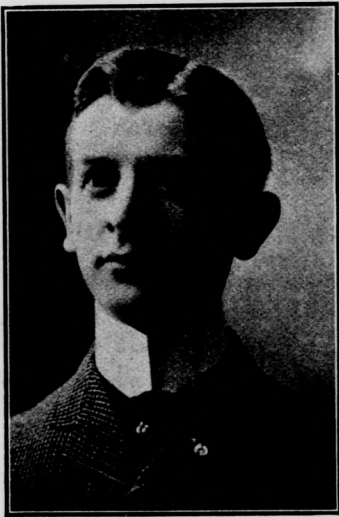
Solid Boxes for Shoes, Gloves, Shirts and Caps, Pigeon Hole Files for Desks, plain and fancy Candy Boxes, and Shelf Boxes of every description. We also make Folding Boxes for Patent Medicine, Cigar Clippings, Powders, etc., etc. Gold and Silver Leaf work and Special Die Cutting done to suit. Write for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

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

SUCCESSFUL SALESMEN.

Hugh G. Hoffman, Representing Cupples Woodenware Co.

Hugh G. Hoffman was born in Kalamazoo, Aug. 3, 1874. He attended the public schools of that place, graduating from the high school at the age of 17 on the Latin-German course. He then worked one year for Edwards & Chamberlin, hardware dealers of Kalamazoo, when he accepted a position in the Michigan National Bank of Kalamazoo as collector and correspondence clerk, which position he occupied for five years. At the end of this time he went on the road for his father, John A. Hoffman, in the interest of the Bucher & Gibbs Plow Co., of Canton, Ohio, and F. E. Myers & Bro., of Ashland, Ohio, covering the States of Ohio, Indiana



and Michigan. November 1, 1898, he engaged to travel for the Samuel Cupples Woodenware Co., of St. Louis, Mo., the largest house of its kind in the United States. His territory embraces both the wholesale and retail trade of Illinois, Wisconsin and Michigan, whom he calls upon once a year.

Mr. Hoffman is an attendant upon the First Presbyterian church of Kalamazoo. He is a member of the Kalamazoo Club and is affiliated with Kalamazoo Lodge No. 22, F. and A. M.; Kalamazoo Chapter, R. A. M.; Peninsular Commandery, No. 8, K. T.; Saladin Temple of the Mystic Shrine of Grand Rapids; Post K, Michigan Knights of the Grip. He is a charter member of Kalamazoo Council, No. 156, United Commercial Travelers, serving that organization in an official capacity as a member of the Executive Committee.

Mr. Hoffman attributes his success as a salesman to patient work and constant effort along well-defined lines, together with the inherent qualities of a traveling salesman inherited from his father, John A. Hoffman, who has carried a salesman's grip for over twenty-six years.

Climax Which Thrilled His Hearers.

Twenty-three years ago this winter John B. Gough lectured before a crowded house in the Fountain street Baptist church. His speech was slow at first, with few gestures and fewer illustrations. He told something of his own life, of the misery brought by drink, of the laws of self-denial and self-sacrifice. He was intense at all times, and this intensity bore down upon the listeners until he had made them one with himself. He made some slight comment on the condition of a drunkard's family—the want which came upon them, the loss of self-respect. He de-

scribed the degradation of spirit which rested with the habitual drinker and how if that spirit was not destroyed mere signing of the pledge would not redeem. He pleaded for exercise of will power, more potent in effecting reform than all the drugs and medicines in the world. This was but developing the minds of his hearers for a climax.

Suddenly he swung one arm high in the air and shouted:

"A drunkard and his fall to the depths of everlasting hell is like the man who climbs to the top of St. Peter's in Rome. He is on the very summit of the great dome, the blue sky above and the world far, far beneath. He looks down from his perch, and having nothing to grasp, to hold to, grows dizzy."

"Everything is whirling now before him. His senses leave him. He is swooning. His feet slip. He is off of the dome. He is in the air. He is falling—"

"Down!"

"Down!"

"Down!"

"To the earth beneath and the ruin of himself."

"Thus descends the drunkard—"

"Down! Down! Down!"

"To the fires of hell and the ruin of his soul!"

The whole exclamation was accompanied with such use of his right arm and body as to bring the fearful descent immediately to the eye of the mind.

A shudder ran over the audience. The sobs of women were heard. Men felt uncomfortable. Men and women are living to-day who still feel the power of that illustration, uttered by lips long since cold.

Not an Open Door.

A German manufacturer, who recently visited Pittsburg, was greatly surprised, says an exchange, in the difference in the welcome he received eight years ago and at the present time. At the former period the manufacturers entertained the foreign visitors lavishly and showed them all the wonders of natural gas and the resources of their plants. All this is now changed. He requested permission to inspect certain mills and see the improved machinery and methods in vogue. He was surprised to find that it was impossible to obtain the required permit. Other foreigners have succeeded in entering some of the mills, but the manufacturers are becoming more and more chary in granting facilities for the inspection of their plants. There was a time, and it is not so long ago, when foreigners did not care to enter the mills; but at the present time they are very anxious to do so. It should be remembered that abroad in very few cases are foreigners ever allowed to inspect plants, and there is no reason why we should grant favors which we can not receive in return.

Two-Cent Revenue Stamps.

A writer in a New York paper contends that, although the present money stringency is largely due to excessive capitalization of industrial combinations and to great increase of business and higher prices, one of the chief causes has been overlooked—the little two-cent revenue stamp. He points out that where formerly workmen were paid in checks now they are almost invariably paid in money. This practice makes it necessary for the banks throughout the country to keep more of their cash reserves on hand and to leave less at the money centers, and the money thus being scattered out gets back slowly. Business men keep more money on hand and pay less with checks, and farmers when getting pay for their products, instead of depositing in banks and checking out as before, now carry their money home.

Mentioned as Usual.

Clara—Did the newspapers notice your papa at the banquet?

Freddie—Yes.

Clara—Well, mamma said she could not see his name in the list.

Freddie—No; but the list ends up with "and others." That means papa. They always mention him that way.

Hardware Price Current

Augurs and Bits

Snell's 60
Jennings' genuine 25
Jennings' imitation 50

Axes

First Quality, S. B. Bronze 7 00
First Quality, D. B. Bronze 11 50
First Quality, S. B. S. Steel 7 75
First Quality, D. B. Steel 13 06

Barrows

Railroad 16 50
Garden net 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. 1/4 in. 5-16 in. 3/8 in. 1/2 in. 8 c. 7 c. 6 c. 6 c.
BB 9 7/4 6 3/4 6 1/4
BBB 9 1/2 8 3/4 7 1/2 7 3/4

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 Slicks 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, 28
List 12 13 14 15 16 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 dis 85

Hammers

Maydole & Co.'s, new list dis 33 1/4
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

As 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 3 1/2 c 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 7 1/4
Per pound 8

Miscellaneous

Bird Cages 40
Pumps, Cistern 70
Screws, New List 80
Castors, Bed and Plate 50&10&10
Dampers, American 50

Molasses Gates

Stebbins' Pattern 60&10
Enterprise, self-measuring 30

Pans

Fry, Acme 60&10&10
Common, polished 70&85

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 1/4c per pound extra.

Planes

Ohio Tool Co.'s, fancy 50
Sciota Bench 50
Sandusky Tool Co.'s, fancy 50
Bench, first quality 50

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 75
Casing 10 advance 15
Casing 8 advance 25
Casing 6 advance 25
Finish 10 advance 25
Finish 8 advance 35
Finish 6 advance 45
Barrel 1/2 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, 1/2 inch and larger 11 1/4
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 20 \$3 00
Nos. 15 to 17 3 20 3 00
Nos. 18 to 21 3 30 3 20
Nos. 22 to 24 3 40 3 30
Nos. 25 to 26 3 50 3 40
No. 27 3 60 3 50
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 B and Buck 1 75

Shovels and Spades

First Grade, Doz. 8 60
Second Grade, Doz. 8 10

Solder

1/2 60 1/4 20
The prices of the many other qualities of solder 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
Oneida Community, Newhouse's 40&10
Oneida Community, Hawley & Norton's 65&16
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

COUPON BOOKS

SUPERCEDE

BOOK-KEEPING

DISPUTED ACCOUNTS

ACCURACY

ASSURE PROFIT

BAD DEBTS

CONTENTMENT

We make four grades of books in the different denominations.

CIRCULARS ON INQUIRY

SAMPLES

TRADESMAN COMPANY,

GRAND RAPIDS, MICH.

COMING CONVENTION.

Preliminary Programme Arranged For Next Week's Meeting.

Jess Wisler, of Mancelona, President of the Michigan Retail Grocers' Association, was in town last week in consultation with Secretary Stowe relative to the programme of the seventh convention of the Association, which will be held in this city Thursday and Friday of next week. It was decided to hold the convention at the parlors of the Military Club, which is admirably adapted for the purpose and which will be reserved for the exclusive use of the members during the time the convention is in session. Instead of holding an evening session Thursday and starting the banquet at 9 or 10 o'clock in the evening, it was decided to have the banquet at 6 o'clock, so that no one need fear an attack of indigestion as the result of putting a six course banquet on top of a regular supper. It was decided to ask Mr. Amos S. Musselman to preside at the banquet as toastmaster and to him has been entrusted the work of selecting and making up the programme for that occasion. The convention portion of the programme, so far as arranged, will be as follows:

Thursday Morning—9 o'clock.

Call to order by President.
President's address.
Secretary's report.
Treasurer's report.
Report of standing committees.
Appointment of special committee on President's address, peddling law, resolutions.

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

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

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

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

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

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

Why it was necessary to raise freight rates—E. C. Leavenworth, Grand Rapids.

What attitude should grocers assume toward trust goods?—Geo. F. Cook, Grove.

Thursday Afternoon—1:30 o'clock.

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

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

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

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

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

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

Co-operative buying among grocers.
How to circumvent fraudulent commission merchants.

Exemption legislation.
Conducting a dairy business in connection with a store.

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

Catalogue house competition.

Thursday Evening—6 o'clock.

Informal banquet tendered the members of the Association and the wholesale grocery and allied trades by the Michigan Tradesman at the Military Club.

At the conclusion of the repast Mr. Amos S. Musselman will assume the

duties of toastmaster and present an interesting programme of sentiments and responses.

Friday Morning—9 o'clock.

Reports of special committees.
Miscellaneous business.
Unfinished business.
Election of officers.
Appointment of committees.
New business.
Adjournment.

In case it is found desirable to close up the work of the convention Thursday, this session can be dispensed with and the work set forth on the programme can be crowded into the closing session Thursday.

The Boys Behind the Counter.

Pentwater—Chas. W. Edwards, who for seventeen years has been buyer and head clerk in the dry goods department of the Sands & Maxwell Lumber Co., tendered his resignation last Saturday night. Mr. Edwards has not fully decided what his future may be, but will continue with the firm to the end of this month, and will then take a rest for a time.

Big Rapids—Ed Smith, who recently severed his connection with Joslin's clothing store, has gone to St. Ignace to take a position in the mercantile establishment of Joseph H. Steinberg, who deals in dry goods, men's furnishings, clothing, boots and shoes, furniture, carpets and crockery.

Boyne City—Nurko & Frazer have engaged Miss Edith Bruce, of Harrison, to take charge of their millinery department.

Belding—Ed Peck, for some time past with E. Vincent & Co., has taken a similar position with Lamb Brothers.

Owosso—Wade Camburn, for the past six years prescription clerk for Parkill & Son, has purchased a drug stock in Battle Creek, and is already in possession.

Union City—Geo. Merritt has taken a position as head clerk in Rowley's dry goods store.

Traverse City—Jack Broadfoot is employed in the grocery store of J. J. Brezina, taking the place of George Thirby, who has gone into the foundry.

Ludington—A. F. Keseberg has resigned his position as clerk in the Sands & Maxwell grocery store at Pentwater and removed to this city to take a position as book-keeper for the Bert Smith pin factory.

Owosso—Frank Reed is clerking in Fred Carpenter's grocery.

Quincy—Lee O. Burch has taken a position with the Deering Harvester Co. and commenced work for them last week. He will work the adjacent territory. For some time past Mr. Burch has been salesman in the F. E. Powers clothing store.

Big Rapids—Fred A. Knapp, son of M. H. Knapp, ex-President of the Michigan Funeral Directors' Association and member of the firm of Knapp & Smith, Owosso, has taken charge of John Wiseman's undertaking business at this place. Mr. Knapp is a graduate of the Chicago College of Embalming and has had several years' practical experience with his father at Owosso.

Milford—Floyd Babcock, who has been with Burch & Skinner, groceries and crockery, has severed his connection with them, having accepted a position as assistant postmaster at this place. He entered upon his duties on Jan. 1.

A college education spoils a fool; but it shows an intelligent young man how to acquire knowledge that may be useful to him.

Meeting of Michigan Produce Dealers' Association.

The semi-annual meeting of the Michigan Produce Dealers' Association was held in this city last Wednesday, with about forty members in attendance. Secretary Bane had prepared an interesting programme, but few of the gentlemen who had been assigned the work of preparing papers on topics of vital interest to the trade put in an appearance.

The meeting adjourned to meet again in Detroit in August, the exact date to be set by Secretary R. R. Bane, of that city. Mr. Bane stated, before the adjournment, that at the Detroit meeting it was believed it would be practical to organize a national association which would benefit the whole country. Already the potato shippers of the Northwest are organized and Mr. Bane has received letters from Maine and New York stating that before the August meeting they would be organized and ready for a national body. When such an organization is in existence it is believed that great good can be done in blacklisting irresponsible receivers of produce, which, as understood by the Michigan Shippers' Association, consists of potatoes, onions, beans and cabbage. There is a national apple shippers' association, as there is also a national creamery association. The members of this Association deal very little in anything outside of the produce mentioned. They are mostly potato shippers. During the meeting quite a number of receivers of potatoes who were complained about by members of the Association were discussed and were placed before the Association as receivers who should be avoided and not patronized.

It was voted by the Association that each member write to the Congressman in his district and also to the Senators from this State and urge that no change be made in that part of the inter-state commerce law which treats of pooling. It was stated by G. C. Freeman, of Pontiac, who has given the matter close study, that the railroads were in a pool to try and have the joint rates or pooling rates changed and several bills were already introduced for that purpose. It is the theory of Mr. Freeman that an initial road is responsible for a claim of loss or damages and that after the pooling clause is changed it will be a detriment to the shippers and an advantage to the roads. In speaking of this proposition Mr. Freeman presented a paper outlining a law which should be enacted by the next Legislature bearing directly on this point. The paper was referred to the Legislative Committee with instructions to have it properly drawn up and presented to the next Legislature for passage.

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.

FOR SALE—CLEAN NEW STOCK OF clothing and furnishing goods; only stock in town; great chance; small capital; reason for selling, ill health. Address K, care Michigan Tradesman. 184

WANTED—STOCK OF HARDWARE IN volving \$1,500 to \$2,000 in town of 1,000 to 3,000 inhabitants, with well-established trade. Good reasons for selling that I can buy right. Address L. C., 137 Superior St., Toledo, Ohio. 186

FOR SALE OR TRADE—MODERN EIGHT-room house and two large lots in Muskegon Heights. Would take grocery stock as part payment. For particulars address Mrs. M. A. Lund, Benton Harbor, Mich., Rural Delivery. 185

TO RENT—GOOD STORE, FINE LOCATION for dry goods or general stock. A live man with good stock can do a very satisfactory business; rent, reasonable. G. H. Kirtland, 1151 South Division St., Grand Rapids. 180

WANTED—SECOND-HAND ENGINE AND boiler, forty horse power. State price and condition. A. Kimball, Mancelona, Mich. 179

FOR SALE OR EXCHANGE—STORE BUILDING and small general stock in good Michigan town. Might exchange part. Address No. 177, care Michigan Tradesman. 177

FOR SALE OR EXCHANGE—NEW EIGHT hundred dollar grocery stock in Port Huron; established trade; good location. Owner has other business. Address No. 176, care Michigan Tradesman. 176

FOR SALE OR EXCHANGE—A TWO-STORY brick business block in a Central Michigan town; double room, 40x60 feet; rental value, \$200 per year; price, \$5,000; or will exchange for stock of clothing, boots and shoes. Address No. 175, care Michigan Tradesman. 175

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

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 THOUSAND 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

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 delay, 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 SHAFTING, HANGERS AND PULLEYS 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.

YOUNG MAN, EXPERIENCED STENOGRAPHER, bookkeeper and general office man desires position. Good references. Address box 40, West Campbell, Mich. 183

WANTED—POSITION AS MANAGER OR head clerk in general store; 15 years' experience as buyer and manager. Good references. Address No. 181, care Michigan Tradesman. 181

EXPERIENCED DRUGGIST WANTS SITUATION. Address No. 178, care Michigan Tradesman. 178

WANTED—EXPERIENCED CEMENT manufacturer at once. Address, stating age, salary, etc., No. 182, care Michigan Tradesman. 182

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

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

Travelers' Time Tables.

Pere Marquette Railroad

Chicago.

Lv. G. Rapids, 7:10am 12:00m 4:30pm *11:50pm
Ar. Chicago, 1:30pm 5:00pm 10:50pm *7:05am
Lv. Chicago, 7:15am 12:00m 5:00pm *11:50pm
Ar. G. Rapids, 1:25pm 5:05pm 10:55pm *6:20am

Traverse City, Charlevoix and Petoskey.

Lv. G. Rapids, 7:30am 4:00pm
Ar. Trav City, 12:40pm 9:10pm
Lv. Charlev'x, 3:15pm 11:25pm
Ar. Petoskey, 3:45pm 11:55pm
Trains arrive from north at 2:40pm, and
and 10:00pm.

Detroit.

Lv. Grand Rapids, 7:00am 12:05pm 5:25pm
Ar. Detroit, 11:40am 4:05pm 10:05pm
Lv. Detroit, 8:40am 1:10pm 6:10pm
Ar. Grand Rapids, 1:30pm 5:10pm 10:55pm

Saginaw, Alma and Greenville.

Lv. Grand Rapids, 7:00am 5:10pm
Ar. Saginaw, 11:30pm 9:45pm
Lv. Saginaw, 7:00am 5:00pm
Ar. Grand Rapids, 11:45am 9:40pm

Parlor cars on all trains to and from Detroit
and Saginaw. Parlor cars on afternoon trains
to and from Chicago. Pullman sleepers on night
trains. Parlor car to Traverse City on morn-
ing train.

*Every day. Others week days only.
GEO. DEHAVEN, General Pass. Agent.
Grand Rapids, Mich.
January 1, 1900.

GRAND Trunk Railway System

Detroit and Milwaukee Div

(In effect Oct 19, 1899.)

Going East.

	Leave	Arrive
Saginaw, Detroit & N. Y.	6:50am	9:55pm
Detroit and East	10:16am	5:07pm
Saginaw, Detroit & East	3:27pm	12:50pm
Buffalo, N. Y., Toronto, Mon- treal & Boston, Ltd. Ex.	7:20pm	10:16am

Going West.

	Leave	Arrive
Gd. Haven Express	10:21am	7:15pm
Gd. Haven and Int. Pts.	12:55pm	3:19pm
Gd. Haven and Milwaukee	5:12pm	10:11am

Eastbound 6:50am train has new Buffet parlor
car to Detroit, eastbound 3:27pm train has new
Buffet parlor car to Detroit.
*Daily. *Except Sunday.
C. A. JUSTIN, City Pass. Ticket Agent,
97 Monroe St., Morton House.

GRAND Rapids & Indiana Railway

December 17, 1899.

Northern Division.

	Going North	From North
Trav. City, Petoskey, Mack.	7:45am	5:15pm
Trav. City, Petoskey, Mack.	2:10pm	10:15pm
Cadillac Accommodation	5:25pm	10:45am
Petoskey & Mackinaw City	11:00pm	6:20am

7:45am and 2:10pm trains, parlor cars; 11:00pm
train, sleeping car.

Southern Division

	Going South	From South
Kalamazoo, Ft. Wayne Cin.	7:10am	9:45pm
Kalamazoo and Ft. Wayne.	2:00pm	2:00pm
Kalamazoo, Ft. Wayne Cin.	7:00pm	6:45am
Kalamazoo and Vicksburg.	11:30pm	9:10am

7:10am train has parlor car to Cincinnati,
coach to Chicago; 2:00pm train has parlor car to
Fort Wayne; 7:00pm train has sleeper to Cinci-
nati; 11:30pm train, sleeping car and coach to
Chicago.

Chicago Trains.

	TO CHICAGO.	FROM CHICAGO
Lv. Grand Rapids	7:10am	11:30pm
Ar. Chicago	2:30pm	8:45pm

Lv. Chicago, 10:21am 11:32pm
Ar. Grand Rapids, 9:45pm 6:45am
Train leaving Grand Rapids 7:10am has coach;
11:30pm train has coach and sleeping car; train
leaving Chicago 3:02pm has coach; 11:32pm has
sleeping car for Grand Rapids.

Muskegon Trains.

	GOING WEST.	GOING EAST.
Lv. Grand Rapids	7:35am	1:35pm
Ar. Muskegon	9:00am	2:50pm
Sunday train leaves Grand Rapids	9:15am	
arrives Muskegon at 10:40am. Returning leaves		
Muskegon 5:30pm; arrives Grand Rapids, 6:50pm.		

Lv. Muskegon, 10:10am 12:15pm 4:00pm
Ar. Grand Rapids, 9:30am 1:30pm 5:20pm
*Except Sunday. *Daily.

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

MANISTEE & Northeastern Ry.

Best route to Manistee.

Via C. & W. M. Railway.

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

MERCANTILE ASSOCIATIONS

Michigan Business Men's Association

President, C. L. WHITNEY, Traverse City; Sec-
retary, E. A. STOWE, Grand Rapids.

Michigan Retail Grocers' Association

President, J. WISLER, Mancelona; Secretary,
E. A. STOWE, Grand Rapids

Detroit Retail Grocers' Association

President, JOSEPH KNIGHT; Secretary, E.
MARKS; Treasurer, C. H. FRINK.

Grand Rapids Retail Grocers' Association

President, FRANK J. DYK; Secretary, HOMER
KLAP; Treasurer, J. GEORGE LEHMAN

Saginaw Mercantile Association

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

Jackson Retail Grocers' Association

President, J. FRANK HELMER; Secretary, W.
H. PORTER; Treasurer, L. PELTON.

Adrian Retail Grocers' Association

President, A. C. CLARK; Secretary, E. F.
CLEVELAND; Treasurer, WM. C. KOHN

Muskegon Retail Grocers' Association

President, H. B. SMITH; Secretary, D. A.
BOELKINS; Treasurer, J. W. CASKADON.

Bay Cities Retail Grocers' Association

President, C. E. WALKER; Secretary, E. C.
LITTLE.

Kalamazoo Retail Grocers' Association

President, W. H. JOHNSON; Secretary, CHAS.
HYMAN.

Traverse City Business Men's Association

President, THOS T. BATES; Secretary, M. B.
HOLLY; Treasurer, C. A. HAMMOND.

Owosso Business Men's Association

President, A. D. WHIPPLE; Secretary, G. T.
CAMPBELL; Treasurer, W. E. COLLINS.

Alpena Business Men's Association

President, F. W. GILCHRIST; Secretary, C. L.
PARTRIDGE.

Grand Rapids Retail Meat Dealers' Association

President, L. M. WILSON; Secretary, PHILIP
HILBER; Treasurer, S. J. HUFFORD.

St. Johns Business Men's Association

President, THOS. BROMLEY; Secretary, FRANK
A. PERCY; Treasurer, CLARK A. PUTT.

Perry Business Men's Association

President, H. W. WALLACE; Secretary, T. E.
HEDDLE.

Grand Haven Retail Merchants' Association

President, F. D. Vos; Secretary, J. W. VER-
HOEKS.

Yale Business Men's Association

President, CHAS. ROUNDS; Secretary, FRANK
PUTNEY.

TRAVEL

VIA

F. & P. M. R. R.

AND STEAMSHIP LINES

TO ALL POINTS IN MICHIGAN

H. F. MOELLER, A. G. P. A.

Established 1780.

Walter Baker & Co. LTD.



Dorchester, Mass.

The Oldest and

Largest Manufacturers of

PURE, HIGH GRADE

COCOAS

AND

CHOCOLATES

on this Continent.

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

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

Their Premium No. 1 Chocolate, put up in
Blue Wrappers and Yellow Labels, is the best
plain chocolate in the market for family use.

Their German Sweet Chocolate is good to
eat and good to drink. It is palatable, nutri-
tious, and healthful; a great favorite with
children.

Buyers should ask for and be sure that they
get the genuine goods. The above trade-mark
is on every package.

Walter Baker & Co. Ltd.

Dorchester, Mass.

Business Helps

The "N. R. & C." brand SPICES and
QUEEN FLAKE BAKING POWDER are
business helps of the highest value.
They are guaranteed pure and are
sold only by the manufacturers,

Northrop, Robertson & Carrier,
Lansing, Michigan.

THE VILLAGE OF WHITEHALL

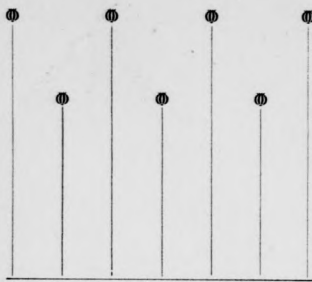
Is one of the most beautiful villages in the State, and a good op-
portunity is now afforded for the establishment of some kind of
manufacturing. The village owns a two-story building, 83x30;
with an annex 16½x16, and a building adjoining 29x15. There is
an engine room 12x22, in which there is a 60 horse power engine
and boiler in good repair and ready for use. In the main build-
ing 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 en-
terprise and agree to employ a number of hands. The buildings
are near the C. & W. M. depot and only two blocks from a steam-
boat 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.

Said the Grocer

"I'll have to get a barrel to keep the
nickels in."
"What's the matter?"
"Uneeda Biscuit! The new delicacy.
Costs only 5 cents for a package.
Enough for a meal, too.
Just look at that package for 5 cents!
Royal purple and white.
Dust proof! Moisture proof! Odor proof!
Keeps in the goodness.
Keeps out the badness.
Everybody wants

Uneeda Biscuit



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

Valentines for 1900



February 14th is Valentine day. NOW is the time to buy. Our line comprises all the old standard kinds, as well as the new and up to date novelties

The following kinds will be found in our line:

COMICS	CARD MOUNTS
LACE	CARD ASSORTMENTS
BOOKLETS	FANCY NOVELTIES

We will send an illustrated price list of valentines on request.

H. Leonard & Sons,
Grand Rapids, Mich

MICA AXLE GREASE

has become known on account of its good qualities. Merchants handle Mica because their customers want the best axle grease they can get for their money. Mica is the best because it is made especially to reduce friction, and friction is the greatest destroyer of axles and axle boxes. It is becoming a common saying that "Only one-half as much Mica is required for satisfactory lubrication as of any other axle grease," so that Mica is not only the best axle grease on the market but the most economical as well. Ask your dealer to show you Mica in the new white and blue tin packages.

ILLUMINATING AND LUBRICATING OILS

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

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.