

# MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Volume XVII.

GRAND RAPIDS, WEDNESDAY, JANUARY 24, 1900.

Number 853



## 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



42-44 Lake Street, Chicago.

## 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	8 9
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. Sugars, 30s.	3 30	1 65
1 doz. Creams, 30s	1 65	83
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 86
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
		8 83
Crate and cartage		79 48
		2 50
		\$81 98

Buy in original packages and save 10 per cent

## THE SPORTSMAN

Has to buy gun, powder, ball or shot before he can bring down the game. And he has to go after HIS GAME, too. He doesn't wait for it to come his way, and then blaze away; that's too precarious; too Micawber like. The best way to be prepared for YOUR GAME is to get in a supply of

Royal Tigers, 10c  
and Tigerettes, 5c



PHELPS, BRACE & CO., Detroit.

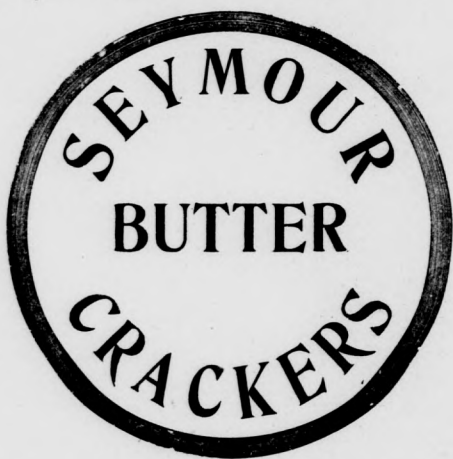
The Largest Cigar Dealers in the Middle West.

F. E. BUSHMAN, Manager.



## Making Trade and Keeping It

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



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

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

Sears Bakery.

# 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.**

## 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.

## A Business Man's Train

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

Epps'  
Cocoa

Epps'  
Cocoa

GRATEFUL COMFORTING

Distinguished Everywhere

for

Delicacy of Flavor,

Superior Quality

and

Nutritive Properties.

Specially Grateful and

Comforting to the

Nervous and Dyspeptic.

Sold in Half-Pound Tins Only.

Prepared by

JAMES EPPS & CO., Ltd.,

Homœopathic Chemists, London,

England.

BREAKFAST

SUPPER

Epps'  
Cocoa

Epps'  
Cocoa



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GRAND RAPIDS, WEDNESDAY, JANUARY 24, 1900.

Number 853



419 Widdicomb 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.

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.

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

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

**SEALS, STAMPS, STENCILS, INK MARKERS**  
Enameled Letters, Rubber Type, etc.  
**THORPE MANUFACTURING CO.**  
50 Woodward Ave., Detroit.  
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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### ARTISTIC LYING.

The wisdom of the old adage that "What is worth doing at all is worth doing well" never has a more forcible illustration than in the matter of lying. It is more than strange, considering the universality of this practice, that so little thought should be given to doing the thing artistically and in a way that would reflect credit upon the performer. All of us number among our acquaintances dozens of people who are habitually untruthful, but who are so careless and slouchy in their methods and so bungling in the way they seek to palm off false statements that they do not deceive even a baby and had just as well speak the truth at once. Of course, the true liar, like the genuine poet, is born, not made. With a natural bent in that direction, coupled with careful cultivation and constant practice, so much may be done that no one need despair. One point that the amateur liar should always bear in mind is that realism counts for as much in a lie as it does on the stage. Your art must be convincing if it has any heart interest. The one vital fact may be a falsehood, but it must have a background of unimpeachable truths—real trees and running water, so to speak. Another important point is to concentrate, not scatter. The fluent liar, who has a lie always on tap—who has done everything and seen everything and been everywhere—is never believed, even when he speaks the truth. He has drawn out his reserve and exhausted his forces. The universal liar, like the universal genius, is always a failure. In contrast to him is the great silent liar, who simply poses and who is always believed. Often he is a dullard; but he is esteemed profound and deep because he says nothing. He maintains the reputation of being a philanthropist on the strength of a generous smile and an unctious handshake, without ever giving a penny. Ask him if he has heard the scandal about So-and-so. He may not have heard a word, but he looks unutterable things and shakes his head knowingly, as if he might say volumes if he would. The silent liar can never be contradicted, because he has said nothing, and he is immensely effective.

The artistic liar is one who lies only occasionally, and then for a purpose. Sometimes he only touches up the truth a little to make it the color he desires. Again he inserts a lie into the whole fabric of truth, but always so deftly it can only be detected with the greatest difficulty. It takes genius, memory, self-possession and a knowledge of human nature to do this. It is beyond the ability of most of us; and so we go on, floundering in the ruck of mediocrity, neither telling the whole truth nor lying with any success. An interesting point, in this connection, has been established in the recent trial of a contested election case in the Senate, in which it was sought to establish the fact that a lie is not always a lie. "A lie," said the witness, who ought to have known what he was talking about, "is when you state a falsehood to a man who has the right to know the truth; if he has no right to know the truth, it is not a lie." This is a cheering view of the subject, and not only considerably cuts down the number of liars, but removes the stigma from the reputation of gentlemen addicted to telling fishing and hunting stories and ladies who are wont to brag about imaginary possessions. When you come to think about it, we haven't the slightest right to know these particulars or to resent being misinformed on them. These are fine distinctions, however, that are hardly worth bothering about, and it really seems easiest and best to either make up your mind to tell the truth, or else to devote the necessary time to acquiring the knack of lying gracefully and artistically.

### BETTER RAILWAY CONDITIONS.

There is no interest in the country more promptly affected by trade conditions than the railroads. With good crops and active trading, the railroads prosper, and when the crops are poor and business languishes the railroads are the first to feel the pinch of adversity. The fact that very few roads went into the hands of receivers last year is a most excellent indication of the prosperity which has prevailed in general trade. According to the Railway Age, an accepted authority on the subject, there have been only two years since 1875 when the number of railway receiverships has been so few, and in only three years were the mileage and capital involved so small.

According to the Railway Age, the record of receiverships in 1899 is almost insignificant. "Only one road of importance is found in the list, the new Kansas City, Pittsburg and Gulf, which defaulted in its obligations before it had time to demonstrate its earning capacity, and was placed in the charge of receivers early in the year. Of the nine others in the list, two are short logging roads, belonging to private companies and not properly to be enumerated among common carriers; one is an old narrow-gauge road that has never been profitable, and is owned by a great railway company which now proposes to straighten out its title by foreclosure, and the others are short local lines, mostly in the experimental stage. The to-

tals, covering all these conditions, represent ten companies, with 1,010 miles of road and a capitalization of a little over \$52,000,000."

The showing of 1899 is a promising change from the dark era of railroad bankruptcies and disasters which culminated in 1893, when seventy-four companies, with nearly 30,000 miles of track, were handed over to receivers. The enormous losses and shameful waste of the people's money involved in railroad bankruptcies during the past quarter of a century will be readily appreciated by the perusal of a few figures furnished by the Railway Age. During the period mentioned, 618 roads, representing an extent of 112,110 miles and securities aggregating \$6,310,500,000 became bankrupt, and, as a result of the costly procedure of the bankruptcy courts, the great mass of the money involved was lost to the investors.

There is nothing more shameful in the history of American financial affairs than this record of railroad waste. No other country in the world could have stood the shock and resultant financial loss as this country has; but it does not speak well for our financial methods that such scandalous plundering has been possible. The railroad bankruptcies, more than any other cause, were responsible for the loss of confidence in American securities abroad which had so much to do with the financial panic of 1893 and the depression of the years immediately following.

The record of foreclosure sales for 1899, furnished by the Railway Age, is not so flattering; but it should be remembered that foreclosure sales represent past conditions, and not present influences. The foreclosure sales are the clearing away of the wreckage, and hence are part of the curative process which has produced present satisfactory conditions. The foreclosure sales for the year included thirty-two roads, with 4,294 miles of track, representing \$267,000,000 of invested capital. While this is not as small as could be desired, it represents a great improvement over the years immediately preceding, thus indicating that the process of clearing away the wreckage is progressing towards the end.

For an all-around city Boston does pretty well. She set up the biggest organ in the country once on a time and now she is pluming herself over a mammoth machine for furnishing power for her elevated railway now in progress. Its maximum efficiency is 4,000, capable of being varied 12 to 15 per cent. either way. The engine shaft is of hollow forged steel, 27 feet 10 inches in length, 32 inches diameter in the bearings and 37 inches in the body with a 17 1/2-inch hole through its length. The weight of the engine shaft is 65,410 pounds; of the crank disc, 58,004 pounds.

So long as Great Britain pays liberally for goods seized at Delego Bay, other nations than Germany and the United States may want to have vessels seized there.



## Dry Goods

### The Dry Goods Market.

**Staple Cottons**—This market shows no particular change from the generally quiet conditions which have prevailed for several weeks. The demand is on a moderate scale, although aggregating a fair amount. Brown sheetings and drills have moved moderately and stocks in all leading brands are low. Prices remain unchanged. All four-yard sheetings are quiet at prices which we have previously quoted.

**Prints and Gingham**—A prediction was made some little time ago by the jobbers that the wash goods business for spring of 1900 would be the biggest in the history of the business. This is being daily verified and the past week has been an enormous one, so far as orders are concerned. The conditions are all such as to demand a large output from the mills, and those mills making a specialty of cotton dress goods are enjoying a season of the utmost activity. Domestic manufacturers are meeting with difficulty in making deliveries as promptly as required by their customers. The increased business in all parts of the country has filled them up with orders, and the buyers are calling for especially early delivery. Cotton crepons are one of the most prominent lines of cotton goods for the summer, and promise to be a big feature.

**Dress Goods**—The situation in the dress goods market is much the same as it was a week ago. The mills are making deliveries of spring goods as rapidly as possible, but not as quickly as buyers would like, and there is a succession of kicks being made in consequence. Supplementary business is offering in a considerable volume and agents have been obliged to turn down several orders, owing to the large volume of orders yet facing the looms. This difficulty will be further enhanced when jobbers begin to send in duplicate spring orders. The fall dress goods season is drawing near. In fact, on staple lines some business has already been done, the buyers in some instances having shown an anxiety to get some orders placed. On fancy lines no business has yet been done, agents not yet being ready. There seems to be a growing impression that the fancy goods season will open somewhat earlier than usual, Feb. 15 being fixed by some as the probable date when fancies will begin to be opened. Rough wool goods of the homespun and cheviot variety are expected to make another good showing in heavyweights, and the fancy back has many champions.

**Underwear**—The fall underwear business is rapidly drawing towards a close. It will be but a week or two now before most of the lines are sold up for the season. The advances in prices have had the effect of making buyers anxious to place their orders early, especially for fleeces. There is complaint on the part of buyers in regard to the sharp advances on fleeced lines, but there seems to be no good reason for this. The trouble is that they were educated to low prices and no profits for the manufacturers, and it is a little difficult for them to understand that conditions have entirely changed now, but the market is no longer at the mercy of the buyers and agents fighting among themselves, but it has been raised to nearer the proper standard, and prices are much nearer a basis of equality. Buyers must understand that it is possible for them to receive the right qualities and deliveries

on time only when their part of the bargain is comparatively fair and just. If they are getting the goods at what it cost to make them or less, as was often the case a year ago, they have little reason to grumble if, when deliveries are made, the qualities fall below the samples or the deliveries are much behind time.

**Hosiery**—Both foreign and domestic makes have had a large sale, and most of the mills are behind in their deliveries. The fine effects which are obtained have appealed strongly to the better class of trade, and the added durability has appealed to all consumers. Half hose in neat designs and high colors have already found an active demand, and retailers are encouraged to carry full stocks. Domestic seamless hosiery continues to be active, and the yarns are high in price, and limited in quantity. There is every reason for believing that advances will be made on these goods before long.

**Carpets**—Several of the largest ingrain carpet manufacturers in Philadelphia have notified the trade of a further advance of 2½c per yard on ingrain, which took effect Jan. 10. As the initial orders have already been placed to last for several weeks, the advance will affect duplicate orders mainly. Some of the carpet manufacturers realize the fact that for the past six months the help employed in the mills have been obliged to pay a large increase for the necessities of life, and that their wages will not go as far as formerly, thus little being left for comforts, including carpets and other furnishings, and they are anxious to see the advance on goods made sufficient to permit the employers of labor to pay wages in proportion to the changed conditions.

**Smyrna Rugs**—These goods show by their sales that they are becoming more popular. A great number of rugs in carpet sizes are being sold. Wool and jute, of which these rugs are made, are scarce, and it is only a question of time before they will be almost beyond reach, and prices will naturally become higher. Carpet salesmen have returned from their first trip, and report business good all over the country. They have taken larger orders than usual at this season. They will start on their second trip for duplicate orders about the middle of February. Manufacturers complain that they can not pay any more for yarn while selling goods at old figures.

### Progress in Early Closing.

**Hillsdale**—The grocery stores of the city have joined in the early closing movement and close each evening except Saturday at 8 o'clock, while the dry goods, clothing and hardware stores close at 6 o'clock.

**Houghton**—The druggists of this city have entered into an agreement to close their places of business during the remainder of the winter months at 9 o'clock each evening.

**Harbor Springs**—The early closing scheme for Harbor Springs seems to be a failure. Most of the business places were closed at first, but some did not see fit to close, and of course in a deal of that kind it must be all or none, because it would be unfair for part to remain open and part closed.

When the founder of the Anti-Poverty Society died recently it was found that he owed sums amounting to about \$10,000. His friends will endeavor to raise funds sufficient to liquidate this indebtedness.

### An Apt Comparison.

"This coin you gave me reminds me of some women," said the conductor, throwing the counterfeit nickel over in his hand.

"How so?" asked the curious passenger.

"Fare, but false," responded the other.

### The Boy Was Honest.

"Have you any nice light bread?" asked a prospective customer in a bake shop.

"Yes'm," replied the new boy, "we have some nice pound loaves that weigh only 10 ounces."

### The Woman of It.

Husband—It was very extravagant of you to buy all those things.

Wife—But I didn't buy them. I had them charged.

Corl,  
Knott  
& Co.,

Importers and  
Jobbers of

Millinery

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

## Lace Curtains

We have added to our jobbing stock a line of Lace Curtains; these goods were bought before prices advanced, so that we are in a position to sell these goods right. We have them to retail from 50 cents to \$3 a pair. The patterns are choice. Send us a mail order for a few sample pairs, and we will select you a line that will sell.

P. Stekete & Sons,

Wholesale Dry Goods.

Grand Rapids, Michigan.



Call for the

Michigan  
Suspender

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

Michigan  
Suspender  
Company,

Plainwell, Mich.

TIES

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



**Three Reasons Why Birds Should Be Dispensed With.**

Written for the Tradesman.

I stepped into a dry goods store yesterday to call on a business acquaintance and found him standing by the front door, his hands behind his back, looking out on the crowd of shoppers which thronged the pavement.

It was a bright, sunny day, although rather cool, and the crowd consisted principally of ladies, young and old, invariably well dressed and looking bright and happy. As I stopped to shake hands with my friend I saw that his eyes were fixed intently on the passing crowd and observed with amazement, not unmixed with a tinge of anger, that he coolly motioned me away with his hand.

Just as I was about to move away, however, he caught me by the arm and, lifting up one hand, began, with extended finger, to count, ducking his finger like a well-sweep at every number. I wondered if the fellow was going crazy, at first, then saw with relief that he was "keeping cases," as he afterwards called it, on something going on in the street.

"Twenty-one, twenty-two, twenty-three and two are twenty-five," he presently said, turning to me. "What do you think of that? Out of a total of fifty-four ladies who passed this store just now twenty-five wore bird ornaments on their hats. Absurd, isn't it?"

"I think they look very tasty," I remarked, not knowing what else to say, and following the advice of Mark Twain, who says that when in doubt the better way is to tell the truth.

"Tasty," echoed the merchant, taking me by the arm and leading the way back to the office, "I think it ridiculous, not to call the custom by a harsher name. The idea of a lady sticking a dead bird on her hat seems to me to be repulsive enough to stop the practice, even if it did not bring to mind other and more serious objections."

"Doesn't your wife wear them?" I asked.

"Not much," was the reply, "and I am indebted to her for the ideas I have on the subject, or most of them, at least."

"For instance?" I asked.

"For instance," said the merchant, "the custom is not becoming, nor is it calculated to increase the respect with which ladies are held in all civilized communities. The word lady brings to my mind, and to the mind of every intelligent man, the thought of a sweet and kindly nature, of a warm heart throbbing with love and sympathy, and of a tender conscience and a delicate feminine protective quality which I can hardly express in words. Now, how does this image compare with the woman striding through the streets with dead birds perched on her hat? Doesn't the bird lower the woman in your estimation? Don't you think she might patronize cruelty and endorse crime a little less openly? Don't you think this bird-craze has much to do in destroying the refining influences of the sex?"

"I have never thought of the matter in that light," was my reply, "but I think that your notions of women are too exalted. You idealize them."

"They ought to be all I imagine them to be," was the reply. "The world outside of home is harsh enough and cruel enough to wreck and kill and maim, in the struggle for supremacy, without receiving assistance from the fireside. Ladies used to wear flowers on their

hats—some do now. That is in keeping with masculine ideas of the purity and sweetness of the sex and should be encouraged. But now it is birds, and, who knows, it may be rabbits and pet poodles next! What a fine thing it would be for Samantha to have her dear Dido stuffed and placed on the crown of her hat! He might hold up one side of the rim with one paw and the flapping front with the other! His tail might be useful as a stickpin! If birds, why not poodles?"

"You always were inclined to carry things to extremes," I said.

"But there is another reason why the custom should cease," continued the merchant. "Who catches these birds? Children, of course. Who teaches them to kill and torture them? The men who make money in the traffic, of course. Now, do you suppose for an instant that you can teach a child to be cruel in one instance and not in another? Decidedly not. A child who will capture a bird for a hat ornament or who will shoot one for a county reward of two cents—or is it three?—will tie two cats together by the tails and throw them over a clothes line to torture each other to death. Oh, the law is doing a fine thing in paying for the heads of sparrows! That system and the bird craze will breed a fine lot of murderers for use in the rope industry by-and-by. The world is growing wicked, is it? Do you wonder at it? Now, I do not know enough about this bird matter to know whether the birds worn are foreign or domestic, but that is immaterial. If the urchins of our own land are not catching them, the urchins of some other lands are, and some day these foreign youngsters will be coming over here, with little gold rings in their ears, and two-edged stilettos up their sleeves, and be holding secret meetings in the back rooms of saloons and conspiring to ornament the gate-posts of the parks with the head of our rulers. You don't believe it? Well, you may not live to see it, but your children will."

"You don't mean to assert that catching birds for hats will bring about a revolution in this country?" I asked, with a laugh.

"Of course not, but every little helps. Now, here's another point of view," continued the merchant. "I read in a newspaper the other day that human life would cease on the earth as soon as bird life became extinct, and I do not doubt it a bit. Why, drive away the birds, and all the sprays and the patent insecticides and the poisons and the advertised remedies for worms and bugs and insects of every grade and size would not be sufficient to protect our grains, our fruits and our vegetables from destruction. It is estimated that about nine years would do the business for us. Then we should grandly and smilingly lie down and die from want of food—victims to bird-bounties and bird-trimmed hats and fool hunters. It is enough to cause a man to take to the tall timber and hide himself from his kind!"

"You ought to be a great admirer of birds," I said; "do you arise in the dewy morning and go forth to hear them sing?"

"Scarcely," was the reply. "Somehow, I do not admire the alleged music of birds. Never found any music in it, and if one comes screeching at my window in the morning, I just arise and throw stones at it until it goes and sings under some one else's window."

"Throw stones," I repeated. "Not at

the little birds? You must have little gold rings in your ears."

"You see," said the merchant with a smile, "I was taught to do such things in my younger days. My mother wore dead birds on her best hat and my father permitted me to murder sparrows for the bounty!"

Alfred B. Tozer.

**Effect of Cookery on Morals.**

When a man does not get the stimulating nourishment which his nature craves, he resorts to liquor to supply the want. With this fact staring one in the face, is it not wise to teach that unflinching good food, with all the elements that stimulate and nourish the body and the brain, has its moral as well as its physical benefits?

There are cases on record proving the benefits of public school cooking, where the domestic sky has been perfectly cleared of clouds because good food was offered where before it had been badly cooked, and consequently did not properly nourish. In one home the substitution of a well cooked cup of cocoa for the sloppy, herby tea that had become a component part of every morning meal, and a nice Indian cake or a plate of muffins for the baker's dry loaf, began a work of reform. The father was proud of the daughter's skill as a cook; the mother, who had grown careless and shiftless and indifferent, was shamed by it. The consequence was better provision on the part of one and more care in preparation on the part of the other.

The mother was by no means above turning to account some of the practical knowledge the daughter had acquired under such competent training, and she began also to brush up her own knowledge that she had carelessly allowed to fall into disuse. The result is a happy home, a united family, a cheerful, contented, busy wife, and a man who puts into the family larder what formerly went to the saloon.

**How Counterfeit Shoes Have Played Havoc Correspondence Boot and Shoe Recorder.**

I am surprised to learn, on the authority of an expert shoe man, that Massachusetts has lost 40 per cent. of its shoe trade during the past twenty years because unscrupulous manufacturers have foisted spurious goods upon the public. That is, they have put out footwear purporting to represent certain well known and widely advertised lines. My informant says that manufacturers whose goods have thus been counterfeited have suffered severely by this misrepresentation.

He claims that many of the shoes now made in New England are counterfeits of some line of footwear which has an established reputation. He recommends that a law be passed compelling shoe manufacturers to stamp their shoes, and thus prevent the counterfeiting of footwear. This seems to be a pretty serious charge, and one which, if true, is well worth looking into. I never have heard any serious complaint from manufacturers in regard to the counterfeiting of their goods, but if this is carried on to any extent the whole trade ought to be up in arms against it immediately.

When a young man decides to become a loafer, he is a thief and robber already. He knows somebody must give time and labor to support him. Even if he is rich, a man has no right to be a loafer.

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GRAND RAPIDS, MICHIGAN.



## Around the State

### Movements of Merchants.

Empire—Rich & Kohr have engaged in the meat business.

Marshall—John J. DeShane, tailor, is succeeded by A. L. Kieff.

Augusta—Fred Black, meat dealer, has sold out to Wm. Greer.

Owosso—M. R. Trumble has opened a house furnishing goods store.

Bear Lake—Mrs. D. V. Fish has sold her general stock to Geo. A. Barstow.

Petoskey—C. W. Fallas succeeds Coburn, Harner & Fallas in the drug business.

Holland—Mrs. John Espie has opened a confectionery store at 84 East Eighth street.

Hart—Jesse Crouner succeeds Geo. Gilpin in the produce, grocery and oil business.

New Haven Center—W. H. & A. M. Everest succeed W. H. Everest in general trade.

Mulliken—C. H. McCarger has sold his drug and grocery stock to Douglas McCarger.

Cassopolis—G. L. Smith has purchased the general stock of Geo. M. Kingsbury.

Detroit—John Glynn continues the meat business formerly conducted by Glynn Bros.

Newaygo—Chas. A. Anderson & Co. succeed Chas. A. Anderson in the grocery business.

North Adams—Geo. W. Morehouse, hardware dealer, has sold his stock to Payne & Dean.

Metamora—Mathias Caley has purchased the lumber and grain business of J. H. Johnson.

Homer—Chas. A. Buck and D. J. Roberts have purchased the clothing stock of F. W. Hill.

Fowlerville—Spencer & Son is the name of the new drug firm which succeeds J. P. Spencer.

Ovid—Quayle & Kay, of Corunna, have engaged in the grocery business in the Swarthout building.

Bay City—Fred H. Woolson continues the furniture business of See, Woolson & Co. in his own name.

Marshall—Henry M. Ziegler has put in a stock of pianos, organs and musical merchandise at this place.

Lucas—Ketchum Bros. have opened a grocery store at this place. J. Cornwell & Sons furnished the stock.

Coldwater—Chas. S. Wolcott, of Hillsdale, has opened a music store and piano warerooms at this place.

Ann Arbor—Wahr & Miller, shoe dealers at this place, have dissolved partnership, John Wahr succeeding.

Whitehall—Mrs. F. D. Hollis has purchased the dry goods and millinery stock of E. M. & F. May Chapman.

Muskegon—Callan & Dratz, clothiers, have dissolved partnership. The business will be continued by T. B. Callan.

Clarksville—S. E. Bevier has sold his interest in the implement business at this place to Volney Strong, of Saranac.

Houghton—V. V. Tuckey & Co., of Milford, will engage in the clothing and furnishing goods business at this place about Feb. 1.

St. Joseph—E. J. King has purchased a site on Main street and will at once erect a building in which he will engage in the grocery business.

Traverse City—Wm. Watson, who has been conducting a shoe store in the Beadle block, has sold his stock to Arthur Rosenthal, of the New York store, and retired from trade.

Manistique—Lindsley & Mosher, dealers in groceries, flour and feed and meats, have dissolved partnership, Frank O. Lindsley succeeding.

Traverse City—D. Shanahan has sold his grocery stock to Elgin Lewis and Wm. Davis, who will continue the business under the style of Lewis & Davis.

Lowell—The meat firm of James Murphy & Son has been dissolved, James Murphy retiring. Tom Murphy will continue the business at the old stand.

Laurium—Wm. Roberts, formerly connected with the general merchandise firm of J. Vivian, Jr., & Co., will shortly embark in the drug business at this place.

Spring Lake—The dry goods and shoe firm of S. Falls & Co. has been dissolved, Samuel Falls purchasing the interest of his partner, Barbara Brongersma.

Muskegon—J. O. Jeannot & Co., proprietors of the New York Tea Co., have added an extensive line of wall paper. John Hilt is in charge of the new department.

Battle Creek—E. F. Barber has sold his interest in the Maple street grocery to W. J. Henson and has accepted a position with the Home Life Publishing Co., of this place.

Port Huron—E. J. Hardy has purchased the Chas. Thompson bankrupt stock of furniture for \$730. The stock inventoried \$1,600. Mr. Hardy will add to the stock and reopen the store.

Hastings—S. E. Phillips, who has long been identified with the grocery interests of this city, has disposed of his grocery stock to Frank Horton, who will continue the business at the same location.

Edmore—It is A. P. Curtis who has sold his meat market to W. A. Courtwright, of Greenville, instead of Alfred E. Curtis, dealer in hardware, boots and shoes, as stated in the Tradesman of last week.

South Haven—Chas. E. Abell, the druggist, has purchased the property in which he is now located. He will make extensive improvements in the building, including the fitting of the second story for office purposes.

Alma—O. W. Rogers has purchased the grocery stock of B. C. Button, renovated the interior of the store and added to the stock. Mr. Button has engaged as traveling solicitor for the Port Huron Building and Loan Association.

Charlotte—Chas. Bennett, administrator of the estate of George W. Foote has sold the Foote drug stock to Dr. L. F. Weaver, of Detroit, late of Nashville, and Peter Shute, of Charlotte, who will continue the business at the same location.

Edmore—Skarritt & Sack have formed a copartnership and opened a wholesale and retail meat market and packing rooms in the building lately occupied by J. Snyder. Both gentlemen have had extensive experience in the meat business.

Sault Ste. Marie—Al. Branigan, meat dealer at this place, and C. J. Brooks, formerly engaged in the grocery business at Thompson, have formed a copartnership and opened a grocery and meat market under the style of Branigan & Brooks.

Albion—F. C. Headington & Co., of Portland, Ind., have purchased the dry goods, cloak and carpet stock of F. H. Goadby, the business being under the personal supervision of F. C. Headington. This firm is a veteran in the dry goods business, having at present three stores in Indiana.

Jackson—Chas. E. Barnard has retired from the hardware firm of Barnard, Smith & Co. The business will hereafter be conducted by Hugh L. Smith, S. W. Winchester and R. W. Smith under the style of the Smith & Winchester Hardware Co.

Detroit—A special partnership has been formed between Edwin S. George and Oren Scotten to carry on a fur business under the name of Edwin S. George, Oren Scotten being a special partner and contributing \$20,000 to the capital of the concern. The partnership is to last five years.

Cass City—The business men of Cass City held a meeting last Tuesday night and decided that after March 1, 1900, they will discontinue the giving or offering of any and all kinds of premiums for trade. This agreement is supported by every business man in Cass City and will be strictly lived up to.

South Haven—Wm. Jacobs has sold his meat market and all of his property in South Haven to J. E. Westfall, of Bangor, for about \$9,000 in cash. The sale includes the meat market on Phoenix street, the two-story brick building in which the market is located, a lot next to David Reid's livery stable, 5½ acres of land northeast of town and the slaughter house. John Hunt, who has been employed by Mr. Jacobs, will remain with him and he will also employ another butcher.

Ishpeming—Blumentahl & Ruttenberg, proprietors of the State Savings Bank and dealers in clothing and men's furnishing goods, have been closed by their creditors, who are represented by the D. W. Ferguson Adjusting Co., of Chicago. The stock will be closed out at once and converted into cash, with the voluntary consent of the proprietors. Slack business and a desire to wind up the affairs of the concern is the reason stated for this method of settling the big claims against the stock.

### Manufacturing Matters.

Detroit—Fisk & Olde succeed Wm. T. Fisk in the manufacture of shoes and uppers.

Alpena—Kenneth C. McLean succeeds McLean & Mills as proprietor of the Alpena Mattress Works.

Dowagiac—Farmers residing in the vicinity of Cushing's Corners will build a cheese factory in the spring. The company has been organized with a paid-up capital of \$1,000.

Pontiac—The Pontiac Sheet Metal Manufacturing Co. has been organized for the manufacture and sale of the Sherman dish cleaner. The new corporation has a capital stock of \$40,000.

Vernon—The large box factory here, which has been idle for some time past, will be converted into a cooperage plant and go into operation as soon as the alterations are completed. About seventy-five men will be employed.

Detroit—The Detroit Barrel Co. has filed articles of incorporation. The capital is \$10,000, fully paid in, and the stockholders are David Stott, Robert Henkel, George Beck, Henry Haendle and S. T. Douglas, trustee, 200 shares each.

Detroit—Carl E. Schmidt has found a new system of staining leather and has purchased an interest in the tannery of C. Kaiser & Son at 311 Riopelle street. He proposes to experiment with the new system there and will manufacture stained leather extensively if it is a success. He says that there is no plan on to consolidate the tannery with his other one.

Niles—Niles is assured of a factory that will in a few days remove from a neighboring town and employ twenty-five hands. This is said to be only a small beginning for Niles in the factory line, as several big concerns are expected to locate here this year.

Detroit—The interest of Chas. H. Greene in the Michigan Chemical Co. has been acquired by A. R. Thayer, the other partner, and the office of the company has been removed from Bates street to 587 Michigan avenue. D. L. Greene is local manager of the business.

Detroit—C. T. Rogers & Sons have been incorporated to manufacture and sell condensed milk, butter and other dairy products. The capital stock is \$100,000, fully paid in, and the shareholders are: C. T. Rogers, 3,334 shares; J. W. and R. R. Rogers, 3,333 shares each.

Benton Harbor—The Board of Trade has decided to accept the proposition of J. V. Farwell & Co. to locate their overall, shirt and coat factory in this city. The city is to furnish a suitable building for five years. The factory will employ 500 women and will start in two weeks with 10 machines.

Millington—The annual meeting of the Millington Cheese Manufacturing Co. was held at the Bank of Millington last week and the following directors were elected: C. B. Clough, J. L. Ward, Squire Curtis, M. L. Baker, C. A. Valentine. The report showed that there had been manufactured during the running season 34,200 pounds of cheese, and that the company had paid to patrons \$2,120.31.

Ravenna—The report of the Ravenna Creamery shows that the total receipts last year were \$7,114.44; expenditures, \$6,969.01; balance on hand, \$145.43. The new officers elected are S. L. Alberts, President; J. A. Thompson, Secretary; E. E. Bartholomew, Treasurer; directors, John Price, Arthur Scholes, E. Young, Jr., James Thompson, John Young and E. Balcom. The directors have engaged Fred Bargwell as butter-maker.

### The Boys Behind the Counter.

Menominee—Walter Gander has been promoted to the position of city salesman for Penberthy, Cook & Co. Chas. Anderson is filling Mr. Gander's place as shipping clerk.

Kalamazoo—W. S. McKnight has taken a position with the Brownson & Rankin Dry Goods Co. He is spending a few days at his old home in Vernon before taking up his new duties.

Bath—George McGonigal has been engaged by D. McGrath to clerk in his drug store.

Harbor Springs—Chas. Goodrich, of Fennville, is the new clerk in Wm. J. Clark & Son's grocery department.

Central Lake—Frank Poquette is no longer in the employ of J. Hirshman, having severed his connection as clerk last week. Mr. Hirshman expects Ed Carroll, who served McFarlan for so long, to be here in a short time to take Poquette's place.

Owosso—Roy Rose is clerking in the grocery store of W. S. Hunt.

Saginaw—Miss Agnes Roberts, of Porteous, Mitchell & Co.'s millinery department, has resigned her position to take the management of a millinery department for the Martin Dry Goods Co., Cedar Rapids, Ia. Miss Roberts has been in the employ of Porteous, Mitchell & Co. for the past six years.

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



## Grand Rapids Gossip

### The Grocery Market.

**Sugars**—The market for both raw and refined sugar is very strong, there having been an advance of 1-16c on raws, making the price of 96 deg. test centrifugals now 4 $\frac{3}{8}$ c. On the 10th an advance of 10c on all grades of refined occurred. This advance on raws was caused by a large cargo of Hawaiian sugar being held up at San Francisco because of the bubonic plague in Honolulu. There is every reason to believe that there will be some interruption in the receipts of Hawaiian sugars on account of the plague. The first shipments have just been made from Honolulu to this country and among them was the cargo held in quarantine. The United States imports over 250,000 tons of sugar annually from Hawaii and any interruption in the receipts from that country must have an effect on the local raw sugar market. With the plague in Brazil, Australia, Manila and the Hawaiian Islands, there is every reason to believe that the raw sugar market will be very strong for some time to come. Trade in Michigan beet sugar has been very good this season and the business is now well established. Most of the factories have closed for the season and the remainder will do so within a week or two.

**Canned Goods**—Prices on all futures are firmer than a week ago and the tendency is upward. Packers are indisposed to accept anything below the figures named and most of them are inclined to force prices up more or less. Spot trading is light, partly because stocks are small, but probably more because buyers do not feel like paying the price asked by the average holder. Practically everything is gone from first hands and second hands are not heavy holders. The market remains firm at full prices, with the tendency upward on about every variety offered. Corn has sold more briskly in the East than any other sort of canned goods and some packers report sales of their full prospective pack. New York canners have not done as well as some of the Maine men, but there have been active sales in all states where corn canning has reached any considerable proportions. The outlook is very encouraging, indeed, at present and packers are under the impression that prices will increase rather than decline. Tomatoes are unchanged, although the firmness of spot goods continues and there are indications of an advance in prices later. There is considerable buying to take the place of futures. There are indications that futures will rule higher, relatively, than spot goods, and buyers are anxious to secure supplies at low figures, hence the increased sale of spot goods. There appears to be a somewhat stronger consumptive demand, too, although so far it is too slight to exert much influence on the market. Futures are advancing. The sharp advances in canmakers' materials have made it absolutely necessary to hold all goods higher. There has been an advance of 2 $\frac{1}{2}$ c in some markets and, with the advancing tendency as pronounced as it is now, a further increase is likely this week. Peas have sold freely and some of the largest New York State packers are entirely cleaned up. This is also true of other canning sections and the market is in a very satisfactory position. Little is said about beans, but there has been a good business in this article and prices

have ruled higher than last season. In other lines there is no change. Fruits are held firm because of their scarcity and buyers are reluctant to pay the prices asked. On the other hand, holders are indifferent, knowing that the consuming demand will be heavy enough to compel purchases later in the season, and that, too, at higher prices than are asked now. The minor vegetables are unchanged, but are held firmly up to quotations and there is no probability of a decrease in price until the new pack is ready for distribution. Salmon and sardines are in good demand at unchanged prices.

**Dried Fruits**—There is little change in the dried fruit situation. Trade in all lines is quiet, but prices are firm and holders are confident that there will be better business a little later. Sales of prunes have not been heavy of late, but there has been a fair average of business. Sizes from 70-80s down are most wanted, particularly by exporters, but the last few days have developed some trade in 40-50s. Holders will be glad to see that, because so far this season large sizes have been poor property. Stocks in first hands are light and there is no question about the ultimate cleaning up of the entire yield, an unprecedented condition in the history of the California dried fruit business. Raisins are steady, but liberal buying would lead to higher prices. There are no supplies in first hands and second hands are not urgent sellers at any figure. In California loose muscatels trade is limited to small lots required for immediate consumption or wanted by seeders. All dealers appear to be well stocked. Peaches continue quiet, with trade confined to small quantities. Prices are held firm, partly because of scarcity and partly because there is promise of heavy buying in the near future. Apricots are unchanged, with movement slow because holders are so stiff in their views. Dates are firmer, but no actual change has taken place. Stocks are heavy, but, considering quality and probable demand, they are not thought excessive. Figs are easy and sales comparatively small, and prices are unchanged and trade is barely steady. Although there is no increase in price, the evaporated apple market is very firm, with somewhat improved demand. If this demand continues, it will undoubtedly cause an increase in prices soon. Other lines are unchanged but, notwithstanding the comparative quiet of the market, there is a firm feeling in all departments and dealers express full confidence in the future.

**Molasses**—Stocks of molasses in first hands are rapidly decreasing, with the undertone strong for all grades. Advances from New Orleans report the crops practically closed, with no receipts of importance. Prices show no change, but continue firm with an upward tendency.

**Rice**—The demand for rice continues moderate, with small sales at full prices. There seems to be a little better demand for domestic Japan than for anything else in the line. Supplies are limited and an improvement in prices is looked for in the near future.

**Green Fruits**—Trade in green fruits is not as good as could be expected at this time of the year. The price of lemons is unusually low and the demand is very light, trade being chiefly of a hand-to-mouth character. Bananas are firmer and trade is somewhat improved. Some grades have advanced

and there is a better feeling, which will probably lead to an advance on all grades if good shipping weather lasts a few days.

**Nuts**—The supply of Grenoble walnuts is light and, notwithstanding the holiday trade is over, there is a fairly active demand. Prices, owing to the scarcity, are firm. Jordan shelled almonds have moved freely under an unusually heavy demand, and there are prospects of a further advance. Other varieties are in fair demand at previous prices.

### The Produce Market.

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

**Beets**—\$1 per 3 bushel bbl.

**Butter**—Factory creamery is weak at 25c and will probably go lower unless a cold wave comes along. Dairy grades command 16@20c, but most of the receipts are inferior in quality.

**Cabbage**—75@90c 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 about the same as 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 are not coming in at all, but would 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**—Fresh stock readily brings 18c. Local storage stock—there are only about 500 cases remaining in the local warehouse—commands 16c, while Chicago storage eggs are offered at 11@12c.

**Game**—Rabbits have been something of a drug on the market, due to the warm weather which has prevailed for the past two weeks, during which time the paying price has receded to 90c per doz. Squirrels are in fair demand at \$1 per doz.

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

**Live Poultry**—Squabs, \$1.20 per doz. Chickens, 6@7c. Fowls, 5 $\frac{1}{2}$ @6 $\frac{1}{2}$ c. Ducks, 6 $\frac{1}{2}$ c 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 \$1.75 per crate. Home grown are higher and stronger, having advanced to 45c for Red Weatherfields, Yellow Danvers and Yellow Globes and 50c for Red Globes.

**Parsnips**—\$1.25 for 3 bu. bbl.

**Potatoes**—The market is slightly weaker, but local handlers pay 35c in carlots and find an outlet for stock around 40c.

**Squash**—Hubbard command 1 $\frac{1}{2}$ c per pound.

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

**Turnips**—\$1 per bbl.

The Battle Creek Health Cigar Co. has placed in the factory of the G. J. Johnson Cigar Co. at Grand Rapids, Mich., an electric machine which eliminates the nicotine from the tobacco, so far as it is possible to do so and still retain the cigar flavor. This company has already contracted with the Johnson Cigar Co. to manufacture one million Paz de Oro 5 cent cigars, which will be made from tobacco which has been treated in this manner. By this method of manufacture all of the aroma is preserved, while the wholesomeness of the cigar is maintained. With each cigar go full directions as to when cigars can be smoked with the least injury. The Battle Creek Health Cigar Co. has placed this machine—which is kept under lock and key—in charge of W. J. Mickel, who will devote his attention to the production of this brand. It remains to be seen whether the experiment will be a success.

### The Grain Market.

Wheat seems to be gaining strength for various good reasons. Damage to the French crop has caused an advance of about 6c per bu. on the Paris Exchange, while India, where the crop was a failure, will have to import wheat to keep the large population from starving. Also on account of the South African war, the Boers and the states adjoining will have to import flour. Our own winter wheat section is getting bare of wheat, as the small amount received here will show how scarce it is. The same may be said of Indiana, Illinois, Ohio, Missouri and Nebraska, while Kansas has some wheat, but her surplus goes South at better prices than can be realized by shipping to Chicago. The outlook for a fair crop in Michigan, Indiana and Ohio is also very dubious.

The visible showed an increase of only 3,000 bushels, which is very insignificant, taking the small export into account. To sum the whole thing up, we can only come to one conclusion—that prices must go higher. While we do not think that they will jump, we think there will be a gradual advance from now on. The export shipments from all sections have been nearly 2,000,000 bushels below the usual amount and that will have to be made up in the near future, and from where is the leading question. We have about 58,000,000 bushels in sight, but with the small receipts this amount will melt away before we begin to realize it. Many mills are running only half time in this and neighboring states, while some are lying still for want of wheat to grind.

Corn is fairly active. While no advance can be recorded the supply is not growing, as was expected, as bad roads have curtailed receipts, and farmers are putting more corn into pork, as better prices are obtainable for feeding purposes than to sell the corn—all of which will tend to enhance prices from present low level.

Oats are strong and are being picked up as fast as offered. Fully 1c advance can be recorded. Receipts will have to increase in order to fill the demand, so there is no chance at present for a reduction in price.

In rye there is no change. What little is offered is being taken at old prices. We see nothing to enhance the price, but look for a gradual lowering.

Beans are the only article that is booming. They are sought after and prices are well sustained at \$2.08 for handpicked and \$2 for machine screened beans.

The flour trade has picked up considerably in the last few days, owing to the advance in wheat. The trade begins to realize the situation of the shortness of the winter wheat crop. Local and domestic enquiry has been very good and the millers have booked fair orders. Foreigners are also making bids at an advance. Millfeed is in good demand; in fact, the mills are sold ahead for the present.

Receipts for the week were: 25 cars of wheat, 10 cars of corn, no oats, 2 cars of rye and 1 car of beans—rather a slim showing.

Millers are paying 65c for wheat—2c up from the low point.

C. G. A. Voigt.

A woman painting the face of herself in front of a hand mirror is not holding the mirror up to nature. Nature is truth; the painted woman is a fraud.

Wm. Judson, Treasurer of the Olney & Judson Grocer Co., is in New York this week. He is accompanied by his family.



## Woman's World

### How Professional Jealousy Impairs Domestic Happiness.

When the woman of the world went to see little Mrs. Newlywed, the other day, she found that young person in a crumpled heap on the couch bedewing her best sofa cushion with her tears, and surrounded by a wreck of newspapers.

"Goodness gracious," cried the woman of the world, "what on earth is the matter? Has the cook left? Or was the steak burned at breakfast?"

"It's wo-wow-orse than that," sobbed the little bride. "I've been trying to study up the market, so that I could talk to Jack about the things he is interested in, and I can't make heads or tails out of it, although I used to be considered good at working out puzzles and things like that. I don't believe it's true, either, for it goes on and talks about things which I can not get through my head, and I don't know what I'm going to do about it."

"Do nothing," suggested the older woman comfortingly.

"Why, what do you mean?" asked the little bride, sitting up and wiping her eyes.

"Just what I say," returned the woman of the world. "Don't try to meddle with Jack's specialty. The woman who tries to know as much about her husband's specialty as he does is playing with a loaded bomb that may go off and blow her up any moment. My dear child, the very foundation-stone of domestic bliss rests upon a man's belief that he knows it all. Shake this and the whole edifice is liable to come tumbling down about your ears. Never deceive him on this important point. It is far better for your married happiness to believe that the moon is made of green cheese than it would be for you to be able to engineer a corner in futures."

"But I thought a wife should always study up on things her husband knows," put in the bride, "so that she can be able to talk to him about them. I'm sure that's what all the books of advice to brides say, and—"

"Fudge!" cried the woman of the world scornfully. "The people who write them are old maids, who never had a chance to know a real man, much less any experience in managing one. A man doesn't want to listen to what you think about his business or his hobby. He wants to discourse to you about them, and the more you listen and the less you say, the better pleased he is. That's nothing but human nature, either. Who are the most entertaining people we know? The people who tell us stories, who inform us of the wonderful things they have done and the adventures they have met with; the people who describe their travels to us? Not at all. It is those delightful creatures who sit and listen interestedly while we meander on and on and who think it was just perfectly wonderful that we should have been able to manage so beautifully in every way, and just always do the right thing at the right time. Personally I have only met with one or two of these kind of people, but I have never let them get away from me. They are the kind of individuals that you grapple to your soul with hooks of steel."

"Now, just apply this theory to your husband. I know the idea is that a man and his wife, to be thoroughly congenial, ought to have identically the same interests and know identically the same things. Never was a greater mistake made. When Jack comes home

and tells you that he has engineered a big deal through, and talks learnedly and familiarly about points and puts and calls and things that are Greek to you, you are naturally overwhelmed with the cleverness of it all. You think him a regular Napoleon of finance; and don't hesitate to say so and give him the little subtle flattery that is dear to us all. But, suppose you met him on another ground. Suppose, instead of having to count up your change on your fingers, you were a shrewd financier and had the whole game at your finger ends. You would see where he had blundered. You would perceive moves that he missed and, instead of being a Napoleon, he would be a Jonah in your eyes. Criticism would take the place of praise and your superior financial knowledge would bring neither of you any happiness.

"Every now and then we hear about some woman who has studied a profession marrying some man who is engaged in the same profession. Everybody says, 'How nice for them to be able to work together!' Nonsense. My word for it, those kind of people are going to keep the road to the divorce court hot. It's going to add professional jealousy to all the other kinds of jealousy with which human nature is afflicted, and that's going to be the worst of the lot. Plain Dr. John Smith may be delighted and flattered when his wife, Dr. Mary Smith, wins a reputation as the finest diagnostician in the city and gets the biggest and most fashionable practice. But when patients begin to say that they 'will wait and see Dr. Mary, she is so clever about such operations, and has been so successful,' and Dr. Mary gets called into consultations where he is ignored, Dr. John Smith begins to feel that it was all a mistake to open the profession of medicine to women anyway. Suppose Dr. John and Dr. Mary differ, too, about the proper treatment of a case? Dr. Mary would say, if he were not her husband, that 'the rival physician was a mossa-back, who ought not to be licensed to doctor a sick cat.' Dr. John would call the other man a chump and no particular harm would be done, but when two married people get to entertaining this sort of opinion of each other's intellect there's trouble coming, and don't you forget it.

"You can see how it would work all along the line. If a man and his wife were preachers or lawyers or writers, or anything of the kind where they were both appealing to the public for support and patronage and popularity for the same work it's just bound to drag in a rivalry. No man can ever see his wife exceed him in success or money-making without feeling that every one must be saying that she is the better man of the two, and the angel wings will have begun to sprout on him before he rises to the generosity of accepting that state of affairs gracefully and rejoicing in her triumph. So far as women are concerned we are so used to giving away to men and deferring before them and seeing them surpass us that a woman is much less apt to be jealous of her husband professionally than he is of her, but still a woman never studies a profession unless she feels some especial fitness for the work and has a grim determination to succeed that makes her take it very seriously. The married woman who is in the same profession as her husband is very much in the same position you are in a game of cards, when you are mad with him if he beats you, and furious

with him if he lets you beat him.

"This isn't saying that married people should not have the same interests and tastes. It is only suggesting one of the dangers that may come from a too literal adherence to the affinity-of-taste-and-occupation theory. The woman who can enter into the story of her husband's business without knowing enough to criticise his mistakes and the man who can admire his wife's talents without putting his own into competition with them are on a much safer ground than those who follow the same calling and are brought into daily rivalry."

"But I wasn't thinking of going into business," interrupted the little bride, a trifle wonderingly.

"Oh, that's all right," put in the woman of the world with a genial laugh. "I only wanted to impress on you that the best way to keep the peace was for each one to keep to his own trade. Listen and believe, when Jack tells you what a financier he is, but don't think for a moment that it would add to your happiness to be able to give him points about the state of the market. Remember, also, that this rule works both ways. There may be worse husbands, but there are no more aggravating and trying ones than those who think they know more about how to keep house and spank a baby and cook a dinner than you do. What I call a good, satisfactory, comfortable husband is the man who follows the Bible admonition and eats what is set before him, asking no questions for conscience's sake, and who doesn't meddle with the household machinery any further than paying the bills.

"For my part I am always astonished at the lack of wisdom of those women who encourage their husbands in learning to cook on the chafing dish. It's just a fatal mistake. I know, for I have been all along there. My dear old Tom and I have been married for twenty years, you know, and all that time we have lived in the greatest peace. I've admired him and secretly wondered why on earth the Government hadn't called on him to be Secretary of the Treasury or settle the currency question or some of the other muddles they seem to get into at Washington, and he's thought I was the best housekeeper in town and praised my pies and said I cooked better than his mother. Then, about two years ago the chafing dish mania struck him. It hit him hard and he went about with his pockets stuffed full of clippings about how to make things a la John Chamberlain and a la Newberg, and he compounded unspeakable things that he called 'golden bucks' and Welsh rarebits that were like saddle skirts. I could have stood all of that, dyspepsia included, but he got to wearing a coldy critical air at the table that was simply maddening. He would take a mouthful of anything, assume the air and expression of an expert taster and remark, 'I think, Maria, that a dash of tobacco would have improved this,' or 'I always use a little paprika,' or 'when I make a salad I always do so and so.' At first I didn't know what it was that provoked me so much. Then I bethought me that it was professional jealousy. He was assuming to know more about my business than I knew myself—to be a professional and regard me as a bungling amateur—and it was too much. I presented that chafing dish to my deadliest enemies, the Blanks—"

"The Blanks who were divorced last

spring?" cried the wondering little bride.

"The same," replied the woman of the world impressively. "Mind, I don't say the chafing dish did it, although I have my suspicions. There's nothing so dangerous to domestic happiness as professional jealousy."

"Oh," cried the little bride, picking up the financial journals with the tongs, "I'll never read another money article. Just think what an escape I have had."

Dorothy Dix.

### The Capable Woman.

If a monument is ever reared to commemorate the virtues of the woman who has done the most for the world it will not be erected to the woman genius—the poet, painter, writer or reformer, valuable as their services have been. It will be built in honor of the capable woman, the woman who possesses what our New England cousins call "faculty," the woman of ability, adaptability and capability, who has met every situation in life and filled it with credit to herself and comfort to others. The capable woman springs from no peculiar social conditions, and is the result of no especial environment. She may be the daughter of luxury or the child of poverty. You may find her taking degrees in college halls, or uneducated and uncultivated, living her lowly lot in the backwoods, but wherever she is, she is distinct from the women about her and is making her influence felt.

If she is rich she is a leader in fashions and society. Her dinners are the most talked of, her parties are recherche, her gowns are the most distinctive. She may not spend a penny more than her sister who bungles everything and never achieves anything but mediocrity, but her affairs are always the successes of the season, simply because she is a capable manager. If she is a poor woman her talents shine even more refulgently. She knows all the byways of thrift. Give her the barest attic and the scantiest means, and yet she manages to make some sort of a habitable abiding place and breathes into it the spirit of home. She gets her children educated somehow and started out in life, and if the records of our self-made men could be made known, nine times out of ten we would find that every one who raised himself from a district messenger or bootblack to some place of credit and honor had a mother who was a capable woman and who gave him his first push upward.

The capable woman is a good, all-around worker. There is no department of woman's work that she can not do without fuss and worry. She is the envy of her neighbors, because she always has good servants, and her servants are good because they have a clear head to direct them and capable hands to teach them the proper way of performing their duties. She knows how to shop and neither stints herself or fritters her money away on senseless bargains. She can direct a dressmaker, or if need be make herself a gown that does not bear the stamp of the amateur seamstress so that she who runs may read it from afar. Better still, she is past mistress of the art of patching and darning.

It is the capable woman to whom we turn in time of need. She never faints just when her services are most in demand or goes off into hysterics in an emergency. On the other hand, she quietly and calmly takes command and everything straightens itself out as if by magic. She is always mistress of the situation, and knows just what to do, whether it is repairing the suddenly torn ball gown of a young girl, making coffee and washing the dishes and cooking the supper in the same pot over a camp fire, or doing just the right thing for the baby who has devoured half a box of matches.

The list of her virtues is as infinite as our needs. She is a tower of refuge to which we fly in trouble and secure help and counsel which is not only wise but practicable. Blessings on the capable woman. May her tribe increase.

Cora Stowell.



AMONG THE QUAKERS.

Pleasant Reminiscences of a Sabbath With Friends. Written for the Tradesman.

In a former contribution to the Tradesman I gave a little history of my acquaintance with the members of a Quaker settlement situated a few miles from the village of Canandaigua, New York, the place where I learned the rudiments of an old-fashioned mercantile education, from store sweeping and cleaning oil lamps all the way up to first place behind the counter as confidential clerk whose advice was often solicited by my generous employer, Nathaniel Gorham. It was while I was in his employ that I laid a plan to concentrate and control for my employer's benefit the patronage of this rich Quaker community. The means I used would be considered entirely legitimate in these days of business hustle, but at that time (1840) were considered an innovation and subjected the writer to some harsh criticism from the other merchants of the village. My plan succeeded and our store secured a monopoly of the Quaker trade.

Among this community, or Friends Society as they called themselves, there lived a family by the name of Herendeen. They were our best customers, because they were the wealthiest, and it was in a great measure through their influence that we were able to get and hold the bulk of the Quaker trade of the entire community. The interest the writer had manifested in keeping in stock a full line of women's wear of suitable shades and quality for the Quaker trade had given me the name among my fellow clerks of "the Quaker salesman" and either Mr. Gorham or myself always waited on them when they came to purchase. They always addressed us the same as they would one of their own people. They called me, "Friend William," and Mr. Gorham, "Friend Nathaniel," always using the Quaker "thee" and "thou" in conversation with us, and they were always pleased when we addressed them in their own dialect.

They had frequently given me earnest invitations during the four years of our acquaintance to make them a visit on some Sunday. They would say, "We can't expect thee to leave thy business to visit us, but thee can come on the Sabbath. We Friends do not regard it sinful to visit on Lord's Day, although we always attend meeting a part of the day when in good health."

One Saturday the last of June, 1843, we had enjoyed a very profitable trade with the Quakers. They had come to town in unusual numbers and we had been kept busy all day. Friend Herendeen, his wife and two lovely grown-up daughters had been liberal purchasers. On leaving the store for home after making their purchases, it was their custom to indulge in handshaking with us. I had noticed the family in consultation before their departure and when Friend Herendeen took my hand he said to me, "Friend William, we have often asked thee to visit us on Lord's Day and we should be particularly pleased if thee could come out to-morrow. A Friend from Philadelphia is staying in our community for a few days and if the spirit moves she will speak to us and we are sure that thee will be pleased and instructed at what she hears. She is what the world's people call a sort of missionary and on her return home she will report upon the spiritual condition and needs of all the Friends Soci-

eties in the West. She is very learned and earnest. We think thee will be greatly moved to hear her." I had often wanted to accept their friendly invitations, but something had always intervened to prevent, but this time, when the kindly-worded invitation was seconded by the stately Quaker lady by his side and the smiles of their two beautiful daughters, I accepted their invitation for the following day. Then Friend Herendeen added, "It will be very warm; thee must come early. If thee is an early riser come out and take breakfast with us; the day won't seem too long. Thee can look over the farm and the domestic animals with me in the morning and we will go to the meeting in the afternoon;" and so it was arranged.

Before the sun had risen the following day I was on my way to the house of my Quaker friends. I will not stop to describe the charm of that long-ago delightful summer morning. It is said that in youth everything in Nature is, or should be, beautiful. Nor will I attempt a pen picture of my friends' plain substantial Quaker home. They were at the gate to welcome me and as I entered that abode of plenty the aroma of ham and eggs and coffee that greeted me was very pleasant to an appetite sharpened by a seven-mile ride in the bracing morning air. Seated at the table, the mute blessing over, in which all were supposed to be in thankful silent communion with the Bountiful Giver of all good gifts, the substantial breakfast was begun. Then, in company with my genial host, I set out for my promised view of the farm and its cherished domestic animals. Everything seemed in harmony with the quiet repose that characterized the customs and habits of these peculiar people. Even the domestic animals, so sleek and fat, lowed a friendly welcome as we passed and the geese, in their separate pasture, cackled their morning greeting. I asked my companion how it was that these cattle and other animals, old or young, seemed to exhibit no fear at our approach. Stranger as I was, they accepted my caresses, seeming in no more fear of me than of him. His characteristic reply was, "We govern them all from their infancy by love and kindness. We sometimes have one that shows a vicious disposition, but nearly always our friendly treatment subdues them at last. If they prove incapable of being subdued by kindness they are removed from the herd and sold at any sacrifice; for," continued he, "animals are as susceptible to example as are men. We never use a cross or angry word to them nor beat them; so you see they have really nothing to make them afraid."

In this way we spent the morning and after an early lunch of bread and cheese and milk we started for the meeting house, I in company with my portly host, the ladies following in silence. Not a word was spoken and I realized that the hush of the Quakers' holy Sabbath was over all. A short walk brought us to the meeting house, a large square building without ornament of any kind, with only one door in the center and small windows high up on the sides. Everything was severely plain and cheerless inside and I marveled at the marked contrast between the Friends' house of worship and their cheerful homes. One broad aisle in the center led to the rear, on each side of which were seats, one raised slightly above another as they receded towards the sides. At the rear end was a slightly raised

platform, with a plain bench along the wall and a small table in front. On the right, as we passed in, were seated all the men, in their broad-brimmed Quaker hats; on the left the women took their seats, without rustle or noise, and the stillness of death pervaded the place. No hum or moving of the feet. It was awe-inspiring silence that could be almost felt. The time for admitting any one to this their Holy of Holies passed for the day and the door was closed. Knowing my own temperament, I expected to feel nervous, but the holy calm that surrounded me seemed to quiet instead of excite me. Every one assumed the attitude of thoughtful meditation. This lasted for half an hour or more, when my ear caught a faint rustling and, glancing towards the raised platform, I beheld the stately form of a Quakeress gowned in the plainest and softest of Quaker raiment. She was tall, apparently past the middle age, as the white hair that showed under her close Quaker bonnet attested. With eyes closed and hands crossed upon her breast, she resembled an exquisitely draped and moulded statue. How long she remained in that attitude before opening her lips I can not tell. The first sound I heard came in a clear musical voice these words, "God is love." My first emotion was that of veneration, but as she portrayed, in simple eloquence, God's boundless love to all mankind she seemed inspired. Her theme was, "Brotherly Love and Love Divine." She repeated, with wonderful pathos, the Savior's prayer at the cross for his enemies, "Father, forgive them for they know not what they do," and portrayed, in language that brought the whole tragic scene in panoramic view before us, the scene at the tomb of Lazarus when "Jesus wept" and his disciples, standing around about, said to one another, "Behold how he loved him." For a full hour she poured into the ears of that silent listening band of Friends what seemed to me the simple language of inspiration. Through all this long discourse not a sound had broken the stillness except the deep respiration of the audience that attested to the presence of the Spirit she invoked. Her voice seemed gently to die away like an expiring echo and she left the platform as quietly as she came upon it. Gradually the silent emotion subsided, when all arose and left the house in the same order as they came. Outside the scene was changed to kindly greetings and friendly words of love and solicitude for each other. This ended, all pursued their homeward way.

On reaching the home of my hospi-

table friends, I was surprised to find how late it was and intimated my intention to start homeward at once; but I found that I was expected to partake of the substantial supper already in course of preparation. At the table my hostess said to me, "Friend William, how did thee like the meeting? I thought thee seemed quite interested. Some of the world's people who visit us get nervous and uneasy, others whisper or laugh at our mode of worship, but thee behaved like one of us, and I thought thee seemed to feel the Spirit." I did not say so to her, but if to be entranced with what I saw and heard was to "feel the Spirit," I "felt the Spirit." One thing I knew and felt—that I had exchanged my faith from the old-fashioned theological God of vengeance and anger, and the dogmas of everlasting torment in hell I had been taught in my childhood to revere, for a Redeemer, a God of love, mercy and forgiveness.

The supper ended, with hearty handshakings and the benediction, "The Lord speed thee on thy way," I set out on my twilight homeward ride, conscious of being wiser and better for that Lord's Day visit to my Quaker friends.

W. S. H. Welton.

The survival of the fittest will happen in South Africa; but it is not yet decided which fighters are the more fit to live.

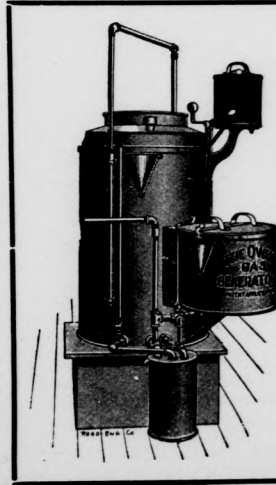
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E. A. STOWE, EDITOR.

WEDNESDAY, - - JANUARY 24, 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. 17, 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 twentieth day of January, 1900.

Henry B. Fairchild,

Notary Public in and for Kent County,  
Mich.

#### GENERAL TRADE REVIEW.

While there is no diminution in the general volume of business of the country, which is greater than ever known, there are indications that the highest level has been reached in some industries. Thus iron production has increased through the stimulus of the long pressure of demand until the output of recent weeks is greater than was ever consumed during a corresponding time. This, of course, can only mean that competition for business must call a halt; and it is well that the advance be stopped before the prices are so far above the parity with those of the world as to unduly affect our position in foreign markets.

The situation in Wall Street indicates that manipulation—refunding, recapitalizing, etc.—has so far anticipated the situation as to prevent any material advance. The week has been reported as one of a strong undertone, with assurance of a speedy move upward, but with a little pressure of outside selling on account of the African situation there is at the last a decided decline again. Speculators figure that with a volume of railway business never before recorded and with all other industries at the highest pressure of activity there must be an advance. These conditions give assurance of the maintenance of values, or of little injury from such a reaction as that of December, but the doubling up of stock issues in so many of the great combinations is an element which must require considerable time to be eliminated by the natural increase of business.

Iron and steel production is now at the highest ever known. Sales of 10,000 tons of anthracite pig at lower prices are reported in New York, with quotations for No. 1 Lehigh \$1 lower than in December, although Bessemer and Grey Forge at Pittsburg are not selling. The certainty that the weekly output now ex-

ceeds the greatest quantity ever used in a week, while part of the consuming works formerly employed to the utmost are now seeking more business and lowering prices in order to get it, seems to be producing a readjustment of prices to the needs of the industry. The steadiness of copper after an output of 262,206 tons last year, greater by 53½ per cent. than in 1895, is also encouraging.

The textile industries were the slowest to respond to the return of prosperous conditions, and are the slowest to reach the culmination of activity and high prices. The opening of the heavy-weight season has brought general satisfaction. Sales have been liberal in spite of a considerable rise in prices, which has not been excessive. Not only the great corporations but the smaller mills are getting a good business. Foreign competition amounts to little, all imports of woolen goods at New York in three weeks having been only \$868,850 in value, against \$798,270 last year, and for illustration \$2,180,677 in the same weeks of 1893. Sales of wool at some concessions indicate that speculators begin to realize that the mills are on the whole better supplied than many had supposed. A few large sales at prices 1 to 3 cents below those asked early in December show that demands then were based rather upon expectations of further advance abroad than upon sober calculation as to American supplies remaining, and the decline at the opening of London sales has brought many orders to sell consignments previously held off the Eastern markets by Western operators. No estimate of consumption last year is large enough to clear away the supply remaining in mill and trading stocks, and after only three months another and larger clip will begin to come forward. Thus the apprehension of prices so high as to cripple the manufacture is appreciably diminished.

Boot and shoe shipments, 280,258 cases in three weeks, have been larger than in any previous year, but many works are almost or quite out of orders and buying is greatly hindered by belief that last year's advance of 10 per cent. in leather can not be sustained. Hides still slowly yield at Chicago, although as yet only 3.1 per cent. from their highest point December 13.

Boston has shown to the envious world that she knows beans and she is now showing unmistakable signs of an interest in wheat. From 1893, when she exported 3,934,125 bushels, to 1899, when the number of bushels was 11,567,847, she has so far shown her interest in that cereal that her business in this line has been constantly gaining, while New York, Philadelphia, Baltimore and New Orleans in the same line show a decline. Surprise is called for at the returns from Baltimore and New Orleans, but the condition of things in the other two cities was to have been expected. Boston has figured before as a place of export and it may be that her old supremacy in matters maritime is to return. It looks as if it might, for anything that New York can do about it.

The New Jersey bureau of labor finds that there are fifteen company stores in that State where the person obliged to deal at them pays 13 per cent. more than if he could buy where he wishes—a pleasing fact for the company store.

Amsterdam, Holland, is happy over a grain elevator that can discharge 44,000 pounds an hour and deliver two kinds of grain at the same time.

#### THE SAME OLD BASIS.

During the past year different sections of the country have been shocked by instances of financial embarrassment and failure. Washington is the field of contention, in which a United States Senator has been shut out of the Senate Chamber for certain well-defined reasons; and a man elected by his State as member of the National House of Representatives has been refused a seat in that body for a certain other notorious reason. The Tradesman has nothing to do with the details in any of these instances, except to refer them all to one common cause and to remark that, while they serve as instances in business, politics and religion, they all stand on the same old basis of honesty and can be dealt with accordingly.

In the everlasting fight for the Almighty Dollar, where in the intensity of the struggle there is not only "Fair field and no favor," but finally "Each for himself and the Devil take the hindermost," it is not surprising that men forget everything but self and resort to every subterfuge for coming out ahead. The old humdrum way of doing business is too slow and backwoodsy in these days of steam and electricity. Hustle and push and jam are now the only agents amounting to anything, especially in the business world. Courtesy has long been relegated to the rear and means once strongly condemned is now winked at if not contemplated with composure. This point reached, the rest is easy. The cares of the world and the deceitfulness of riches and the determination to have them at all hazards assume control and by and by the community is startled to learn that a bullet has ended what was found to be one of the most dishonest careers on record. True, business is business; but a business founded upon anything other than the eternal rock of uprightness and honesty is sure to fall, and great is the fall thereof.

The same truth underlies all government and whatever pertains to it. Political unsoundness travels the same road to the same graveyard. Just as sordid as the dishonest tradesman and just as selfish, the unprincipled politician is worse than he, and far more dangerous because the evil he practices and fosters saps not only his own life but that of the nation. It is more appalling because it shows the distemper to be widespread. Chosen for public office, in the worst sense of the term he is "a representative man." He stands for the element that has elected him; and where the majority elects, the election has a far-reaching significance. It means rottenness, and rottenness in government means overthrow. For a good many years one of the Middle States has been politically rotten-specked. There have been crumination and recrimination, and the specks not only grew larger but increased in number. There was trouble with the ballots and there was trouble behind the ballots. There were pulls and counterpulls, but, with the certainty of existence when the election clouds rolled by, the same unsavory candidate with smiling face read the returns and at the appointed time walked down the aisle to his seat in the highest council of the Nation, a peer among peers. In the meantime the country at large has been having something to say about it. It began to look as if all the people were being fooled all the time and that the rottenness in Denmark would never come to an end. But it has. Far down below the surface

the same old basis—the basis of common honesty—has again been found, the Senate door has been shut in the face of the offensive member and the country is breathing freely again.

Politics, in the garments of religion, bold and determined, with credentials from Utah, asked for a seat in the House of Representatives at the bar of that branch of the General Government. There is little need of painting the scene or relating the circumstances. From one end of the country to the other has thundered the determined No! Vice may skulk in the darkness. In purple and fine linen, but in decency, it may enjoy the sunshine common to the just and the unjust. It may hide its head in the alleys and dens of wickedness, but public opinion has declared and insists that he who wears the honors of the state and sits in her council halls shall be worthy of the honor so far as in her lies. On the same old basis of uprightness and honesty must be the morality of this country rest if it is to hold its place among the nations of the earth and prove itself, as it claims to be, the worthiest leader of them all.

As the world goes, there are times when it seems as if everything were going to pieces. Iago's "Put money in thy purse. Go make money" has become the motto and motive of humanity. In the pursuit of that every nerve is strained, every energy bent. The merchant must get it—honestly, if he can, by cheating if he must. The statesman must not be above his business if he is to take some day the high place his ambition covets, and have it he must even if the honor be somewhat smirched in the getting. So with other hopes and aims. The Almighty Dollar is what pays for all of them. With that, no matter how obtained, the rest is sure to follow. It often seems so; and yet under the surface, far down where men so often forget to look, there lies the same old rockbed of honesty and goodness and truth. Cheating may flourish for a time; but, as sure as the world stands to-day, they who build upon any other foundation will find that they have built upon the sand and when the structure which cheat and its brotherhood have built falls, it "falls, like Lucifer, never to rise again."

The people of Dawson City have got tired of stone-breaking for the criminal and have adopted that terror of boyhood, the woodpile. A man convicted of an offense is forced to saw wood. Ten hours a day until his sentence expires is the decree. The weather is not allowed to interfere. Like taking whisky, he saws wood in the intensest cold to keep warm and in the hottest weather to keep cool. Drenching rain is not allowed to discourage him. If the short days of winter are not light enough, a lantern furnishes the needful light. The result is all that could be desired: There are no wife-beaters in Dawson City, there are no tramps.

An exchange says that Denver is growing as a place for hogs. People who have been there say that the idea is all right, but that the grammar is wrong. Not "is growing," but "is" and "always has been" are the correct verbal forms—especially when speaking of the two-legged species.

Dr. Gerold, a professor of Halle University, Germany, has discovered an antidote for nicotine. It remains to be seen what the effect will be upon the ranks of the cigarette fiends.



**CARRYING COALS TO NEWCASTLE.**

It begins to look as if another of the world's wise sayings had lost its force, to be tossed as worthless rubbish upon the waste heap of the past. Time out of mind "carrying coals to Newcastle" has been the acknowledged apothegm, expressing best the folly of a foolish action. A few facts in the coal trade are suggestive that the figure has lost its force and that, if conditions remain unchanged, there will be a literal carrying of coal to that English town on the banks of the Tyne, to the great comfort of its inhabitants.

Great Britain has been the greatest coal producer of the world. That statement stood unchallenged until the closing year of the Nineteenth Century. Then the United States took the lead in that industry and asserts her claim by figures which can not be rightfully questioned. Here are some of them: In 1898, this country produced 195,000,000 tons of coal; in 1899, 245,000,000 tons, that being a gain of 50,000,000 greater than during the preceding year and the largest output of any other nation on the globe, in a single year.

With the United States in the lead as a coal producer, England stands second, Germany third and France fourth. In 1899, this country produced three times more coal than in 1870 and all the others have increased theirs since that period, Germany taking the lead with a much less increase proportionately than that of this country. The outlook indicates a further increase in 1900 and from that standpoint it may be well to state that while in this country the coal deposits are to all intents and purposes limitless, the same is not the fact in regard to the Newcastle mines. Those mines like the country are not exhaustless and it is not unreasonable to suppose that the time will come when coal from the American mine will be one of the English imports at the docks of Newcastle.

That, so far as this country is concerned, is not the most important feature of the coal question. Closely connected with it, and the real reason for its phenomenal increase, is the fact that the amount of pig iron produced in 1899 was 13,650,000 tons, an amount greater by 1,900,000 tons than the production of 1898. It does not require much reflection to conclude that, with practically limitless deposits of coal and iron, the basis of any country's prosperity, and the acknowledged ability to turn to practical account this desirable condition of things, this country is sure to keep the lead in the production and the manufacture of both these natural products. For more than twenty years the United States has surpassed Great Britain in the extent and the excellence of its manufactures, and within the last decade that country has yielded the palm of supremacy to this in the amount of iron produced. Ahead in these leading lines of industry and the distance between her and her competitors increasing every day, there will be a constant repetition of what has taken place during the past few years. The American machine will continue to supersede the European. It will find its way into corners of the world before unknown. It will bring us into closer relations with peoples now strangers to us and it will lead the way for that greater influence which the stronger is sure to exert over the weaker, so that the carrying of coals to Newcastle, when it becomes a fact, will be only repeating in another form what is going on to-day outside of the coal business. England, once the world's engine

maker, is importing the American engine. France, the home of silk industry, has been invaded by American silks. Germany, whose woollens are known everywhere, and favorably known, is buying American woollens; and so one after another the countries of the Old World, their best outdone and defeat acknowledged, have made a virtue of necessity and are receiving from the United States goods the importing of which would once have been as absurd as is to-day the carrying of coals to Newcastle.

**THE ERA OF LARGE BANKS.**

The fashion changes in banking, as well as in all other things. There was a time, not so long ago, when it was thought advisable to encourage the organization of a large number of banks of small capital, and it was also deemed wise policy to equip banks with moderate capital and seek to build up a large surplus, thereby greatly enhancing the value of the stock and adding a great degree of visible strength to the corporation. This was the fashion for a long time, but the fashion is now changing.

Within the past year or two the tendency has been towards banks with large capital and correspondingly large resources. Such banks are being organized not by new incorporations, but by a process of consolidation of institutions already well established that find it more profitable to join their forces and operate on a larger scale than to maintain separate careers. It has been found that in this era of acute competition and large financial transactions those banks which have the largest resources are in better position for earning good profits. The financing of great enterprises, which is now such a common thing in the financial world, can be accomplished only by financial institutions of very large resources.

A very large bank is in a position to earn larger profits, because its running expenses proportioned to its capital and resources are smaller than the expenses of minor banks. Again, there are many classes of transactions which small banks are in no position to handle, but which the large banks are able to manipulate at a profit.

A recent consolidation in New York of two prominent banks has served to draw general attention to this growing tendency in banking. This consolidation will give the new bank a capital and surplus several times larger than anything yet known in the way of banking in this country. Should our new colonial possessions be developed as they ought, there will be needs for large banks, as colonial trading requires much banking capital.

Although it is not to be supposed that many consolidations among the banks will take place, the tendency to banks of larger capital and resources is unmistakably strong, and the consolidations will go on from time to time until there are a number of large banks where now there are but few.

Swell society in New York is finding excellent cause to regret the Metropolitan Opera House there was recently the scene of a pet dog show. When the dogs were taken away they left behind in the hangings of the boxes and in the cushioned seats a large and exceedingly active army of fleas. Many of these have since found resting places in the décolleté gowns of fair ones who attended the opera, and as a result there has been much commotion.

**THE RISING TIDE.**

In the lumber regions advantage is taken of the swollen springtime streams to float the logs to market. It not unfrequently happens that a stick of timber is caught by some obstruction and log is piled upon log until the accumulated timber is as high as the surrounding hills. When the first obstructing log is loosened and the whole mighty mass rushes roaring downstream, a boom is on and every man is on the alert to take advantage of it to see that every piece of timber possible is forced into the descending flood. Once the boom is over, the place is dead until another comes.

From time to time the press of the country is pleased to speak of the prosperity which has come to us as a boom. At last the log of business which has blocked everything behind it has been loosened and the tremendous energy so long pent up has started on its way to prosperity. Old manufacturing places on the mountain side, left high and dry by a preceding boom, have been reached and are rushing on with the rest, rejoicing over the good times returned. New industries are started and the booming water courses are alive with men making the most of the unparalleled opportunity to better their condition.

This is all very well; but if the boom is the figure which best represents the business condition of the country, it is very important that the country should understand this, that it may govern itself accordingly. Once the rush is over, desolation comes, and of all desolate places the path of the spent boom is the most despairing. The best logs in the lot are often left beyond the reach of help and the hot sun of many a summer and the soaking snow of as many winters will make them worthless; so that the boom, a benefit so far as it goes, in the long run is not the blessing it is often thought to be.

From certain indications it is becoming more and more evident that the boom does not represent the general condition of things to-day. The improvement in business has been too gradual and too sure. Unlike the boom, its continued rise can be depended upon, as well as its duration, and when the decline comes, as come it must, that, too, can be calculated and so prepared for. The boom is a condition of things due to an accident and accident is never the basis of calculation. It is local and so limited. Born in the lumberman's camp, it is restricted in its application and can not fitly represent an outside idea, the one idea that is finding expression in mountain and plain the country over. New England is humming it with her whirring spindles. The Middle States are proclaiming it by their resounding trip hammers. The South from her plantations, white with cotton, is offering her convincing testimony. The prairies upon whose limitless stretches are beating the stupendous billows of wheat and corn are murmuring it; and the miners from the coal fields in the East to the mountain fastnesses of the precious metals in the West are clamorous with their noisy assent. It is the rising tide of prosperity, not the descending boom of chance, that represents the real condition of things and the country is proving this in numberless ways.

The prosperity of the railroads, by their rapid increase of traffic and travel, has been noted as an unerring sign of wholesome financial success, that has come to stay; but a far better indicator

of this is the report of the comptroller of the currency on the business of the savings banks last year. There are 942 of these banks; only 287 of them are stock concerns, and the remainder are operated without capital stock by the trustees exclusively for the mutual benefit of depositors. In the latter class there is deposited \$1,960,709,131, the average deposit being \$386. The total amount of savings deposits of the 942 banks is \$2,179,468,299, which amount belongs to 5,523,602 depositors, the averaging savings of each depositor thus being \$395. This \$395 in the bank is net profit on the owner's labor, not coming from interest or money loaned, or from capital invested in business; and when the wage earners of the country save nearly \$2,180,000,000 in cash, as the savings banks alone show that they have done, it is an unmistakable proof that the existing prosperity is due to no boom; that it is widespread among the masses; that high tide has not been reached, for the rising is still going on, that high tide, when it comes, will bring a prosperity never before attained; and that when the ebbing begins it will not be attended by the desolation which is sure to follow in the path of the deceptive boom.

Egg producers ought to be grateful to the department of agriculture for compiling in its official literature the various and the best ways of treating eggs that are put away during the summer months, when they are plentiful and cheap. Of twenty German methods of preserving eggs the three which proved the most effective are coating the eggs with vaseline, preserving them in lime water and preserving them in water glass. There is a drawback to the water glass method: the shell easily bursts in boiling water. This, however, may be prevented by piercing the shell with a strong needle. This objection having been conceded, the water glass method heads the list, as varnishing the eggs with vaseline takes a great deal of time and treating them with lime water is apt to give them a disagreeable odor. In most packed eggs the yolk, sooner or later, begins to settle on one side and the egg at once begins to depreciate. This does not happen when water glass is used and the eggs retain a surprising freshness. In one test it was found that a 10 per cent. solution of water glass preserved the eggs so effectually that at the end of three and a half months eggs that were packed on August 1 appeared perfectly fresh. A gallon of water glass, which will cost 50 cents, will make enough solution to preserve fifty dozen eggs.

Isidore Cohen, of New York City, has introduced a bill in the New York Legislature requiring all hacks, cabs and automobiles licensed for hire by the public to be equipped with a cyclometer or other automatic device for measuring and recording the distance traveled, the machine to be placed in such a way as to be in plain sight of the passenger. The purpose of the bill is to prevent hackmen from overcharging patrons.

The merchant who always sells at cost and yet grows wealthy must either steal his goods or his statements.

To judge by orders for steel rails, prosperity has railroaded itself miles ahead of the new year.

Something for nothing is nothing for something in wildcat parlance.



## Clerks' Corner.

Close Companionship Between Management and Employes.  
Written for the Tradesman.

It was my good fortune recently to be in a large general store, centrally located in the State, where the fellow feeling of close companionship among employes was fostered by the management seeking to keep in sympathy with the associates in store life by setting one evening each week apart for what was termed "a meeting for mutual improvement of our business and selves." That evening in particular was to be devoted to hearing from a traveling man some ideas gathered by him in his travels among similar establishments and was looked forward to by the manager and employes as an opportunity to spend a profitably pleasant evening. To this meeting I was invited, as a special favor from the manager, whose school companion I had chanced to be in "the days gone by," when we had often discussed the relation an employer should hold towards his help, in the dual role as manager and man, both of us naturally leaning toward the theory that "man's humanity to man best establishes his claim to human sympathy and support," always maintaining that should Fate or Fortune ever place us in position to demonstrate our views we would maintain as close a semblance to true comradeship among ourselves and associates in business as the environments of that position allowed, and I must confess that on leaving the store after this meeting I was impressed with the wisdom of my friend's attitude toward those over whose business actions and time he nominally held control.

The store closed at 6 p. m. and at 7:30 we were all assembled in an upstairs room, the carpet department, where comfortable seating arrangements were provided for all. The manager quietly secured order by simply ascending the single step to the improvised rostrum, where in a few well-chosen words he recalled previous similar gatherings, speaking particularly of the personal pleasure to be derived from the present meeting together of friends, on whose material welfare a mutual interest was staked. Then, after prophetically adding, "The future good to us singly and collectively must depend on ourselves, and knowing that interdependence tends to strengthen human sympathy, I feel no fears for our business welfare." He then pleasantly introduced the speaker to his good natured audience.

It is not my purpose to tell this traveling man's name nor the place where the meeting occurred, therefore I will reproduce his words only, and submit it all without comment.

On taking his stand before us, genial good will beamed from his face and we felt that he was in sympathy with his audience, therefore we were in a receptive mood when he began to address us as follows:

"Friends and fellow workers. It is with feelings of deepest pleasure to think that I am thus accorded the honored privilege of aiding your manager to maintain towards you the feelings of good will, and I trust to further his efforts of making this goodly assembly more closely united in sympathy through the few remarks I shall make this evening; and looking upon these animated faces, I can conceive of nothing more appropriate than the title I have chosen for my address, 'Sunshine and Nature in Store Life.'

"There is in Nature nothing more universal than light, and light is, in all

its senses, a direct product of the sun, a reflex therefrom or an imitation. Sunshine means life, darkness death, and only in the constant conflict between these great forces lies our chance to gather the fragments and become the power in business circles each one has heirship to. But what is sunlight in a store? Not that effulgence of the direct rays from the sun, from which we must protect our wares or see them deteriorate in value, but the sunlight of the soul shining from the faces of cheerful employes serving the public. The man or woman, boy or girl, in a store who is always pleasant about the everyday duties, with a smile of welcome to the customer, sheds sunshine about the establishment to such a degree that life is possible and growth assured in that particular department, while its reflex action will be felt in all departments of the store. But shall we call this the direct or the reflex light? Some would call it the direct light, but I would prefer to call it a reflex light, one reflecting the pure light from a satisfied inner self, the true self, diffusing pleasantly without a painful glare.

"My general advice to you as personal friends would be as follows: Be pleasant; be cheerful; be friendly among yourselves and towards your employer's patrons, but never chummy. Smile, but do not simper. Let sunshine diffuse from a happy face with radiance that may be felt as well as seen. Laugh when occasion requires, but refrain from giggling. Let these occasions be well timed and have the appearance of spontaneity, but never forced. Talk, but don't lecture; let what you say appear in harmony with the atmosphere of self and surroundings; let your language emphasize the sunlight of your presence. Strive to enter into the sympathy of your customer, even as the sunlight of Nature enters into the life and growth of the flower, unobtrusively yet with a life-giving force which can not be denied.

"Can anyone among you doubt the results on trade should this feeling permeate at all times the working force? Most assuredly it would be for good. But storms must at times dash over the face of Nature, even as matters of a momentarily disagreeable nature will cross all our lives; yet did you never note that after the storm the first rays of sunlight are seemingly the brightest and are the most welcome? You ask, What are these necessary business storms? and I answer that the most frequent are disagreeable customers; but smiles and pleasant manners will dissipate the worst of these storms and after these have sped by our horizon we all welcome a genial ray of store sunlight. Yes, all—the proprietor, the manager, the customer even; our associates in work and we ourselves feel the benign influence of sunshine, even though from ourselves it emanates. Why should I call this a necessary part of store life? Because no trait of character is developed without use, any more than a muscle without work; and no one thing is better fitted to create store sunshine than patience, which this 'storm' particularly calls into being and develops. All sunshine with no rain causes destroying droughts, but when rightly proportioned to Nature's needs the best results obtain; so I hold the opinion that a well-developed bump of patience is one of the most valuable possessions a clerk can have, and the higher degree of patience developed the greater value attaches to that clerk's work. Again, a storm may be raised by your manager, who on going his round of inspection finds, as I suppose he does sometimes, some place where his rules of business have not been lived up to. But again I ask, Do you not note how much sooner this storm passes when a ray of sunlight is struggling in that particular department to equalize the forces of nature? It may be a quiet smile of assenting approval to the necessary and justified criticism of the manager; but the result is a calm after the storm, more pleasant from the mere fact of comparison than it would be had there been sunshine all the time. But were any of you ever witness to a cyclone or a whirlwind? You know that

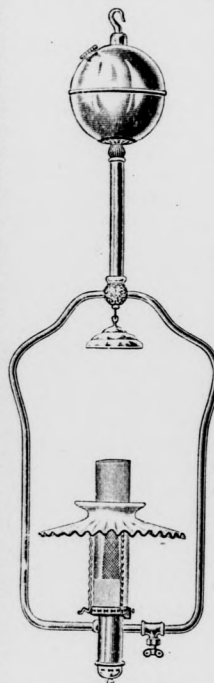
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their destructive tendency is caused by two storms meeting and both trying to prove title to right of way through strength of blowing. Thus we would compare an open resistance or noisy explanation of an employe to the manager during the storms. It often requires a long time and much sunshine to patch up the face of Nature in the case of a whirlwind, and the same may well be said of store-storm, where opinions clash; and yet these same whirlwinds sometimes aid Nature in removing some obstruction necessary to a more perfect view of surrounding country, eventually improving the face of Nature, even as these conflicting storms oftentimes clear out opaque or nondeveloping light characters from the working force, to the apparent betterment of all concerned.

“Again, in Nature, were there neither wind nor storms the pollution of the air would cause death to all forms of life, because the unstirred air would thus become dead, even as store life, in altogether too many instances, would flag, falter and die save for these tours of inspection by the manager, and a happily valuable acquisition to a store’s force is he who can be found fault with and still smile and strive with good natured effort to learn what is wanted, correct the error and all the time, through cheerfulness, diffuse store sunshine on the work, the business, the manager and himself. Still further would I draw this storm comparison by noting a fierce storm at sea which, with the regular tides, agitates the waters of the sea to its very depths, without which its stagnation would be death to every form of life beneath, on, or even immediately over its surface; so what at times appears to be a cruel fate proves to be a benefit, perhaps not to the individual, but to the world at large.

“Let us liken the regular tides to the annual inventory and spring and fall store-cleaning. These are necessary, but what is wanted is the occasional general stirring-up of everybody and everything, for the universal good—when a general overhauling occurs which changes the entire topography of the store. Some will object to this on account of disarranging the calculations of customers; but it is my opinion that patrons enjoy the novelty of changes of stocks as well as changes of the items that go to make up the stocks; therefore, do not shut out of your lives the sunshine of store life through objections to carrying out any changes suggested by your manager, but cheerfully bend every energy towards carrying out the will of the powers that be, and do this without even a frown on your face. Thus life for each individual helper will broaden out, the store life will take a deeper hold on the public and all be given a stronger hold on the environments which go so far in our business to make life worth living.

“Some storms assume the form of dews, and oh how gently yet persistently they fall. What invigorating life follows these pleasant storms of Nature and how aptly they apply to your d-u-e-s to your store: First, due respect to constituted authority; second, due regard for the feelings of associate workers; third, due appreciation of the right of your employers to receive everything due them from you—your time, your strength, your mind, and of course what is due them from sales of merchandise in your care. Only on the systematic falling of these dues can long-continued (store) life be assured, on which rest your chances of employment; and remember, these dews of Nature are paid the day they fall due, not next day. It is said that plenty of dew and regular sunshine would keep all Nature dressed in summer green; and how truly I may add, if your employers receive the above dues, and store sunshine permeates their business, thoroughly lighting up all dark corners, its continuity is dependent only on the will of those who rule, because such a store will have the confidence and trade of the public, insuring long life and continued prosperity.

“And now, my friends, in conclusion I would say to each one, don’t place your own personality in such shape as to

have it cast its shadow on your surroundings; but rather as a polished surface of solid sterling silver reflect onto your associates and surroundings whatever sunlight there may possibly be. You know that Nature’s sunshine is divisible into rays, each one bearing a separate, distinct color and name; so may storeshine (if we may be allowed to coin a word) be divided into rays—in this case spelled r-a-y-s, not, as some might think, r-a-i-s-e, prefixed to the phrase, “of salary”—which rays are known and named: cheerfulness, timely laughter, agreeable pleasantness, smiles, good will, patience and the suffering of self-sacrifice, if need be, all well mingled with hard work, deep thought and thorough honesty of purpose. And if you, my young friends, will stand firmly by these colors neither you, your employer, your manager, your associates, the store, nor your friends will ever turn from or forsake you, but call you blessed, even as Nature’s sunlight is called blessed in all lands.”

L. A. Ely.

**Liability of Restaurateur For Loss of Coat.**

A case which has just been decided by the appellate term of the Supreme Court of New York has been the cause of much interest in the metropolis, chiefly among that large class of men who take their meals in restaurants.

A New Yorker named Marcus M. Montgomery, who had taken his dinner at a restaurant kept by one John Lading, found when he had eaten and paid for his dinner that his overcoat, which he had hung up with his own hands on a peg close to his table, had disappeared. The proprietor, on being appealed to, disclaimed all responsibility for the loss of the coat, on the ground that neither he nor his waiters had been intrusted with the custody of it. Mr. Montgomery demanded a return, or the value of the garment from the restaurateur; and, on Boniface’s refusal to comply with the demand, he brought suit against Lading in a municipal court for the amount.

The judge in the municipal court found for the plaintiff in the amount claimed, but the restaurateur was advised not to pay, and he declined to pay, and appealed.

The appellate term of the Supreme Court has just decided the case, reversing the judgment of the lower court and holding the original plaintiff liable for costs. The appellate court, after passing in review many cases of a somewhat similar nature, says in its decision:

The rule to be adduced from all these cases is that, before a restaurant-keeper will be held liable for the loss of an overcoat of a customer while such customer takes a meal or refreshments, it must appear either that the overcoat was placed in the physical custody of the keeper of the restaurant or his servants, or that the overcoat was necessarily laid aside under circumstances showing at least notice of the fact and of such necessity to the keeper of the restaurant or his servants, in which there is an implied bailment or constructive custody; or that the loss occurred by reason of the insufficiency of the general supervision exercised by the keeper of the restaurant for the protection of customers’ overcoats temporarily laid aside. After all, each case must largely depend upon its own particular facts and circumstances, for it is well known that there are all kinds of restaurants. In some of them good taste and etiquette require that a customer should remove his hat and overcoat while eating a meal of refreshments, while in others, especially in so-called quick lunch establishments, customers remove neither hat nor coat.

There is a great deal of good common sense in this decision; and restaurateurs and their customers would probably not do amiss to govern themselves in accordance with it.

**Crockery and Glassware**

<b>AKRON STONEWARE.</b>	
<b>Butters</b>	
½ gal., per doz.....	40
1 to 6 gal., per gal.....	5
8 gal. each.....	40
10 gal. each.....	68
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
<b>Churns</b>	
2 to 6 gal., per gal.....	5
Churn Dashers, per doz.....	84
<b>Milkpans</b>	
½ gal. flat or rd. bot., per doz.....	40
1 gal. flat or rd. bot., each.....	43½
<b>Fine Glazed Milkpans</b>	
½ gal. flat or rd. bot., per doz.....	60
1 gal. flat or rd. bot., each.....	59½
<b>Stewpans</b>	
½ gal. fireproof, ball, per doz.....	85
1 gal. fireproof, ball, per doz.....	1 10
<b>Jugs</b>	
½ gal., per doz.....	40
¾ gal., per doz.....	50
1 to 5 gal., per gal.....	6
<b>Tomato Jugs</b>	
½ gal., per doz.....	50
1 gal., each.....	63½
Corks for ½ gal., per doz.....	20
Corks for 1 gal., per doz.....	30
<b>Preserve Jars and Covers</b>	
½ gal., stone cover, per doz.....	75
1 gal., stone cover, per doz.....	1 00
<b>Sealing Wax</b>	
5 lbs. in package, per lb.....	2
<b>FRUIT JARS</b>	
Pints.....	4 00
Quarts.....	4 25
Half Gallons.....	6 00
Covers.....	2 00
Rubbers.....	25
<b>LAMP BURNERS</b>	
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
<b>LAMP CHIMNEYS—Seconds</b>	
Per box of 6 doz.	
No. 0 Sun.....	1 28
No. 1 Sun.....	1 42
No. 2 Sun.....	2 12
<b>Common</b>	
No. 0 Sun.....	1 50
No. 1 Sun.....	1 60
No. 2 Sun.....	2 45
<b>First Quality</b>	
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
<b>XXX Flint</b>	
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
<b>CHIMNEYS—Pearl Top</b>	
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
<b>La Bastie</b>	
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
<b>Rochester</b>	
No. 1 Lime (65c doz).....	3 50
No. 2 Lime (70c doz).....	4 00
No. 2 Flint (80c doz).....	4 70
<b>Electric</b>	
No. 2 Lime (70c doz).....	4 00
No. 2 Flint (80c doz).....	4 40
<b>OIL CANS</b>	
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. Tilting cans.....	7 25
5 gal. galv. iron Naecefas.....	9 00
<b>Pump Cans</b>	
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
<b>LANTERNS</b>	
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, slide lamp.....	14 00
No. 3 Street lamp, each.....	3 75
<b>LANTERN GLOBES</b>	
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

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**How About Harness?**

If you put off placing your harness orders with us until March you will be ordering just when everybody else is. Do it now and you get ahead of the rush—same prices—same guaranteed harnesses.

Write for Harness Catalogue.  
**Brown & Sehler, Grand Rapids, Mich.**

**TRADESMAN ITEMIZED LEDGERS**

SIZE—8 1-2 x 14.  
 THREE COLUMNS.  
 2 Quires, 160 pages..... \$2 00  
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**INVOICE RECORD OR BILL BOOK**

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

**Tradesman Company Grand Rapids, Mich.**

## Shoes and Leather

**Under What Circumstances a Shoe Clerk Should Marry.**

He should be sure, of course, that the woman of his choice has some idea of the cost of living and of the everyday duties of a housekeeper. In the cost of living and the regular weekly expense there enters largely a personal element. A woman who has been reared in luxury, accustomed to have every wish gratified, will naturally hesitate a long time before accepting from a young man of meager means (unless she loves him very dearly) attentions which might result seriously. There are, however, brave, true-hearted young women, both rich and poor, who would readily conform to conditions resulting from the new relation and her husband's income, be it great or small. The niggardly custom of doling out stated sums to the wife for household expenses should never be practiced. If the dollars have to be husbanded lay aside regularly every week a proportionate sum for rent, fuel and light; if any surplus is left from the preceding week it might wisely be used for purchase of necessary clothing, articles for beautifying the home and the like. Although at first glance the expense of housekeeping might appear greater than boarding, the young clerk should not marry until he has his house (even although it may be a rented one) comfortably furnished, suitable for habitation. The house need not be elaborately or elegantly furnished in order to insure a cozy, happy home. After laying aside the weekly amount for regular monthly or quarterly charges for rent, light and heat, the balance of money for current expense might be placed in a box, accessible for both husband and wife. From this general fund each could extract from day to day the sum necessary for their separate expenses. If either one could not trust the other to that extent they had better not marry.

This procedure obviates the necessity of the wife appealing to her husband repeatedly for money when he thinks she should already be possessed of some, or of the husband requesting a loan from his wife to enable him to reach his place of business after spending more than he should have spent and running short of funds.

The necessity of either asking the other for money is embarrassing and humiliating and often is the forerunner of open rupture and may cause for some time to come strained relations between those who should each extend to the other the most cordial, frank and simple confidence. The young clerk should never deceive his wife as to the amount of his income or the status of his business affairs. It is astonishing how little expenditure, for a man, is really necessary. The average man rides to his work, even although the distance is not great; he buys one or two newspapers, which he often leaves in the car or tosses into the waste basket, which his wife would appreciate if taken home at night, even although the news were a few hours old. After reaching the store or office, if smoking is permitted, a cigar or two is consumed, with the addition of a little fruit or sweetmeats, or possibly a social glass or two. This is often repeated during the afternoon. At noon the hour is passed with kindred spirits and often an elaborate luncheon is taken, frequently one man settling the entire bill. Such expenses should

be carefully watched by the ambitious clerk who desires to amass something for the future and unnecessary extravagance carefully guarded against. He might easily entrench himself safely against the wiles of extravagant companions, careless of their expenditure, by reviewing each night the proceedings of the day in this connection and resolving that the next day should see an absolute curtailing of unnecessary expense. Above all have the moral force and conscientious courage to cut loose from companions who would drag you down to penury and poverty in your endeavor to keep abreast of them and their expensive habits.—Shoe and Leather Facts.

### Bidding For a Cash Business.

A Nashville, Tenn., shoe dealer presents the following arguments why cash should supersede credit in his establishment:

The credit system, with its dangerous whirlpool of debt for the buyer, has swamped thousands of people, who become hopelessly involved through paying enormous profits to the merchant simply because credit is offered. Extra profits are added by the merchant, who, spider like, weaves the web tighter and tighter around the credit customer (who is the fly). As the customer remains in debt to the merchant the next shoes he buys, and the next, he thinks the price too high, but he owes the merchant a bill already and he hasn't the "gall" to try to "jew him down" on the price when he is getting credit. The credit merchant, on the other hand, instructs the clerks to charge high for the goods as the customer owes a bill already and is going to buy on credit, no matter what the shoes cost. These are undisputed facts. If you buy on credit it "hits" you; you know it; you're sick of being "worked" by the credit merchant. Break away now. Let the credit merchant who has been so kind to accommodate you with credit by selling you \$3 shoes for \$4 wait a while and take your next pay day's money, look around—you're a free man—cash works wonders; puts you on a level with the merchant you're dealing with; keeps you from feeling like a slave; be a man. Quit letting people work you; look around, use your reasoning powers. Here's some prices from a cash house—cash, cash, cash house; 120 pairs of men's \$2 tan shoes, plain toe, light weight, sizes 6, 6½, for \$1.25 a pair cash; 216 pairs fine tan vici shoes, regular \$2.75 quality, sizes 5, 5½ and 6, in lace or gaiters, \$1.60 a pair cash; light weight, plain toe, every pair are warranted; 210 pairs men's fine Russia, heavy winter weight, lace, shop-made, calf-lined \$4 goods, for \$2.50; all sizes; 261 pairs men's \$5 shoes for \$3.25 cash; every style imaginable. See our show window for cash values.

### Mutual Envy.

The office boy who sweeps the floor  
And doth the baskets toss  
Envy's the owner of the store  
And longs to be the boss.  
The boss who hears the youngster's songs  
And laughs of youthful joy  
Thinks of his own great cares and longs  
To be the office boy.

### An Unpleasant Feature.

"I couldn't stand her father; he was everlastingly talking shop."  
"Telling you about his prosperity in business."  
"No; talking about the business he thought I ought to get into."

### Taking No Risks.

Customer—Have you the same razor you shaved me with two days ago?  
Barber (flattered)—Yes, sir; the same identical one.  
Customer—Then chloroform me first, please.

### Not Forgotten.

"Did your grandmother remember you in her will?"  
"Yes, she had a clause in there instructing the executors to collect all the loans she had made me."

## Lyccomings 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.**

**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.

## YOU NEED THEM

**S**HOES 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 Boom Town of Walker's Station.**  
Written for the Tradesman.

Walker's Station was not an elaborate affair. It was not in reason to expect that it would be. It was young, it was also ugly, but those who lived there hoped that it would some day outgrow these faults. So far as its youth was concerned it would, in the nature of things, leave that behind; but, as to its ugliness, that was problematical. The natives, as they passed each other on the road, spoke of "goin' to town to git the mail," or, "to do a little tradin'," while the Sentinel, published semi-monthly in the county town fourteen miles away, referred to Walker's Station as "the sister city on the plains." On the plains" did very well, for the town site was composed of one entire section of railroad land laid out in blocks and streets; each street had a name of its own. A city one mile square might surely be spoken of as a "sister city." As a matter of fact the "city" consisted of a store, a blacksmith shop and two dwelling houses.

How so few buildings could give such an appearance of ugliness to an otherwise lean, lonely prairie is a mystery. They had the air not of having been built upon this solitary vastness, but of having squatted upon it. They wore a sort of wind-blown, twisted look, as if they were afraid to stand up squarely and face, with undaunted mein, the dreariness around them.

Another curious thing was calling the place Walker's Station. True, the railroad ran for one straight mile along the southern end of the town site; but the railroad company had never had a station there. It is said that a train had never been known to stop there until the town site was laid out and the streets were named. Si Clay, the man who owned the buildings, as well as the town site, could never give a satisfactory explanation as to why he called the place Walker's Station, and the reason was the cause of as much speculation to the natives and settlers in that locality as was "Pudd'nhead Wilson's" wish that he "owned half of that dog" to the natives of Dawson's Landing. Walker's Station it was, and so it remained as it pursued the even tenor of its way. One conversant with the various events which made up the history of that little settlement would be of the opinion, however, that the tenor of its way and been uneven rather than even.

Si Clay believed that there was a great future in store for the town. He saw mills, grain elevators, factories, stores, paved streets, electric lights and a thousand other things that were to grow up on his town site. This was not strange, after all, for Si Clay had tried for five years without success to grow corn and wheat and a dozen other farm products upon this same town site. Nobody but a man who has come through five such years of earnest endeavor in just such a country could ever have seen what Si Clay saw. It was a country without a hill or a tree. Look in whatever direction you would, you saw only a great circle where the earth and sky met.

Before he migrated to Kansas Si Clay had been a well to do farmer in a country where it rained once in a while. He had been persuaded, by a man with an ax to grind, to locate just where he did. The man with the ax got Si's little Michigan farm and Si got 640 acres of land without a stone or a hill or a bit of brush upon it. "It was an endless picnic," said the man with the ax, "to

work on a farm like that—no roots to grub, no stones to gather, no hills to climb." He might truthfully have added, "no crops to harvest." After five years of unrewarded labor Si had converted his non-producing farm into a town site and his various farm buildings into the town buildings referred to. With his little remaining capital he put in a small stock of general merchandise and proceeded to do business. His methods would have bankrupted a much more capable business man. He had not the heart to refuse credit to his old neighbors. "It wasn't their fault if they weren't able to pay. They couldn't make rain and the crops wouldn't grow without it." He knew they would square up as soon as they got a crop of wheat or corn; but Si had tried for five years without getting such a crop. He ran the store in a sort of way by taking butter and eggs in part payment for his merchandise. These scanty farm products he shipped East, sometimes making a small profit, but as often making nothing. Despite the fact that he was running in debt and that the blacksmith shop remained unoccupied, Si still clung to the idea of future greatness for his town site, and consequent wealth for himself.

When Si's double venture of town owner and store-keeper was two years old his finances had grown into such shape that he couldn't tell whether he owned the town or whether it owned him. This perplexing question was rather suddenly answered for him when the sheriff walked in and in the name of the law took possession. A few days later the little stock of goods, the town and the town site were sold to the highest bidder. Poor Si was left without a single worldly possession except the clothes on his back—a poor, bewildered, broken-hearted pauper. It was more than tired nature could stand and Si became an inmate of the insane ward at the county poorhouse.

The new owner of Walker's Station never gave a thought to what the place had cost. He got it for almost nothing and was well pleased with his bargain. The seven years of time, the hot sweaty labor, the vain hopes, the broken heart, the ruined mind were nothing to him. He had for several months before the sheriff sold the place been operating a steam drill not only on Si's town site but in many other places. He told the natives he was "drilling for water." They believed him and when he offered to buy their land were only too willing to sell. He bought all of the land he wanted at his own price and then sunk a shaft. The natives discovered when it was too late that it might have been water he was after, but that it was coal he found. The irony of fate was truly exemplified. Walker's Station began to grow. Town lots were in demand. Stores, shops and dwellings sprang up on the very ground where Si had labored for years and raised nothing. The railroad company built roundhouses and machine shops there, because coal was so handy. Manufacturing concerns of many kinds located there for the same reason, and Walker's Station became all that Si Clay had dreamed—a thriving, throbbing center of industry.

Mac Allan.

**Mother Goose Up to Date.**

There was a man in our town  
Invested all his health,  
With madly avaricious aim,  
To win the goal of wealth;  
And when the same he had attained,  
With all his might and main,  
He vainly lavished all his wealth  
To get his health again.

**H. M. Reynolds & Son,**

Manufacturers of

Asphalt Paints, Tared Felt, Roofing Pitch. 2 and 3 ply and Torpedo Gravel Ready Roofing. Galvanized Iron Cornice. Sky Lights. Sheet Metal Workers and Contracting Roofers.

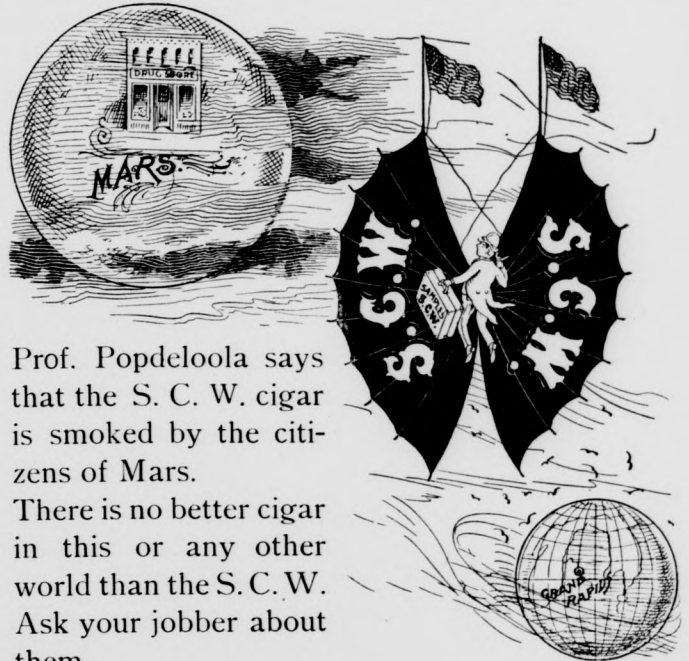
Grand Rapids, Mich.

ESTABLISHED 1868

Detroit, Mich.

Office, 82 Campau st.  
Factory, 1st av. and M. C. Ry.

Foot 1st St.



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.

**We Sometimes Lose a Customer**



But it is usually under circumstances like those recently related by an old patron who returned to us after some bitter experience elsewhere. He was teased by a smooth solicitor of another concern into buying coupon books at a low price, but when he realized that he had given an order four times as large as usual and discovered when the goods were delivered that they were so slovenly bound and so incorrect in count that his customers became prejudiced against the system, because they assumed that it was devised to swindle them, he decided that it pays to give a fair price for honest goods and deal with a house which stands back of its product by paying \$1 in cash for every book found to be incorrectly counted. For this reason his name is again on our list of customers. If yours is not there also, we should be pleased to have you send for samples and quotations.



**Tradesman Company,**  
Grand Rapids, Mich.

## The Meat Market

### Right and Wrong Way to Dress Poultry.

When I say that not one in twenty butchers knows how to dress a turkey or chicken properly, I am making an assertion that can be easily verified. In my experience of over twenty years I have come in contact with thousands of butchers and at rare intervals I have seen a first-class poultry dresser. The few who did know were quite proud of their ability, and with reason. Now, let's get down to facts:

Mrs. B. wants a fine large turkey for her Sunday dinner; she's going to have company and is filled with importance. After much fuss she selects a fine 16 or 18-pound bird—a handsome, dry-picked turkey without a flaw or break in the skin, young and tender, and leaves it for the butcher to dress and send home. When he gets ready to draw it he grabs it like a ton of coal or a chunk of ice and slams it on the block, chops off the legs and head, picks up his knife, cuts the skin open from the top of the breast down to the end of the neck, takes hold of the skin on both sides of the cut, pulls it apart, and, after much pulling and hauling, finally gets the craw out. The whole breast is torn and ragged, and from hauling over the block the skin on the back and sides is broken and bruised, which is only natural after the way it has been handled. He then makes a cut from the end of the breast bone to the tail end of the carcass and shoves a fist as big as a ham into the turkey, grabs the intestines and hauls them out, leaving a hole in the body like a cave, with torn and ragged edges. Eight times out of ten the gall is broken, but that is Mrs. B.'s affair; she's going to eat it, not he, so he doesn't care; he fires it into a basket, and his part is finished. Then it goes to Mrs. B. Of course, she's going to stuff it. She or her cook commence operations; the breast is all torn, so she can't put stuffing there; they put the stuffing in the other end and sew it up as best they can; half the time the thread breaks through while the bird is roasting, and when brought to the table the stuffing protrudes, the breast is invariably burned, the skin hangs in shreds and patches, and it has (to use a forcible if not elegant expression) a sloppy-weather appearance. Mrs. B. is dissatisfied, and the butcher gets a hauling over the coals the next day for his slovenly work, and it serves him right. He brags to his friends what an expert butcher he is. And he doesn't know how to draw a turkey! Nine times out of ten he's even more careless with a chicken; thinks any old way is good enough as long as he finishes his work and gets his orders out on time.

Now to the proper way: Instead of chopping off the feet let him draw the sinews—it only takes two or three minutes longer. Then let him take a sharp knife and slit the skin along the back of the neck and draw it out and the craw can be removed readily and in one piece, not in sections, and much easier. Afterwards the skin can be wrapped around the neck, and a piece of twine tied once around it at the extreme end, which is more effective than ten or twelve stitches would be, and when the bird is laid on its back the breast is whole and no opening can be seen. When this is properly done it appears as though the craw was not removed at all.

Before wrapping the skin around the

neck insert your finger at the base of the neck and loosen the heart, liver and gizzard by working it around until you can feel they are clear and do not stick to the sides; then cut a small hole at the other end, just large enough for the gizzard to come through, and the skin can be readily drawn together and sewed, with barely a trace remaining where it has been cut. To complete a clean piece of work, take a thick slice of larding pork cut down to the rind, but not through it; open the two slices as the leaves of a book, and lay it lengthwise on the turkey's breast, with the rind part down so the pure white larding pork shows entirely; then fasten securely at the four corners with toothpicks (skewers would tear the flesh). Mrs. B. and her cook will be pleased at the attention. The slice of larding pork does not cost you much, and a cook's influence is considerable, as some of you may know. Then when the turkey is brought to the table, and the lady friends of the hostess see how carefully it has been dressed, they go into raptures (trust a woman to see all these little details). "Who is your butcher, Mrs. B.? My! he does know how to dress a turkey!" And it's dollars to doughnuts that Mrs. B.'s butcher gets a new customer or two the next day, particularly as the slice of larding pork adds a most delicious flavor to the finest turkey, and, of course, the butcher gets the credit of it. The customer is pleased, the company is pleased, and the butcher has pleasure and profit thereby. Chickens are dressed in precisely the same way, but it is much easier as most of the intestines can be drawn through the neck; and with a very little practice a chicken can be drawn so scientifically that the customer has to look twice to see if it is really drawn.—Leon Alexandre in Butchers' Advocate.

### How to Make a Crown Roast.

Much skill is not necessary to make a crown roast, yet a well-made one always attracts attention and sells at a good price. Take two plump racks of lamb that have no blade chops on, and knick each one about the same as you would chop roast loin pork, but not too deep. Run your knife from one end of the rack to the other, on both sides, about two inches from the top. Skin the lower part the same as you would French chops, then cut off the fat where you cut across the rack. The two racks are then placed end to end and sewed together. Then roll the whole together, so that the ribs curve outward. They form the crown. A piece of heavy cord is then tied around the center, and the tighter the cord is drawn the more will the ribs curve out. Then take the caul of a calf, and place it around the base of the meat like a collar. The meat taken from between the ribs should be chopped quite fine, and placed inside the crown, or ribs, and some parsley scattered on it. Colored paper, knicked with scissors, and placed around the crown, helps the effect. Another good decorative scheme is to place a grape on the end of each of the ribs forming the crown.

### Poor Way of Advertising.

A few years ago a retailer out in Omaha advertised to throw off the roof of his building on Christmas Day twenty-five turkeys. The first turkey was torn to pieces by the multitude; the second injured a little child; the remainder were carted off to the police station in a patrol wagon, with the retailer and a couple of policemen as company.

### Very Considerate.

"What a lovely waste basket the editor has."  
"Yes, he's so kind hearted he means the poet's lines shall fall in pleasant places."

## To the Retail Grocers of Michigan

Call and see us when you attend the Grocers' Association. We want to say a word about BUTTER AND EGGS. Remember, we buy all grades of dairy butter on track.

Stroup & Carmer.

38 S. Division St., Grand Rapids, Mich.

Geo. N. Huff & Co.

Commission

BUTTER, EGGS AND POULTRY

74 Congress Street East, Detroit, Mich.

Telephone No. 2189

# ..OYSTERS..

IN CANS AND BULK.

F. J. DETTENTHALER, Grand Rapids, Mich.

## WANTED

We are always in the market for Fresh

BUTTER AND EGGS

36 Market Street.

R. HIRT, JR., Detroit, Mich.



Highest Market Prices Paid. Regular Shipments Solicited.

98 South Division Street,

Grand Rapids, Mich.

## IF YOU ARE SHIPPING POULTRY

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

POTTER & WILLIAMS

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

ESTABLISHED 22 YEARS.



## Fruits and Produce.

### Why Brown Eggs Are Preferred to White Ones.

There are several reasons why brown eggs are preferable to white ones. The great bulk of the surplus from the producing states is marketed in the thickly populated districts of the East, where brown eggs take the preference over white ones. They are not only attractive in appearance, but are larger. A case of all browns weighs from two to four pounds more than a case of all whites, and will show a smaller per cent. of breakage because the shells are stronger. They also evaporate less in storage than white eggs under the same atmospheric conditions. The loss by evaporation during eight months in storage was found to be three per cent. on all white eggs, two and eight-tenths per cent. on mixed colors and two and four-tenths per cent. on all brown eggs. The tests were made under conditions calculated to reduce evaporation to the safest possible minimum, and with April stock. Some idea of the volume of water thrown out by the still force of nature may be gained when it is stated that the amount of vapor which escapes in this way from the eggs during the entire season in the largest storage center in this country amounts to about 2,800 barrels of water. It must not be supposed that this represents the loss of nourishment from the egg meat; only water and gas escape, and the solids (food products) remain within the delicate lining under the shell. There is every inducement to encourage the production of brown eggs for the additional reason that not only the eggs, but the poultry producing them, are preferable for market. It has been claimed that brown eggs are sweeter than the white ones, but this assertion rests on the unstable foundation of the consumer's imagination. Analytical examinations have shown the constituents to be similar, both in character and proportion, but the facts that they are larger, stronger, more attractive and preferred by the trade are sufficient reason to encourage the production.—Egg Reporter.

### The Hen and the Editor.

A hen sets on her nest and lays eggs. An editor sits on his office chair and lies in his bed—or in his paper. The hen "feathers her nest;" the editor does not—he cuts his own throat by doing business for nothing simply to keep his competitors from getting it. The hen cackles after she has laid a good, fresh egg; the editor cackles about what he intends to do, but seldom does it. Sensible hen. The hen scratches for her living; so does the editor. The hen often covers up bad eggs; so does the editor. The hen hatches chickens that come to some good; most editors hatch schemes that never amount to anything. The hen presents her bill when she wants something, and usually gets it; the editor presents his bill, and hardly ever gets anything. The hen has a comb, which she doesn't use; the editor may have a comb, and use it sometimes, but not always. The hen has wings; the editor has none and never will have. The hen isn't a high flyer; the editor is—sometimes. The hen broods and raises a large family; the editor broods over how he is going to raise the large family he already has, as well as over wasted energies and lost opportunities. The hen is a rooster when she sleeps—that's queer; the editor is a queer rooster all the time. The hen often gets cooped; the editor gets (s)cooped, too, sometimes. The hen often gets it in the neck; so does the editor. Sometimes the hen crows, but why nobody knows; the editor crows almost all the time, but no one ever knows why. There may be

other similarities and dissimilarities between the hen and the editor, but they do not come to mind just now.

### Valuable Hints on Packing Poultry.

We urge upon you the importance of killing nothing but fat stock; turn all thin and poor stock out to fatten for future use; it will pay you to do so, as poor stock is a drug on the market. Scalded stock, head and feet off, are more salable on this market, and be sure to keep all poultry from feed from twelve to eighteen hours before killing time. When the craws are full of feed, it not only imparts a sour flavor to the stock, but the craws soon turn black, and detract from the appearance and sale of same.

See that all animal heat is entirely eradicated before packing your poultry for shipment. Use nothing but dry, clean, sweet packages; under no circumstances use pine or any other kind of wood that is likely to impart an objectionable flavor to the poultry; use no straw in packing; if you will insist upon using paper, use parchment paper, and under no circumstances use newspapers. Mark the contents of package plainly on the side or top, number of pieces, and the net weight of same. If you will heed our suggestions in this line, we feel confident that you will not have any cause to regret having done so. G. M. Lamb.

### New Method of Keeping Eggs.

A method of preserving eggs without the use of chemicals or cold storage so that they will keep for an indefinite period as fresh as they were taken from the nest has been invented by a New Yorker. The chief merit of the invention is its simplicity. Its principle is merely that the eggs shall be arranged on racks in peculiarly constructed cases, so that the air will have free circulation around them. A case built upon the new plan costs no more than the ordinary packing cases now in use, yet the inventor thinks a cargo of eggs placed in them can probably be sent around the world and come back to the starting point ready to be cooked and put upon the table of an epicure.

### Egg Case Stock Scarce.

Egg case stock is scarce and the big demand continues. Nearly every egg case manufacturer has more orders than he can fill. The enormous consumption of lumber for boxes in all lines of trade in 1899 has used up all accumulations and mills are taxed to their full capacity to fill current orders. When high water comes in the spring hundreds of mills in the Cairo district will have to shut down and an egg case famine may be one of the features of the business in 1900.

### Lady Butcher Gives It Up.

A lady butcher has given up the struggle. She is Miss L. F. McCarthy, and had a market in Hopkinton, Mass. A position which promises more profit was offered her and she accepted it, closing her market.

Some of the dressed poultry received in the Chicago and New York markets from prominent shippers in the favorite poultry sections for the later holiday trade showed careless dressing and packing, and many marks would not have retailed at market prices even had they arrived in perfect condition.

The two eggs laid by a pigeon almost invariably produce male and female. Some curious experiments as to which of the eggs produces the male and which the female have resulted in showing that the first egg laid is the female and the second the male.

Following a disastrous year in the egg business there is just a shade of probability that eggs will be bought at reasonable prices this spring and a reasonable quantity put away.

**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.	Dun or Bradstreet.
Peoples Bank, Buffalo, N. Y.	Michigan Tradesman.

MAKE A NOTE OF IT. WE WANT

# POTATOES

Write us what you have to offer.

**MILLER & TEASDALE CO., ST. LOUIS, MO.**  
Receivers and Distributors of Fruits and Produce in car lots.

# BEANS

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.

# 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.

## HEALTH FOODS

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

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

## "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.

**GOTHAM GOSSIP.**

**News From the Metropolis—Index to the Market.**  
Special Correspondence.

New York, Jan. 20—Sellers of coffee are holding on to their stocks and seem to know no such thing as making concessions. Advices from abroad indicate a good degree of strength and this market closes steady and firm. Roasters are said to be taking all they can arrange for at prevailing rates, although this may be taken with some allowance. The fact remains, though, that buyers are taking quite liberal allowances and seem to take it for granted that they will gain nothing by waiting or by shopping around. There is a more active speculative market than usual and a decided gain has been made during the week in quotations. Rio No. 7 closes strong at 8 1/4 @ 8 1/2 c. In store and afloat there are 1,016,268 bags, against 1,330,050 bags at the same time last year. Mild grades have ruled very high and the supply is moderate. In some instances second hands were selling West India growths below the rate asked by importers. At the close good Cucuta was quoted at 10 1/2 c.

While the volume of teas changing hands this week has not been large, the market is firm and dealers look ahead with a good degree of confidence. Quotations practically unchanged.

A stronger market for raw sugars exerted an influence over refined and for the past two days there has been quite a volume of business going forward. Quotations have been changed, standard granulated being listed Friday at 5:15, instead of 5:05. Concessions on softs have been withdrawn.

The amount of rice business has been very light and it is said that relatively quotations on domestic were lower here than in New Orleans. Quite a fair trade has been done in Japan, the price of which is from 4 3/4 @ 4 1/2 c. Prime to choice southern, 5 1/2 @ 5 3/8 c.

Sellers and buyers of spices appear to be unable to agree and their difference of opinion has extended over several weeks. The result is that little business has been done. Quotations are firm on almost every article.

As spring approaches there is decidedly more enquiry for spot canned goods and an awakening as to the situation for futures. Hardly an article can be mentioned that is not firmly held, unless it be tomatoes, on which, perhaps, some concessions have been made, and if prices have made no particular advance, the tendency is certainly upward. The situation in the Baltimore market is said to be very strong and some good business is going forward. While the pack of tomatoes was so large as to abundantly supply all wants, it grows more and more evident that by the time new goods come to hand, the market will be almost bare of many articles.

Lemons have sold at lower prices and the demand for oranges is less active, sales being of very small lots. Sicily lemons, 300s, \$2 @ 2.75; 360s, \$2.35 @ 2.75. Oranges, Jamaica, repacked barrels, are worth \$6 @ 6.75; Florida brights, \$2.75 @ 3.25; russets, \$2.75 @ 3; California navels, \$2.50 @ 3.25; seedlings, \$2 @ 2.50.

The dried fruit market is very quiet so far as actual transactions are concerned, the dealings being of the smallest possible amounts. Holders, however, seem to think more activity will soon prevail and accordingly prices are firm.

The molasses market presents few, if any, features of interest, buyers seeming to have sufficient supply to last for some time, and sales being of very small quantities. Syrups are selling with some degree of freedom at generally full rates.

The butter market is still well supplied with good goods and while demand has shown some improvement there has been no advance over the 25c rate made for best Western creamery. Thirds to firsts, 21 @ 24c; imitation creamery, 18 @ 23c, the latter for fancy stock. Western factory, 19 @ 21c; rolls, 16 @ 19c.

There is a better demand for cheese, both from exporters and the home trade,

the former business amounting to a respectable total. Prices are unchanged.

Arrivals of desirable stocks of eggs are light and firm, and the situation at the moment is in favor of the seller. There has in fact been an advance in Western goods to a 21c rate for best goods, with fair to good 20c.

The bean market exhibits a good degree of strength and choice Michigan pea beans are quotable at \$2.10 @ 2.15; red kidney, choice, \$2.20 @ 2.25.

**Was Not Legal Advisor to the Booths.**

Belding, Jan. 19—An article in the Michigan Tradesman of Jan. 17, relative to the injunction served upon me, is rather misleading. In the first place, I never met the firm of W. D. & I. J. Booth, or Fremont Booth, until a few days before the mortgage was executed. I have only had a slight acquaintance with their father, who has managed the Belding store, and never have been employed by him or by or for any of them. A few days before the mortgage was given, the Booths came to me and said they were hopelessly involved, and wished to turn their two stocks of goods over to their creditors. I suggested a trust mortgage and asked them if they had any one whom they preferred to act as trustee. They replied that their only concern was that the creditors should be honestly dealt with, and that any good man would be acceptable to them. I then obtained permission to act in that capacity. After filing the mortgage, I conferred with some of the leading creditors as to the best method of managing the business and was guided by them in outlining my policy and executing my trust. In fact, I supposed that my course was approved of by all until two Grand Rapids creditors petitioned to have the firm declared bankrupt and to have me restrained from selling the goods until a receiver could be appointed. This application for an injunction contained allegations of fraud, conspiracy and other high crimes and misdemeanors on my part—all of which I denied in my answer and do now most emphatically deny. Judge Severens, in granting the order to have the temporary injunction made permanent, said that his action in so doing was not to be construed as any criticism on the trustee or in disparagement of him, but that he held that the giving of such a mortgage for the benefit of all creditors, of all of mortgagors' interests in their stocks, was in itself an act of bankruptcy and that it then followed that a receiver ought to be appointed. I also object to the following statement in your paper: "Other creditors prefer to see him (the trustee) continue in charge of the properties, in order that the winter goods in both stocks may be worked off during the cold weather."

In my answer I made a showing that the stock ought to be disposed of at once for the reason that the winter goods would depreciate in value if carried over to another season. What the influential creditors did say was that they were satisfied that I had acted honestly in the matter, and they thought that I was the proper party to be appointed receiver. The inference from your statement is that, notwithstanding all possible conspiracy on my part, some of the creditors preferred to see me continue in charge "in order that the winter goods in both stocks might be worked off in cold weather." I have always guarded my professional honor and I do not care to be misrepresented or wrongfully accused. It matters very little to me who is appointed receiver of the Booth stocks, but it is of vital importance that all statements made concerning my connection with said business should be absolutely true.

H. L. van Benschoten.

A German paper gives the following method of detecting small cracks in steel tools: The tool, near the cutting edge, is to be dipped in petroleum, which must be rubbed off clean and the surface then wiped with chalk. The petroleum, which has entered the fine cracks, sweats out on the chalk, and the rent is visible in its whole extent.

**Pretty Near the Danger Line.**

Just at present the chief interest of the people of North Adams, Mass., centers around a controversy between two leading meat dealers. Both have out carts to make their daily rounds and a pretty keen rivalry has developed between the two, that has come finally to be a very wordy and long-drawn-out controversy. One of them is a newcomer and started out by tackling the other, who has been at the business a good deal longer, and accusing him of being the agent of a wholesale firm. The old settler got back at the newcomer by telling the public that his rival's stock couldn't get a clean bill from the easiest board of health that ever looked after meat markets and other matters of concern to the public health; that his goods were vermin-laden, tainted with tuberculosis and other fearful diseases, and, in short, unfit for consumption. Unless some sort of truce is patched up it looks as though it might be necessary to put one of the reserve police on special duty to see that the matter doesn't end in murder.

**An Optical Illusion.**

Optician—I can not sell you spectacles for your husband. He must come for them in person. What is the nature of his visual defect?

Woman—A five cent piece looks bigger to him than a five dollar bank note to other people.

**An Epitome of a Century's Progress.**

Professor—Miss Flavilla, mention a few of the most wonderful scientific inventions of the Nineteenth Century.

Miss Flavilla—Yes, sir; the telephone, photograph buttons, golf capes and ice cream soda.

**He Wanted the Cash.**

Collector—This is the fifth time, sir, I've brought you this bill.

Customer—Well, haven't I always received you affably?

Collector—I don't want affability, sir; I want cash.

**J. H. PROUT & CO.,**

HOWARD CITY, MICH.

Manufacture by improved processes

**PURE BUCKWHEAT FLOUR**

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

WRITE THEM FOR PRICES.

Phone 432

**Geo. E. Ellis**

98 Monroe Street

**Stocks  
Bonds  
Grain  
Provisions  
Cotton**

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

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

**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.**

**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.

**Four Kinds of Coupon Books**

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

TRADESMAN COMPANY, Grand Rapids, Mich.



**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.

**Standing on the Threshold.**

The old year has closed and a new one commenced. We stand upon its threshold, solemnly, hesitatingly. For who can look into the future? Who can tell what it will bring to us, what joy and blessings or woe and misery? Who knows whether prosperity will smile upon him and hopes long deferred will be realized or if adversity and reverses will overtake him? This is a time for reflection, an occasion for thinking over all that we have done and left undone during the past and for considering our present situation, the causes which have led up to it, and then we must draw our conclusions, being either satisfied or dissatisfied with ourselves and the past. Everybody, more or less, makes New Year resolutions, swears off from this or that habit, but none of these resolutions will or can last for any length of time, unless they have been prompted by reflection. The "outer man" must carry out what the "inner man" has found for good. Nothing which is done on the spur of the moment has a lasting effect. You can not build a house where there is no foundation and when we try to shape our destiny our inner life must be the foundation.

Travelingmen are easy-going people. As a rule, they are honorable, energetic and generous. At the same time they are not as strict in every respect as they might be at all times. They often do not take care of the "morrow" as well as of "to-day," and many disappointments and tribulations are due to this fault. When we look back over the past we find where we have made mistakes, where we could have done better by looking ahead. We discover this in our private life, we see it in our business relations. But the world moves on, and in time everything repeats itself. There will be chances to retrieve lost opportunities and grasp those which offer themselves to us, and if we enter the new year with the firm resolve "look ahead," we are bound to pass through it unharmed.

May 1900 be a good and prosperous one for all of us, may its joys be many and its sorrows few, so that when we shall have a wish in the future it may be for another year like 1900. Vindex.

**Gripsack Brigade.**

John M. Fell has engaged to travel for Geo. H. Reeder & Co., covering the trade of Southwestern Michigan.

Kalamazoo Gazette: Waldo A. Forbes has taken a position as traveling salesman for the Waterbury Locking Hat Rack Co., of Waterbury, Conn. He will travel in Michigan and Indiana.

S. V. DeGraff, for several years past city salesman for the Jennings Flavoring Extract Co., has engaged to represent Foote & Jenks, of Jackson, in Grand Rapids and surrounding territory.

Howell Republican: The genial salesman, Will F. Griffith, has commenced his nineteenth year with Farrant, Williams & Clark. The company seems to know a good thing when it see it.

The joint meeting of the old and new Board of Directors of the Michigan Knights of the Grip, which was to be held at Lansing last Saturday, was postponed until Jan. 27, on account of the death of Secretary Saunders' mother, which occurred at Buffalo, N. Y., last Thursday.

Boot and Shoe Recorder: A salesman who travels for a well-known shoe manufacturing concern was speaking the other day of the tendency on the part of many traveling men to recommend widely advertised lines of shoes. It frequently happens, he says, that dealers question a salesman who is visiting them with a line of women's footwear, as to what line of men's shoes he thinks is best for them to use at certain prices. This salesman says that men to whom this question is put get into the habit, thoughtlessly perhaps, of giving the names of firms who do a large business, and perhaps have all the trade that they need. The dealer who takes the advice which is given in this way will, perhaps, be influenced to make a change in certain lines of shoes which he is carrying. This salesman thinks that a traveling man who is asked a question of this kind should let the dealer make his own choice, rather than throw down some of his fellow salesmen who need business. The foregoing is right enough from the point of view of the salesman, but, on the other hand, it is an excellent argument for those firms whose lines are well known through advertising. This mouth-to-mouth advertising of which he complains can only be given to such firms as have spent a good deal of money in pushing their goods by the use of printer's ink. There's no getting away from that fact.

**Tribute to the Traveler by One of 'Em.**

The walking delegate of trade is on the warpath for 1900, and everywhere finds the doors wide open for commerce.

The successful salesman of the day must be a hustler who can study and understand human nature; size up a man while talking with him; have an open hand in greeting and an open purse for the needy and weak, a cheery word, a hearty laugh and a howdy for everybody. At the same time, perhaps some one is sick at home—perhaps sales are exceedingly bad or horribly good—perhaps he gets a telegram from the concern: "Come home first train," a fore-runner of the great American bounce—a discharge—yet he must look pleasant and be gay.

When the drummers gather together in convention, it is a gathering of the smartest, brainiest, nerviest and most practical self-made men on top of the globe. They work when others sleep. They are great actors on the stage of life. When they preserve that clam-like silence which is so golden, they make signs for others to read and learn. They are never known to drink—too much water. They sell goods and try so hard to tell the truth. Take them in a bunch, for good or bad, and they will pass inspection any time and anywhere. A set of jolly good fellows, who kick at any and everything, but make the most of it while it lasts. Give them a through ticket to heaven, and they will make a kick for a sleeper and a lower berth. Of course, some people would be satisfied with a cross-tie ticket, but they have not learned the art of kicking.

Dudley Selph.

**SUCCESSFUL SALESMEN.**

**John B. Heydlauff, Representing Burley & Tyrrell, of Chicago.**

John B. Heydlauff was born in Detroit in 1854. His father, Andrew H. Heydlauff, who was a carpenter and joiner by trade, came to this country from Wurttemberg, Germany, when he was 17 years old and settled in Detroit. Later he met in Dearborn Miss Mary A. Lowrie, whose parents were English, and whom he married in 1852. They had one daughter and three sons, the eldest of whom was John. Late in the fifties they moved to Muir, Ionia county, and in 1861 the father enlisted in the Twenty-first Michigan Infantry, in which he served with distinction. At the close of the war he returned to Muir, where he died shortly after. Upon John and his mother devolved the responsibilities of supporting the family, and after spending nine years in the public schools he began his business career at



the age of 15 as a clerk in Stevens Bros.' general store at Muir, remaining with them and their successors until 1883, when he decided to remove to Jackson and accept a position with Tuomey Bros., dealers in dry goods, cloaks, etc., by whom he was employed for two years. He then resigned to accept a more responsible position with L. H. Field, with whom he remained for three years. When Mr. Field changed his store to the departmental plan, Mr Heydlauff tendered his resignation to accept a more desirable and remunerative position with the wholesale and retail crockery house of the Frank B. Taylor Co., of Jackson. For twelve years he re-

mained with this firm, traveling and selling its goods in a large part of Central and Southern Michigan. When Mr. Taylor retired from business in January, Fortune again smiled on Mr. Heydlauff, and he was engaged as Michigan representative for the wholesale china, glass-ware and crockery house of Burley & Tyrrell, of Chicago, their business in this State having expanded to such an extent as to render this move necessary.

While Mr. Heydlauff resided in Muir, he met Miss Hattie E. Hall, of St. Johns, and they were united in marriage Sept. 15, 1875. They have two daughters, both graduates of the Jackson public schools. One is married and lives in Detroit; the other is still at home.

Mr. Heydlauff is a prominent member of the Michigan Knights of the Grip, having served as a member of the Board of Directors for one year. He is also a member of the U. C. T. and Royal Arcanum and has taken the Blue Lodge, Royal Arch and Council degrees of Masonry. His successful business career is largely the result of his honesty, perseverance, conscientiousness and continued application. He has always enjoyed the confidence of his employers and customers and has always been employed by houses of such high standing as to make this condition possible. He has not lost a day's time in twenty years and hopes to be able to make the same statement twenty years hence.

Kalamazoo Telegraph: G. C. Tenny, of this city, traveling representative for the Richmond Gas Co., of Richmond, Indiana, has given up the eastern half of his territory in New York, in exchange for a territory of forty towns in Northern Indiana. This change will enable Mr. Tenny to be at home more than during the past two years of his connection with the company.

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

It is regarded as an insult to a loafer for a busy man to get rich.

**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.

THE PURITAN SPECIAL

STYLE AND QUALITY GUARANTEED.

\$3.00 FULL VALUE.

This cut represents spring shape of our extremely popular Agency Hat. Write for prices to the trade.

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

143 Jefferson Ave.,

Detroit, Michigan.



## 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
WILEY 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.

### Pharmaceutical Don't's.

Don't buy cheap corks for the prescription counter. The best are not always perfectly satisfactory.

Don't keep deliquescent salts in tin cans or wooden boxes or drawers.

Don't use any water in compounding prescriptions but distilled water.

Don't permit a deposit to accumulate on the shelf bottle containing tincture of ferric chloride.

Don't use a Wedgewood mortar for ointments or oleaginous mixtures. Glass is more easily cleaned.

Don't use shelf bottles for castor oil and glycerin; small cans with a pump are cleaner and much more convenient.

Don't send out a refilled prescription in a soiled bottle. Use a new bottle or cleanse the former one, and put on a fresh label.

Prepare medicated waters in quantities to last for a short time, and don't dispense them after a flocculent accumulation is seen floating about.

Don't put small quantities of essential oils in large shelf bottles, where they speedily deteriorate and become worthless. Buy these oils in small amounts. Keep them in the original bottles in a cool, dark place.

### Soda Water Not a Medicine.

Over in Canada the authorities are apparently not so lenient with druggist breakers of the Sunday laws. In Toronto the other day, a druggist sold ice cream and soda water on Sunday. He was prosecuted for it, and was fined one dollar and costs, or ten days in jail. The magistrate in delivering his judgment said: "I find upon the evidence that soda water and ice cream are sometimes sold as medicines. In my opinion the sale of these articles mentioned was not made as a sale of medicine, although nothing was said by either party on the subject."

We have known a druggist in the States to plead that tobacco was a medicine, and therefore he was justified in selling cigars on Sunday, but this is the first time, to our recollection, that the plea has been made that ice cream soda water is a medicine. It would be interesting to have this question debated and see all the arguments the druggist could advance in support of the proposition. We have not the nerve over here to make such a plea.

### Abating a Nuisance.

The distribution by "patent medicine" manufacturers of free samples of headache powders, pills, etc., around on door-steps has grown to be a considerable evil. Only the other day a colored girl in Philadelphia, aged 11 years, died from the effects of eating a package of sample pills which she had found and which she had believed from the sweetness of their first taste to be candy. A few months ago we chronicled the

unhappy results which followed the eating by a number of children of sample "liver pills" which had been distributed freely about on the door-steps of a Philadelphia town. Other cases have been reported from time to time. This has led to the passage of ordinances in many cities forbidding the distribution of medicines about the streets. Philadelphia, Harrisburg, and Cleveland have taken the lead in this respect, and other cities are now considering the advisability of taking similar action. It is expected that soon prohibitory ordinances will be passed in every city in Northern Indiana, a locality which seems particularly subject to this evil.

### The Drug Market.

Opium—Is dull at unchanged price. Morphine—Is firm at the advance noted last week.

Quinine—Has again advanced and is very firm. Better prices are obtained for bark at each sale.

Carbolic Acid—The English government has forbidden further exports from England, and, as supplies are short in this country, extreme prices will rule this season.

Salicylic Acid—On account of the advance in carbolic acid, is very firm and tending higher.

Chloroform—On account of the higher price of chloride of lime, has been advanced 5c per pound.

Salicin—On account of scarcity, has been advanced and is tending higher.

Balsam Copaiba—Has declined, on account of large stocks and strong competition.

Cloves—Have been advanced and are tending higher.

Acetic Acid—Has been advanced by manufacturers.

### The Best Bay Rum.

The bay rum which is considered the best is made by distilling the bay leaves with spirit, but much of it is made from the essential oil prepared from the leaves by distillation in water.

The oil is not very freely soluble in such spirit, but the difficulty is overcome by filtration through magnesia, which probably causes a slight chemical as well as molecular change in the oil. The following formula gives a good product:

Oil of bay leaves, 3 drs.  
Oil of orange peel, ½ dr.  
Tincture of orange peel, 2 ozs.  
Carbonate of magnesium, ½ oz.  
Alcohol, 4 pts.  
Water, 4 pts.

Triturate the oils with the carbonate, gradually adding the other ingredients previously mixed, and filter.

### Poison in Potatoes.

According to the Sanitary Home potatoes contain a poison known as solanin. New potatoes contain comparatively little of it unless they grow above the surface of the ground and have a green skin, when they are generally known to be poisonous. It is not, however, generally known that old potatoes contain much more of this poisonous principle—solanin—and many cases of serious poisoning have occurred in late summer, when old potatoes are used. In 1892 and 1893 there was almost wholesale poisoning among the troops of the German army. The symptoms were frontal headache, colic, diarrhoea, vomiting, weakness, and slight stupor, and in some cases dilatation of the pupils. Meyer investigated the case and found in old potatoes, kept in a damp place, and beginning to sprout, twenty-four times as much solanin as in new potatoes. When using the old potatoes in June and July it will be well to keep this fact in mind.

### Double Check Every Prescription.

John A. Dadd & Son, the Milwaukee druggists, enclose the following slip with every prescription they send out:

Next in importance to using your sound judgment in calling the best available physician or surgeon, in case of illness or accident, is the selection of your druggist. After the physician has diagnosed the case and written the prescription, where will you have it filled, is the question. You want to take it where you will have no doubt as to accuracy in compounding or purity of ingredients.

We double check our prescriptions; that is, one registered druggist compounds the medicine and when finished calls another druggist, who compares the bottles containing the ingredients with the written prescription, verifies the quantities of each and re-reads the directions. This insures you against any possible error, as two heads are better than one. Our prescription department is under the strictest supervision of a registered pharmacist, and none but registered men are employed.

Our reputation for fresh drugs and pure chemicals is well known, extending over a period of forty-nine years in this city. We also carry a full line of sick room necessities, from a medicine dropper to a fever thermometer, and from a sick feeder to a hot water bottle. Prices the lowest.

### An Ideal Baking Powder.

The nearest practical approach to an ideal baking powder seems to be the one made of sodium bicarbonate and potassium bitartrate (cream of tartar). This powder leaves a slight residue of alkaline tartrates in the bread—an ideal powder would leave none whatever. A formula for this powder proposed by Crampton, of the United States Department of Agriculture, as the result of an investigation of the leading baking powders of the market is as follows:

Potassium bitartrate, 8 ounces.  
Sodium bicarbonate, 4 ounces.  
Corn starch, 4 ounces.

The addition of the starch answers the double purpose of a "filler" to increase weight and a preservative, the chemicals not keeping well when mixed alone.

The stability of the powder is increased by drying each ingredient separately by exposure to a gentle heat, mixing at once and immediately placing in bottles or cans, and excluding access of air and consequently of moisture.

### Physicians Must Pay a Dealer's Tax.

Washington, Jan. 4.—The Commissioner of Internal Revenue has decided that a physician who prescribes whisky, brandy or any alcoholic liquor which is not compounded with any drug or medicinal substance, for the purpose of forming a remedy, shall be required to pay the special internal revenue tax of \$25 a year as a retail liquor dealer, provided he acts as a dispenser as well as a physician. The ruling is to apply even in cases where the liquor is prescribed strictly as a medicine and so used by the patient. The decision of the Commissioner was brought forth by the case of a doctor in West Virginia who keeps a drug store. This doctor prescribes liquor for patients and dispenses it from his store. He appealed to the Commissioner of Internal Revenue when the local collector held that he was liable to pay a dealer's tax.

### Collapse of a Chronic Cutter.

Louisville, Ky., Jan. 5.—W. E. Klusmeyer, the original cut rate druggist of Louisville, has been made defendant in a petition of involuntary bankruptcy filed by his creditors in the Federal Circuit Court. Klusmeyer assented in writing to the petition. He says his insolvency is due to the war made upon him by other retail men, who made it so difficult for him to buy goods that he purchased them in larger quantities than he could sell. He says his stock is

worth \$20,000, and his liabilities are not over \$15,000. Actions against Klusmeyer for \$80, due the Rumford Chemical Co.; for \$80, due T. H. Slocum & Co.; for \$130, due the National Sponge & Chamois Co., and for \$130 due Dr. R. H. Kline, have already been tried in a Magistrate Court. In all, eight or ten executions have been issued and levied on the stock.

### Don't Monkey With Drugs.

From the Woonsocket Call.

The number of people who monkey with drugs is much larger than it should be.

There are altogether too many trying to doctor themselves for real or fancied complaints.

If you don't feel well, see a reputable physician and get a prescription.

Don't trifle with drugs and endanger your life.

I have in mind a man who had got accustomed to taking a certain drug and thought he knew all about it, but he didn't. As he continued to use it, he grew careless, but the drug didn't. One day, being in a hurry, he took an overdose. Soon he began to have pains and rushed to a druggist for an antidote. It was given him, but didn't work. He died soon afterward.

Don't monkey with drugs.

### Hobby of a Memphis Druggist.

A Memphis pharmacist has a cozy corner in his store, supplied with easy chairs, where patrons waiting for prescriptions may rest comfortably and read the daily papers, which he supplies. Said he: "Every morning during the summer I have a large fresh bouquet of flowers placed on the center table, and a fresh, clean sign appears every day in the year calling attention to some of our specialties, a sample or two of which are tastily displayed so that our waiting customers can see them. You would be surprised to note the amount of calls and sales thus secured."

Pharmacists who have been for any time in their business acquire quick wits. From reading unintelligible notes asking for unheard of remedies their senses of sight and reasoning respond readily to almost any call, but a Detroit druggist was for some time at a loss to find the right article to answer a demand on his sense of smell. A young man said: "I want to get a bottle of my girl's favorite scent for a Christmas present. I don't know the name, but you will know it. It smells like cedar pencils." Frangapanni filled the bill.

A man with mouth awry and a general look of one in great pain rushed into a Detroit drug store and demanded something for a toothache. Blank's toothache plugs were recommended as a sure cure. He departed, but soon returned, anger and pain struggling for the mastery. "Say, I whittled that plug down to a toothpick point, but it didn't do my tooth a bit of good." The clerk tried hard not to smile. He had inadvertently given the customer a wooden window dummy wrapped the same as the bottles which contained the real article.

N. G. Pearce, druggist, Elsie: "I enclose check for \$1, for which please send me the Michigan Tradesman for one year. I have received a number of sample copies and am favorably impressed with the paper."

**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



WHOLESALE PRICE CURRENT.

Advanced—	Declined—				
<b>Acidum</b>					
Aceticum	\$ 60@ 8	Conium Mac.	50@ 60	Scilla Co.	@ 50
Benzoicum, German.	70@ 75	Copaiba	1 15@ 1 25	Tolutan	@ 50
Boricac.	32@ 35	Cubeba	90@ 1 00	Prunus virg.	@ 50
Carbolicum	43@ 46	Exechthitos	1 00@ 1 10	<b>Tinctures</b>	
Citricum	36@ 5	Erigeron	1 00@ 1 10	Aconitum Napellis R	60
Hydrochlor.	8@ 10	Gaultheria	2 50@ 2 60	Aconitum Napellis F	50
Nitrosum	12@ 14	Geranum, ounce	@ 75	Aloes	50
Oxatum	12@ 10	Gossypii, Sem. gal.	50@ 60	Aloes and Myrrh	60
Phosphorium, dil.	@ 15	Hedeoma	1 70@ 1 75	Arnica	60
Salicylicum	50@ 60	Junipera	1 50@ 2 00	Assafetida	50
Sulphuricum	1 1/2@ 1 30	Lavendula	1 35@ 1 45	Atrope Belladonna	50
Tannicum	90@ 1 00	Limonis Piper	1 25@ 2 00	Aurant Cortex	50
Tartaricum	38@ 40	Mentha Verd.	1 50@ 1 60	Benzoin	50
<b>Ammonia</b>					
Aqua, 16 deg.	4@ 6	Morrhuae, gal.	1 15@ 1 25	Benzoin Co.	50
Aqua, 20 deg.	6@ 8	Myrcia	4 00@ 4 50	Barosma	50
Carbonas	13@ 15	Olive	75@ 3 00	Cantharides	75
Chloridum	12@ 14	Pleis Liquida	10@ 12	Cardamon	75
<b>Aniline</b>					
Black	2 00@ 2 25	Pleis Liquida, gal.	@ 35	Cardamon Co.	75
Brown	80@ 1 00	Ricina	96@ 1 05	Castor	1 00
Red	45@ 50	Rosmarini	6 50@ 8 50	Catechu	50
Yellow	2 50@ 3 00	Succini	40@ 45	Cinchona	50
<b>Baccæ</b>					
Cubeba	po. 15 12@ 14	Sabina	90@ 1 00	Cinchona Co.	60
Juniperus	6@ 8	Santal	2 50@ 7 00	Columba	50
Xanthoxylum	20@ 25	Sassafras	50@ 55	Cubeba	50
<b>Balsamum</b>					
Copaiba	50@ 55	Sinapis, ess., ounce	@ 65	Cassia Acutifol Co.	50
Peru	@ 2 00	Tiglli	1 50@ 1 60	Digitalis	50
Terabin, Canada	40@ 45	Thyme	40@ 50	Ergot	50
Tolutan	40@ 45	Thyme, opt.	@ 1 60	Ferri Chloridum	35
<b>Cortex</b>					
Abies, Canadian	18	Theobromas	15 @ 20	Gentian	50
Cassia	12	<b>Potassium</b>			
Cinchona Flava	30	Bi-Carb.	15@ 18	Gulaca	50
Enonymus atropurp.	30	Bichromate	13@ 15	Gulaca ammon	50
Myrica Cerifera, po.	12	Bromide	52@ 57	Hoseyamus	75
Prunus Virgini	12	Carb.	12@ 15	Iodine	75
Quillaja, gr'd	12	Chlorate, po. 17 & 19	16@ 18	Iodine, colorless	50
Sassafras, po. 18	15	Cyanide	35@ 40	Kino	50
Umus, po. 15, gr'd	15	Iodide	2 40@ 2 50	Lobelia	50
<b>Extractum</b>					
Glycyrrhiza Glabra	24@ 25	Potassa, Bitart, pure	@ 15	Myrrh	50
Glycyrrhiza, po.	28@ 30	Potassa, Bitart, com.	7@ 10	Nux Vomica	50
Hematox, 15 lb. box	11@ 12	Potass Nitras, opt.	7@ 10	Opil.	50
Hematox, 15	13@ 14	Potass Nitras	6@ 8	Opil, comphorated	50
Hematox, 1/2s	14@ 15	Prussiate	23@ 26	Opil, deodorized	1 50
Hematox, 1/4s	16@ 17	Sulphate po.	15@ 18	Quassia	50
<b>Ferru</b>					
Carbonate Precip.	15	<b>Radix</b>			
Citrate and Quinia	2 25	Aconitum	20@ 25	Rhatany	50
Citrate Soluble	75	Althe	22@ 25	Rhei	50
Ferrocyanidum Sol.	40	Anchusa	10@ 12	Sanguinaria	50
Solut. Chloride	15	Arum po.	@ 25	Serpentaria	50
Sulphate, com'l, by	80	Calamus	20@ 40	Stromonium	60
bbi, per cwt.	7	Gentiana, po. 15	12@ 15	Tolutan	60
Sulphate, pure	7	Glycyrrhiza, pv. 15	10@ 18	Valerian	50
<b>Flora</b>					
Arnica	14@ 16	Hydrastis Canad.	@ 75	Veratrum Veride	50
Anthemis	22@ 25	Hydrastis Can., po.	@ 80	Zingiber	20
Matricaria	30@ 35	Hellebore, Alba, po.	12@ 15	<b>Miscellaneous</b>	
<b>Folia</b>					
Barosma	38@ 40	Insula, po.	15@ 20	Ether, Spts. Nit. 3 F	30@ 35
Cassia Acutifol, Tin-	20@ 25	Ipecac, po.	4 25@ 4 35	Ether, Spts. Nit. 4 F	34@ 38
nevelly	25@ 30	Iris plox, po. 35@ 38	35@ 40	Alumen	2 1/2@ 3
Cassia, Acutifol, Alx.	25@ 30	Jalapa, pr.	25@ 30	Alumen, gro'd., po. 7	3@ 4
Salvia officialis, 1/2s	12@ 20	Maranta, 1/2s	@ 35	Annatto	4@ 5
and 1/4s	8@ 10	Podophyllum, po.	22@ 25	Antimoni, po.	40@ 50
Uva Ursi	8@ 10	Rhei	75@ 1 00	Antipyrin	@ 25
<b>Gummi</b>					
Acacia, 1st picked	@ 65	Rhei, cut	75@ 1 25	Antifebrin	@ 20
Acacia, 2d picked	@ 45	Rhei, pv.	75@ 1 35	Argenti Nitras, oz.	@ 48
Acacia, 3d picked	@ 25	Spigella	35@ 38	Arsenicum	10@ 12
Acacia, sifted sorts.	45@ 65	Sanguinaria, po. 15	@ 18	Balm Gilead Buds.	3@ 40
Acacia, po.	12@ 14	Serpentaria	40@ 45	Bismuth S. N.	1 40@ 50
Aloe, Barb. po. 15@ 20	@ 30	Senega	60@ 65	Calcium Chlor., 1s.	@ 10
Aloe, Cape, po. 15.	@ 30	Smilax, officialis H.	@ 40	Calcium Chlor., 1/2s.	@ 12
Aloe, Socotri, po. 40	@ 30	Smilax, M.	@ 25	Cantharides, Rus po	@ 75
Ammoniac	55@ 60	Scilla	10@ 12	Capsiel Fructus, af.	@ 15
Assafetida, po. 30	28@ 30	Symplocarpus, Foti-	@ 25	Capsiel Fructus, po.	@ 15
Benzoinum	50@ 55	lus, po.	@ 25	Capsiel Fructus B, po	@ 15
Catechu, 1s	@ 13	Valeriana, Eng. po. 30	15@ 20	Caryophyllus, po. 15	12@ 14
Catechu, 1/2s	@ 16	Valeriana, German.	12@ 16	Carmine, No. 40	@ 3 00
Catechu, 1/4s	55@ 60	Zingiber a	12@ 16	Cera Alba	50@ 55
Camphora	@ 40	Zingiber j.	25@ 27	Cera Flava	40@ 42
Euphorbium, po. 35	@ 1 00	<b>Semen</b>			
Gamburum	65@ 70	Anisum, po. 15	@ 12	Cocceus	@ 35
Guaiacum, po. 25	@ 30	Apium (graveleons).	13@ 15	Cassia Fructus	@ 10
Kino, po. 1.25	@ 1 25	Bird, Is.	4@ 6	Centaria	@ 10
Mastic	@ 60	Caru, po. 18	11@ 12	Cetaceum	@ 45
Myrrh	po. 45 3 45@ 3 50	Cardamon	1 25@ 1 75	Chloroform	55@ 60
Opil, po. 4.70@ 5.00	25@ 35	Coriandrum	8@ 10	Chloroform, squibbs	@ 1 10
Shellac	40@ 45	Cannabis Sativa	4 1/2@ 5	Chloral Hyd Crst.	1 65@ 1 90
Shellac, bleached	40@ 45	Cydonium	75@ 1 00	Chondrus	20@ 25
Tragacanth	50@ 80	Chenopodium	10@ 12	Cinchonidine, P. & W	38@ 48
<b>Herba</b>					
Absinthium, oz. pkg	25	Dipterix Odorata	1 00@ 1 10	Cinchonidine, Germ.	38@ 48
Eupatorium, oz. pkg	25	Fenicium	@ 10	Corks, list, dis. pr. et.	6 55@ 6 75
Lobelia, oz. pkg	25	Fenugreek, po.	7@ 9	Creosotum	@ 35
Majoram, oz. pkg	25	Lini	3 1/2@ 4 1/2	Creta	@ 2
Mentha Pip. oz. pkg	25	Lini, gr'd. bbl. 3 1/2	4@ 4 1/2	Creta, bbl. 75	@ 2
Mentha Vir. oz. pkg	23	Lobelia	35@ 40	Creta, prep.	@ 5
Rue, oz. pkg	39	Pharlaris Canarian.	4 1/2@ 5	Creta, Rubra	@ 11
Tanacetum V oz. pkg	22	Rapa	4 1/2@ 5	Crocus	15@ 18
Thymus, V. oz. pkg	25	Sinapis Alba	9@ 10	Cudbear	@ 24
<b>Magnesia</b>					
Calcined, Pat.	55@ 60	Sinapis Nigra	11@ 12	Cupri Sulph.	6 1/2@ 8
Carbonate, Pat.	18@ 20	<b>Spiritus</b>			
Carbonate, K. & M.	18@ 20	Frumentum, W. D. Co.	2 00@ 2 50	Dextrin	7@ 10
Carbonate, Jennings	18@ 20	Frumentum, D. F. R.	2 00@ 2 25	Ether Sulph.	75@ 90
<b>Oleum</b>					
Absinthium	6 50@ 6 75	Frumentum, O. O. T.	1 65@ 2 00	Emery, all numbers.	@ 8
Amygdala, Dule	30@ 50	Saccharum N. E.	1 75@ 3 50	Emery, po.	@ 6
Amygdala, Amare.	8 00@ 8 25	Spt. Vini Galii.	1 75@ 6 50	Flake White	85@ 90
Anisi	1 85@ 2 00	Vini Oporto.	1 25@ 2 00	Galla	@ 25
Aurant Cortex	2 40@ 2 50	Vini Alba.	1 25@ 2 00	Gambler	@ 13
Bergamili	2 40@ 2 60	<b>Sponges</b>			
Cajiputi	80@ 85	Florida sheeps' wool	2 50@ 2 75	Gelatine, French	35@ 60
Caryophylli	75@ 85	Nassau sheeps' wool	2 50@ 2 75	Glassware, flint, box	75 & 10
Cedar	35@ 45	Velvet extra sheeps' wool, carriage	@ 1 50	Glue, brown	11@ 13
Chenopadii	@ 2 75	Extra yellow sheeps' wool, carriage	@ 1 25	Glue, white	15@ 28
Cinamonil	1 25@ 1 35	Grass sheeps' wool, carriage	@ 1 00	Glycerina	16@ 24
Citronella	35@ 40	Hard, for slate use	@ 75	Grana Paradisi	@ 25
<b>Syrups</b>					
Acacia	@ 50	Yellow Reef, for slate use	@ 1 40	Humulus	25@ 55
Aurant Cortex	@ 50	<b>Syrups</b>			
Zingiber	@ 50	Acacia	@ 50	Hydrarg Chlor Mite	@ 85
Ipecac	@ 50	Aurant Cortex	@ 50	Hydrarg Chlor Cor.	@ 85
Ferri Iod.	@ 50	Zingiber	@ 50	Hydrarg Ox Rub'm.	@ 1 05
Rhei Arom.	@ 50	Ipecac	@ 50	Hydrarg Ammoniat	@ 80
Smilax Officialis	50@ 60	Ferri Iod.	@ 50	Hydrarg Unguentum	50@ 60
Senega	@ 50	Rhei Arom.	@ 50	Hydrargrum	@ 80
Scilla	@ 50	Smilax Officialis	50@ 60	Ichthyobolla, Am.	65@ 75
<b>Seidlitz Mixture</b>					
Menthol	@ 3 75	Senega	@ 50	Indigo	75@ 1 00
Morphia, S. P. & W.	2 35@ 2 60	Scilla	@ 50	Iodine, Resubi	3 00@ 3 70
Morphia, S. N. Y. Q.	@ 40	<b>Seidlitz Mixture</b>			
& C. Co.	2 25@ 2 50	Menthol	@ 3 75	Sinapis	@ 18
Moschus Canton.	@ 40	Morphia, S. P. & W.	2 35@ 2 60	Sinapis, opt.	@ 30
Myristica, No. 1	65@ 80	Morphia, S. N. Y. Q.	@ 40	Snuff, Maccaboy, De	@ 41
Nux Vomica, po. 15	@ 10	& C. Co.	2 25@ 2 50	Voes	@ 41
Os Sepia	25@ 30	Moschus Canton.	@ 40	Snuff, Scotch, De Vo's	@ 41
Pepsin Saac. H. & P.	@ 1 00	Myristica, No. 1	65@ 80	Soda, Boras.	9@ 11
D Co.	@ 1 00	Nux Vomica, po. 15	@ 10	Soda, Boras, po.	9@ 11
Pleis Liq. N.N. 1/2 gal.	@ 2 00	Os Sepia	25@ 30	Soda et Potass Tart.	23@ 25
Pleis Liq., quarts.	@ 2 00	Pepsin Saac. H. & P.	@ 1 00	Soda, Carb.	3@ 5
Pleis Liq., plnts.	@ 85	D Co.	@ 1 00	Soda, Bi-Carb.	3@ 5
Pil Hydrarg. po. 80	@ 50	Pleis Liq. N.N. 1/2 gal.	@ 2 00	Soda, Ash	3 1/2@ 4
Piper Nigra, po. 22	@ 18	Pleis Liq., quarts.	@ 2 00	Soda, Sulphas	@ 2
Piper Alba, po. 35	@ 30	Pleis Liq., plnts.	@ 85	Spts. Cologne	@ 2 60
Pix Burgun.	@ 12	Pil Hydrarg. po. 80	@ 50	Spts. Ether Co.	50@ 55
Plumbi Acet.	10@ 12	Piper Nigra, po. 22	@ 18	Spts. Myrcia Dom.	@ 2 00
Pulvis Ipecac et Opil	1 30@ 1 50	Piper Alba, po. 35	@ 30	Spts. Vini Rect. bbl.	@ 2
Pyrethrum, boxes H.	@ 75	Pix Burgun.	@ 12	Spts. Vini Rect. 1/2 bbl.	@ 2
& P. D. Co., doz.	25@ 30	Plumbi Acet.	10@ 12	Spts. Vini Rect. 1/4 bbl.	@ 2
Pyrethrum, pv.	8@ 10	Pulvis Ipecac et Opil	1 30@ 1 50	Spts. Vini Rect. 10gal	@ 2
Quinia, S. P. & W.	3 4@ 44	Pyrethrum, boxes H.	@ 75	Strychnia, Crystal.	1 05@ 1 25
Quinia, S. German.	3 4@ 44	Pyrethrum, pv.	8@ 10	Sulphur, Subl.	2 1/2@ 3 1/2
Quinia, N. Y.	3 4@ 44	Quinine, S. P. & W.	3 4@ 44	Sulphur, Roll.	2 1/2@ 3 1/2
Rubia Tincturum.	12@ 14	Quinine, S. German.	3 4@ 44	Tamarinds	8@ 10
Saccharum Laetis pv	18@ 20	Quinine, N. Y.	3 4@ 44	Terebenth Venice.	28@ 30
Salaicin	4 50@ 4 60	Rubia Tincturum.	12@ 14	Theobroma	55@ 58
Sanguis Draconis	40@ 50	Saccharum Laetis pv	18@ 20	Vanilla	9 00@ 16 00
Sapo M.	12@ 14	Salaicin	4 50@ 4 60	Zinci Sulph.	7@ 8
Sapo G.	@ 15	Sanguis Draconis	40@ 50	<b>Oils</b>	
Whale, winter..... 70 70					
Lard, extra..... 55 65					
Lard, No. 1..... 35 40					

Paints	BBL.	LB.
Red Venetian	1 1/2	2 @ 8
Ochre, yellow Mars	1 1/2	2 @ 4
Ochre, yellow Ber.	1 1/2	2 @ 3
Putty, commercial	2 1/2	2 1/2 @ 3
Putty, strictly pure	2 1/2	2 1/2 @ 3
Vermillon, Prime		
American	13@	15
Vermillon, English	70@	75
Green, Paris	13 1/2@	17 1/2
Green, Peninsular	13@	16
Lead, red	6 1/2@	7
Lead, white	6 1/2@	7
Whiting, white Span	@	70
Whiting, gl'ders'	@	90
White, Paris, Amer.	@	1 00
Whiting, Paris, Eng.	@	1 40
cliff	@	1 00
Universal Prepared	1 00@	1 15
<b>Varnishes</b>		
No. 1 Turp Coach	1 10@	1 20
Extra Turp.	1 60@	1 70
Coach Body	2 75@	3 00
No. 1 Turp Furn.	1 00@	1 10
Extra Turk Damar	1 55@	1 60
Jap. Dryer, No. 1 Turp		

# GROCERY PRICE CURRENT.

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

**AXLE GREASE**

Aurora	doz.	gross	55	6 00
Castor Oil	doz.	gross	60	7 00
Diamond	doz.	gross	50	4 25
Frazier's	doz.	gross	75	9 00
IXL Golden, tin boxes	doz.	gross	75	9 00



Mica, tin boxes ..... 75 9 00  
Paragon ..... 55 6 00

**BAKING POWDER**

**Absolute**

1/4 lb. cans doz.	45
1/2 lb. cans doz.	85
1 lb. cans doz.	1 50

**Aeme**

1/4 lb. cans 3 doz.	45
1/2 lb. cans 1 doz.	1 00
Bulk	10

**Aretic**

6 oz. Eng. Tumblers	85
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**El Purity**

1/4 lb. cans per doz.	75
1/2 lb. cans per doz.	1 20
1 lb. cans per doz.	2 00

**Home**

1/4 lb. cans, 4 doz. case.	35
1/2 lb. cans, 4 doz. case.	55
1 lb. cans, 2 doz. case.	90

**Jersey Cream**

1 lb. cans, per doz.	2 00
9 oz. cans, per doz.	1 25
6 oz. cans, per doz.	85

**Our Leader**

1/4 lb. cans	45
1/2 lb. cans	75
1 lb. cans	1 50

**Peerless**

1 lb. cans	85
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**Queen Flake**

3 oz., 6 doz. case	2 70
6 oz., 4 doz. case	3 20
9 oz., 4 doz. case	4 80
1 lb., 2 doz. case	4 00
5 lb., 1 doz. case	9 00

**BATH BRICK**

American	70
English	80

**BLUING**

**CONDENSED PEARL BLUING**

Small 3 doz.	40
Large, 2 doz.	75

**BROOMS**

No. 1 Carpet	3 00
No. 2 Carpet	2 75
No. 3 Carpet	2 50
No. 4 Carpet	2 05
Parlor Gem	2 75
Common Whisk	2 75
Fancy Whisk	1 25
Warehouse	3 75

**CANDLES**

Electric Light, 88	9 1/2
Electric Light, 168	10 1/2
Paraffine, 68	11 1/2
Paraffine, 128	12 1/2
Wicking	20

**CANNED GOODS**

**Apples**

3 lb. Standards	90
Gallons, standards	2 65

**Beans**

Baked	75@1 30
Red Kidney	75@
String	85
Wax	85

**Blackberries**

Standards	75
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**Blueberries**

Standards	85
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**Cherries**

Red Standards	85
White	1 15

**Clams**

Little Neck, 1 lb.	1 10
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**Corn**

Fair	75
Good	85
Fancy	95

**Hominy**

Standard	85
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**Lobster**

Star, 1/4 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.	90
Cove, 2 lb.	1 50

**Peaches**

Pie	1 25
Yellow	@ 65

**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
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**Salmon**

Red Alaska	1 35
Pink Alaska	95

**Sardines**

Domestic, 1/2 doz.	@ 4
Domestic, Mustard	@ 8
French	8@22

**Strawberries**

Standard	85
Fancy	1 25

**Succotash**

Fair	90
Good	1 00
Fancy	1 20

**Tomatoes**

Good	80
Fancy	90
Gallons	1 15
	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
Gold Medal	@ 13 1/2
Ideal	@ 14
Jersey	@ 14
Riverside	@ 14
Brick	@ 12
Edam	@ 70
Leiden	@ 17
Limburger	@ 13
Pineapple	50 @ 75
Sap Sago	@ 17

**CHICORY**

Bulk	5
Red	7

**CHOCOLATE**

Walter Baker & Co.'s	23
Premium	35
Breakfast Cocoa	46

**CIGARS**

The Bradley Cigar Co.'s Brands	35 00
Advance	35 00
Bradley	35 00
Clear Havana Puffs	22 00
"W. H. B."	55 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	55 00
Green Seal Boquet	60 00
Green Seal Regalia	65 00
Maceo's Dream	35 00
Dispatch	35 00
No Name	35 00
Medal de Reina	35 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.**

**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 buyers 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  
McLaughlin's XXXX ..... 11 50

**McLaughlin's XXXX**  
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.

**Extract**

Valley City 1/2 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

**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

**Phelps, Brace & Co.'s Brands.**

Royal Tigers	55@ 80 00
Royal Tigerettes	55@ 70 00
Vicente 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
Brown Bros	15@ 70 00
Bernard Stahl Co.	35@ 90 00
Banner Cigar Co.	10@ 35 00
Seidenberg & Co.	55@ 125 00
Fulton Cigar Co.	10@ 35 00
A. B. Ballard & Co.	35@ 75 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.	75@ 70 00
Hennester Cigar Co.	35@ 70 00
G. J. Johnson Cigar Co.	35@ 70 00
Maurice Sanborn	50@ 175 00
Rock & Co.	65@ 200 00
Manuel Garcia	80@ 375 00
Neuva Mundo	85@ 175 00
Henry Clay	85@ 550 00
La Carolina	96@ 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.	80
Jute, 72 ft. per doz.	95

**COFFEE**

**Roasted**

**A.I.C. HIGH GRADE COFFEES**

Special Combination ..... 20  
French Breakfast ..... 20  
Lenox ..... 30  
Vienna ..... 35  
Private Estate ..... 38  
Supreme ..... 40  
Less 3 1/2% per cent. delivered.

**Rio**

Fair	9
Good	10
Prime	12
Golden	12
Peaberry	14

**Santos**

Fair	14
Good	15
Prime	16
Peaberry	18

**Maracaibo**

Prime	15
Milled	17

**Java**

Interior	26
Private Growth	30
Mandehling	35

**Mocha**

Imitation	22
Arabian	28

**PACKAGE COFFEE.**

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Champion	4 50
Magnolia	4 25
Challenge	4 25
Dime	3 35

**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	@ 10
Nectarines	@ 11
Peaches	@ 10
Pears	@ 10
Pitted Cherries	7 1/2
Prunelles	7 1/2
Raspberries	7 1/2

**California Prunes**

100-120 25 lb. boxes	@ 4 1/2
90-100 25 lb. boxes	@ 5
80-90 25 lb. boxes	@ 5 1/2
70-80 25 lb. boxes	@ 6
60-70 25 lb. boxes	@ 6 1/2
50-60 25 lb. boxes	@ 7 1/2
40-50 25 lb. boxes	@ 8
30-40 25 lb. boxes	@ 8

1/2 cent less in 50 lb. cases

**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
Corseian	12

**Currants**

Patras, cases	6 1/2
Cleaned, bulk	6 1/2
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	2 50
Sultana 2 Crown	2 50
Sultana 3 Crown	2 50
Sultana 4 Crown	2 50
Sultana 5 Crown	2 50
Sultana 6 Crown	2 50
Sultana package	2 50

**FARINACEOUS GOODS**

**Beans**

Dried Lima	5 1/2
Medium Hand Picked 2 00@2 15	
Brown Holland	4

**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
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**Hominy**

Barrels	2 50
Flake, 50 lb. drums	1 00

**Lauff Bros. Flaking Mills.**

Rice Flakes, 3 doz pkg case	2 85
Flaked Peas, 3 doz pkg case	2 85
Flaked Beans, 3 doz pkg case	2 85
35 Chene St., Detroit, Mich.	


**Maccaroni and Vermicelli**

Domestic, 10 lb. box	60
Imported, 25 lb. box	2 50

**PEARL BARLEY**

Common	2 50
Chester	3 00
Empire	3 00

**Walsh-DeRoos 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 88
Monarch, 90 lb. sacks	1 68
Quaker, cases	3 20
Huron, cases	2 00

**Sago**

German	4
East India	3 1/2

**Salus Breakfast Food**

F. A. McKenzie, Quincy, Mich.	
36 two pound packages	3 70
18 two pound packages	1 85

**Battle Creek Crackers.**

Gem Oatmeal Biscuit	7 1/2@ 8
Lemon Biscuit	7 1/2@ 8
New Era Butters	6 1/2
Whole Wheat	6 1/2
Cereola, 48 1-lb. pkgs.	4 00

**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**

Vanilla D. C.	1 30
Lemon D. C.	1 30
Vanilla Tonka	75
	1 45

**JENNINGS' FLAVORING EXTRACTS**

D. C. Vanilla	1 20
D. C. Lemon	1 20
2 oz.	1 20
3 oz.	1 50
4 oz.	2 00
6 oz.	3 00
No. 8	4 00
No. 10	6 00
No. 2 T.	1 25
No. 3 T.	2 00
No. 4 T.	2 40

**Northrop Brand**

2 oz. Taper Panel	75
2 oz. Oval	75
3 oz. Taper Panel	1 35
4 oz. T	



Herring
Holland white hoops, bbl. 6 50
Holland white hoops 1/2 bbl. 85
Holland white hoop, keg. 95
Norwegian 3 60
Round 100 lbs. 1 75
Round 40 lbs. 15
Sealed 1 45
Bloaters. 1 45
Mackerel
Mess 100 lbs. 15 00
Mess 40 lbs. 6 50
Mess 10 lbs. 1 35
Mess 8 lbs. 1 25
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. 8 50 2 75
40 lbs. 3 90 1 40
10 lbs. 1 00 43
8 lbs. 83 37
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. 10
Poppy 10
Rape 4 1/2
Cuttle Bone. 15
SNUFF
Scotch, in bladders. 37
Maccaboy, in jars. 35
French Rappee, in jars. 43

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

AS. S. KINK & CO.'S BRANDS
American Family, wrp'd. 2 66
Dome 2 75
Cabinet 2 70
Savon 2 50
White Russian 2 35
White Cloud, laundry 2 50
White Cloud, toilet 2 50
Dusky Diamond, 50 oz. 3 00
Blue India, 100 1/2 lb. 3 00
Kirkline 3 50
Eos 2 50
Scouring
Sapolio, kitchen, 3 doz. 2 40
Sapolio, hand, 3 doz. 2 40
SODA
Boxes, English 5 1/2
SPICES
Whole Spices
Allspice 11
Cassia, China in mats 12
Cassia, Batavia, in bund 25
Cassia, Saigon, broken 38
Cassia, Saigon, in rolls 35
Cloves, Amboyana 15
Cloves, Zanzibar. 13
Mace 55
Nutmegs, 75-80. 55
Nutmegs, 105-10. 45
Nutmegs, 115-20 40
Pepper, Singapore, black 25
Pepper, Singapore, white 23
Pepper, shot. 15

PINEAPPLE
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 90
Wisdom 3 25
Roseine 3 50
Ning Olochin 3 50
Babbitt's 1776. 3 12
Gold Dust. 4 25
Johnson's 3 50
Swift's 2 88
Rub-No-More. 3 50
Pearline, 72 8 oz. 2 90
Pearline, 36 ls. 2 85
Snow Boy 3 90
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
Baskets
Bushels, wide band. 1 10
Market 30
Willow Clothes, large 7 00
Willow Clothes, medium 6 50
Willow Clothes, small 5 50
Butter Plates
No. 1 Oval, 250 in crate. 1 80
No. 2 Oval, 250 in crate. 2 00
No. 3 Oval, 250 in crate. 2 20
No. 5 Oval, 250 in crate. 2 60
Clothes Pins
Boxes, gross boxes 50
Mop Sticks
Trojan spring 9 00
Eclipse patent spring 9 00
No. 1 common 8 00
No. 2 patent brush holder 9 00
12 b. cotton mop heads 1 25

STOVE POLISH
EnameLine
No. 4, 3 doz. in case, gross. 4 50
No. 6, 3 doz. in case, gross. 7 20
CORN
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. 16@17
V. C. fancy flavored. 18@24



STARCH
Kingford's Corn
40 1-lb. packages. 6
20 1-lb. packages. 6 1/2
Kingford's Silver Gloss
40 1-lb. packages. 6 1/2
6 lb. boxes. 7
Diamond
64 10 packages. 5 00
128 5 packages. 5 00
30 10 and 64 5c packages. 5 00
Common Corn
20 1-lb. packages. 4 1/2
40 1-lb. packages. 4 1/2
Common Gloss
1-lb. packages. 4 1/2
3-lb. packages. 4 1/2
6-lb. packages. 5
40 and 50-lb. boxes. 3 1/2
Barrels. 3 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.
Domino 5 40
Cut Leaf. 5 55
Crushed 5 55
Cubes 5 30
Powdered 5 25
Coarse Powdered. 5 25
XXXX Powdered. 5 30
Standard Granulated. 5 15
Fine Granulated. 5 15
Coarse Granulated. 5 30
Extra Fine Granulated. 5 30
Conf. Granulated. 5 40
2 lb. cartons Fine Gran. 5 25
2 lb. bags Fine Gran. 5 25
5 lb. cartons Fine Gran. 5 25
5 lb. bags Fine Gran. 5 25
Mould A. 5 40
Diamond A. 5 40
Confected. A. 4 85
No. 1. Columbia A. 4 80
No. 2. Windsor A. 4 80
No. 3. Ridgewood A. 4 80
No. 4. Phenix A. 4 75
No. 5. Empire A. 4 70
No. 6. 4 65
No. 7. 4 60
No. 8. 4 55
No. 9. 4 50
No. 10. 4 45
No. 11. 4 40
No. 12. 4 35
No. 13. 4 35
No. 14. 4 35
No. 15. 4 35
No. 16. 4 35

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

Table with 2 columns: Item and Price. Includes items like Malt White Wine, Pure Cider, Washing Powder, and Woodenware.

Table with 2 columns: Item and Price. Includes items like Allspice, Cassia, Cloves, Mace, Nutmegs, and Pepper.

Table with 2 columns: Item and Price. Includes items like Pure Ground in Bulk, Pineapple, and Stove Polish.

Table with 2 columns: Item and Price. Includes items like Syrup, Corn, Pure Cane, and Mixed.

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. 3 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. 2 50
Double Duplex. 3 00
Good Luck. 2 75
Universal. 2 25

Wood Bowls
11 in. Butter. 75
13 in. Butter. 1 00
15 in. Butter. 1 20
17 in. Butter. 1 60
19 in. Butter. 2 50

YEAST CAKE
Yeast Foam, 1 1/2 doz. 50
Yeast Foam, 3 doz. 1 00
Yeast Cream, 3 doz. 1 00
Magic Yeast 3c, 3 doz. 1 00
Sunlight Yeast, 3 doz. 1 00
Warner's Safe, 3 doz. 1 00

Provisions
Barreled Pork
Mess. @11 00
Back. @12 00
Clear back. @11 75
Short cut. @11 50
Pig. @15 00
Bean. @10 00
Family. @12 25

Dry Salt Meats
Bellies. 6 1/2
Briskets. 6 1/2
Extra shorts. 5 1/2
Smoked Meats
Hams, 12 lb. average. @ 11
Hams, 14 lb. average. @ 10 1/2
Hams, 16 lb. average. @ 10 1/2
Hams, 20 lb. average. @ 10 1/2
Ham dried beef. @ 14
Shoulders (N. Y. cut) @ 7
Bacon, clear. 7 1/2 @ 8 1/2
California hams. @ 7
Boneless hams. @ 9
Cooked ham. 10 @

Lards - In Tierces
Compound. 5 1/2
Kettle. 7 1/2
55 lb. Tubs, advance 80 lb. Tubs, advance 50 lb. Tins, advance 20 lb. Pails, advance 10 lb. Pails, advance 5 lb. Pails, advance 1 lb. Pails, advance

Sausages
Bologna. 5 1/2
Liver. 6
Frankfort. 7 1/2
Pork. 6 1/2
Blood. 9
Tongue. 9
Headcheese. 6

Beef
Extra Mess. 10 00
Boneless. 11 75
Rump. 11 50

Pigs' Feet
Kits, 15 lbs. 75
1/2 bbls., 40 lbs. 1 50
1/2 bbls., 80 lbs. 2 70

Tripe
Kits, 15 lbs. 75
1/2 bbls., 40 lbs. 1 50
1/2 bbls., 80 lbs. 2 25

Casings
Pork 3
Beef rounds. 20
Beef middles. 30
Sheep. 60

Butterine
Rolls, dairy. 13 1/2
Pearline, dairy. 13
Rolls, creamery. 18 1/2
Solid, creamery. 19

Canned Meats
Corned beef, 2 lb. 2 35
Corned beef, 14 lb. 16 00
Roast beef, 2 lb. 2 25
Potted ham, 1/2 s. 50
Potted ham, 1/4 s. 50
Deviled ham, 1/2 s. 50
Deviled ham, 1/4 s. 50
Potted tongue, 1/2 s. 90
Potted tongue, 1/4 s. 90

Oils
Barrels
Eocene. @13 1/2
Perfection. @12
W. W. W. Mich. Hilt. @11 1/2
W. W. Michigan. @11
Diamond White. @11
D. S. Gas. @12 1/2
Muskrat, fall. @12 1/2
Mink. @13
Raccoon. @13 1/2
Skunk. @10 1/2

Grains and Feedstuffs

Wheat
Winter Wheat Flour
Local Brands
Patents. 4 20
Second Patent. 3 70
Straight. 3 50
Clear. 3 50
Graham. 6 00
Buckwheat. 3 25
Rye. 3 25
Subject to usual cash discount.

Spring Wheat Flour
Clark-Jewell-Well's Co.'s Brand
Pillsbury's Best 1/2 s. 4 25
Pillsbury's Best 3/4 s. 4 15
Pillsbury's Best 1/2 s paper. 4 05
Pillsbury's Best 3/4 s paper. 4 05
Ball-Barnhart-Putman's Brand

Clark-Jewell-Well's Co.'s Brand
Pillsbury's Best 1/2 s. 4 25
Pillsbury's Best 3/4 s. 4 15
Pillsbury's Best 1/2 s paper. 4 05
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Ball-Barnhart-Putman's Brand

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Pillsbury's Best 3/4 s. 4 15
Pillsbury's Best 1/2 s paper. 4 05
Pillsbury's Best 3/4 s paper. 4 05
Ball-Barnhart-Putman's Brand



Duluth Imperial 1/2 s. 4 25
Duluth Imperial 3/4 s. 4 15
Duluth Imperial 1/2 s. 4 05
Lemon & Wheeler Co.'s Brand
Gold Medal 1/2 s. 4 25
Gold Medal 3/4 s. 4 15
Gold Medal 1/2 s. 4 05
Parisian 1/2 s. 4 25
Parisian 3/4 s. 4 15
Parisian 1/2 s. 4 05
Olney & Judson's Brand
Ceresota 1/2 s. 4 35
Ceresota 3/4 s. 4 25
Ceresota 1/2 s. 4 15
Worden Grocer Co.'s Brand
Laurel 1/2 s. 4 35
Laurel 3/4 s. 4 25
Laurel 1/2 s. 4 15

Meal
Bolted. 1 90
Granulated. 2 10
Feed and Millstuffs
St. Car Feed, screened. 16 00
No. 1 Corn and Oats. 15 50
Unbolted Corn Meal. 14 50
Winter Wheat Bran. 14 00
Winter Wheat Middlings. 15 00
Screenings. 14 00

Corn
Corn, ear lots. 34
Less than ear lots. 32
Oats
Car lots. 27 1/2
Car lots, clipped. 30
Less than car lots. 32

Hay
No. 1 Timothy car lots. 11 50
No. 1 Timothy ton lots. 12 50

Hides and Pelts

The Cappon & Bertsch Leather Co., 100 Canal Street, quotes as follows:
Hides
Green No. 1. @ 8
Green No. 2. @ 7
Bulls. @ 6
Cured No. 1. @ 9 1/2
Calfskins, green No. 1. @ 8 1/2
Calfskins, green No. 2. @ 8 1/2
Calfskins, cured No. 2. @ 9 1/2
Pelts
Pelts, each. 50@1 25

Tallow
No. 1. @ 4
No. 2. @ 3
Washed, fine. 22@24
Washed, medium. 26@28
Unwashed, fine. 18@20
Unwashed, medium. 20@22

Furs
Cat, wild. 10@75
Cat, house. 5@25
Fox, red. 50@250
Fox, gray. 10@75
Lynx. 3@12
Muskrat, fall. 20@200
Mink. 10@100
Raccoon. 10@25
Skunk. 15@40

Fresh Meats

Beef
Carcass. 5 1/2 @ 8
Forequarters. 5 1/2 @ 6
Hindquarters. 7 @ 9
Loins No. 3. 9 @ 14
Ribs. 8 @ 14
Round. 6 @ 7
Plates. 4 @ 5 1/2

Pork
Dressed. @ 6
Loins. @ 8
Shoulders. @ 6 1/2
Leaf Lard. @ 7 1/2

Mutton
Carcass. 6 @ 7
Spring Lambs. 7 1/2 @ 8

Veal
Carcass. 7 1/2 @ 8 1/2

Crackers
The National Biscuit Co. quotes as follows:
Butter
Seymour. 5 1/2
New York. 5 1/2
Family. 5 1/2
Salted. 5 1/2
Wolverine. 6

Soda
Soda XXX. 6
Soda, City. 8
Long Island Wafers. 11
Zephyrette. 10

Oyster
Faust. 7
Farina. 5 1/2
Extra Farina. 6
Saltine Water. 5 1/2

Sweet Goods - Boxes
Animals. 10 1/2
Assorted Cake. 10
Belle Rose. 10
Bent's Water. 15
Buttercups. 13
Cinnamon Bar. 9
Coffee Cake, Iced. 10
Coffee Cake, Java. 10
Cocoanut Taffy. 10
Cracknels. 15 1/2
Creams, Iced. 8 1/2
Cream Crisp. 9
Crystal Creams. 11
Cubans. 11 1/2
Currant Fruit. 10
Frosted Honey. 12 1/2
Frosted Cream. 9
Ginger Gems, lg. or sm. 9
Ginger Snaps, XXX. 8
Gladiator. 10
Grandma Cakes. 9
Graham Crackers. 9
Graham Wafers. 10
Honey Fingers. 12 1/2
Imperial. 8
Jumbles, Honey. 12 1/2
Lady Fingers. 11 1/2
Lemon Wafers. 14
Marshmallow. 15
Marshmallow Walnuts. 16
Mixed Pienle. 11 1/2
Milk Biscuit. 9 1/2
Molasses Cake. 9
Molasses Cake. 9
Moss Jelly Bar. 12 1/2
Newton. 12
Oatmeal Crackers. 8
Oatmeal Wafers. 10
Orange Crisp. 9
Orange Gem. 8
Penny Cake. 9
Pilot Bread, XXX. 7
Pretzels, hand made. 7 1/2
Sears' Lunch. 7 1/2
Sugar Cake. 9
Sugar Cream, XXX. 8
Sugar Squares. 8
Sultanas. 12 1/2
Tutti Frutti. 16 1/2
Vanilla Wafers. 14
Vienna Crimp. 8

Fruits
Oranges
Fancy Navels. @ 3 25
Extra Choice. @ 3 00
Seedlings. @
Fancy Mexicans. @
Jamaicas. @
Lemons
Strictly choice 300s. @ 3 50
Strictly choice 300s. @ 3 25
Fancy 300s. @ 3 50
Ex. Fancy 300s. @ 3 75
Extra Fancy 300s. @ 4 10
Bananas
Medium bunches. 1 00@1 25
Large bunches. 1 50@1 75
Foreign Dried Fruits
Figs
California, Fancy. @ 13
Cal. pkg. 10 lb. boxes. @ 12
Extra Choice, 10 lb. boxes, new Smyrna. @ 14
Fancy, 12 lb. boxes, new Imperial Mikados, 18 lb. boxes. @
Pulled, 6 lb. boxes. @
Naturals, in bags. @ 5 1/2
Dates
Fards in 10 lb. boxes. @ 10
Fards in 60 lb. cases. @ 6
Persians, P. H. V. 1 lb. cases, new. @ 6
Sairs, 60 lb. cases. @ 5

Nuts
Almonds, Tarragona. @ 17
Almonds, Ivica. @
Almonds, California, soft shelled. @ 15 1/2
Brazil, new. @ 13
Filberts. @ 15
Walnuts, Greenobles. @
Walnuts, soft shelled. California No. 1. @ 12 1/2
Table Nuts, fancy. @ 12 1/2
Table Nuts, choice. @ 11
Pecans, Med. @ 9
Pecans, Ex. Large. @ 12
Pecans, Jumbos. @ 13
Hickory Nuts per bu. Ohio, new. @ 1 75
Cocoanuts, full sacks. @ 3 50
Chestnuts, per bu. @
Peanuts
Fancy, H. P., Suns. 5 @ 5 1/2
Fancy, H. P., Flags. @ 6
Roasted. @ 6
Choice, H. P., Extras. @
Choice, H. P., Extras. @

Fish and Oysters

Fresh Fish
White fish. @ 10
Trout. @ 9
Black Bass. 8@11
Halibut. @ 15
Cliscoes or Herring. @ 5
Bluefish. @ 25
Live Lobster. @ 27
Cod. @ 10
Haddock. @ 9
No. 1 Pickerel. @ 9
Pike. @ 8
Perch. @ 8
Smoked White. @ 8
Red Snapper. @ 10
Cut River Salmon. @ 13
Mackerel. @ 20

Oysters in Cans.
F. H. Counts. 35
F. J. D. Selects. 30
Selects. 25
F. J. D. Standards. 22
Anchors. 20
Standards. 18
Favorite. 16

Bulk
F. H. Counts. 2 00
Extra Selects. 1 75
Selects. 1 35
Anchor Standards. 1 25
Standards. 1 20
Shell Goods
Clams, per 100. 1 00
Oysters, per 100. 1 25@1 50



## Hardware

### Sale of Sewing Machines in Hardware Stores.

In considering the sale of sewing machines, I desire to especially impress upon the hardware dealer's mind that a knowledge of the general construction of sewing machines is not essential to the successful sale of them. The construction of some machines is so simple the carefully worded and illustrated book that goes with each machine enables anyone to use it without special instructions.

The day is past when sewing machines were classed as a luxury. They have now become a recognized necessity in every family, no household being complete without one. When a family begins housekeeping, along with the bed, stove and so forth comes a sewing machine, and it would be impossible in these days to keep house without it. The sewing must be done either by the housewife or the seamstress, and in either case a sewing machine is a necessity.

Formerly sewing machines were sold through agents and canvassers, while to-day they are sold through hardware dealers and other merchants almost exclusively. A hardware dealer can handle sewing machines to better advantage and with more profit than an agent, because, as a rule, he is permanently established, is well and favorably known in his community and has the confidence of his acquaintances and customers, most of whom would prefer to buy a sewing machine from him rather than from a canvasser or stranger, believing they will get a better article and at a more reasonable price, it also appearing more proper that the dealer who supplies their other wants should also furnish them a sewing machine. There is no side line the possibilities of which can be counted with more certainty. The business is stable. It is beyond the influence of fashion or caprice. Change of season requires no change of stock.

We are sometimes asked if everybody has not already got a sewing machine. No indeed! About the same number are and have been made each year for the past twenty years. Sewing machines, like furniture, wear out. New improvements are being made and new families are coming on, so that the demand is just about equal to the supply from one year's end to the other. The present outlook for a good trade in sewing machines was never more encouraging. Compared with other lines, we see many favorable aspects. Wages are good and the masses are spending money freely. The tendency toward lower prices and cheaper goods that has had a run in all lines of trade has reached its limit in our line, and we know we have struck bottom. The demand is now, more than in the past, for a sewing machine that carries a substantial guarantee and affords a fair profit.

There is no extra expense in the way of rent, fire, lights nor help, so that any profit is net and clear. Increased income reduces general expenses, and there is nothing a hardware dealer can add to his already established business that will net a better profit, with as little trouble, as a first-class sewing machine. The business does not require much room. A small space set off in the front end of the store, away from the screw counter and away from the nail bin, is all that is needed, keeping in

view the fact that a good display is always a good investment as an advertisement, especially with an article that may be considered a side line. You can take charge of the sewing machine department yourself, or, as a great many merchants do, place it in charge of one of the employees, allowing a small commission on each sale as an incentive to take an interest in it.

The hardware dealer should handle but one make of machine, unless it seems necessary to have both high and low-priced goods, in which case he should have but one of each. However, I am of the opinion that he will do better with one fairly good machine than with the best half dozen. But it must be a good machine. No dealer can do well with poor machines anywhere. He should study the need of his territory and confine himself to supplying the principal demand rather than to try to catch the stray customer who wants something much out of the common run.

The extravagant price charged for certain sewing machines has nothing to do with their quality or the cost of making them. Unnecessary and often extravagant expenditures are added to the price without improving the quality in the slightest degree. Besides this, many people are willing to pay an extra price as a premium for the sake of a fashionable name; but there are fewer of these people than formerly. At the present time the great majority of thoughtful people who purchase a sewing machine care more for its actual merits than for its name. They are perfectly willing to pay for quality, but for quality only.

Finally, serve all customers alike; have but one time price and one cash price to all. Don't sell too cheap. Keep prices up on your machines. Then keep your guarantees good and conduct your business so that you deserve the respect of the community, and the confidence and good will of your customers, and you will find the sewing machine business satisfactory and profitable.—G. H. Dirhold in Hardware.

### Saw the Point and Settled.

A gentleman recently entered a store where he had been buying his morning paper for a number of years. The proprietor, besides selling papers and books, has a candy and peanut counter.

"Good morning, Mr. B—."

"Good morning, Mr. L—."

The paper was handed him, and he was about to depart, when the proprietor remarked:

"By the way, Mr. L—, I have a little bill against you."

"A bill against me? That must be a mistake."

"I think not."

"Let me see it."

The bill was handed to him.

"For peanuts, \$2.15," it read.

"How is this?" blustered the gentleman.

"Well, sir, every morning for the last four years you have taken two peanuts when you left the store. That would be 12 peanuts a week, not counting in Sunday, when your paper is delivered at your house, 624 peanuts in a year and 2,496 peanuts in four years. I have figured there are 57 peanuts in a pint. Fifty-seven into 2,496 goes about 45 times. Multiplying by five cents, the price of peanuts per pint, I find the total \$2.15. Are my figures correct?"

The gentleman was so dazed that he paid the bill without a word.

Spain is not disposed to allow American goods to be imported and sold in that country, but the prejudice has not reached far enough to cause Spanish merchants to refuse to send their goods to this country to be sold, although this country might easily learn to do without them.

## 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.



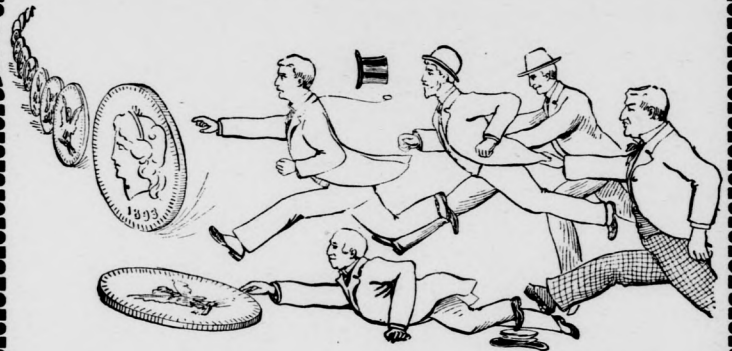
## Air Tight Stoves

Write for Price List.

FOSTER, STEVENS, & CO.,

GRAND RAPIDS.

## Chasing the Dollars



Is a delightful occupation, but the merchant who uses Coupon Books instead of pass books has the satisfaction of seeing the dollars roll into his coffers in a steady stream. The merchant who uses coupon books has everything in his favor; his accounts are never muddled; he never forgets to charge anything; his business is conducted on a cash basis.

Let us explain it to you, Mr. Credit Merchant.

Tradesman Company,

Grand Rapids,



## Getting the People

The General Advertisement, and Why It Is Weak.

Every issue of every newspaper probably contains one or more advertisements of the nature of the specimens reproduced herewith. They look well, read smoothly, and yet—they are not good advertising. Their trouble lies in the fact that they deal in generalities. A general advertisement does not appeal to anybody in particular. It does not make any effort to supply an existing

### It Is Not Easy

to fit a man properly with a suit of clothes. It's often much harder to fit his pocket-book. I fit both every time. My shelves are full to the ceiling with new goods.

**A. L. McLean,**  
Manistee, Mich.

demand. It is merely a variation on the old theme "we sell—shoes," or whatever the article may be.

Advertising should do more than this. It should tell of some particular article in a stock, describe it, and give its price. It should do just what a salesman should do. If it does less, it is weak.

Suppose, Mr. Merchant, you are sitting in your store, and a drummer walks in and greets you something like this: "I represent Brown & Jones, wholesalers of men's clothing. We have the largest stock, the greatest variety, and the lowest prices. Our line embraces all the desirable cloths, cut in the latest styles."

You would say, most likely, "Well, what of it? Get down to business, young man. Show me your goods and tell me how much you want for them.

## Garters and Neckwear

are a long way apart, but we can "furnish" you with everything suitable between. It costs no more to be stylishly dressed with the best goods, well fitting, well made, lasting, out of our stock, than to be dressed like a jay out of some other stock. It's true, too.

**Bidelman & Lane,**  
Manistee, Mich.

I've no time to fool around all day listening to long-winded harangues."

And yet, Mr. Merchant, you are the very man who will turn around and talk in your own advertisements just as the drummer did.

The whole point of the matter is this: Advertising generalities may sell goods, but you have no earthly way of telling whether it does or not. Advertising definite goods and prices will sell goods, and you can tell pretty closely how much good it is doing you.

It all depends on the point of view. If you're advertising for a speculation, advertise generalities; if you're advertising for results, advertise in the way that will bring them.

Shiller Brothers, of Reese, send another of their bright circulars for criticism, and for it I have nothing but praise. Their advertising has shown remarkable progress in the last few months, and they seem to have reached a thorough understanding of the underlying principles of profitable publicity.

W. S. Hamburger.

### Custom of New Clerks in Candy Stores.

From the New York Sun.

There is an old story to the effect that it is a custom in candy stores to tell the new clerk to eat all the candy she wants, the result being that she is soon surfeited and wants no more candy for a long time. The fact appears to be that, substantially, there is no rule or custom in candy stores regarding the eating of candy by the salespeople. It is, of course, required that they shall not eat candy in the presence of customers; it might be possible that a new clerk who developed an inordinate fondness for candy would require a gentle hint; but clerks are not told when they begin work that they may or may not eat candy; nothing is said about that at all; and they do as they please about it, and eat what they want, governing themselves, it is to be presumed, by discretion and common sense.

It was also the common testimony that people do not get tired of candy by being always in the midst of it; and this seems to apply alike to those engaged in the manufacture of candy and the handling of it by wholesale, and to the clerks engaged in the constant actual handling of candy in the sale of it at retail. Those who are fond of candy, men as well as women, are not surfeited by the sight of it in quantities constantly surrounding them; if it is good candy they keep on liking it just the same, and enjoy eating what they want of it. As to whether men or women like candy better there was some difference in the expressed opinion. At some places it was said that men and women liked candy equally well; it was said, for instance, that in a little company of men and women eating candy, the men would eat as much as the women. At one place where the opinion was expressed that men, take them altogether, do not like candy so well as women do, it was said that if a man was fond of candy he was likely to be very fond of it, so that he might eat a quantity of it at a time. It was everywhere said that among children boys and girls are alike in their love for candy; but taking into account expressions of people outside the business as well as of those in it the weight of opinion seemed to be that among grown persons there are more women with a sweet tooth than men, that is to say that men are not so fond of candy as women.

While the customers in the candy shops in the shipping districts of the city are almost exclusively women, there may be found in the city candy stores a very large proportion of whose many customers are men. These shops are found downtown in the region devoted to trade and finance and occupations in which men are more commonly engaged and interested. These men, however, are buying mainly for home consumption, in city or suburbs; and in these later years there has been seen among the purchasers here an increasing percentage of women customers, due to the increasing number of women employed in this part of the city.

Russia has discouraged the introduction and use of typewriters on the ground that they would facilitate nihilistic communications, but the needs of commerce and business have become so urgent that it is now disposed to admit them, a concession which will be of benefit to the empire as well as to American trade in these instruments.

Let a man marry a woman because she has fetching clothes and he must expect to be fetching money home in quantities years after to keep her style up.

## 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 00		
Barrows			
Railroad	16 50		
Garden	30 00	net	
Bolts			
Stove	50		
Carriage, new list	45		
Plow	50		
Buckets			
Well, plain	\$3 75		
Butts, Cast			
Cast Loose Pin, figured	65		
Wrought Narrow	60		
Cartridges			
Rim Fire	40&10		
Central Fire	20		
Chain			
Com.	8 c.	7 c.	6 c.
BB	9	7½	6½
BBB	9½	8¼	7¼
Crowbars			
Cast Steel, per lb.	6		
Caps			
Ely's 1-10, per m.	65		
Hick's C. F., per m.	45		
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	dis	
Expansive Bits			
Clark's small, \$18; large, \$26	30&10		
Ives' 1, \$18; 2, \$24; 3, \$30	25		
Files—New List			
New American	70&10		
Nicholson's	70		
Heller's Horse Rasps	60&10		
Galvanized Iron			
Nos. 16 to 20; 22 and 24; 25 and 26; 27, List 12 13 14 15 16 17	28		
Discount, 70	17		
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 33½		
Yerkes & Plumb's	dis 40&10		
Mason's Solid Cast Steel	30c list 70		
Hinges			
Gate, Clark's 1, 2, 3	dis 60&10		
Hollow Ware			
Pots	50&10		
Kettles	50&10		
Spiders	50&10		
Horse Nails			
Au Sable	dis 40&10		
Putnam	dis 5		
House Furnishing Goods			
Stamped Tinware, new list	70		
Japanned Tinware	20&10		
Iron			
Bar Iron	3 c rates		
Light Band	3½c rates		
Knobs—New List			
Door, mineral, jap. trimmings	85		
Door, porcelain, jap. trimmings	1 00		
Lanterns			
Regular 0 Tubular, Doz.	5 25		
Warren, Galvanized Found.	6 00		
Levels			
Stanley Rule and Level Co.'s	dis 70		
Mattocks			
Adze Eye	\$17 00. dis 60		
Metals—Zinc			
600 pound casks	7½		
Per pound	8		
Miscellaneous			
Bird Cages	70		
Pumps, Cistern	40		
Screws, New List	30		
Casters, 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&5		
Patent Planished Iron			
"A" Wood's patent planished, Nos. 24 to 27	10 75		
"B" Wood's patent planished, Nos. 25 to 27	9 75		
Broken packages ½c per pound extra.			
Planes			
Ohio Tool Co.'s, fancy	50		
Sciota Bench	60		
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
10 to 16 advance	05
8 advance	10
6 advance	20
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	
Casing 6 advance	15
Casing 8 advance	25
Casing 10 advance	35
Finish 8 advance	25
Finish 6 advance	35
Finish 4 advance	45
Barrel ½ advance	85
Rivets	
Iron and Tinned	50
Copper Rivets and Burs	45
Roofing Plates	
14x20 IC, Charcoal, Dean	6 50
14x20 IX, Charcoal, Dean	7 50
20x28 IC, Charcoal, Dean	13 00
14x20 IC, Charcoal, Allaway Grade	5 50
14x20 IX, Charcoal, Allaway Grade	6 50
20x28 IC, Charcoal, Allaway Grade	11 00
20x28 IX, Charcoal, Allaway Grade	13 00
Ropes	
Sisal, ½ inch and larger	11½
Manilla	17
Sand Paper	
List acct. 19, '86	dis 50
Sash Weights	
Solid Eyes, per ton	22 50
Sheet Iron	
	com. smooth. com.
Nos. 10 to 14	\$3 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	
½@½	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&10
Mouse, choker, per doz.	15
Mouse, delusion, per doz.	1 25
Wire	
Bright Market	60
Annealed Market	60
Coppered Market	50&10
Tinned Market	50&10
Coppered Spring Steel	40
Barbed Fence, Galvanized	4 30
Barbed Fence, Painted	4 15
Wire Goods	
Bright	75
Screw Eyes	75
Hooks	75
Gate Hooks and Eyes	75
Wrenches	
Baxter's Adjustable, Nickeled	30
Coe's Genuine	30&10
Coe's Patent Agricultural, Wrought. 7&10	

# COUPON BOOKS

SUPERCEDE

BOOK-KEEPING      ACCURACY

DISPUTED ACCOUNTS      ASSURE PROFIT

BAD DEBTS      CONTENTMENT

We make four grades of books in the different denominations.

CIRCULARS ON INQUIRY

SAMPLES

TRADESMAN COMPANY,

GRAND RAPIDS, MICH.



### Status of the Independent Telephone Movement.

The statement of President Glidden, of the Erie Telephone Co., to the effect that all the independent telephone companies in the State are falling over themselves in the attempt to get into the Bell bandwagon, is undoubtedly a fiction, conceived in the cunning brain of one of the most fertile strategists in the telephone business. Mr. Glidden came to the city last week and inserted interviews in the daily papers to the effect that he was here to receive propositions for the purchase of the Citizens Telephone Co. He hung around two days, throwing out covert hints to the effect that he was receiving numerous propositions from the independent telephone companies of Western Michigan, but as he was not approached by any officer or stockholder of the local company, he left the city in disgust.

The Tradesman is authorized to state that no negotiations are in progress looking toward the sale of the local exchange and that, contrary to all statements which may be made by Bell officials, no response whatever has been made to the overtures of the Bell people. This statement will also probably hold true as regards the local exchanges in other parts of the State, very many of which, the Tradesman is assured, have received overtures from the Glidden crowd, but that no negotiations whatever have been entered into. As a result of the false and misleading statements constantly put out by the Bell people, a meeting of the local telephone companies was held in this city yesterday, resulting in an iron-clad compact being entered into, by which the independent companies agree to make no sale whatever of their plants or any portion thereof to emissaries of the Bell Co. This will tend to solidify the independent movement, the agreement having been entered into by all of the independent companies except those at Saginaw, South Haven, Three Rivers and Allegan, which were not represented at the meeting.

While the sale of the Detroit telephone properties is a direct slap to the rest of the State and an exhibition of treachery which would not be tolerated in any other city, it is not nearly so serious as the Bell people would make it appear. When the purchase was completed, Mr. Glidden announced that it represented 70 per cent. of the independent business of the State. Figuring by phones and miles of toll lines, the Detroit properties represented exactly 27 per cent. of the independent telephone systems of the State and, while the sale was a blow to the independent movement in Michigan and should be resented as a species of treachery unworthy of a great market, yet the circumstances were such that it is hardly fair for retail merchants throughout the State to carry out the talk of retaliation against the wholesale trade of that market, because very few representatives of the jobbing trade were interested in the company, the organizers being professional promoters, who apparently organized the companies solely for the sake of sand-bagging the Bell company. The most unfortunate feature of the whole situation is the unprotected condition in which it leaves the minority stockholders, who will probably never realize anything whatever from their investment.

The officers of the Citizens Telephone Co. of Grand Rapids could not afford to sell out the Citizens Co. until every other independent company in Michigan

was first acquired by the Bell company, because it has been built by leading citizens, including members of the jobbing trade, and much of the energy with which the independent movement has been prosecuted elsewhere is due to the influence and example of the Grand Rapids exchange, and the promises of co-operation held out by it. To sell the local exchange under such circumstances, until every other local independent exchange in the State has been swallowed up by the Bell octopus, would be to invite a boycott on the part of every retail merchant doing business with Grand Rapids jobbers, which would give the trade of the town a blow from which it would be a long time in recovering.

### Object to Giving a Five-thousand Dollar Bond.

If Chicago commission merchants have their wishes granted the law which compels them to take out bonds before they can solicit shipments of produce from Michigan will be a detriment to the growers and a benefit to the merchants. At a recent meeting South Water street dealers, it is said, decided they would be compelled to comply with the new Michigan act, and they therefore decided they would raise the 10 per cent. rate of commission to 15 per cent. They also decided to fight the law, in the hope of having it declared unconstitutional, and have already retained G. J. Diekema, of Holland, who is understood to have given the law careful consideration and reached the conclusion that it is radically defective. The enactment of the law is regarded by the Chicago commission men as a direct attack on them. Local commission merchants appear to be unconcerned over the law and it is understood that Detroit merchants have reached the conclusion that it would be cheaper to execute the bond required by the act than to attempt to have the law declared unconstitutional—especially as the expense of testing the law is to be undertaken by the Chicago dealers.

### Rapidly Gaining Ground.

Saginaw, Jan. 22—The recently-organized Business Men's Association will probably hold a meeting within a few days, as the committees on constitution and by-laws and rooms have practically prepared their reports. The Association adjourned subject to the call of the Secretary, who has not yet fixed the date of the meeting. The membership roll has been swelled to 80, a gain of ten members since the last meeting, and it is expected that more than 100 business men will associate themselves with the organization before the charter roll is closed. That hearty co-operation on the part of those who have many interests in common can accomplish much goes without saying, and if the new organization be so fortunate as to secure this it will rank among the helpful factors of the new year.

### Pontiac Grocers in Line.

Pontiac, Jan. 22—Local grocersmen have formed an association for common benefit to its members. Out of sixteen grocery firms, fourteen joined the Association. The object will be to maintain better business relations, stop selling goods below actual cost and to further the interests of the grocersmen in every way. Another scheme which the Association has adopted is one to prevent their losing on bad accounts. The officers elected are D. C. Lewis, President; W. J. Fisher, Vice-President, and W. B. Anderson, Secretary and Treasurer.

### Marshall Business Men Organize.

Marshall, Jan. 22—At a public meeting of the business men of this city, it was decided to organize the Marshall Improvement Association to make an attempt to boom the city by securing more manufacturing companies to locate here. The following officers were elected: President, W. J. Blood; Vice-President, S. F. Dobbins; Secretary and Treasurer, G. H. Southworth.

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

The decline of price on light hides has been checked. The stocks on hand were all cleaned up, leaving a bare market, with a continued demand. The quality of goods offered has much to do with this decline. Prices were too high to afford a margin to tanners on their output.

The market on pelts holds firm, with little change in values.

Furs of some grades are firmer, on account of reported operations in London. The London sales now going on will be reported this week, which will establish values for the balance of the season.

Tallow remains strong at the advance, with light offerings.

Wools hold strong at former values. Sales are not large. The importation of coarse grades are of some magnitude. Supplies in sight are lower than at the same time last year, with all factories at work at their fullest capacities.

Wm. T. Hess.

Daniel S. Minogue, formerly of this city, but now employed by Leland, Wood & Sheldon, at Sisson, Calif., writes the Tradesman as follows: "If you see any of the old boys who were schoolmates with us, please tell them that I am alive and well in the Golden West, with the beautiful scenery and unparalleled climate. Also tell them that if they are coming this way they can get plenty of the Golden West, with beautiful scenery, etc., but they can not live on it, as the Almighty Dollar is as hard to get here as it is in Grand Rapids."

Minneapolis turns with complacency from an examination of her yearly accounts. There is no particular reason why she shouldn't. In '08 she "did herself proud" with an output of 14,232,595 barrels of flour and finds that in 1899 she has broken the record, with 14,291,780 barrels.

## 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.

**FUR SALE—HARNES BUSINESS.** GRAND location, with long established family influence to help build up big trade. Town over 6,000; excellent farming country; store, 22x70, situated near farmers' sheds; small competition, none near; rent low in order to assist anyone looking for excellent spot to start in business in Southern Michigan. Address, at once, William Connor, Room 82, Sweet's Hotel, Grand Rapids, Mich. 191

**FUR SALE CHEAP—A RACKET STORE;** M only one in thriving town of 800 inhabitants. M. Grinnell, Shepherd, Mich. 188

**FUR SALE—THE ONLY GENERAL STOCK** F in small town; good surrounding country and good established trade. Reason for selling, poor health. Address Box 56, Alto, Kent Co., Mich. 190

**FUR SALE—ABSOLUTELY CASH GROCERY** business; sales, \$20,000 last year; established two years; large possibilities; admirably located, moderate rent; \$2,000 stock, \$400 fixtures, consisting of scales, safe, etc.; town of 10,000 to 12,000 inhabitants; county seat and large manufacturing center; large farming districts surrounding. Owner has other business. Address Cash Grocery, care Michigan Tradesman. 189

**WANTED—STOCK OF HARDWARE IN** volume \$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

**FUR 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

**FUR SALE OR EXCHANGE—A TWO-STORY** brick business block in a Central Michigan town; double room, 40x60 feet; rental value, \$800 per year; price, \$5,000; or will exchange for stock of clothing, boots and shoes. Address No. 175, care Michigan Tradesman. 175

**TO RENT—GOOD STORE, FINE LOCA-** tion 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

**FUR 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. Lundy, Benton Harbor, Mich., Rural Delivery. 185

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

**FUR SALE OR EXCHANGE—STORE BUILD-** ing and small general stock in good Michigan town. Might exchange part. Address No. 177, care Michigan Tradesman. 177

**FUR 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

**FUR 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

**FUR 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

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

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

**FUR 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

**FUR 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

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

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

**FUR 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

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

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

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

### MISCELLANEOUS.

**WANTED—POSITION AS GROCERY** clerk. Have had one year's experience; have also had two years' experience as book-keeper since leaving college. Best of references furnished. Address No. 192, care Michigan Tradesman. 192

**E. A. RANDALL WISHES A SITUATION** as salesman with first-class dry goods house. Has had plenty of experience; at home in any department. Address, care Lee Bros. & Co., Dowagiac, Mich. 193

**WANTED—REGISTERED PHARMACIST,** recommended, single man preferred. Address C. W. Fisher, Shelby, Mich. 187

**YOUNG MAN, EXPERIENCED STENO-** grapher, bookkeeper and general office man desires position. Good references. Address box 40, West Campbell, Mich. 182

**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 SIT-** uation. 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 SALE-** sman 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 SALE-** man for Southern Michigan and Northern Indiana. Trade well established. Cigars, good sellers. Good salary to right man. Address No. 169, care Michigan Tradesman. 169







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The Tradesman Company is fully equipped with complete machinery and apparatus for the rapid production of illustrations by any of these methods. Best results guaranteed in every case.

Tradesman Company,  
Grand Rapids, Mich

# 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

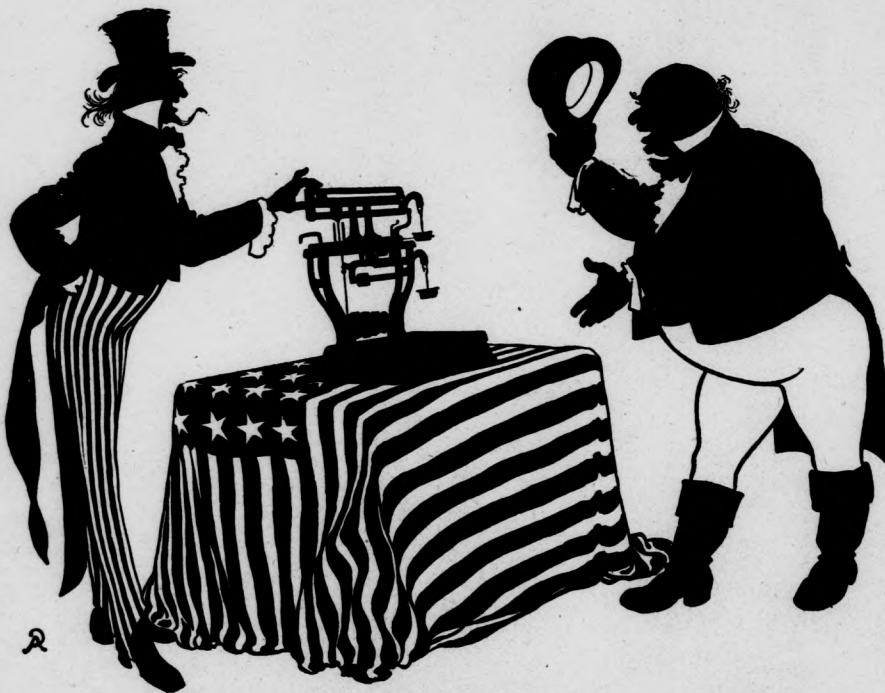
The following kinds will be found in our line:

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

## AN ANGLO-AMERICAN ALLIANCE!



Uncle Sam is giving John Bull a lesson in economy.

We can give our cousins lots of pointers and they are not slow to adopt them either; even the deliberate conservative Englishman has adopted "The Money Weight System."

He knows a money maker when he sees it.

Must we carry you clean across the ocean for an object lesson?

Don't you see the point, don't you realize your position?

Drop us a card. Remember our scales are sold on easy monthly payments.

**THE COMPUTING SCALE CO., DAYTON, OHIO**