

## THE HUBER PATTERN

Is acknowledged to be the Most  
Graceful Plain Pattern on the market

It is beautifully modeled—made of the  
very best glass—good substantial sizes  
and highly fire-polished.

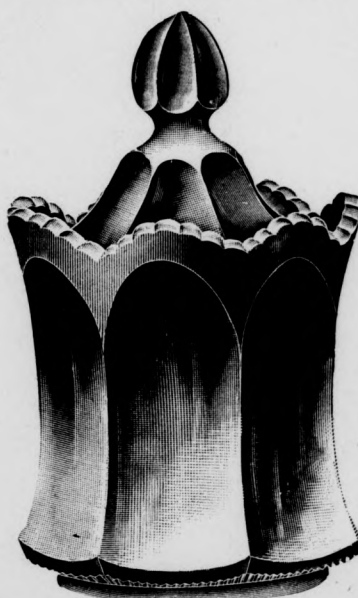
### A Favorite With the Housekeeper

Because it is **Easily Cleaned**  
and always has a **Nice, Bright Finish.**

Order a package

**Now**

While it is brand new.



### Original Assorted Package

	Per doz.	
1/2 doz. Sets.....	\$6 00	\$3 00
2 doz. 4-inch Round Nappies.....	45	90
2 doz. 4 1/2-inch Round Nappies.....	50	1 00
1/2 doz. 7-inch Round Nappies.....	2 25	75
1/2 doz. 8-inch Round Nappies.....	2 75	92
1/2 doz. Pickles.....	90	45
1/2 doz. Spoon Trays.....	90	45
1/2 doz. 4 1/2-inch Flared Jellies.....	1 10	55
1-6 doz. 8-inch Uncovered Bowls.....	4 50	75
1/4 doz. 9-inch Salvers.....	4 00	1 00
1/4 doz. Tall Celeries.....	2 00	50
1/2 doz. 1/2 gal. Jugs.....	4 50	1 50
2 doz. Tumblers.....	60	1 20
1 doz. Egg Glasses.....	75	75
1/4 doz. Water Bottles.....	4 25	1 06
1 doz. No. 3 Shaker S. & P., N. T.....	42	42
1/2 doz. Oils, 6 oz., P. S.....	2 10	1 05
1/2 doz. Molasses Cans, N. T.....	2 50	1 25
1/2 doz. Mustards and Covers.....	1 20	60
Total .....		\$18 10
Less 10 per cent.....		1 80
		<b>\$16 30</b>

No charge for package.

We sell to  
dealers only

**Burley & Tyrrell**

42-44 Lake Street,  
Chicago.

## Royal Tigers, 10 cents Tigerettes, 5 cents



Don't leave that nasty taste in your mouth that lots of cigars do. Why? Because they're made of the very finest grades of tobacco, in the best factories in the country, by the most skilled workmen. The result is

### A Perfect Smoke

a smoke that you can enjoy—that puts you at peace with yourself and the world—that you can recommend to your customers and friends. Try them and be convinced.



**PHELPS, BRACE & CO., Detroit,**

**Largest Cigars Dealers in the Middle West.**

F. E. BUSHMAN, Manager.

# Jenness & McCurdy

Importers and Jobbers of

Crockery  
China  
Glassware  
Fancy Goods  
Lamps

Johnson Bros. celebrated Porcelain  
Century Pattern,  
decorated and plain, the best  
on the market. It leads them all.

Dinner and Tea Sets  
in many designs. All new.

See our samples before placing spring orders. Write for list and prices. We will please you.

71-75 Jefferson Ave.,  
Detroit, Mich.

## Our Coin Catcher 5 cent Assortment

6 doz. 4-inch Oatmeals	3 doz. 3-inch Ass't Nappies
3 doz. 5-inch Oatmeals	3 doz. 42 Bowls
6 doz. 5 inch Berry Sauces	3 doz. 36 Bowls
6 doz. 4-inch Fruits	6 doz. 4-inch Flat Plates
6 doz. 4-inch French Fruits	3 doz. 5-inch Flat Plates
6 doz. 4-inch Ice Creams	3 doz. 5-inch Deep Plates
6 doz. 5-inch Ice Creams	3 doz. unhandled Tulip Teas
6 doz. Pin Trays	3 doz. handled Tulip Teas
72 doz. Large Pieces Decorated and with Gold Edges, many of them	
good 10c values, sold in this package at 45c doz. net.....\$32 40	
Half Package (coin catcher junior assortment) 36 doz.....	16 20
Quarter Package (baby coin catcher assortment) 18 doz.....	8 10
No charge for package in these assortments.	

### Hall & Hadden.

Manufacturers and Importers' Agents,

Crockery, Glassware, Lamps, Etc.

18 Houseman Bldg.

Citizens Phone, 2218.

Grand Rapids, Mich

## 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.

## Michigan Wall Paper Co., Ltd.

Dealers in

Wall Paper,  
Painters' Supplies  
and Window  
Shades

202 Randolph St.,  
Detroit, Mich.

Agents Wanted for Villages and Towns.

We can furnish anything that Paper Hang-  
ers and Painters need in their business;  
lowest prices.

Send your name and address for sample  
books of this season's Wall Papers.



# MICHIGAN TRADESMAN

Volume XVII.

GRAND RAPIDS, WEDNESDAY, FEBRUARY 14, 1900.

Number 856



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.

**KOLB & SON** are the oldest and most reliable wholesale clothing manufacturers in Rochester, N. Y. Originators of the three-button cut-away frock—no better fitting garments, guaranteed reasonable price. Mail orders receive prompt attention.

Write our representative, WILLIAM CONNOR, Box 346, Marshall, Mich., to call on you or meet him at Sweet's Hotel, Grand Rapids, March 5 to 12 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.**

Why not increase your Coffee trade?

## A. I. C. HIGH GRADE COFFEES

will do it. Write us for terms.

Our prices will interest you.

**AMERICAN IMPORTING CO.,**  
21-23 RIVER ST., CHICAGO, ILL.

## Michigan Fire and Marine Insurance Co.

Organized 1881.

Detroit, Michigan.

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

**D. WHITNEY, JR., Pres.**  
**D. M. FERRY, Vice Pres.**  
**F. H. WHITNEY, Secretary.**  
**M. W. O'BRIEN, Treas.**  
**E. J. BOOTH, Asst. Sec'y.**  
**DIRECTORS.**

**D. Whitney, Jr., D. M. Ferry, F. J. Hecker, M. W. O'Brien, Hoyt Post, Christian Mack, Allan Sheldon, Simon J. Murphy, Wm. L. Smith, A. H. Wilkinson, James Edgar, H. Kirke White, H. P. Baldwin, Hugo Scherer, F. A. Schulte, Wm. V. Brace, James McMillan, F. E. Driggs, Henry Hayden, Collins E. Hubbard, James D. Standish, Theodore D. Buhl, M. B. Mills, Alex. Chapoton, Jr., Geo. H. Barbour, S. G. Gaskey, Chas. Stinchfield, Francis F. Palms, Wm. C. Yawkey, David C. Whitney, Dr. J. B. Book, Eugene Harbeck, Chas. F. Peltier, Richard P. Joy, Chas. C. Jenks.**

## Tradesman Coupons

Save Trouble.  
Save Money  
Save Time.

### IMPORTANT FEATURES.

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### ANTI-OPTION LEGISLATION.

After three years of experiment the German law prohibiting future trading in grain and other agricultural products has been repealed, and in lieu thereof a measure has been enacted which provides that future contracts must contain a clause providing for the delivery of "actual grain." Of course, such a clause can be safely inserted in every contract, whether actual delivery finally takes place or not.

The anti-bourse law, as the anti-option measure was called in Germany, was enacted as a result of agrarian agitation against trading in futures, on the ground that such trading depressed the prices of agricultural products. The enactment of the law, by closing the bourses, stopped the dissemination of information as to the prices of grain, and thus shut off producers from a knowledge of what was going on in the market. This put them wholly at the mercy of consumers, hence, instead of bettering prices, the producer soon found that he was made the victim of the middlemen. The law also put German markets at a disadvantage, as all contract trading had to be carried on in foreign markets, with the result that the foreign markets were able to dictate prices to German producers.

After strenuous efforts to enforce the law—and such matters are more carefully and rigorously applied in Germany than is customary with us—it was finally decided to repeal it, the agricultural interests, which were the most ardent advocates of its enactment, being likewise in favor of its repeal after three years of trial.

Exactly similar results would follow any attempt to enforce an anti-option law in this country. It is probable that such a law would be a dead letter from the very outset here, as few people would scruple to evade its provisions. While trading in futures undoubtedly has its abuses, it is, on the whole, favorable to the interests of the producers. Moreover, the system has become so essentially a part of modern business methods that for any one country to attempt to abolish it would be simply to

afford an undue advantage to trade competitors.

The prosperity of the past year has put anti-option trading out of mind; but the first time depression again obtains in trade we may expect to see the agitation revived, as the crop of radical legislators, instead of diminishing, seems constantly on the increase. While Germany's experience ought to be an object lesson, it is likely to be entirely lost on the advocates of anti-option legislation in this country, as the logic of the question does not appeal to them in any way.

Various explanations have been made of the reason for the tendency of our population to drift toward the cities and to abandon the pleasant and healthful surroundings of country life. Ex-Speaker Reed, in his recent address before the University Settlement Society of New York, attributed this tendency to selfishness, which he properly characterized as "the great master of the human race." He said that while all literature is full of the squalor of the town, yet men desert the delights of the country to flock to the cities, while broad and fruitful acres are left behind unoccupied. Mr. Reed declared that men are fond of their kind and seek each others' society in the congested centers of the cities. They love to exchange ideas as they exchange merchandise, and in this interchange of sentiment, he truthfully added, "we lose nothing that we impart, and we gain by everything that is imparted to us." What the effect of this tendency to desert the country will be, the ex-speaker did not venture to predict.

St. Louis is a little less than frantic and she has a number of sympathizers in the same mental condition. That ship canal, which was to be a pestilence that walketh in darkness and a destruction that wasteth at noonday, is not turning out that way at all. It was proved to the satisfaction of the reasoner that Lake Michigan was to be lowered from one to six feet and that this would prove the destruction of every city on the shores of the great lakes. The facts do not coincide with the theory. In spite of every imagined woe the canal is aggressively and impudently showing that the \$33,000,000 was not spent in vain, which is another proof of "the cussedness of inanimate objects."

Horseback riding is again to be fashionable among the swell New York set. A woman cannot show her figure to good advantage when carting herself around on an automobile.

The man who purchases his popularity has the experience of the man who purchases a fine horse. The expense is in keeping it.

A weather prophet can always be forgiven when the weather turns out fairer and better than his prophecy.

The war in South Africa goes to extremes. It has caused a diamond famine and a mule famine.

### A Husband Should Confide in His Wife.

The article which recently appeared in the Michigan Tradesman, in regard to a woman not knowing anything about her husband's business, I think is all wrong. Every woman who has a husband in business should study and read all she possibly can in regard to the business in which he is engaged. Why? Well, in the first place, who is there to whom the husband wishes to go with his business affairs but his wife? Is there a business man who cares to go to outside people to ask advice or talk over his business affairs? I think there is not. His wife is his partner in his business affairs just as much as is his partner in business. A wife should also know exactly how much property her husband has, and all of the circumstances connected with his affairs. How many wives have been left widows without knowing anything about the husband's affairs and simply been defrauded of just rights. Had the wife been able to talk with him and advise with him in different ways before the management of the business was left in her hands, how much more capable would she have been to look after the financial part of the estate.

A man who does not wish his wife to understand anything in regard to his business affairs has, in my estimation, not much love for his family and ought not to be allowed to own any business whatever. Does it not require a woman to help conduct a business? You can hardly name a business house in America which has not a woman connected with it. Every wife should do her best to learn all possible in regard to her husband's affairs, so that if she is compelled to take the management in her own hands she will be somewhat prepared and know something of what she is about, in place of dense ignorance on the subject.

Many a time a wife's advice would save her husband from financial ruin if he would only go to her and talk matters over with her; but he thinks he knows it all and that his wife knows next to nothing about business—scarcely more than a baby. No man likes to sit down and talk to a deaf person. He might as well talk to a wife who does not know anything about what he is saying. So every wife should learn all she can about her husband's business and pass her opinion at every opportunity. She will not make her husband jealous—that is simply foolishness. Jealousy belongs only to men who haven't much mind or principle. And the wife need not be afraid of a divorce case, as a husband was never known to apply for a divorce because his wife could converse intelligently in regard to his business affairs.

Mrs. Bellingham.

Now that the question, When does the century close? is settled, it is to be hoped that the business of the country will go on as usual.

An athlete is a man who ruins his health trying to outdo some one else in the same exercise.

## Dry Goods

### The Dry Goods Market.

**Staple Cottons**—Wide Sheetings of nearly all makes are showing excellent sales, although of a somewhat irregular character. Prices are firm, but the demand varies considerably from day to day. Brown sheetings, shirtings, drills, etc., show an excellent amount of business for the month of January, and shipments have been heavy on early orders. The general tone of the market is very good, in spite of the slight weakness which was manifest in spots. Standard three-yard sheetings and drills are in demand for export, but hard to find. Coarse colored cottons, including denims, ticks, checks, ducks, etc., show very small stocks. In fact, a number of agents report that stocks are lower than they have ever carried before, and yet the demand continues good. The output is well taken care of for some time ahead. Cotton blankets show considerable enquiry, and at better prices and profits than usual.

**Prints and Gingham**—The continued improvement in printed calicoes is one of the most marked features of the market and is especially noticeable in staple goods. Indigo blues have shown a good business, and jobbers' stocks of these goods have ruled low. Fine prints show a good reorder business at good prices. Dark napped fabrics are well situated and staple and dress style ginghams are in demand in a way that exceeds the supply.

**Dress Goods**—The dress goods season is well developed, and as far as plain goods are concerned, the initial business is practically over. Prices show no particular change, and many lines were sold up before the recent advances. Many advanced prices which were named mean nothing, as they were advanced after the lines were entirely disposed of, and merely serve to strengthen the general market and prepare the way for next season. Sackings are well situated, and the business has been largely in plain fabrics, such as broadcloths, Venetians, some coverts and kerseys. There is also a fair business coming to hand in fancies, although as yet this has not become well defined, and will not be before the first or second week of March probably.

**Underwear**—It is still the subject of considerable speculation as to what effect the combination of manufacturers will ultimately have upon prices. That the Association has benefited the trade greatly, in spite of internal dissensions, is beyond question, and the fact that the prices determined upon are unusually strictly adhered to is a sign that the manufacturers understand that only by standing by set prices can they ultimately retain a large and profitable trade. Of course, the present time is no criterion as to whether the tendency to undersell does not predominate, as the manufacturers have no incentive to cut prices. The only way we will be able to judge as to the permanency of this maintenance of prices will be to see how prices will be maintained when the demand will not be so great and the incentive to undersell will consequently be greater. At the last meeting of the Association prices on fleeced underwear were not advanced, as the majority agreed that the present conditions did not warrant a further advance.

**Hosiery**—The hosiery industry is in a very active condition, but a great many manufacturers assert that their

profits are not as large as the conditions warrant. They say that they are forced to sell last year's goods at only a small advance over last year's prices, and so, although they make some profit, they do not reap the full benefit of their foresight in buying ahead. Full fashioned hosiery is another line that is giving good satisfaction, and is being rapidly sold out. Some lines are sold as far ahead as December. The prices are being maintained high enough to place the business on a profitable basis. The quality is also fully up to the standard of the past year.

**Carpets**—Last year at this time was considered a very good season for carpets, but it has been eclipsed by the present, which promises to be the best year the carpet industry has known. Another gratifying feature is that bills are being paid up promptly at maturity. There is also little difficulty experienced in obtaining the prices asked. All grades of stair carpets claim their share of the good demand. Manufacturers of Scotch velvets report business very brisk. The only fault they have to find is that jute for filling is so scarce that they can not get enough to put into carpets to supply the demand. If this continues, the prices of this line of goods will have to be advanced. All the mills are being taxed to their utmost capacity, and many are behindhand in the delivery of their goods.

### Reveries of a Bachelor.

You can never find out much about a man by asking him, or much about a woman by watching her.

A really good woman is never able to decide which is dearer to her—her husband's love or her own reputation.

A woman's different ways of loving are limited by her moods; her moods are limited by nothing.

A woman's greatest weakness is that she thinks she can make a man believe anything, when he is only pretending to believe.

No man can love a woman long, if she doesn't trust him.

Probably the real germ of a woman's hatred of old bachelors is the fact that they always call a baby "it."

When a man's heart is hurt, his first instinct is to hide himself; a woman's first instinct is to hide the hurt.

Some women will confide a lot more about their husbands to a friend than they will confide to their husbands about themselves.

Maybe the reason that most women talk so much and so fast is because if they didn't they might have to think.

### Washing Store Windows.

Strange as it may seem, there is a right and wrong way to wash windows; and as this operation is usually dreaded, the following method, given by an exchange, will doubtless be appreciated, as it saves time and labor. Choose a dull day, or at least a time when the sun does not shine on the window; for when the sun shines on the window it causes it to dry streaked, no matter how much it is rubbed. Take a painter's brush and dust them inside and out, washing all the woodwork inside before touching the glass. The latter must be washed simply in warm water diluted with ammonia. Do not use soap. Use a small cloth with a pointed stick to get the dust out of the corners; wipe dry with a soft piece of cotton cloth. Do not use linen, as it makes the glass linty when dry. Polish with tissue paper or old newspaper. You will find this can be done in half the time taken where soap is used, and the result will be brighter windows.

### The Conquest of the Minutes.

If you would make the best use of your time, look after the minutes. Keep a strict account of every hour of your time for a single week, setting down the

exact manner in which every hour is spent, and see whether, when you come to review the record, you do not find it full of admonition and instruction. In this simple way one can readily understand the secret of his want of time. He will discover that he has given hours to idle talk, to indolence and to inconsiderable trifles, which have yielded him neither profit nor pleasure. What is the remedy? Arrange your work in the order of comparative importance. Attend first to the things which are essential to be done, and let the unessentials take their turn afterward. The difference in the amount of work accomplished will be astonishing.

When the egg and chicken crop in this country sells for ninety millions of dollars more than the coal output, and one hundred thirty millions more than the pig-iron output, and two hundred ten millions more than the whole potato crop of the United States, there is scarcely any need of a calamity howl.

Corl,  
Knott  
& Co.,

Importers and  
Jobbers of

Millinery

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



Call for the

Michigan  
Suspender

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

Michigan  
Suspender  
Company,  
Plainwell, Mich.



A Big Sock

display and some of the best values in Ladies', Misses' and Children's hose that have ever been offered is one of the really good parts of our spring line. The fact is, we believe there is more good profit in this line for the dealer than in any other and for this reason give it especial attention. Buy now—delay means a loss to you. Prices. 45 cents to \$3.00 per dozen.

Voigt,  
Herpolsheimer & Co.,

Wholesale Dry Goods,

Grand Rapids, Mich.

Yard Wide

Choice Styles

Percales

To retail at 12½¢ the yard.

Good Assortment

Fast Colors

Samples sent on application.

P. STEKETEE & SONS, Grand Rapids, Mich.



# Getting the People

## Improvement in Method—Still Room For Improvement.

W. M. Davis, of Ewart, sends in the accompanying advertisement and requests criticism. The general style of the advertisement is decidedly good and the heading, "The Davis Store News," is certainly a move in the right direction. The two points with which I quarrel, however, are the paragraphs headed, "It's Fact That Counts" and

## The Davis Store News.

A little weekly publication whose aim is to include part of your trade our way, which we know will be mutually pleasant and profitable.

### IT'S FACT THAT COUNTS.

What does a lot of talk amount to unless there's something back of it? Maybe that's why our harness advertising proves interesting. We state the facts while the other people haven't any to state.

### MATTRESS PRICES THAT SHOUT.

The latest thing in clocks is the phonographic clock. It's an alarm clock. When you want to get up in the morning it shouts at you. When you want furniture we shout at you—in the way of price. For example:

Cotton top mattresses, good ticking.....	\$2.50
Cotton top reversible.....	3.00
Combination cotton tow. two piece mattress, heavy ticking.....	4.50

the portion relating to mattresses. It is rather too strong a statement to say that, "We state the facts while the other people haven't any to state." Anybody who sells harnesses or boots and shoes or cigars, or, in fact, anything else, naturally selects the best possible of these different goods for the money, in any event, no merchant in his senses deliberately picks out the poorest. It is rather ill considered then for any one man to claim that he has the only goods about which facts may be stated. It is well to be enthusiastic over one's own goods, but it is also well to remember that these same announcements are going to be read in cold blood and that over-statement is apt to act against the advertiser.

In regard to the announcement of the mattresses, the introduction which speaks of the "Phonographic Clock," seems to be a little too far from the real subject at issue. Something like this would have been preferable:

### MATTRESS PRICES THAT SHOUT.

There is no real need to argue about these goods or describe them—the prices will do all the talking that is necessary. The goods are right, or they would not be in this stock, and the prices are so much below what you ordinarily expect that you will have to see them before you can realize what wonderful values they are.

Mr. Davis' advertising has shown consistent and steady improvement since I have had the pleasure of reviewing his first specimen and, with a little attention to that vitally important factor—tact—it will soon stand out prominently in the field of local Michigan advertising.

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A correspondent writes me something after the following manner:

Is there any use of advertising at all at this season of the year? We are just between "hay and grass," as the saying goes, too early to push the spring goods and too late to sell many more winter goods. What is the use of spending money without some show of return?

No doubt a good many retailers are puzzled at this time of the year, but there is this point to consider: It takes a great deal more power to start a railroad train than it does to keep it going. It takes a great deal more advertising to start trade coming your way if once you drop your advertising for any length of

time. While advertising between seasons may not be productive of very rich results, at the same time it is poor policy to drop out of sight and let the people forget you. It makes the task of reaching them and impressing them all the harder when you do really want to talk to them. My advice would be to hunt up all the odds and ends of winter goods in stock and clear them out at a sacrifice, if necessary, in order to keep the people in touch with your store and to keep them interested. Of course, it seems hard to sell goods at cost, or below, knowing that next season you can not buy them at the prices that prevailed when this season's goods were bought, but, on the other hand, the shrewd advertiser can make a great deal of capital, now and in the future, out of the statement that every dollar's worth of stock in the store is new each season and that nothing is carried over. The determined effort to close out the stock, no matter at what sacrifice, may not be very productive of dollars, but its influence upon the readers of your advertisements can not be estimated too highly.

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I should like to receive more specimens for criticism than have reached me recently. I want every reader of this department to feel that it is run for his benefit and the more specimens of actual advertising that are reviewed the more thoroughly will this be accomplished. I said when this department was commenced: "An ounce of practice is worth a ton of theory," and while I do not feel as though theory should be absolutely overlooked, at the same time I know my readers will derive more practical benefit from the criticism of actual advertisements, wherein good points and bad points are enumerated and reasons given why they are good or bad.

W. S. Hamburger.

### The Way to Use Checks.

Even among people of great intelligence and good education, there are many who really do not understand how to properly sign a check. A large banking institution in New York, on which the checks for payment of teachers' salaries are drawn, has found that nearly one-half of the checks so drawn are endorsed wrong side up.

This is done by an exceptionally intelligent class. In fact, as the matter is almost entirely arbitrary, it is not a sign of ignorance or stupidity to make an incorrect endorsement, but it is due to the fact that no rules have been published for doing the thing exactly right. In view of this the following is offered:

1. Write across the back—not lengthwise.
2. The top of the back is the left end of the face.
3. Sign your name just the same as it appears on the face. If "C. Smith," write "C. Smith;" if "Chas. C. Smith," write "Chas. C. Smith;" if "Charles C. Smith," spell the first name in full. If erroneously spelled on the face, endorse both ways; first the wrong way, then the right.
4. If you merely wish to show that the check has passed through your hands, write only your name.
5. If you wish to make it payable to some particular person, write above your name, "Payable to——— or order."
6. If you wish to deposit the check, write above your name, "Pay to the Order of" and the name of the bank you wish to make the deposit in.
7. Don't draw a check unless you have the money in the bank or in your possession to deposit.
8. Don't test the courage and generosity of your bank by presenting, or allowing to be presented, your check for a larger sum than your balance.
9. Don't draw a check and send it away, expecting to make your balance before it can possibly get back.

10. Don't exchange checks with anybody; this is called "kiting" and is soon discovered by your bank. It does your friend no good and discredits you.

11. Don't give your blank check to a stranger, as this is an open door to fraud.

12. Keep your accounts carefully balanced on the stub of your check, and be sure you add and subtract at the right place, i.e., should you draw an amount on check, don't add the amount drawn to your balance. This is often done.

13. Keep a stock of war stamps on hand, place one on each check, and not expect some one else to do it for you.

And, finally, don't draw a check at all unless you must, for the larger your balance is the more comfortably you will sleep.

### A Novel New Fabric.

It has been customary hitherto, when making union fabrics, to bring the wool as much as possible to the face of the cloth, and hide the cotton on the back or between the folds of the fabric. The advance of mercerizing appears probable to reverse this state of things in some instances, and a cloth is being made by a German manufacturer on such lines. The fabric in question is of the serge or zanella type, woven with a face almost entirely of cotton and with a wool backing. The woven cloth is then mercerized under tension in the usual way, and the result is a cloth of silky luster, without puckers or rumples, for the wool, lying beneath the mercerized cotton, is yielding in its action and acts as a spring or tensioning medium, stretching and smoothing out any folds or creases which may form in the cotton face. The fabric is intended for use as a dress material or better class lining, and may be still further beautified by the addition of a few silk threads to the face of the cloth.

### Through His Stomach.

Mrs. Diggs—How is it you are so successful in managing your husband?

Mrs. Biggs—Oh, I simply feed him well and trust to luck.

# Did You Know



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Improved  
Hand "W. H. B." Made  
10c, 3 for 25c.

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Greenville, Mich.

# Syrup and Sugar Makers' Supplies



Write for prices.

Wm. Brummeler  
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Manufacturers of  
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# 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.

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UNDER THEIR YELLOW LABEL OFFER THE BEST!

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

## Around the State

### Movements of Merchants.

Hemlock—Wm. Pahl has purchased the general stock of Madden Bros.

Vernon—Frank Wescott, hardware dealer, has sold out to Chas. J. Shaw.

Owosso—Helen Meisen has purchased the millinery stock of Minnie Warren.

Mt. Pleasant—Wm. Hapner succeeds Hapner & Hapner in the grocery business.

Linden—T. R. & C. A. Polley have purchased the meat market of J. R. Cooper.

Colonville—Curtis Palmer, general dealer, has sold his stock to Samuel Hamilton.

Owosso—C. J. Shaw has purchased the hardware stock of Frank Wescott, of Vernon.

Owosso—The bazaar firm of Dutcher & Hall has been dissolved, Mr. Dutcher succeeding.

Big Rapids—J. C. Jensen & Co. will shortly open a branch dry goods house at Greenville.

Dowagiac—Tobias Bros. continue the general merchandise business of E. Tobias & Co.

Woodmere—M. E. Jessop has purchased the grocery and crockery stock of Chas. M. Smith.

Traverse City—Chas. S. Rutledge has removed his jewelry stock from St. Joseph to this place.

Alma—Stevens & Gargett succeed LaFayette Stevens in the furniture and undertaking business.

Battle Creek—M. H. Goodale & Co. have purchased the drug business of Wade B. Camburn & Co.

Ishpeming—John Mercy, of Michigan, will shortly engage in the dry goods business at this place.

Detroit—The Orth Grocery Co., Limited, succeeds the Orth Grocery Co. in the retail grocery business.

Jasper—DeLand & Burt, general dealers, have dissolved partnership and are closing out all their goods.

Reading—Walls & Spaulding succeed Walls, Mead & Spaulding in the hardware, harness and implement business.

Belding—Chas. R. Seltzer has purchased the meat market of C. B. Ney; also the market belonging to J. W. Pullman.

Alma—John W. Holmes & Son is the name of the new firm which succeeds John W. Holmes in the implement business.

Jackson—White & Graf, dealers in books, stationery and photographers' supplies, have sold out to Olive E. Pettit.

Pontiac—Mrs. J. Matteson, who has conducted the bakery business at this place for some time, has sold out to Fred Pickenny.

Vicksburg—J. A. Richardson, general dealer, has purchased the dry goods stock of Chas. E. Powers and has added same to his stock.

Big Rapids—J. K. Sharpe & Co. have purchased the grocery stock of the Hobart Mercantile Co. and added it to their grocery stock.

Mason—Chas. W. VanSlyke has purchased an interest in the Mason Furniture Co. The new firm will be known as VanSlyke & Root.

Howard City—Alex. Denton has sold his grocery stock to Crittenden & Co., who will continue the business at the same location.

Oakville—John Juckett and Warren B. Juckett have formed a copartnership and combined the general merchandise and grocery business.

Lake Odessa—Mrs. A. H. Weber has purchased the millinery stock of Mrs. W. A. Mohler and will continue the business at the same location.

Cadillac—The A. F. Anderson Shoe Co. has admitted John A. Coffey, formerly in the employ of the James Adams Shoe Co., to partnership.

Benton Harbor—Fred S. Hopkins, druggist, is contemplating the erection of a two-story brick block on Elm street, on the site recently purchased by him.

Belding—Victor Van Every & Co. have engaged in the grocery and provision business at this place, instead of Homer Van Every, as heretofore stated.

Laingsburg—O. G. Bretz and Elmer Bixby have formed a copartnership and purchased the grocery stock and a large part of the clothing stock of Doty, Webster & Reed.

Tecumseh—L. A. Markham has purchased the bazaar stock of Wm. D. Adams, at Ann Arbor, having sold his stock of novelty goods at this place to S. E. Parrish.

Benton Harbor—John M. Malcomson, tea and coffee importer of Chicago, has opened a branch store at 161 Pipestone street, placing J. D. Kirkpatrick in charge thereof.

Benton Harbor—W. H. Seitz has purchased the interest of his partner, L. B. Tyron in the butter and cheese business and will continue under the style of Brown & Seitz.

Hastings—Arthur Patton, formerly engaged in the dry goods and clothing store of J. S. Goodyear, has purchased the general merchandise stock of C. W. Long, at Cloverdale.

Munising—C. H. Brown & Son, dealers in bazaar goods, have not discontinued business, as stated in the Tradesman of last week, but are still to be found at the old stand.

Ovid—James A. Rose, dealer in boots and shoes, and John A. Rose, dealer in groceries and crockery, have formed a copartnership under the style of J. A. & J. A. Rose.

Newberry—Perry Leighton has opened a clothing and shoe store at this place. As soon as his store building, now in process of construction, is completed he will largely increase his stock.

Whitehall—The dry goods store of Mears & Swenningston and the drug store of C. G. Pitkin were damaged by fire to the extent of \$5,000 each early Monday morning. The loss is covered by insurance.

Holland—The jewelry firm of Breyman & Hardie has dissolved partnership, Henry W. Hardie purchasing the interest of his partner, Wm. Breyman, who expects to engage in the same line of business in the near future.

Lansing—A 5 and 10 cent store will shortly be established at this place by H. G. Wolworth, of Yonkers, N. Y., and F. H. Hendricks. Mr. Wolworth operates a number of large stores in Eastern cities in this line of goods.

Maple Rapids—O. G. Webster, for many years engaged in the grocery business here, has sold his stock to John Gardner and Elmer McKinney, who will continue the business under the firm name of Gardner & McKinney.

Nashville—L. E. Slout has resigned his position in the Chicago store at this place and, in partnership with his former employer, Fred G. Baker, general dealer at this place, has opened a dry goods, clothing and shoe store at Bellevue. Mr. Baker will continue his business at this place and Mr. Slout will have the management of the Bellevue store.

Albion—The Austin & Smith hardware stock, owned by H. D. Smith and the Chas. Austin estate, has been sold to Stephen Welling, of Detroit, and Geo. P. Griffin, of Mason. The retiring firm had been established nineteen years.

Kalamazoo—The copartnership which has existed for forty years between Simon Rosenbaum and Joseph Speyer in the dry goods firm of Rosenbaum & Speyer, has been dissolved by mutual consent, Joseph Speyer continuing the business in his own name.

Niles—A firm of shoe dealers recently came here from Marion, Ind., and although an ordinance was recently passed by the city council whereby transient traders were to be assessed \$5 a day, they intend to remain here six months and refuse to pay more than what other merchants with a similar stock are taxed. The council fixed the license at \$100. The shoe firm has engaged an attorney and the matter will be fought out in the courts and a nice question will be decided. There is much speculation as to the outcome.

### Manufacturing Matters.

Buchanan—The Chicago Envelope Clasp Co. has removed its plant to Niles.

Jonesville—The Genesee Mills at this place have been sold by E. A. Pomeroy & Son to Henry Reichel, of Plymouth.

Kalamazoo—The Fuller Manufacturing Co. succeeds the G. T. Eames Co. in the manufacture of twist drill grinders.

Jasper—Delano & VanDusen have traded their roller mill and sawmill to Charles Coy and taken about 400 acres of timbered land in Tennessee for part pay.

Plainwell—The large flouring mill, known as the Merrill property, will be converted into a paper mill this spring and will manufacture heavy wrapping paper. Geo. E. Bardeen, who is at the head of three large paper mills at Osego, will be at the head of the enterprise.

Detroit—The Craddock Manufacturing Co. has filed articles of incorporation in the county clerk's office. The company will manufacture boxes, shingles, etc., and the capital is \$15,000, of which \$4,000 is paid in. The stockholders are Angus McLean, George M. Schettler, Helen M. Kinnucan and John J. Fraser, all of Detroit, 100 shares each.

Muskegon—Wm. H. Smith and N. P. Nelson, of this city, and M. D. Bunker, of Sullivan, have purchased the charcoal timber on 7,000 acres of land northwest of Muskegon and will immediately erect thirty kilns at the corporate limits for the purpose of converting the timber into charcoal. A chemical plant will also be installed in connection with the plant. It is estimated that the operation will cover a period of six years.

Flint—The Michigan Paint Co. is the style of the new industry shortly to be established at this place by D. T. Stone and Irving Bates. The new plant is expected to be in operation in about thirty days. Mr. Bates is an expert paint man, having for years been in charge of the Detroit Graphite Co.'s New York office and more recently associated with the Detroit White Lead Co.'s factory.

Rogers City—Platz Bros. have sold their shingle mill at Onaway to Gust A. Kuckle, of Tower. The mill will be removed to the latter place where it will be employed in the manufacture of lath and shingles.

Muskegon Heights—The business heretofore owned and operated by F. G. and F. M. Gray at this place, under

the name of the Gray Bros. Manufacturing Co., has been incorporated as the Gray Manufacturing Company, with a capital stock of \$50,000. The stockholders are F. G. Gray, F. M. Gray and G. B. Mansfield. The business of the company will be the same as that of the old firm—the manufacture of hardware cabinet specialties, office, bank and bar fixtures and fine interior finish. The work of manufacturing the cabinets and files of the American File & Index Co. promises to form a large share of the company's business. This new business was recently acquired by Gray Brothers and it is already exceeding in volume what they expected for it at that time. The company's factory is very busy and is employing at present about seventy-five hands.

### The Boys Behind the Counter.

Traverse City—S. Cizek, of Chicago, has taken a position in Steinberg's dry goods and clothing store. Mr. Cizek has had experience as window dresser, in which capacity he will act for Mr. Steinberg.

Calumet—George T. Clark will sever his connection with the Carleton Hardware Company on March 1, as manager of its retail business, and embark in business for himself.

Owosso—Wade B. Camburn has returned from Battle Creek and resumed his position behind the prescription case of Parkill & Son.

Howard City—Alex. Brunner, recently a student in the pharmaceutical department of Ferris Institute, at Big Rapids, has been secured as assistant pharmacist in Sid V. Bullock's drug store at this place.

Pentwater—Joseph Duursema, of Fremont, has taken a position in the hardware department of the Sands & Maxwell store. Mr. Duursema expects to move his family here in a few weeks.

Cadillac—Frank A. Parks, a former Cadillac boy, who has been located at Traverse City during the past several years, playing baseball in summer and clerking in a bookstore in winter, has accepted a position in Petoskey, to take charge of the picture framing and wall paper department of C. W. Fallows' store, and will hereafter make his home in the Resort City.

Big Rapids—Charles Sowers, who has been with A. S. Hobart & Co. and successors some ten or twelve years, has taken a position as manager of a general store at Armada.

Lake Odessa—Fred Purdy has resigned his clerkship at McKelveys' store to take effect the 15th of this month. Mr. Purdy goes to Bellevue, where a partnership has been formed with Weed, the hardware and agricultural implement dealer of that village.

Detroit—The Detroit Drug Clerks' Association has elected G. W. Stevens President; A. P. Young and J. A. Stewart, Vice-Presidents; A. M. Edwards, Jr., Recording Secretary; W. F. E. White, Financial Secretary; W. S. Dupont, Treasurer. They will appeal to the druggists for an extra night off each month to attend association meetings.

Eaton Rapids—John D. Birney, who has been with Wilcox & Godding for the past five years, has severed his connection with that firm and taken charge of the drug department for J. H. Ford. He is succeeded at Wilcox & Godding's by Fred Munson, of Ithaca, who is a graduate of Ada college, and a registered pharmacist.

Bay City—Ray Hollywood has gone to Ludington to represent the Grand Union Tea Co.



## Grand Rapids Gossip

### The Grain Market.

Cash wheat is somewhat higher than previous weeks, owing to causes repeatedly set forth in these reports—scarcity of the article, as farmers are not inclined to sell. The visible decreased 558,000 bushels, which was about what was expected, while one year ago the visible increased over 1,000,000 bushels. There is not much to be added to what has been said as to the situation as regards prices. It all hinges on how the growing crop will show up in the spring. At present writing it is not very promising for winter wheat in this and neighboring states. However, Texas, Oklahoma and part of Kansas have reported the outlook of winter wheat very fair and the same can be said of California. Shipments from the Atlantic board, wheat and flour included, have been fair, but not of as large proportions as last year, by 2,000,000 bushels. It seems our export in the United States should increase, as the stocks are getting low. At present the outlook for the growing crop in France is in poor condition and prices are enhanced about 10c per bushel.

There appears to be quite a demand for flour from China and Japan. One vessel lately took probably the largest cargo of flour which ever was shipped from San Francisco, being 50,986 barrels. Another will sail in March, with probably a larger cargo yet. Thus our flour exports in that direction show an increase.

Corn has been booming. Prices have gained fully 1c for cash and futures. Various reasons are assigned for it—the small stock in the elevators, the large export demand and the disinclination of farmers to sell at present prices, as they claim that the present crop has been largely over-estimated.

The price on oats has sagged some during the week—fully ½c. Can not say that the market is dull, but it has lacked snap.

Rye is a trifle stronger. That is about all that can be said about it, as really there is not much demand, either for distilling or exports. It is worth 50c a bushel from wagons.

Beans are a trifle stronger, \$2.05 being paid for hand-picked.

The flour trade is better, as stocks are getting low and dealers want to replenish, especially as the wheat price has advanced fully 5c per bu.

Mill feed is as scarce as ever. The mills could sell three times as much as they can make, the reason being given in last week's number.

Receipts have been as follows: wheat, 46 cars; hay, 2 cars; corn, 31 cars; oats, 13 cars; rye, 2 cars; flour, 1 car; beans, 1 car.

The millers are paying 68c for wheat. C. G. A. Voigt.

### The Produce Market.

Apples—Spys, Baldwins and Jonathans are in good demand at \$3.50@4 per bbl.

Beans—The market is a little weaker than a week ago, owing to the arrival of more foreign beans and the report that an additional shipment of 10,000 bags is en route from Trieste.

Cabbaeg—75@90c per doz. California, \$4@4.50 per crate.

Carrots—\$1 per 3 bushel bbl.

Celery—25c per doz. bunches for home grown. Red ribbon California stock commands 50c per doz.

Cranberries—Jerseys have advanced to \$8@8.25 per bbl.

Butter—Factory creamery is in plentiful supply at 25c. Dairy grades com-

mand 16@20c, but most of the receipts are inferior in quality.

Dressed Poultry—The market is stronger and higher, due to bad roads. Chickens are in active demand at 10@11c. Fowls are in demand at 9@10c. Ducks command 11@12c. Geese find a market on the basis of 10@11c. Turkeys are in good demand at 11c for No. 2 and 12c for No. 1.

Eggs—Receipts are heavy and the market has declined to 12@13c, which is above the parity of Eastern markets. Country merchants are still paying 15@16c for stock in some localities, which will necessarily subject them to considerable loss.

Game—Rabbits are slow sale at \$1 per doz. Squirrels are in strong demand at \$1 per doz.

Live Poultry—Squabs have advanced to \$1.75 per doz. and are scarce at that. Chickens, 7@8c. Fowls, 6@7c. Ducks, 8c for young and 7c for old. Turkeys, 9c for young. Geese, 9c.

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

Onions—Home grown command 50c for Red Weatherfields, Yellow Danvers and Yellow Globes and 55c for Red Globes.

Parsnips—\$1.25 per 3 bu. bbl.

Potatoes—The market is without particular change, due to the fact that the cold weather has interfered with the shipment of stock from buying points. Indiana buyers claim to be obtaining lower prices in Wisconsin than in Michigan, which has necessarily diverted business in that direction. Buyers are still paying 35@40c, but are getting ready for the expected slump.

Squash—Hubbard command 1½c per pound.

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

Turnips—\$1 per bbl.

### The World Do Move.

Under the caption of "Violating the Internal Revenue Law," the Grand Rapids Daily Democrat last Saturday printed the following item:

Henry W. Melenbacker, landlord of the Clarendon Hotel, was arrested yesterday morning by Deputy Internal Revenue Collector John De Graaf on the charge of selling cigars of a different brand from "S.C.W." boxes. He was arraigned before Commissioner McQueen, pleaded not guilty and gave bail for appearance at the March term of court.

It is only a few years since such people were afraid to handle S. C. W. cigars, on account of their being so-called scab goods. Now they buy union cigars and place them in S. C. W. boxes in order to palm them off on their patrons.

Those Grand Rapids grocers who have not been offered a concession on their bills by the Elwood Paper Co. have placed their case in the hands of Hatch & Wilson, who find there was fraud connected with the sale of the bags on the part of the agent who took the orders. On the advice of their attorneys, the grocers have decided to offer the Elwood Paper Co. all the bags are worth, which is about half the price they were billed at; and if this offer is not accepted they will put up the stiffest kind of a fight in the confident expectation that they will meet the same success in defeating the Elwood Paper Co. that their Detroit brethren have experienced. A comparison of the duplicate slips left by Mr. Horrater, the agent of the Elwood Paper Co., discloses the interesting fact that he had about as many prices as he had customers, inasmuch as he charged some grocers 7½ cents for the same bags he charged others 6½ cents. No more crooked deals have been engineered for some time than those perpetrated by this house and its representatives.

### The Grocery Market.

Sugars—The raw sugar market is stronger and prices show an advance of 1-16c. This makes the price of 96 deg. test centrifugals now 4½c, with the demand very good at this basis. Stocks, however, continue light and no very large sales have been made during the past week. The demand for refined is fair with no change in prices yet, although because of the strong tendency in raws, an advance is expected in all grades of refined very shortly.

Canned Goods—There is nothing of particular interest in the canned goods market. Seldom or never has the trade in futures been so dull and the prospect for any material improvement before the end of the month is very remote. There has been a slight advance on corn and tomatoes in Baltimore and peas are attracting more attention. Not that sales of any one are much larger, but there is a firmer feeling, which has crystallized into a slight advance. Tomatoes are firm and buying of spot goods appears to be upon a larger scale than awhile ago, although not what usually characterizes buying at this season. This is due to a variety of causes, chief of which may be noted the reluctance of holders to part with their goods at a concession. A slight reduction in price would result in a large trade. Future tomatoes sell rather slowly and trade is not especially encouraging at present. The result of this is to cause packers to be slow about making preparations for next season's pack, and so far less has been done than usual at this time of year. Corn is steady, both spot and future being wanted in small quantities at full figures. There is no disposition to advance prices and distribution is on a much smaller scale than usual at this season. Peas are firm and the demand is active. Some dealers are confident that higher prices will prevail shortly. Advices from Eastport, Me., contain the information that the expected advance on sardines has been deferred until later in the season, for the reason that dealers seem to be pretty well stocked for the present and demand is slow just now. In other lines there is no change. California fruits are in small supply and holders are firm in their views regarding prices.

Dried Fruits—The dried fruit market remains quiet, with practically no change in prices on any line. The fact that purchases are in small lots and that such purchases are numerous and increasing in number, leads dealers to think that prices will advance shortly. The cold weather is unquestionably benefiting the business by increasing consumptive demand, but so far there has not been enough additional enquiry to cause prices to advance. Prunes continue steady, with an upward tendency noted on all sizes. The bulk of demand is for small sizes and holders are able to get their own prices for them. There is a better feeling among holders of large sizes, also, but so far no quotable change in price has occurred. It is reported that there are at least seventy-five carloads of prunes less in first hands now than was the case a year ago. There is a remarkable scarcity of small fruits, and anything above 60s is far from being plentiful. The prospect for good trade in the future is considered encouraging and it is thought that the entire crop will be cleaned up before the new crop comes in, particularly if there is a good export demand. It is estimated that there are not over 300 carloads of raisins remaining on the

coast. As compared with last year's stock at this time, when there were over 1,000 cars on hand, one can readily see that the situation is favorable and that the entire crop with any movement at all in the spring trade will easily be taken up. The seeders on the coast will, of course, use a considerable percentage of what is now left. The trade appears to be well stocked for the moment, but more liberal buying will be likely to prevail later. Peaches are quoted higher on the coast, but here they are unchanged. The outlook for satisfactory trade is encouraging, and it is believed that there will be a considerable advance on some grades within the next few days. The supply is understood to be comparatively small and under close control, which has a tendency to keep prices up to the high level they have held for sometime. Apricots are unchanged but sales are in small quantities only, and do not exert much influence on the market. Currants are quiet, with trade rather limited, but at fairly firm prices. Figs are easy and trade is dull. Little change is expected until after the present crop is exhausted. Dates are steady, but movement is comparatively slow and confined to orders for small quantities. The demand for evaporated apples is somewhat improved but there is no advance in prices. Advices from New York City state that the receipts in that market since Sept. 1 have been 283,570 boxes, against 234,558 boxes during the same period last year, and with a prospect of at least 50,000 boxes more to come. This supply exceeds the expectations of most people and as the demand has been only moderate, it has kept prices down. With more seasonable weather it is expected that the demand will greatly increase and this will cause higher prices.

Rice—There is a fair demand for rice at unchanged steady prices on most grades. Good grades of Japan, however, have advanced ½c and stocks of these grades are light.

Tea—The demand for tea is moderate, with prices showing no change.

Molasses and Syrups—Nothing of interest occurred in molasses, with continued light demand, resulting in only small sales at full prices. Prices on all grades were firmly maintained, with small supplies in first hands. The syrup market is very strong with an advance of ½c per gallon expected daily.

Fish—There is an active demand for fish of most all grades and this will probably continue for some weeks.

Green Fruits—Lemons are so low that a further reduction in price will cut the quotations far below the cost of importation. Prices during the past week have been 65@70c below last year's prices for the corresponding week. There is only a small trade, buyers taking but small quantities. Shipments to a distance are attended with considerable danger, even in refrigerator cars, during very cold weather. Bananas are firm and moving moderately, but no increase in price is noted. The supply in market is small, and no large increase is anticipated in the near future.

Rolled Oats—The rolled oats market is stronger and prices have advanced 20c per barrel.

Frank B. Spurrier, dealer in fish and canned goods, has removed from 604 Cherry street to 246 East Fulton street.

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

## Woman's World

**How a Wife Accomplished Her Husband's Reformation.**

If you had called upon Mrs. De Van to describe herself, she would have replied without hesitation that she was a modified new woman. By that she would have meant that she went in for athletics and didn't have hysterics and that she had a broader and saner outlook upon life than the woman of the past, but she cherished no yearnings after a career and had never felt that she had any particular mission in life except to get through it with the greatest possible enjoyment to herself and those about her.

Just at present she was not making much of a success of the latter laudable purpose and as she sat at the head of her daintily appointed breakfast table, she was biting her lips to stop their trembling and staring into vacancy with eyes that were too full of tears to see. In the distance she heard the slam of a door and the nervous steps of Mr. De Van hurrying down town to business, and as she listened she sighed. Somehow the idea of unhappiness seemed so incongruous with her. She had youth and health and wealth and a husband who, she was sure, adored her, and yet in spite of it all her heart was aching with a very real trouble.

"It's ridiculous, it's idiotic," she was declaring to herself with emphasis, "to have everything ruined and to be made wretched—yes, absolutely wretched—by Archie's horrid temper. I could stand it if it was some great big, overwhelming sorrow. There would be something picturesque and romantic in going about with a calm smile when everybody knew your heart was breaking. If Archie loved another, and I knew it, and found out I stood in their way, I believe I could rise to the heights of a grand and noble self-renunciation, like people do in novels, and I'd put his hand in hers and just fade away out of their lives and go and be a nun—or a trained nurse—or something perfectly angelic like that. Or, if he was to lose all his money and we were just awfully poor, I'm sure I'd go with him to Algiers—or Gretna—or the end of the world, and never so much as mention another bargain sale of marked down silk petticoats to him as long as I lived. Even if Archie was to die," here Mrs. De Van sniffed a little, "my heart would be buried in his grave, of course, but I'd hide my grief from the world and go about in one of those dear little widow caps and with a patient, resigned look, just too sweet for words.

"But it isn't any of these things. Archie is as fit as a fiddle and no more sick than I am, and he's made a good thing lately in hardwood, because he told me the other day he was on easy street, and I might have that new rug if I wanted it, and as for any other woman, he never so much as looks at one. It's nothing but his horrid quick temper that makes him fly out at me and say things that hurt like a blow. I know he doesn't mean them and I honestly don't believe he realizes himself what he is saying, but that doesn't keep them from hurting me or from spoiling all the sweetness of our life. Why, I am actually getting cowed by it, and it's just got to be stopped somehow," and Mrs. De Van sighed again and contemplated the table-cloth as if she expected to get inspirations from its blank face.

It is always easier to perceive a fault than it is to find a remedy, and an hour

later Mrs. De Van was still wrestling with her knotty problem when the postman came and a servant brought her in a letter. "Cynthia Vaughn coming," she exclaimed to herself as she skimmed over the scantily-written page, and then her face broke into a smile and she murmured: "How lucky, Archie has never seen her," as a plan formed itself in her mind. Cynthia she knew would agree to it, for was not Cynthia a strong-minded female, who believed in coercing man with a relentless hand, and one who would gladly join in any conspiracy against the oppressor? Moreover, Cynthia was an expert short-hand reporter, and Mrs. De Van's plan was nothing less than to hold the mirror up to nature and present her lord and master with an authentic and verbatim report of what she called his "tantrums."

That day there was a slight change made in the arrangement of Mrs. De Van's pretty dining-room, and a screen placed across a corner concealed a small table. The waiting maid also received an unexpected leave of absence to visit her mother for a few days, but Mrs. De Van said nothing of her expected guest. She met Cynthia at the train herself, and in a few words placed the situation before her, and, as she anticipated, that young maiden fell in with the plan at once.

"What a lark," she cried irreverently, "and how delightfully furious your husband will be!" But when the carriage drove up to the door it was the demurest possible young person who alighted from it, and whom Mrs. De Van announced would fill the absent maid's place.

It could not be said that Cynthia was a distinguished success as a waitress. She forgot the spoons and upset the salt and splashed the gravy and displayed a general awkwardness that drove Mr. De Van, nervous from a hard day at the office, into a white fury.

"For heaven's sake, Marian," he cried out at last, "what does this mean? Is this a house or a pig sty? It's a pretty state of affairs when a man who has been hard at work down town all day can't get any of the comforts of life at home, but has to put up with the blundering stupidity of a blithering idiot, who slathers him all over with soup! If you haven't got sense enough to keep house decently and serve a dinner in a way that wouldn't disgrace a Comanche Indian, why don't you go to one of those what-do-you-call-'em schools of domestic science and learn? What have you got there? Beef? Beef? The third time this week! You thought I said I liked it? So I did; but that's no reason why I should be gorged on it every day of my life as long as I live. I just tell you what it is: The reason you women are such poor housekeepers is because you are too blamed lazy. You just sit around and let the cook get what she likes and do as she pleases. Suppose I was to do that way in my business? Pretty mess things would be in, and we'd be on the road to the poorhouse inside of six months. Now, for pity's sake, stop sniffing. If there's one thing that gets on my nerves more than another it's a woman crying. But that's the way. Tell a woman kindly and calmly of a fault, and she has to go off into hysterics! Of all the unreasonable, crazy, idiotic, irrational—Where's the evening paper? Don't know? Of course not. I never expected you to—" and still grumbling, Mr. De Van took him-

self off to his library and a cigar, while a trim little woman stepped out from behind the screen and triumphantly waved a paper covered with mysterious-looking hieroglyphics.

"I've got it very hard," she declared. "My land, but won't he enjoy reading it?"

Two or three days passed in a similar fashion. Mr. De Van grumbled and raged over trifles, as was his wont, and Cynthia faithfully reported every word. Then the new maid disappeared as suddenly as she had come, and a few days later Mrs. De Van received a bulky package, containing the notes neatly copied out upon the typewriter.

That evening, after dinner, Mrs. De Van followed her husband into the library. "Archie, dear," she said, with her heart beating a little quickly with sudden fright at her experiment. "Archie, I—I've got something to show you. A friend of mine is married to a man whom she loves very dearly. She believes he loves her, too; but he has fallen into a habit of getting angry with her about trifles, and speaking to her in a way that almost breaks her heart. It's a very curious affair, Archie, and she thinks he doesn't realize how cruel and how cutting the things he says to her are, or how they hurt, or else he wouldn't do it. So she has had a stenographer take down just what he said to her day after day. Would you mind reading it and advising her what to do?"

Mr. De Van reached over and took the paper and perused a few lines with a face that darkened with a scowl as he read. "The brute!" he ejaculated, and then, as his eyes traveled down the sheet, he exclaimed at intervals, "The villain!" "The cur!" "I'd just like to choke the life out of the unmannerly cad. Fancy anybody calling himself a man and talking to a defenseless woman like that. Who is he?" he demanded sternly, as he finished.

"You," replied Mrs. De Van, "it's a verbatim report of—" But Mr. De Van had taken her in his arms, and his eyes were dim and his lips tremulous.

"Poor little girl," he whispered, "I never knew—I never dreamed—Forgive me, Marian, and I'll never speak that way again."

And he never did. Dorothy Dix.

### How to Skin a Rabbit.

To skin a rabbit quickly lay it on a bench or board. Take hold of the back with one hand, and run the knife through the skin, cutting upward. Then take hold of both sides of the skin tightly and pull steadily. The skin will come off rapidly.

### As Society Sees Itself.

The Woman's Club, of Chicago, whose membership lies not only among the clever and intellectual women of the city, but also embraces those of the elect, whose names are permanently emblazoned in the columns of the society papers, recently devoted a meeting to a discussion of fashionable society as it exists to-day. It was the condition of affairs in the miscalled gay world, not the theory, which the ladies boldly confronted and no attempt was made to represent it as a joyous and charming and intellectual divertimento. On the contrary, it was admitted that swell society—the society that spells itself with a big S—was a dull and dyspeptic body, suffering from ennui.

Among the chief causes, in the opinion of several of the speakers, that led to this deplorable condition was the absence of men. Men—bright men, clever, brainy men—the men best worth knowing and listening to, in Chicago, it seems, do not care for "high society," and can not be induced to attend its functions. To such an extent is this true that, as Mrs. Henrotin mournfully observed, society is composed nowadays of a few men, some boys and many girls—a state of affairs that is, unfortunately, not unknown in other cities, where the masculine bulwark of society is composed of youths of such tender years that a mature woman is apt to go home from a party feeling like she had been attending a kindergarten entertainment.

It is also regretfully admitted in the Chicago bill of indictment against society that the college-educated woman had added nothing to its brilliancy by her presence. In this respect, also, Chicago does not stand alone. The woman who is deep seldom shines. She shows no

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grace and dexterity in handling the airy persiflage of society. She has none of the small change of conversation. She is apt to be argumentative, didactic, and to want to discuss what she calls "problems." She is generally a smooth-bore cannon, instead of a sparkling piece of fireworks, and has no business in a drawing-room.

The charge that Chicago society is dominated by debutantes who all look alike, talk alike, dress alike, and have the same manners and poses, will also find a responsive echo in every other city in the union. It is everywhere the "young person," as the French say, who is to the front. We have debutante receptions and teas and dinners and luncheons, and society is naturally keyed down to be in harmony with the ignorance and inexperience of the ingenu. One admits readily enough the beauty and the freshness these young faces lend society, but no one will claim that there is anything wildly exciting or interesting in their conversation. To talk well one must have something to say—one must have seen, known, felt. These prerogatives belong only to the man and woman whom age has given experience, and any society in which the very young people are the leaders, and to which they give the tone, must necessarily be callow.

For the bettering and brightening of society the remedy suggested was expansion. No other organization needs so much new blood as society, and it should be continually reaching out trying to gather to itself whatever is bright and fresh. The drawing in of the lines, and making society exclusive, is always bound to be a suicidal policy, because it makes a little clique who so soon grow deathly weary of always seeing the same faces, hearing the same stories and eating the same dinners. When the leaders of what we call society learn that, and that society should be inclusive, and not exclusive, they will no longer have to complain of its being dull and commonplace. Cora Stowell.

#### Unnecessary Waste.

It is said on scientific authority that fully 20 per cent. of the annual consumption of coal in this country is practically wasted. It goes up in smoke which is non-productive of good or is represented by exhaust steam that might be saved. There is one point concerning this wastage which has a direct reference to the dealer in stoves and furnaces. The dealer who can inculcate habits of economy in his customer can do that customer a service and confer a benefit on himself, and he can accomplish this result by proving that too large a percentage of coal goes into the ash heap. Dead coal or cinders in a stove or furnace may stop combustion. All ashes should be carefully screened and the screenings used in connection with fresh coal. Even partially screened ashes make an excellent material to bank a furnace fire at night or when the fire is too hot.

#### Good Profit for Rice Growers.

The profits made by the Louisiana rice growers have been phenomenal this season. A prominent planter says: "Brought down to the profit per acre, we received, over and above all cost, about \$66. Last year our crop was almost as good as that of this year, but the unprecedentedly severe storms entailed a loss of about 50 per cent., consequently our profit was about half of what it was this season."

The whisper of a beautiful woman can be heard farther than the loudest yell of duty.

#### GOTHAM GOSSIP.

News From the Metropolis—Index to the Market.

##### Special Correspondence.

New York, Feb. 10.—A good many buyers are here in the dry goods and boot and shoe districts and the mountains of cases on the sidewalks give evidence that these visitors are leaving their marks in the shape of orders very freely. The grocery district is also active and every one is busy as a bee from morning until night. Prices, as a rule, are firmly maintained with weakness nowhere evident.

While the coffee market generally during the week has been quiet, holders are feeling confident and make no concessions. Steadiness characterizes the situation and prices are well sustained, with Rio No. 7 closing at 8½c. Advances from Brazil are of a character which helps matters here and altogether the outlook just now is in buyers' favor. In store and afloat there are 1,247,288 bags, against 1,388,504 bags at the same time last year. Mild grades are not in large supply and holders are very firm in their views. Good Cucuta is worth 10 @11c. East Indias are firm and in pretty good sale.

Stocks of sugar in the hands of the trade appear to be sufficiently large to meet current requirements and the week has been one of quietude. List prices have been adhered to and deliveries on old contracts have been of a limited nature.

The big tea auction sale on Wednesday went off at prices showing hardly a particle of change and the situation in the Street is also practically the same as last week or, for that matter, the last three weeks. Trading in invoices has been about nil.

Foreign grades of rice are very firmly held and indications are that we shall have these sustained quotations all the spring. Japan is worth 4¼@4½c. Of domestic sorts there is a full supply of medium grades and the demand is generally rather quiet. Fancy head is not overabundant and prices are firm. Prime to choice, 5½@5½c.

Pepper retains its strong tone and cloves also have taken on a greater interest. In an invoice way Singapore pepper is worth 12½@12½c; West Coast, 12@12¼c; cloves, Zanzibar, 8@8¼c; Amboy, 11@11½c.

Offerings of grocery grades of New Orleans molasses have been rather limited, but there seems to be enough to go around, for the demand has been exceedingly light, most of the enquiries being for the smallest of lots. Prices are without change, both as regards the better sorts and the lower varieties. Syrups have been in fairly good enquiry, both with home dealers and exporters. Prices, while showing no special advance, are well sustained and the outlook is favorable.

There is little of interest passing in the canned goods trade and the business in futures is of small dimensions. Sales of Maine corn have been made at prices said to be very satisfactory and some New York at varying rates. Tomatoes for future delivery show quite a range of quotations, running through every fraction from 82½c up to one dollar. Spot N. Y. corn, No. 2, 80@85c; Maine, 90c@1 and futures at about 90c. Peas are firm and the demand is such as to cause a pretty well cleaned-up market. Spot goods, \$1@1.15. Peaches are firm and in good request. Standard No. 3s are held at from \$1.90@2.10.

Lemons and oranges have met with fair request and prices are well sustained. California oranges show slight advance and the supply seems ample. Lemons, Sicily, \$2.10@2.75; Jamaica oranges, per bbl., repacked, \$6@6.50; California Navels, \$2.40@3.90; seedlings, \$2@2.25. Bananas are firm and held from \$1.20@1.30 per bunch for firsts.

There is a steady every-day trade in nearly all sorts of dried fruits, but the volume of trade is not surprisingly large and prices remain practically unchanged.

The butter market is firm, but there is hardly the vim that characterized it last week. Prices are well held at about the same rates as prevailed then and arrivals seem to be taken care of without

any trouble. Best Western creamery is worth 26c; thirds to firsts, 21@24c; factory butter of Western make is worth from 16@18½c.

There is something doing in an export way and cheese dealers are quite confident. Prices remain practically unchanged, large size, full cream fetching 12½@13c.

The supply of eggs is so far beyond requirements that prices have taken a decided tumble. Prime Western fresh gathered have declined to 14@15c, with refrigerator stock at about 12c.

Beans are quiet. Choice Michigan pea are worth \$2.17½ in bbls.; red kidney, \$2.30; white kidney, \$2.60.

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Blodgett Building,  
Grand Rapids.



Nathan T. Draper, aged 110 years, was born in New London, Conn., Sept. 6, 1790. His grandfather was killed in the Battle of Bunker Hill. His father served under General Shays in the Battle of Bunker Hill. He resides with his relatives at 146 Seventh street, Grand Rapids. He does not look like a man over 80 years of age and has the full use of all his faculties except his sight, which is failing. The signature affixed to the following statement was written without the aid of spectacles. In the course of a recent interview Mr. Draper remarked:

"I heard George Washington make a speech in Washington when I was a little boy. I have had twelve children, seven boys and five girls. I had six sons in the late war, one of whom was killed. All the others have since died. I have been a constant smoker all my life and have smoked a great many different kinds and qualities of cigars, but have never found any as good as the S. C. W."

*Nathan T. Draper*

## 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.





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

E. A. STOWE, EDITOR.

WEDNESDAY, - - FEBRUARY 14, 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 Feb. 7, 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 tenth day of February, 1900.

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

### FALSE READING OF SIGNS.

If there is a nation on the globe determined to improve its condition that nation is Russia. From its cradle it has had that one end in view and it has toiled early and late to attain it. Born to an inheritance of ice and snow under always inclement skies, it has accepted it and bravely decided to make the most of it. With a territory unequalled in extent by any other power, with a population of peasantry not far removed from savagery, with everything to discourage and hinder it, it has fallen into step with the marching forces of civilization and, the only absolute monarchy on the face of the earth, has startled the acknowledged leaders of that civilization by such proposals of a universal peace as the enlightenment of the world has never heard before. It is as stupendous as its territory and apparently so wholly at variance with the principle of its national existence that its astonished hearers can only ridicule its proposals and attribute them to motives at once selfish and sinister.

Shackled with fetters of ice, it staggers towards the seaboard to find the coast barred from it by an opposing power. It struggles to free itself from thralldom through the waters of the Golden Horn and the combined fleets of the powers forbid. Finally, nourishing its anger and gathering its strength, it forces its way to Port Arthur and determinedly sits down to stay upon the shore of the Japan Sea. Misunderstood, every effort made by Russia to improve her condition is looked upon as an act of aggression. With a territory which the continents of Europe and Asia have been forced to furnish, and shut in by natural boundaries on every side, she has gone to work to overcome the difficulties opposing her and turned every condition to the greatest practical account. This has filled Europe with alarm. In her jealous eyes the capital

of the limitless Russian empire can not remain on an arm of the Baltic Sea. Byzantium, the old name of Constantinople and the old capital of the Eastern Roman empire, is, in the Russian mind, the only fit place for the capital of an empire with limits larger than those which the Roman scepter ruled, and if that Russian hope should ever be realized the existing kingdoms of the earth will feel the force of that scepter.

So Russia gives herself up to self-improvement. She lifts her serfs from the soil with which they were bought and sold, takes the fetters from their limbs and makes them free. The world wonders and waits. Across the limitless steppes of Siberia she builds a railroad and those gloomy solitudes are startled into life by the panting engine and the piercing shrieks of steam. A canal is needed and forthwith along the projected route there are shovels at work in busy hands. That vast empire has passed from barbarous death to civilized life and is already girding herself for her share of the world's work. Nor is this to be wholly physical. She has already learned that "It is the mind that makes the body rich," and is turning her attention to the mental progress of her subjects. Here, too, she will not fail. With her eyes turned towards the Great Republic, whom she has often favored and for whom she entertains a great regard, she is getting a higher ideal of what national life should be and is already making use of the best this country can furnish in thought and workmanship to forward her far-reaching designs.

The pity of it is that in all this genuine advancement the nations of the earth see only a scheme of universal destruction. The serfs were set free; but serfs are never patriots and only patriots make good soldiers. Why, with the Baltic upon her western border, should the Bear, stretching his huge length across Siberia, clutch with his resistless claws an insignificant port on the Japan Sea? The Siberian railway was built for the promotion of trade and for the increase of international good will; but, if necessary, how that promoter of all that pertains to the arts of peace could, and would, pour into Eastern Asia the troops of the Muscovite. With China disintegrating, would not railroad and canal strengthen the hugging arms of the Russian Bear until the crushed empire became the property of the heart that crushed it? That done, would British India remain unmolested? That done, would the Turk, that pest of modern civilization, be able to check the march of the Russian forces? That done, would the Greek Church, with the Russian government behind it, fail to set up its banners upon the walls of Constantinople and so realize the undying hope of Peter the Great?

It is a false reading of signs, and the reading shows that nations as well as individuals, blinded by their own selfish passions and shortsighted policies, will fight against the general good if by so fighting they can prevent another from securing the prize which they can never get, and which, if gotten, would prove to them a curse.

The man who goes into politics, with no possible chance of succeeding, might as well go for a high office, and begin at the top. It is easier to kick a man down than to lift him up.

Because a fool's mouth is always open, a man who keeps his mouth shut is given credit for having great wisdom.

### STAND UP AND BE COUNTED.

Now that the stockholders of the Citizens Telephone Co. have pooled their stock in the hands of three trustees for a period of five years, which precludes the possibility of the plant being gobbled up by the Bell Telephone Co., and preserves the integrity of the institution for the period named, it is in order for the people of Grand Rapids to stand up and be counted, so far as their attitude toward the local telephone movement is concerned. Hundreds of business men have had no relations whatever with the Bell Co. since the Citizens Co. came into the field. When such institutions as the Berkey & Gay Furniture Co., Musselman Grocer Co., Grand Rapids Savings Bank and State Bank of Michigan can throw out the Bell phone and never feel the effects of it in a business way, there is no reason why any business house or private residence in Grand Rapids should not pursue the same course. In fact, the repeated assaults of the Bell Co. on the local undertaking—indecent, underhanded and infamous to a degree never before witnessed in this community—are so frequent and so furious that the retention of the Bell system in this city has resolved itself into a question of citizenship. No man who believes in the policy of encouraging local enterprise and assisting in the growth and prosperity of the community can tolerate in his residence or place of business an article which represents Bell tactics without tacitly admitting that he is a traitor to the town—that while he may prate of his patriotism toward the city of his adoption and point to his contributions in support of local charities and other local interests, he is, nevertheless, casting the weight of his influence with a foreign corporation which has done, and is continually doing, all it can in every possible way, to injure a local institution which was inaugurated by four hundred public spirited citizens for the purpose of wresting the community from the clutches of one of the most grasping monopolies which ever cursed the country.

The time has now come for the people of Grand Rapids to stand up and be counted, to the end that the community may know who are citizens in reality as well as name and who are citizens in name and aliens in reality.

### GENERAL TRADE REVIEW.

The contrast in the conditions manifest in trade this season with those of a year ago is instructive in that at that time there was in evidence a considerable of the boom element, especially in the direction of trade combinations. At that time all records of new corporations were being exceeded and the rush continued until all available capital was absorbed and it became necessary to wait for recovery. The waiting period still continues. There is now so little of combination promoting that it seems to cut no figure in the general situation. Notwithstanding this difference, and the facts that there was then a considerable boom in the grain carrying trade, which is now lacking, and that the summit of prices has been passed in many productions there is now a greater volume of business than a year ago. Thus exports from New York exceed those of a year ago by over a million, notwithstanding the dulness in wheat movement and railway tonnage throughout the country is considerably in excess of last year, also in spite of the adverse grain situation. The only unfavorable

contrast with a year ago is in clearing house reports and this is abundantly accounted for by the vast inflation of the clearing house business.

The weekly output of pig iron was 298,014 tons on February 1, according to The Iron Age, against 294,186 tons on January 1, and the unsold stocks increased during the month 20,390 tons, a report which means that all the increase in output, and somewhat more, has gone into surplus. It is probable that the consuming works, which can stop for a day or two, as the furnaces can not, were really consuming more when fully at work than the report indicates, but that is a fact at all time, and unless exports and imports differed materially from those of December, the actual consumption in manufacture during January was about 563 tons daily less than the opening production and 1,100 tons daily less than the output on February 1. The official report of consumption last year was slightly defective, as the exports and imports in December were not exactly known, and it now appears that with a production of 13,620,703 tons, the quantity actually consumed was 13,778,849 tons, the net exports for the year 188,878 tons, and 158,146 tons besides having been taken from stocks on hand when the year began.

Railroad stocks are learning to walk again without depending entirely on the temper of speculation in "trusts." Earnings are helping, the increase over last year reported by The Financial Chronicle on 99,922 miles being 15.14 per cent. But its figures include Canadian and Mexican roads; the gain on United States roads is 14.1 per cent. over last year and 32.6 per cent. over 1892 on the same roads. With stocks not higher than a year ago and barely 9 per cent. higher than in 1892, such returns justify much confidence, and the reports of an unusual number of prominent roads have recently shown surprising gains. Nor do these appear to be due to the advance in rates, for the east-bound tonnage from Chicago in five weeks has amounted to 684,357, against 607,387 last year, a gain of 12.6 per cent., and 616,376 in the same weeks of 1892, a gain of 11 per cent. Yet the selling to realize profits neutralized the rise in some important roads, and caused the average of prices to decline for the week 18 cents a share.

The new Mayor of Boston has discovered that the employees of the municipal water department used \$17,000 worth of street car tickets during 1889, and has determined to put a stop to such reckless extravagance. The higher employees of the department have not only used the tickets when riding to and from their residences, but have presented them in payment of the fares of friends, and have freely distributed them for political purposes.

Without diminishing a jot from the awful condition of things in South Africa, the people of the United States, remembering their own early history, are more and more inclined to wonder how Great Britain likes it as far as she has got.

The Supreme Court of Connecticut has decided that a furnace is personal property, and may be removed from a building by a due process of law.

People have run to seed trying to plant themselves in the garden of society.



## OPENING IN GERMANY.

It is hardly possible that the men who have made Grand Rapids the head center of the furniture world should need posting in a business in which they have shown themselves experts, but it may be well enough for the Tradesman to remark that Munich, Germany, has an opportunity which should not be lost for building up a large market for American furniture, desks, etc. The Tradesman wishes to add, on its own account, that in the line of school furniture the German exhibit at the Paris Exposition of 1889 was hardly in keeping with modern ideas of convenience and comfort. It must at the same time be remembered that the German mind once made up, it is not an easy matter to change it and that any manufacturing house desiring to secure the German orders must be careful to study the tastes of the givers of the orders. Once the American furniture gets a foothold, the rest will soon follow; and when it is remembered that Munich is the third city in Germany, with a population of almost 500,000 and rapidly growing, it will not be hard to convince the parties interested that it is the man who buys the goods whose tastes and wishes should be respected.

## HISTORICAL JUSTICE.

The war in South Africa has stirred up a multitude of international and racial complications, of which no man can foresee the end.

The great world of humanity shifts and changes from time to time under the determination of forces which are altogether incalculable from any individual point of view. Hitherto the expansion of the power of the Anglo-Saxon race has been apparently just, logical and irresistible. There has been in all history no more evident demonstration of the mission of race than the worldwide conquest of what is called Anglo-Saxon civilization. Just now a halt is called to that advance, and thoughtful men everywhere are asking themselves what would be the result of the arrest of this progress.

If the leadership should pass from the Anglo-Saxon race to any other, what other would take the lead, and what would be the consequences of its supremacy? Heretofore the standard of advance has been passed from one nationality to another, and Assyrian and Greek and Roman nationalities have, in their turn, contributed dominant ideas to the course of civilization. It has happened in the development of history that upon the triumph of democratic ideas has mainly depended the belting of the globe.

Underlying the prevalence of Anglo-Saxon civilization everywhere, the idea of perfect justice between man and man, race and race, has always been the essential condition. Anglo-Saxon supremacy must, in the last analysis, repose upon grounds of high morality. Amid the din of arms, and the confusion of diplomatic subtleties, it must be difficult to adjust the quarrel between the contending parties with absolute justice. But history in the end makes no mistakes. History looks out for its own and preserves the best. It may be that the scepter of empire will pass from Great Britain; but the sway of truth and justice will prove, at the end, universal and invincible.

Nothing is more natural, nothing is more creditable to the generous instincts of human nature, and to the sympathy of individuals and of nations, than the

tendency to side with the weak where any question of right is at issue. There is, perhaps, a disposition to assume, without judicial enquiry, that the weaker party is in the right. The reverse of this generous but doubtful rule is expressed in the rude and ruthless maxim: "Might makes right." The Tradesman would be overhasty, perhaps, if it passed upon this principle without considering the conquest of America—the defeat and subjugation of the savage tribes of this continent.

It is a question whether inferior and savage races of men have a permanent right to occupy exclusively great areas of territory which are required for the uses of a progressive civilization. It is a question whether they ought not, at last, to be cut down as cumberers of the ground. The highest and gentlest humanity pleads long, and must ever plead, for the more merciful rule.

At least one must always ask what ideal and what actual happiness he proposes to supply for the dreams he would dissipate—what actual virtues he would substitute for the evils he tramples out of existence. Does practical statesmanship consider these questions? Does it look beyond considerations of temporary national prosperity and personal renown?

The Boer war is having an unexpected effect in England, namely, in the restriction of business. So many able-bodied men drawn into the army and sent from the country makes a scarcity in the great army of workers that is already felt, and it is evident it will be increasingly felt as the war goes on and fresh levies shall be necessary. Labor conditions in England are based on the pressure of a large force of men. When this is depleted to any considerable extent the amount of work is so great that those available are not equal to it, and there must be a rearrangement of conditions, such as a readjustment of plants and many details that involve time and expense.

Some time ago there was a whisper in industrial circles that more iron would be made in future; that steel was not suitable to some uses. Now there is a loud yell against the steel wire nail—especially the shingle nail—from an unexpected quarter: Several agricultural journals are teeming with correspondence, letters from farmers, declaring that wire shingle nails rust out long before the pine shingle begins to rot. They insist that the wire nail does not last half as long as the old-fashioned cut nail.

Merchants in several Western cities—notably Denver and Kansas City—have been greatly annoyed of late by the activity of a clever feminine shoplifter who plies her vocation with the aid of a false arm. She wears a long cape, the front of which, hanging open, discloses to the unsuspecting salesperson two hands, clasped; but the left hand is of wax. Under cover of the folds of the garment the real left hand seizes upon small articles displayed on the store counters.

How would it do to copy this bit of Germany in the United States? It became a law on Jan. 1 that all business houses, banks included, having an arbitrary firm name shall display outside their offices, in plain lettering, the full names of the directors or proprietors. The idea is to let the public know who the men are behind any business, so that no chicanery can be carried on behind a meaningless name.

## THE GUILTESS FARMER.

Those readers of the Tradesman who read the interesting proceedings of the meeting of the Michigan Grocers' Association, recently held in Grand Rapids, will have no difficulty in recalling the discussion on eggs, nor the testimony given in regard to the guileless practices of the guileless farmer in the handling of that class of merchandise.

For some reason, wholly unknown, the idea prevails that "the honest farmer" is as much a necessity to country home and life as the sweet breath of the blossoming meadows, the gentle murmur of the babbling brooks and the clear bracing air of the early morning. In him centers the human type of the sweet, the clean and the pure—above all, the honest. What he thinks may be simple, but it is conviction. What he says may not be the best expression of grammatical form, but it is easy to be understood, distinctly so. What he does may be faulty but it is the action of the indwelling conviction, the result of the best of intentions and not for a moment to be called in question. In a word, the farmer is the man of men in whom there is no guile; and so, with level eyes and unquestioned integrity, he faces the world.

This reputation comes from a well-known quarter and for a well-known reason: The city has given it to him. Because the country is not up to the countless crooked ways of the town, the town looks with a feeling akin to pity upon the innocent and easily taken in country brother. Like the half-broken colt he shys at the harmless objects that he comes upon. He stands and stares at the street sights. He blows out the gas. He does not know how to ring the door bell. The machinery of the bathroom is too much for him. In a word he is ignorant and innocent and, on account of that innocence, becomes easily the victim of his scheming and unscrupulous city brother. So Jack in the city buys his butter from Honest John who carries on the old farm. He has his eggs from there. Real maple sugar comes only from the homestead maple orchard. Only the apples that suck their flavor from the soil of the old farm and ripen in the sunshine are good enough for him and only they are allowed to grace his table. So Jack likes John and believes in him and so the city likes the good honest ways of the country and believes in it and as easily believes that only the clean and the sweet, the pure and the honest, the true and the guileless, live within the boundary lines of the old farm and that nothing else lives there.

It is easy to see that the dealer who dickers with John does not entertain the same high ideal of that farmer. He has seen him too often with jack-knife and stick in hand to rely too implicitly upon what he says under those and finally under any circumstances. At all events, he does not now swap jack-knives with him, "side unseen." If there is a load of wood at the store door and John brought it, the measuring stick decides the quantity and the buyer waits to see the wagon unloaded before the wood is paid for. If a box of butter is under John's wagon seat, there is a great desire on the part of the purchaser to see that butter and subject it to a rigid examination of sight and smell and taste and touch, with a great regret that the remaining sense can not be made use of. John's wife can make good butter, but Jack's table gets the most of that; and it has been found desirable to test what comes to the store and above all to

weight. Without a thought, now, of detecting any error, John's potatoes and apples are always carefully measured. They are found fault with sometimes, openly and pointedly. Too small ones are apt to get in and rotten ones have to be thrown out and, when the price is fixed, it has sometimes taken a long time to reach an agreement. The egg question has been amply shown up by the discussion and when it was stated as a fact that everybody was familiar with, that candling eggs is the only sure way to protect the dealer from the farmer, it is suggestive that there are farmers and farmers and that brother John is certainly "one of 'em!" It is submitted, then, that there is little need of wasting sympathy upon the farmer on any ground whatever. An examination of the records shows him to be abundantly able to take good care of himself. For ways that are dark and tricks that are vain, like the heathen Chinese, he's peculiar. Man for man, he has no fear of being unable to hold his own in any position in which chance and circumstance may place him. If there has been a time when he has been the sharper's victim, there have been other times when the sharper has been his. If his visit to the city has exposed him to slight and ridicule the indebtedness has been returned with interest whenever the city has come out into the green lanes and fields. He is, in fact, as other men are, good if he can be; bad if he must; and so well known has he now become that even the children of Abraham shrink from an encounter and hardly a man can be found to-day—and certainly no egg dealer—who is ready to believe that there is now upon the face of the earth a human being who can be seriously looked upon as a guileless farmer.

It is to be hoped that a certain branch of manufacture will not be interfered with by the educational interests of the State. At one time it looked much like it. A physical culture teacher has issued an ultimatum, or what seems intended to be that, warning the teachers that they must not wear corsets, and she hopes soon to have the power to enforce her decree. The members of the school board, posted it is presumed by home influences, are against interfering with the personal rights of teachers, although several board members have boldly declared that the corset must go, if it can be shown that that article of woman's apparel is an impediment to the work of education. That if is a tremendous one, and when it is finally overcome two important results may be looked for: There will be no let-up in the manufacture of the corset and the public schools of Detroit will have another teacher of physical culture.

At last the long discussed railroad from Constantinople to the Persian Gulf, giving a new route to the Far East, is to be completed. The Sultan has thrown every possible obstacle in the way of opening up Asia Minor until now and it remains to be seen how long the atrocious barbarism of Western Asia will stand before the invasion of the railroad, the modern civilizer.

Paris takes the lead in the campaign against expectorating in public. A committee of the town council has recommended the putting up of enameled signs in the principal streets and parks with the inscription: "In the interest of the people and to avoid the spread of contagious diseases you are requested not to spit on the sidewalk."

## Shoes and Leather

### Pointed Paragraphs Pertinent to the Shoe Business.

An Eastern manufacturer, in speaking of the conditions of retailers, especially in the Middle States, said: "There seems to be a general complaint that there is no money in the shoe business any more. The trouble with the retailers is that in their anxiety to do business they cut and slash prices until there is no profit left. I have visited towns and found discount sales raging right in the flush of the season, when goods should be bringing a good profit. No wonder the business is not paying."

\* \* \*

As an example of how this plan if persisted in demoralizes business we will cite the following cases coming under our personal observation: A clothing merchant of our town began a discount sale early in the season, giving 25 per cent. off, another followed at 33 1/3 per cent. off, and still another at 40 per cent. off. The public began to think that profits in the clothing business must be great. The next season they held off and waited for the discount sale, which, as they had anticipated, started early.

It soon became an impossibility to sell clothing in this town unless at a big discount. The result was that legitimate business was killed, the merchants were all losing money. They finally got together and agreed to discontinue discount sales altogether, but the clothing business in this town will never again be what it was. The grocers were wiser and several years ago formed an organization, which has grown until it embraces all members of the trade, and their annual picnics, to which the whole town is invited, are looked forward to with pleasure. There are no combinations, no agreement as to prices, just an understanding that each man will ask a fair and legitimate profit on his goods. A feeling of friendliness and good fellowship has been promoted, and consequently the grocers are happy and making money.

Now if shoe dealers throughout the country will only awaken to the fact that cutting and slashing prices does not make business and will endeavor at all times to get a fair and legitimate profit on everything sold, we will soon cease to hear the cry that there is no money in retailing shoes.

Some merchants claim they are unable to get the advance made necessary just now by the increased cost of leather. Why not? People are not going without shoes because they cost 25 cents a pair more. A man never failed yet because he asked a fair and legitimate profit on his goods.

\* \* \*

It is very necessary at the end of each season that the merchant clean up his odds and ends of stock, but this sale should be made late and the public given to understand that the goods offered at bargain prices are the broken lots of the season's stock, and above all things these sales should be advertised and conducted honestly.

It is a fashion of the city department stores to advertise some well-known shoe at ridiculously low prices and even go so far as to put them on display in their windows, but when you go in to get a pair, they are just out of your size in that particular kind, but have something else equally as good and then attempt to sell you something far inferior. This is certainly not good merchandising.

If the department stores persist in this way of doing business it will not be necessary for the regular dealer to invoke the aid of legislation to accomplish their destruction, for unless the people can be fooled all the time, this way of doing business will not pay in the long run.

\* \* \*

We have found that the best way to conduct the semi-annual sale is to pick out and set aside the lot to be disposed of and if possible put one price on the entire lot. In this way a few pairs may go at a little less than cost, but the larger part can be sold at a slight profit; even if we only manage to come out even, we feel that we are ahead, for the stock is not only cleaned up, but we have the money to put back into something that will yield a good profit.—Shoe and Leather Gazette.

### Why He Sells Shoes at a Fixed Price.

E. H. Johnson, of Atlantic City, N. J., thus explains why he sells shoes at a fixed price:

"During the past fifteen years I have been connected with the shoe business I have always observed that most stores, except those selling shoes of one grade and at one price, are run on the plan of a little bunch of every price shoes and complete line of none. They lacked variety and the assortment of sizes the average tasty dresser demands. Before I finally determined on the one-price plan I studied the subject thoroughly both as to the condition of the market to-day and also as to the demand for a shoe that would give the best satisfaction for the least money. My experience assisted me wonderfully in deciding upon the plan I adopted. I have been selling shoes for some time. I know a good deal about shoes; about quality, about wear, about fit, about style and about leathers that go into their manufacture. I knew that a shoe was wanted that would be equal to any \$5 shoe made, but still must not cost that much money. I also was aware that the cheap shoe never gave the satisfaction claimed for it, and this fact is more common to-day than ever. I learned from my experience that the public were beginning to realize that better care must be taken of the feet, which can only be done with better made shoes. A shoe to give ease and comfort, to wear well and retain its shape, must be made of the best leathers and the workmanship the product of skilled shoemakers. The line or grade of shoes I decided upon were those made only from the best tanned leathers in both upper and bottom stock and every pair welt-sewed. Ordinarily these shoes can not be produced under \$4 or 4.50; which is a little high for the masses. To lower the price and still retain the superior quality of the shoes was my next problem. I therefore consulted two prominent builders of high-grade shoes. They became interested in my plans and assisted me in whittling the cost of manufacture. In consideration that they should have all my own orders, which necessarily would be large, and that by buying direct from their factories saved to them their traveling men's expenses and also the commission of agents, these keen-sighted business men reduced the price in a way that enables me to sell the best shoes made for \$3.50. And I can truthfully say that shoes that cost more money are loaded with profit; shoes that cost less can not give satisfaction and are therefore dear at any price.

### The Old Light.

Before 1833, when wooden matches with phosphorus were made in Vienna, people were dependent upon flint and steel to secure a light. The first patent for a phosphorus match in the United States was taken out in 1836 by A. D. Phillips, of Springfield, Mass. For many years people refused to use them, but by 1845 the ill-smelling and clumsy old tinder boxes were generally discarded.

## YOU NEED THEM

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

## WE MAKE THEM

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

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

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

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



## Little Czarina

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

A Quick Seller. Order now.

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

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.



# TRADING STAMPS.

## One Merchant Expresses His Private Opinion.

Written for the Tradesman.

I was sitting in the little office enclosure of a country dry goods establishment, not long ago, when the door opened and a little woman with red hair and keen eyes came bustling in, accompanied by a flurry of snow and a blast of biting wind, and asked in a semi-masculine voice for the proprietor.

The merchant arose and hastened forward to meet her, but she walked so much faster than he did that the conversation which followed took place close to the spot where I was sitting.

"My sister bought me a dress here a short time ago," began the woman, "and clean forgot to ask for the stamps, although I told her over and over to get them. You see, we're saving them up to get one of the clocks they offer down on Canal street. I suppose I can get them now just the same?"

The merchant looked puzzled for a moment and then asked:

"How much did she pay for the dress?"

"Seven dollars," was the quick reply.

"How long ago was it?" was the next question.

"Oh, about a month," snarled the woman, beginning to look excited.

"But I wasn't handling stamps a month ago," said the merchant.

"You were handling them when she bought that dress," was the angry reply, "for she came here to trade almost on purpose to get them."

My friend did not appear to be satisfied.

"What sort of a dress was it?" he asked.

The woman thrust her gloved hand into a pocket located somewhere in the lining of her cloak and brought forth a purse.

"I brought a sample of the cloth with me," she snapped, "although I didn't think you'd just the same as accuse me of lying about it, just for a few old stamps."

She opened the purse as she spoke and produced a shred of some blue woolen fabric.

"There," she said, "did this come from your store or didn't it?"

The merchant took the piece into his hand and examined it carefully, the woman watching his every movement as he did so, standing before him like a vengeance ready to be turned loose.

"I can't say whether we sold that piece of cloth or not," he finally declared. "Every store in the country handles goods of that sort."

The woman closed the steel jaws of her purse like a pistol shot and half turned away.

"John said I wouldn't get the stamps," she snorted, her nose well up in the air. "He said I'd be insulted and accused of lying if I asked for them, and now it's all come true! You can keep your old stamps, and we'll trade with a gentleman the next time we want anything!"

"But, madam, you must understand—"

The dealer wasn't quick of speech and the woman was, so she talked and he didn't.

"I do understand," she almost shrieked. "Don't tell me! I am up to your tricks. Why don't you hand out the stamps when the goods are bought and paid for, instead of waiting to be dunned for them? Don't tell me! You advertise them and don't mean to give

them if you can avoid it. If I couldn't afford to give stamps to every customer, I'd keep out of the business, that's what I'd do! Oh, you may stand there and scratch your head if you want to! If you scratch it until you see any more of my money, you won't have any hair left! Don't tell me!"

Before the merchant could get a word in edgewise the woman bounced out of the door, leaving it wide open behind her. My friend closed it, and walked back to where I was sitting.

"Do you think that was a case of fraud?" I ventured.

"I am certain of it," was the reply. "Yes, she bought the goods at some other store and came here to swindle me—in a small way, of course, but still to swindle. If she was ever in the store before I do not know it, and I know the people about here pretty well. I am sick of the whole stamp system!"

"Is it ever absolutely necessary to engage in it?" I asked.

"Oh," was the smiling reply, "I get talked into it now and then. Some smooth fellow comes along and I am caught before I know it."

"There are plenty of smooth men traveling through the country," I suggested.

"Smooth is no name for it," was the reply, "and dealers in all lines get into all sorts of trouble because of them. I'm going to throw the next smooth man out before he has a chance to say a word. Now, take the case of that woman. I have made an enemy, and she'll talk and talk about my being a swindler while I'm asleep. If she had kept her temper I would have given her the stamps, although I knew it wasn't honest."

"She hit you hard," I said, "when she talked about your not giving stamps with every deal without waiting to be asked for them."

"Of course she did," was the reply; "but I could hardly afford to do that. The stamps I am handling cost me about 4 cents on the dollar. What's the use of my giving 4 per cent. of my receipts to regular customers? That would mean about \$15 a week. No, I can't do that. And, still, there is sense in the woman's idea that all should be treated alike. Confound the stamp business!"

The merchant mused a moment and then continued:

"The fact of the matter is, we are all after every dollar's worth of good trade that we can get, and this stamp business holds out inducements which are hard to resist. For instance, the fellow who played me for a greeny this time had it all figured out that if I went into his scheme I'd get about half the trade now enjoyed by my competitors."

"Have you received any of it?" I asked.

"Oh, I've had a little catch trade here and there, but my regular customers are the ones who are getting the stamps. And the beauty of it all is that while one smooth man is working me, showing how I can get the trade of my rivals, his partner or some other smooth man's partner is showing my rivals how they can get my trade. So they play us, one against the other—they make the money and we are losers every clip. I think I'll kill the next stamp man who comes into the store."

The merchant was called away to wait on a customer and "the incident was closed," as the papers say, but I have an idea that he has the stamp business figured down fine. So far as my observation goes, merchants who desire to increase their business can do it in legitimate channels, without supporting a lot of fellows who go about the country seeking whom they may devour.

Alfred B. Tozer.

# The Imperial Gas Lamp

Fully covered by U. S. Patents

The Imperial Gas Lamp is acknowledged to be the most handsome fixture on the market.

The Imperial Gas Lamp has fully established itself as the most economical. It burns gasoline.

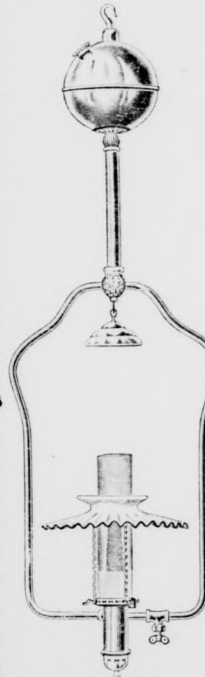
The Imperial Gas Lamp has proven its light to be the most brilliant, most steady and most satisfactory.

The Imperial Gas Lamp is generally conceded to be the best value, all things considered. Satisfaction assured.

Write for catalogue.

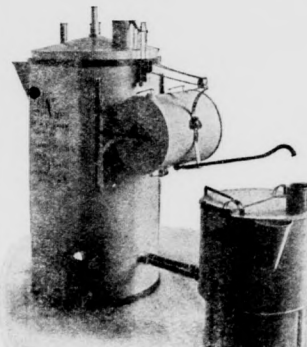
The Imperial Gas Lamp Co.,

132 and 134 Lake St.,  
Chicago, Ill.



No. 101.  
Price.....\$1.50

# The Cline Acetylene Gas Machine



Are you interested in Acetylene Lighting? If so, write us. The Cline Machine has stood the test of two years' service. It is perfectly automatic. There are no valves in its construction. Has compartment Generator. There is absolutely no loss of gas through the blow-off. If you want the best, up to-date machine, write the

Alexander Furnace & Mfg. Co.,  
Lansing, Mich.

# Excelsior Bolts Wanted

We are in the market for 1,000 cords of Basswood Excelsior Bolts, for which we will pay spot cash on delivery. For further particulars address



83 to 97 Sixth Street, Grand Rapids, Michigan.





"Mrs. Greenley. They live on this same street at the other end. Her husband is in business down town somewhere. What made you think of that woman?"

"There was a customer in the store this morning who reminded me of her. Have we ever seen a photograph of her?"

"Yes. Don't you remember returning that traveling man's call—what's his name? Halcomb! that's it—and while we were waiting for them to come in you picked up the photograph and said, 'If that woman's face doesn't ache before night with that smile on it I miss my guess.' She didn't buy anything, did she?"

"I don't know."

"I guess she didn't. I guess she just came in to 'hello' some of the clerks. It seems to me, when a woman has a husband and children, she'd better not try to fascinate young men."

"Well!" thought Griswold as he sat down to his after dinner cigar and evening paper, "begins to look as if I was on the right trail. I wonder now if I can't follow up Brinsmade's hint and find him among his mates. It's wool-puller against wool-puller, so here goes."

A few days after, the manager at Brown & Gray's, sauntering past the men's furnishing goods counter and finding the man in charge waiting for customers, said, "I noticed the other day that you took the Dorchester car. Live out that way?"

"Yes, I can get better accommodations at less rates farther out, and so I'm making the most of them. I'm in my own room for the most part when I'm not here. A fellow with a moderate salary has to look out for the dimes and I'm not a society man. Why couldn't you come out some evening and have a smoke with me—I'd like to have you?"

"All right, I will. Were you going to be at home to-morrow evening?"

"Yes; always am."

"I'll come."

Griswold kept his engagement. He found his clerk pleasantly housed in the suburbs. A coal fire glowed on the hearth, a Welsbach kept the darkness at a long distance, a big Turkish leather chair held out its stuffed springy arms invitingly to him, a miniature oaken barrel filled with cigars and flanked by match-case and ash-tub stood on a stand close by and a footrest within easy reach completed a picture of solid comfort that went straight to Griswold's heart.

"It's hardly conventional, Bliss, but I guess you'll have to let me take my coat off before I take possession of that chair. There! Now I'll reduce these cigars and place this footrest a trifle nearer my pedal extremities and proceed to enjoy my surroundings to the utmost," and he began to carry out his threat.

He made the most of every comfort and each one of them confirmed the opinion that Brinsmade was a something fool; that the boy had been maligned; that he wasn't such a tremendous sinner after all, and that if the fellow did swear when he felt like it he didn't know whose business it was—d—d if he did!

He had got this far in his conclusions about the time that he had drained his second glass of sweet cider—a favorite drink—and got his second cigar fairly started. Then his head settled back against the yielding chair and he began to take in detail the appointments of the room. Everything the eye rested on

met Brinsmade's approval. There were fine pictures, but not too many. Bits of color were placed where most effective. The disposition of the young fellow's photographs was unique—clustered in a Maltese cross, and—thunder and guns! there in the very middle, occupying the most conspicuous place, as if it were the dearest of all, was the photograph they had seen at that traveling man's house, made up of that woman's face and the bare neck and arms and plump fingers with the big pearl ring on the middle one!

For an instant Griswold couldn't breathe; his cigar choked him. The drink of cider he took for relief went the wrong way and strangled him. Finally he got control of himself and settled down to a study of Bayne Bliss' face. He kept him talking, with an occasional leading question. The boy knew all about the races and the theater and the fighting matches. "Gad" and "damned" slipped in often enough to make Griswold glad that he didn't take Brinsmade's bet. Several stories which Griswold wouldn't care to repeat to his wife had an airing and the atmosphere as the evening wore away, seemed, through the smoke, to radiate from the photograph as a center.

The end of the second cigar was the end of the evening. The manager expressed himself as having passed a most successful (!) one and he left time enough to catch the ten o'clock car. He puffed vigorously at a freshly lighted cigar and, burying his head in the up-turned collar of his ulster, thus communed with himself on his way home:

"Brinsmade was right. That fellow has fooled me, I'll admit, and has made his brag of pulling the wool over my eyes so completely that I can't see anything. What had I better do about it? Let him go on or get rid of him? I'll let him go on. I'll see how long it will be before he finds out that I'm on to him; and I'll see how much I can reduce his three years' fun at my expense. With the wool off my eyes, thanks to Brinsmade, I'll try to get even with the imp and then let him go."

As an historian I have to state that Griswold balanced the account with the fellow within less than a year.

Richard Malcolm Strong.

#### Be Liberal With the Local Newspaper.

An advertiser ought to be on the best possible terms with the newspapers of his town. He can't afford to be penny wise and pound foolish. He ought to know personally every newspaper proprietor and employe with whom he does business. He ought to be liberal with them. He ought to put every one of them under obligations to him. Every store is constantly doing things that are of interest in a news way, and every item of that kind that has any reference, direct and indirect, to the store, ought to find its way into print. If there is the right sort of feeling between the store and the newspaper, and the merchant has enterprise enough to attend to it, it will. I know of a store that has one or more news items concerning it published every week. One week it's about an excursion of employes; another, a big painting or map on exhibition in its window; another, about something its advertising manager has done; another some present it has made the soldiers in camp; another, personals about the heads of departments who have gone East or to Europe—and so on, week in and week out. They are liberal advertisers in the regular way, to be sure, spending money and lots of it with the newspapers—but they are far-sighted enough to keep in close touch with the papers, and in return they get a kind of treatment and a grade of publicity that no close-fisted acumen would purchase.

## Crockery and Glassware

### AKRON STONEWARE.

#### Butters

1/2 gal., per doz.	45
1 to 6 gal., per gal.	5 1/2
8 gal. each	48
10 gal. each	60
12 gal. each	72
15 gal. meat-tubs, each	1 05
22 gal. meat-tubs, each	1 40
25 gal. meat-tubs, each	2 00
30 gal. meat-tubs, each	2 40

#### Churns

2 to 6 gal., per gal.	6
Churn Dashers, per doz.	84

#### Milkpans

1/2 gal. flat or rd. bot., per doz.	45
1 gal. flat or rd. bot., each	5 1/2

#### Fine Glazed Milkpans

1/2 gal. flat or rd. bot., per doz.	60
1 gal. flat or rd. bot., each	5 1/2

#### Stewpans

1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball, per doz.	1 10

#### Jugs

1/2 gal., per doz.	50
3/4 gal., per doz.	40
1 to 5 gal., per gal.	6

#### Tomato Jugs

1/2 gal., per doz.	50
1 gal., each	6
Corks for 1/2 gal., per doz.	20
Corks for 1 gal., per doz.	30

#### Preserve Jars and Covers

1/2 gal., stone cover, per doz.	75
1 gal., stone cover, per doz.	1 00

#### Sealing Wax

5 lbs. in package, per lb.	2
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#### FRUIT JARS

Pints.	4 50
Quarts.	4 75
Half Gallons.	6 50
Covers.	2 00
Rubbers.	25

#### LAMP BURNERS

No. 0 Sun.	35
No. 1 Sun.	45
No. 2 Sun.	65
No. 3 Sun.	1 00
Tubular, No. 1.	45
Security, No. 1.	60
Security, No. 2.	80
Nutmeg.	50

#### LAMP CHIMNEYS—Seconds

Per box of 6 doz.	
No. 0 Sun.	1 45
No. 1 Sun.	1 54
No. 2 Sun.	2 25

#### Common

No. 0 Sun.	1 50
No. 1 Sun.	1 60
No. 2 Sun.	2 45

#### First Quality

No. 0 Sun, crimp top, wrapped & lab.	2 10
No. 1 Sun, crimp top, wrapped & lab.	2 15
No. 2 Sun, crimp top, wrapped & lab.	3 15

#### XXX Flint

No. 0 Sun, crimp top, wrapped & lab.	2 75
No. 1 Sun, crimp top, wrapped & lab.	3 75
No. 3 Sun, crimp top, wrapped & lab.	3 95

#### CHIMNEYS—Pearl Top

No. 1 Sun, wrapped and labeled.	3 70
No. 2 Sun, wrapped and labeled.	4 70
No. 2 Hinge, wrapped and labeled.	4 88
No. 2 Sun, "Small Bulb," for Globe Lamps.	80

#### La Bastie

No. 1 Sun, plain bulb, per doz.	90
No. 2 Sun, plain bulb, per doz.	1 15
No. 1 Crimp, per doz.	1 35
No. 2 Crimp, per doz.	1 60

#### Rochester

No. 1 Lime (65c doz.)	3 50
No. 2 Lime (70c doz.)	4 00
No. 2 Flint (80c doz.)	4 70

#### Electric

No. 2 Lime (70c doz.)	4 00
No. 2 Flint (80c doz.)	4 40

#### OIL CANS

1 gal. tin cans with spout, per doz.	1 40
1 gal. galv. iron with spout, per doz.	1 75
2 gal. galv. iron with spout, per doz.	3 00
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 25
5 gal. galv. iron with faucet, per doz.	5 50
5 gal. Tilting cans.	7 25
5 gal. galv. iron Nacefas.	9 00

#### Pump Cans

5 gal. Rapid steady stream.	8 50
5 gal. Eureka, non-overflow.	10 50
3 gal. Home Rule.	9 95
5 gal. Home Rule.	11 28
5 gal. Pirate King.	9 50

#### LANTERNS

No. 0 Tubular, slide lift.	5 25
No. 1 B Tubular.	7 50
No. 13 Tubular, dash.	7 50
No. 1 Tubular, glass fountain.	7 50
No. 12 Tubular, slide lamp.	14 00
No. 3 Street lamp, each.	3 75

#### LANTERN GLOBES

No. 0 Tub., cases 1 doz. each, box, 10c.	45
No. 0 Tub., cases 2 doz. each, box, 15c.	45
No. 0 Tub., bbls 5 doz. each, per bbl.	2 00
No. 0 Tub., bull's eye, cases 1 doz. each	1 25

# Advertised By Its Friends

There may be more ways than one to get trade, but there is only one way to keep it. Low prices and good advertising are drawing cards. They bring people to a store and those who are satisfied come again. A store is patronized and advertised by its friends.

Henry Irving plays to full houses at from two to five dollars a seat because theatergoers like his acting and are willing to pay his prices. Seeing him once creates a desire to see him again. He is advertised by his friends.

The same principle applies to an article of merchandise. If it suits housekeepers they continue to use it and advise their friends to do the same. CERESOTA FLOUR is its own best advertiser. Every sack used creates a demand for more. Its friends recommend it to their friends. CERESOTA costs a trifle more than other flours, but the increasing demand is proof that consumers think it is worth more. Give your customers an opportunity to try CERESOTA, and it will speak for itself.

Olney & Judson  
Grocer Company,

Western Michigan Distributors,  
Grand Rapids, Mich.

The Northwestern Consolidated  
Milling Company, Minneapolis.

## The Buffalo Market

Accurate Index of the Principal Staples Handled.

Beans—Owing to light supply and steady advance in prices buyers have not taken hold actively. Still the feeling is firm on all grades: Marrows, fancy, H. P., \$2.40@2.50; marrows, screened, \$2.15@2.25; Medium, fancy, H. P., \$2.20@2.25; medium, screened, \$2.00@2.10; pea, fancy, H. P., \$2.20@2.25; pea, screened, \$2.00@2.05; red kidney, \$2.00@2.25.

Butter—Fancy creamery, dairy and rolls were easily disposed of, with sellers asking more than quoted as a rule. We believe prices will rule at about quotations for the present or with possibly some improvement as soon as the Lenten demand begins.

Creamery, Western extra, 25½c; creamery, Western extra, firsts, 23½c; creamery, State and Pennsylvania extra, 24½c@25c; creamery, State and Pennsylvania extra, choice, 22½c@23c; creamery, State and Pennsylvania extra, fair to good, 20½c@21c; creamery, imitations, 16½c@18c; creamery, ladles, 15½c@16c; dairy, extra State, 22½c@23c; dairy, Western extra, 21½c@22c; dairy, choice, 20½c@21c; dairy, fair to good, 16½c@18c; dairy, common, 15½c@16c; crock butter, fancy, 21½c@22c; crock butter, fair to good, 15½c@18c; Renovated, 21½c@22½c; rolls, fancy, 18½c@19c; rolls, fair to good, 16½c@17c.

Cheese—Market quiet, supply fair of fancy full cream and light of common to fair.

Full cream, small, fancy, 13c; fair to choice, 11½c@12½c; skims and partly skims, 10½c@11c.

Eggs—Steady decline owing to heavy receipts and light trade. Buyers refused to take hold on a declining market. The general opinion is that prices have reached bottom. Cold storage here especially unsettled, lower grades being unsalable. New laid, fancy (nearly), per doz., 14½c@15½c; Western and Southern, strictly fresh, 14c; cold storage, fancy, 9½c@10c; cold storage, good to choice, 8½c@9c; No. 2, per doz. 5½c@6c.

Dressed Poultry—This has been one of the best markets in the country for the past month; supply at no time was sufficient to supply the demand, particularly for fancy small turkeys and straight lots of chickens. Ducks are very scarce and only a few geese arrived. Trade this week opened easy owing to warm weather and prices are easy to-day. Turkeys, fancy, small, 13c; turkeys, large, young, 11½c@12c; turkeys, good to choice, 11½c@12c; turkeys, thin and coarse, 9½c@10c; turkeys, Old Toms, 9½c@10c; turkeys, poor order, 8½c@9c; capons, large, fancy, 15c; capons, medium fancy, 14c; capons, small and slips, 12½c@13c; chickens, choice to fancy, 11½c@12½c; chickens, fair to good, 10½c@11c; chicks and fowls, mixed, 10½c@11c; fowls, choice to fancy, 10c; fowls, poor to good, 8½c@9c; old roosters, 7½c@8c; ducks, choice to fancy 13½c@14c; ducks, poor to good, 11½c@12c; geese, fancy, 10½c@11c; geese, fair to good, 8½c@9c.

Live Poultry—Active demand and market stronger for the best offerings. Receipts were slightly heavier at the close of last week but everything was sold.

Turkeys, choice to fancy, 10½c@11c; chickens, fancy, 10c; chickens, fancy, fair to good, 9½c@10c; chickens and fowls, mixed, 9½c@10½c; fowls, fancy, 9½c@10½c; fowls, poor to good, 8½c@9c; ducks, fancy, per pair, 80c@81c; ducks, small and medium, per pair, 65c@75c; ducks, old, 9½c@10c; geese, each, 65c@80c; pigeons, per pair, 20c@25c.

Apples—Trade is not as satisfactory as holders expected and quotations on fancy are considered somewhat above the actual selling prices, except in small way. Lower grades are in abundant supply and weak. Spitzenberg, fancy, \$3.50; Northern Spy, fancy, \$3.25; King, fancy, \$3.25; Baldwins, fancy, \$3.25; Greenings, fancy, \$3.25; Ben Davis, fancy, \$2.75@3; No. 1, all varieties, \$2.25@2.50; seconds, all varieties, \$1.50@2; common, \$1@1.25.

Cranberries—Fair trade and light receipts. C. C., bbl., extra large, \$7@8;

good to choice, \$5.50@6.50; poor to common, \$4.50@5; C. C. crates, 2.50@2.75; good to choice, \$1.75@2; soft, \$1@1.25.

Fruits—Fair demand for oranges. Lemons dull. Bananas too high for active trade. Lemons, Messina, fancy, box, \$2.50@2.75; Messina, choice, \$2.25@2.50; common, \$1.50@1.75. Oranges, Florida, 150-200, \$3@3.50; Florida, 96 to 112, \$2.25@2.50; California navels, fancy, \$2.75@2.85; navels, choice, \$2.40@2.65; California, seedlings, 1.50@1.75. Grape fruit, Florida, 48 to 64, bright, \$9; Florida, 80 bright, \$7.50@8.50; Florida, 96 bright, \$7@7.50; California, \$4@5. Bananas, selected, \$1.75@2; No. 1, \$1.50@1.75; 8 hands, \$1.25@1.35; No. 2, 75c@81c. Grapes, Malaga, extra fancy, \$8@9; fancy, \$6@7; good to choice, \$4.50@5.50. Strawberries, per quart, 40c@60c. Potatoes—Farmers are supplying a large proportion of the demand and as the quality is especially fine little business can be done in ordinary stock from store. Fancy Western, however, would bring quotations if here.

Sweet Potatoes—Easy; liberal supply.

Potatoes, No. 1 rural and white stars, 52½c@55c; No. 1 hebrons and other red, 50½c@52c; fair to good of all kinds, 47½c@50c; mixed, 45c@50c; Bermuda, per bbl., \$6@7; Jersey, per bbl., D. H., \$3@3.25; Jersey, cloth top, \$2@2.25; small and medium, per bbl., \$1.50@1.75; fancy, ½ bbl. box, \$1.50@1.75; fancy, bu. box, \$1.20@1.25; medium, bu. box, 75c@81c.

Onions—Offerings are liberal and with only fair demand there is no strength to the market at present. Yellow, fancy, 40c@42c; yellow, fair to good, 35c@38c; red, fancy, 40c@42c; white, 50c@60c; green, per doz. bunches, 7c@9c; Bermuda, \$2.35@2.50; Havana, \$2.15@2.25; Spanish, per crate, 1.50@1.75.

Celery—Scarce and in good demand. Selected, doz. stalks, 50c@60c; fancy, per doz., 35c@40c; good to choice, 25c@30c; common small, 12c@18c; New Orleans, per doz., 20c@50c.

Vegetables—Cabbage of grades of choice quality scarce and firm; small stuff plenty. Squash dull and weak. Other vegetables in fair supply and only steady.

Cabbage, per ton, Danish, fancy, \$22@24; fair to good, \$12@16; per bbl. 65c@81c. Carrots are bringing per ton, \$8@9. Cucumbers, hot house, per doz., \$1@1.75; New Orleans, per doz., \$1@1.50. Beans, wax, New Orleans, bu. box, \$3@3.50; green, New Orleans, bu. box, \$3@3.50; Florida, green, \$3@3.50. Beets, New Orleans, per sugar bbl., \$3@4; Beets, New Orleans, per sugar bbl., \$3@4; old, per bushel, 30c@40c. Cauliflower, California, per crate, \$1.75@2.50; home grown, per doz., 75c@81c. Lettuce, fancy heads, per doz., 50c@60c; per bundle, 15c@20c.

## D. Boosing

General  
Commission  
Merchant

SPECIALTIES

Butter Eggs  
Poultry Beans

Correspondence solicited.

154 Michigan Street,

Buffalo, New York.

REFERENCES

Dun's Agency,  
Bradstreet's Agency,  
Bank of Buffalo.

## MACKEY & WILLIAMS,

Dealers in

BUTTER, EGGS, CHEESE, POULTRY, ETC.

62 W. MARKET & 125 MICHIGAN STS.

BUFFALO, N. Y.

Demand excellent for poultry and roll butter.

Be careful on eggs, market declining.

REFERENCES: The City National Bank, Buffalo; Berlin Heights Banking Co., Berlin Heights, Ohio; National Shoe & Leather Bank, New York; Dun & Co. and Bradstreet Agencies.

Members of Produce Exchange. Established 1887. Long Distance Phone Seneca 1081.

## 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.

ESTABLISHED 1876.

## CHAS. RICHARDSON

GENERAL  
COMMISSION  
MERCHANT

Wholesale Fruits, General Produce and  
Dairy Products.

58 AND 60 W. MARKET ST.

121 AND 123 MICHIGAN ST.

BUFFALO, N. Y.

Unquestioned responsibility and business standing. Carlots a specialty.

## J. W. LANSING,

WHOLESALE DEALER IN

BUTTER AND EGGS

BUFFALO, N. Y.

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

REFERENCES:

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

Dun or Bradstreet.  
Michigan Tradesman.

## 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.



## Fruits and Produce.

### Butter, Egg and Poultry Situation in Gotham.

A receiver who handles a great many Southern eggs called me into his store as I was going by the other day to show a lot of stock which he had just received from Tennessee. The eggs were shipped in a live poultry car, and were in anything but attractive condition. Many of the cases were wet, and the moisture had frozen over the tops and bottoms of the cases; many of them were covered with poultry dung, and the stock was badly frozen.

Evidently Southern shippers often put eggs in with live poultry in order to get a full car rate, but we are inclined to think that they really lose money by it, owing to the bad effect on the stock both in winter and summer.

\* \* \*

The recent export movement in eggs from this country to British and Continental ports brings up an interesting speculation as to the chances for establishing a permanent outlet in that direction for a part of our surplus production. Of course the conditions leading to the recent movement have been more or less accidental and cannot be taken as indicating any satisfactory export trade in the future, because the goods have gone out at prices which net a serious loss to the original owners. But there is every indication that egg production in the United States has become so large as to give a surplus, under average weather conditions, unless prices average very low throughout most of the year; and if the excessive spring production is obtained for storage at the lowest price at which stock will be marketed it is quite possible that more or less export movement might be profitably inaugurated. The winter in Europe has been relatively much more severe than in this country and the egg markets of Great Britain have been lightly supplied, leading to an unusually high range of prices. Here, prices for refrigerator stock have been abnormally low owing to the excessive quantity carried over from last year's crop and the movement abroad recently noted may therefore be considered as abnormal. But if spring prices for fresh eggs are permitted to fall to about 9¢@10¢ at the seaboard, as they should to insure reasonably healthy conditions—storing less here and selling in consumptive channels a larger part of the production during its height—there is a possibility that foreign outlet could be secured with some regularity either in the spring or for fine held stock late in the fall. Some say that English people will not take refrigerator eggs at any decent price—that they know only fresh eggs and limed and want no storage eggs. But it is quite probable that at a very moderate price good sweet refrigerators would find custom there as they do here, at least among the cheaper class of trade; in fact, this is indicated by the satisfactory sale of many of the recent shipments when arriving out in fine order. For any permanent export trade our cases will have to be made stronger and heavier. English buyers like the 30-do. case very well, but the present style in use here is not strong enough to stand the handling given by ocean transportation lines and many lots are said to have arrived abroad in bad condition in consequence.

\* \* \*

My attention was called to a matter which is likely to be a source of trouble

between the creamery and the receiver here. A shipment of butter that arrived one day last week was packed with the evident intention of deceiving someone and getting pay for more butter than the creamery was entitled to. In each tub there was a very thick layer of salt on the bottom, but especially around the lower edges of the tub. The butter was packed on top of this salt, and its presence was concealed until the butter was stripped. In the meantime the salt and water had frozen solidly, and when the tubs were taken off there was 1 to 2 pounds of salt that had to be removed before a fair test of the weight of butter could be secured. If the salt had been in only one or two of the tubs some reasonable excuse might have been given, but all the tubs in the shipment were practically alike. If it was a trick for the accomplishment of some design it will fall very wide of the mark, for the house that received the goods is one of the best in the trade, and they are disposed to sift the matter to the bottom.

\* \* \*

I happened into another butter store when a lot of goods was being shown to a jobber, and I was attracted by the unusual amount of paper that was folded over the top of the butter. In some cases the paper covered nearly one-half of the butter, and the cap cloth had to be nearly removed from the tub in order to try the butter. On enquiring as to the cause of this, I was told that the tubs were of smaller size and nearly one inch shorter than what is known as the standard Elgin style. Allowance for this had not been made, and the paper linings extended too far over the top. When tubs of this size are used it would be better to let the linings lap more on the bottom. The paper should not fold over more than one inch on top.

\* \* \*

A car of live poultry came in one day last week without curtains. At the time car arrived weather was down close to zero, and a heavy wind was blowing. Naturally the stock suffered considerably, with a large proportion dead from exposure. Shippers should look after these details if they wish to secure a profit on their consignments.—New York Produce Review.

### Kind of Words Which Carry Conviction.

I once listened to a preacher who pounded the pulpit vigorously, who gesticulated frantically, who shouted at the top of his voice, who grew red in the face with excitement, and who yet did not influence his audience even a little bit. I listened to another preacher who, while evidently greatly in earnest, was quiet and reserved in his bearing; he gesticulated not at all; he had none of the so-called graces of the orator; and yet at any time during his discourse one could have heard a pin drop, so interested were the people. One of these preachers lacked the knowledge of human nature possessed by the other. So it is with advertisements. Some of them rip, roar, and rant; they riot in big type and extravagant language; they bristle with superlatives and—convince no one. Indeed, the impression left on the mind by these sorts of advertisements is distinctly unfavorable. There is so much about them so evidently untrue that you end by disbelieving all. It is plain, straight, modest, honest-appearing words, whether written or spoken, that carry conviction.—Gibson.

If the average shipper used more good sense in consigning his goods he would have fewer losses.

# 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.



Highest Market Prices Paid. Regular Shipments Solicited.

98 South Division Street,

Grand Rapids, Mich.

# 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 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.

TRY IT! IT'S GOOD.

QUALITY GUARANTEED.

Made from selected Apples, Granulated Sugar and Pure Spices.

"V. BRAND C."

**MICHIGAN APPLE BUTTER**

VALLEY CITY SYRUP COMPANY  
GRAND RAPIDS, MICH.

SEE QUOTATIONS IN PRICE CURRENT.

**LAUHOFF BROS.**

take pleasure in announcing to the retail merchants of Michigan that their representative will call soon to explain the merits of their new food products,

**Flaked** { **Peas**  
**Beans**  
**Rice**

Our selling representative for Western Michigan is E. H. Moore, of Grand Rapids.

## The Meat Market

### Two Methods of Curing Pork.

There are two methods of curing the hams, shoulders and bacon—the brine or the dry salt method. The brine method is used in all the large packing houses and probably on the majority of farms because it is simpler and requires less labor and attention. The common practice is to immerse the meat in brine for from four to six weeks. Whichever method is used the hogs should be allowed to cool thoroughly before being cut up. Experience has taught me that many hams are spoiled by being put into the brine before they are thoroughly cooled out. The meat should be kept from freezing, but as cool as possible, for at least twenty-four hours after killing, and forty-eight is better. Select a new barrel or tub or one which has been previously used for pork, and after trimming the hams, shoulders and bacon, weigh and pack tightly.

To every 100 pounds of meat 7 pounds of fine salt, 5 pounds of sugar, 1½ ounces of saltpeter and four gallons of water. Mix and boil, unless pure, fresh rain water is used, and skim until all dirt or scum is removed. When cooled pour this brine over meat, on which put a weight to keep it immersed. Should any taint or scum be noticed on the brine after a few days the meat must be removed and thoroughly washed in clear water, the brine boiled and the barrel scalded or a new one procured. After ten days or two weeks the meat should be removed and repacked so that all parts of it may become salted. If a piece of steel or long knife is run in along the bone in the hams and shoulders it will insure uniform salting. For light hams and bacon four weeks of salting is none too long, and for heavy hams and meat that is wanted for keeping through the summer, six to eight weeks is required. After the meat has been salted sufficiently remove from the brine and hang up to dry before starting the smoke. The meat should be lightly sprinkled with black pepper after thoroughly draining.

The method of dry salting is a very satisfactory one and gives the perfection of the fine, sweet, nutty hams. It is commonly employed where one is in a hurry to cure the meat to use and does not care to buy a barrel or tub to cure a small quantity. The celebrated Virginia Smithfield hams are cured in this way, and by the following formula given by E. M. Todd, which I can fully endorse after giving it a thorough trial:

1. The hams are placed in a large tray of fine Liverpool salt, then the flesh surface is sprinkled with finely ground, crude saltpeter, until the hams are as white as though covered by a moderate frost—or say use three or four pounds of the saltpeter to the thousand pounds of green hams.

2. After applying the saltpeter, immediately salt with the Liverpool fine salt, covering well the entire surface. Now pack the hams in the bulk, but not in piles more than three feet high. In ordinary weather the hams should remain thus for three days.

3. Then break bulk and resalt with fine salt. The hams thus salted and resalted should now remain in salt in bulk one day for each and every pound each ham weighs—that is, a 10-pound ham should remain in ten days, and in such proportion of time for larger and smaller sizes.

4. Next wash with tepid water until

the hams are thoroughly cleaned, and after partially drying, rub the entire surface with finely-ground black pepper.

5. Now the hams should be hung in the smokehouse, and this important operation begun. The smoking should be very gradually and slowly done, lasting thirty or forty days.

6. After the hams are cured and smoked they should be re-peppered to guard against vermin, and then bagged. These hams are improved with age, and the Todd hams are in perfection when one year old.

For small lots I have used to 100 pounds meat six pounds fine salt, two pounds brown sugar, four ounces fine saltpeter and four ounces black pepper. Mix thoroughly and rub in well all over the meat and especially around the bones. Repeat this twice at intervals of several days of a week, when the meat will be found to be well salted. Be sure the salt is dry and hot when it is applied, for the meat will take it better than if it is damp.

Now comes the smoking, which is fully as important as the curing. Hang the meat in a tight smoke house, the tighter it is built the quicker and more uniform the smoke will be. Green hickory is the best wood to use, although hard maple is good. I cut the wood in small pieces and use an old milk pan or iron kettle to hold the fire. Build a fire of shavings and corn cobs and when well started put on several pieces of wood and cover with another pan or something of the kind. If the cover is set just over the edge enough draft is caused to make the wood smoulder and smoke without giving out much heat. Never smoke on a windy day because the wind will drive the smoke to the leeward side of the house. A light, uniform smoke should be maintained until the meat assumes a beautiful, glossy brown; a heavy dark brown is not desired. This will take from four days to a month, depending on the quantity of meat and the tightness of the house. Meat cured and smoked as above described will be sweet, juicy and keep well, and if it is the proper kind at killing time will be found the perfection of excellence. Edwin C. Powell.

### The Autobiography of an Oyster.

I am born without jaws or teeth, but I've got fine muscles, liver and a heart. In each year of my life I produce 1,200,000 eggs; each of my children is 1-120th of an inch in length; so 2,000,000 little ones can be crowded into a space of one cubic inch.

I am ready for the table in from one to five years after birth. You will never find me in cold parts of the world. I dislike cold. In Ceylon I sometimes grow to a foot in length. One of me there makes a stew, when I am half a foot broad. I am not of much account in England, unless I am imported there from America. It makes me very sad to think of fetching up in the Strand—I who was discussed by Tiberius and Julius. I have been the cause of much bloodshed. Men fight fierce battles for me all along the American coast, the Italian coast, and the coasts of Kent and Essex.

If you eat me raw you are not at all likely to regret it, for I am, in a raw state, very nutritious and easily digested. As a fry, I am inclined to be uninteresting and heavy. So few know how to fry me. I am about the only animate thing that can be eaten with impunity in a raw state. Parasites can not exist in me as they can in chops

and steaks and fruits. I am a pretty good friend to man. And to woman. Look at the pearls I've given her. Thackeray has compared me in a raw state to a new baby. Yet I never kept him awake nights.

I'm not half bad in a stew; but as a roast in the shell all the poetry in me comes out. Then I sizzle with emotion, in butter, red pepper, and a little sauce. The clam is like the driver of a hansom cab then—not in it with me. The clam! That commonplace fellow! I avoid him as much as possible. I am not a snob, nor yet a cad, but I really must not be expected to fraternize with the clam, nor can I discuss him. The line must be drawn. He's not in the Four Hundred. I am. Blue Pointe.

### Justifiable Homicide.

Magistrate—Why did you commit this unprovoked assault?

Prisoner—I wanted to get my picture in the papers.

Magistrate—Well, will you be good if I let you go?

Prisoner—I am afraid not. I now want to kill the artist who made the picture.

## For Sale

Pure Buckwheat Flour.  
Belleville Roller Mills.  
Write for lowest price.

James G. Coomer,  
Belleville, Mich.

## 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

## Geo. N. Huff & Co.,

WHOLESALE DEALERS IN

Butter, Eggs, Poultry, Game, Dressed Meats, Etc.

COOLERS AND COLD STORAGE ATTACHED.

Consignments Solicited.

74 East Congress St., Detroit, Mich.

## WANTED

We are always in the market for Fresh

BUTTER AND EGGS

36 Market Street.

R. HIRT, JR., Detroit, Mich.

## All Grades of Dairy Butter

Bought at a stated price on track. If you have any to offer write to-day for prices and particulars.

Stroup & Carmer,

Citizens Phone 2530

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

# ..OYSTERS..

IN CANS AND BULK.

F. J. DETTENTHALER, Grand Rapids, Mich.

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.

PRINTING FOR PRODUCE DEALERS **Tradesman Company**  
Grand Rapids.



## Commercial Travelers

**Michigan Knights of the Grip**  
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**Michigan Commercial Travelers' Mutual Accident Association**  
President, J. BOYD PAXTEND, Grand Rapids; Secretary and Treasurer, GEO. F. OWEN, Grand Rapids.

### Gripsack Brigade.

Traverse City Eagle: A traveling man with a grip in either hand arrived on the Park street bridge this morning just as the 11:15 train pulled out. He waived the grips frantically, but the engineer refused to notice him and stop his train, and breathless and without necktie, the knight of the grip arrived at the depot. "It was all that hanged load of hay," he announced, between gasps as he tried to recover his wind. "I'll bet it was as long as this platform, and I had to stand behind it for about five minutes and couldn't get over it, nor around it, nor under it. It's enough to make a man beat his mother-in-law," he concluded as he viewed the back coach disappear. "Enough to make a man—a man—make faces at his wife—Lord—I told that clerk to call me in time. I s'pose he did, but he wasn't figgering on that load of hay, nor neither was I," and the man without a necktie wended his way wearily back to his hotel. And as he crossed over the Park street bridge, the ice on the edges of the river cracked and thawed out and floated down the river, so warm were the things he said as he passed over.

"Of all the strong grafts I have contended with," said a Kalamazoo drummer, "the best was that of a humor-loving attorney down in my old Indiana home. Lawyer Niles had owed me \$1.00 for several months. He was a prominent citizen of the village, and I was then nothing more exalted than the driver of a five-seated carry-all that made four trips daily between our town and a neighboring city. So I hesitated to dun him. One day, as I was passing along in front of his office, he gladdened my heart by opening the door and stepping out into the road. 'Guess I owe you somethin', Parks?' he asked, looking up at me seated on the wagon. 'Yes, sir; it is \$1.00. I remember.' 'So it is. So it is,' reaching down in his pocket. 'Have you got 10 cents about you?' Of course I had, and as I reached down into my corduroys for the dime I saw visions of the \$2 bill that would soon be asleep in my inside pocket. Truth to tell, I was overjoyed, for seldom before had I been in such pressing need for additional money as I was on that particular day, having in mind my sweetheart's birthday anniversary on the following day. I found the change and gave it to Niles, who coolly put it in his pocket and walked back towards his office without giving me a cent. 'Thanks,' said he, rather unfeelingly, as he pulled out a fresh cigar and lighted it with exasperating imperturbability. 'Thanks. That'll make it an even \$2 now.'"

New York Commercial: In the current number of Business Topics we find some wholesome advice for commercial traders. It is written by a credit man.

While the commercial traveler and the credit man are not exactly enemies they are frequently at odds. And no wonder. It is the commercial traveler's business to sell goods. His measure of prosperity is indicated by the number of orders booked. It is the credit man's business to get pay for goods. The measure of his success is indicated by the number of bills collected. No doubt the drummer frequently sells a bill on time because he confides in his own knowledge of human nature. He has met the buyer face to face, and he thinks he knows his man. The credit man has not this advantage of personal contact. He recognizes no difference except that quoted by the commercial agencies between John Smith and Thomas Jones. The Business Topics writer, W. B. Roberts, says very wisely that traveling salesmen should not solicit an order beyond the amount to which a customer is reasonably entitled. Before being a good fellow with his trade the salesman should impress upon it the necessity of meeting each bill as it matures. Furthermore, the drummer can do good work in insisting that retail merchants give signed statements to regular established agencies, as well as to firms from whom they are seeking credit. The cash buyer can, of course, afford to be very independent with the mercantile agencies; he can tell them that his private affairs do not concern them. But the moment he asks indulgence he certainly places himself under some obligation to the wholesaler. Wholesalers subscribe to the mercantile agencies for the express purpose of keeping themselves informed, and they have a right to suspect any applicant for credit who, from caprice or fear, withholds information legitimately solicited.

The "man with the grip" has been an object of much solicitude within the past few months and many dire predictions have been put forth that his occupation, like Othello's, would soon be gone and he relegated to the ranks of the unemployed. The potent agency that threatened this great revolution in business methods was the trusts. The giant corporations were supposed to have discovered new tricks of trade whereby the man who sells goods by sample could be proclaimed an unnecessary factor and be eliminated from all future commercial transactions. It is said that "familiarity breeds contempt," and this is demonstrated the more we observe the workings of these so-called trusts and their futile efforts to cut out the travelers. For those who have tried it have found to their dismay a shrinkage in business and are only too glad to send representatives over the route in the effort to regain lost prestige. Moreover, as the tentacles of the octopus begin to tighten the grasp in any direction, new enterprises or independent lines burst forth to scotch the monster, and all these need young men of ability to assist them in the commendable work. Trusts will never in this country prevail for any length of time, nor will any less number of the commercial travelers do the work than to-day; on the contrary, a larger number will be needed to meet the fierce competition that will ever prevail. The regular hotels which are patronized by the craft report an unusually good run of business at the present time. Young men with aptitude for their calling, who possess tact and commercial instincts that fit them for the field, will always be in demand, and are as sure of a place on the road as that the community buy

and sell or have wants to be satisfied, and this will follow as long as the world stands. Changing methods may from time to time threaten to interfere with his career, but it will all come back to the original proposition that no business can be so satisfactorily conducted as through the medium of a first-class commercial traveler.

### Helplessness of High-priced Men. From the New Orleans Times-Democrat.

"The pitiful helplessness of most drummers who have lost their jobs through the trusts is something that can't be emphasized too strongly," said a New Orleans commercial traveler recently. "The better the man the less able he is to make a living when thrown on the world. That sounds extraordinary, but the explanation is simple: The drummer who made big money, say from \$2,000 to \$3,000 a year, was a high class specialist, who had devoted his entire life to the study of the product he sold. Almost invariably he grew up in the business from a boy and by concentrating all his energy, all his brains, all his talents, on one subject made himself its master, but he did it to the exclusion of everything else. He never had time to read, think or talk of anything outside his specialty, and such highly developed experts were invaluable salesmen. Imagine a man of that type suddenly turned adrift and obliged to earn a living at something new and strange! Think how fearfully handicapped he is! Thousands of that kind of drummers have been discharged all over the country by houses which were built up by their exertions, but now gone into trusts and don't need them any longer. It is very hard. Few of them had anything saved for a rainy day; the life they led tended toward improvidence, and now they are glad to take anything from a porter's job up to earn bread and butter. That's a terrible calamity to overtake a man in middle age, with a family accustomed to every comfort and luxury. It is a domestic tragedy—a tearing up of life by the very roots. I know of no situation comparable to it, except, perhaps, that of some old Government employe suddenly dismissed from service in one of the departments."

### It Made a Difference.

A working man with a dinner pail in his hand came out of a little shop and was met by a fellow working man, who said:

"Why, Jim, you're working over time now, aren't you?"

"No," was the reply, "I'm not."

"Aren't you putting in more than eight hours a day?"

"Yes."

"I thought eight hours was the union schedule?" remarked the outsider.

"Yes, but you see, I have just bought the shop."

A business man who can make good terms in settlement has no right to become discouraged by a failure.

### Art Talks to Salesmen. From the New York Tribune.

One of the regular features of life in a great department store of which the outside public knows little is the regular morning lecture to the employees. In general, these lectures are given by one of the managers or other leading officials of the establishment, and the subject, more or less well defined and closely followed, is some detail in the art of good salesmanship, the object being to increase the efficiency of the force. As attendance could hardly be made compulsory upon the whole force of the store during hours when the store is not supposed to be open, the time fixed for the lectures is usually soon after the opening in the morning, when little is going on in the way of sales. The difficulty of leaving the various departments stripped of attendants to wait on possible customers is obviated by letting, say, one-third of the force attend each lecture, and substantially repeating the lecture on subsequent mornings for the benefit of the other two-thirds in succession.

One great department store has recently begun what appears to be an advance upon this custom. It has been brought home to the minds of the management that the salesmen in several departments—furniture, carpets, wall paper, bric-a-brac, china and upholstery—may often be placed at a great disadvantage in dealing with customers by ignorance of the technicalities and history of decorative art. This firm has, therefore, engaged the services of an architect to deliver a series of evening lectures on this subject to the employees of these departments. These special lectures are to be given after business hours, so that all the employees whom they concern may attend without interfering with the routine of the house.

The manager, when asked what had led to this apparently new departure in the economy of a business house, said: "It is for the good of the house itself as much as for the improvement of the employees. Take, for example, our furniture department. Suppose a man or woman comes in here with some knowledge of the different styles of cabinet-making, and has to deal with a salesman who can not tell the difference between a Louis XV. drawing room chair and an Assyrian bedstead, the result is much more damaging to us than you have any idea of. A woman of cultivation in such matters either goes away disgusted with that department, at least, or, if she buys what she wants, goes out afterward and ridicules us. On the contrary, a customer of that kind in any of those art lines is sure to be attracted and pleased by the talk of a salesman who can tell her something she did not know before."

"And I may tell you that these well informed customers are much more numerous now than they used to be. The knowledge of all these art matters has spread considerably of late, and this move of ours is only an effort, dictated by sound policy, to keep up with our times. There you have the whole thing in a nutshell."

This cut represents spring shape of our extreme y 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, 1906
L. E. REYNOLDS, St. Joseph	Dec. 31, 1901
HENRY HEIM, Saginaw	Dec. 31, 1902
WIRT P. DOTY, Detroit	Dec. 31, 1903
A. C. SCHUMACHER, Ann Arbor	Dec. 31, 1904

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

### Examination Sessions

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

### State Pharmaceutical Association

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

### Filling Bottles From Tanks and Carboys.

I wish to call attention to a few methods of drawing acids, ammonia, etc., from tanks and carboys. Into the rubber tube (or combination tube of rubber and glass) insert an ordinary large-sized glass syringe; draw or pump it until the acid has been drawn to the mouth of the syringe, then withdraw the latter, turn the tube into the receiving vessel, and permit the acid to run. This simply supplies the means of suction, which can not be done by mouth.

Another method is to join an attachment to the rubber or glass tube about eight inches from exit, to which a suction bulb is fitted; an ordinary syringe bulb with valve will answer; in using, close the orifice and compress the bulb until the acid runs.

Another method is the following: Obtain a good stopper for the carboy, drill two holes, and through one hole insert a tube so bent that the liquid may flow into the receiver, the other end reaching to the bottom of the carboy; through the other hole insert a tube reaching to just below the cork; to this tube affix a rubber tube and syringe bulb; force air into the carboy by means of this; if the joints are perfect, a flow will result, owing to the pressure exerted. I have used this latter plan frequently in filling chloroform into bottles out of a hundred-pound can. I place the scale convenient to the can, having counterpoise for the bottle on one side of the scale, together with a pound weight bottle on the other, and then pump the bulb; the bottle is thus rapidly filled without waste by evaporation or spilling. For drums, have a plug made to screw into the aperture. In this plug have two openings, as in the cork for carboys, a bent lead pipe reaching to the bottom, and another reaching just below the plug, to which a rubber tube is attached; and have this connected with a small force pump, such as plumbers use. By this means the acid is forced out of the bent tube by air pressure from the pump, on the same principle as in the connection for carboys. These methods prevent waste and accidents and can be easily improvised by any one having a little ingenuity.

Have a tinner make a pan of the size desired; on each corner have an upright so arranged that a tin trough can be attached, which can be raised or lowered to accommodate the height of the bottles to be filled. Have this trough divided into sections, each holding the exact amount held by the bottle to be filled. The divisions should be a little lower than the sides of the trough, and a spout should be fixed at one end of the latter to allow an excess of oil to escape into a container. In the bottom of each of these sections in the trough have an opening to which affix an outlet or spout as long as the neck of a castor-oil bottle

and of a diameter slightly smaller. Fix corks to wires, and one cork to each section, so that the corks can be inserted or removed at will. It will now be seen that the trough is practically a section of funnels. Place the can containing the oil a little higher than the trough, insert the corks and fill the sections; the excess of oil then flows off. The corks are then removed and the bottles, which have been put in place, are readily filled. I have a filler arranged to fill twelve bottles, and this is done, after a little experience, as rapidly as one bottle can be filled by hand, without the usual waste and mess. It will, of course, be understood that a different trough or section of funnels will have to be made for each size of bottle, but as the ordinary sizes are few, this amounts to but little expense. G. B. Eberle.

### Mosquitoes and Malaria.

The discovery that mosquitoes are responsible for the spread of malaria is giving rise to exalted hopes of banishing one of the most dreaded scourges of the tropics. Major Ronald Ross' researches in India show that this is probably the only source of infection, and give grounds for believing that not all kinds of mosquitoes are dangerous. Thus far the "spotted-winged mosquitoes" seem to be the only offenders, the malaria parasite having been only found in two species of these creatures in India and one in Italy.

Their breeding places are rare in India, being only shallow puddles of rain-water that do not dry up under a week or more, while the common species find breeding places near every dwelling—the "brindled mosquitoes" in pots and tubs of water, and the "gray mosquitoes" in cisterns, ditches, and drains. The problem of dealing with malaria, therefore, is greatly simplified if the present conclusions prove to be correct. It is simply necessary to drain or treat with chemicals the comparatively few pools yielding spotted-winged mosquitoes, and the disease will very soon disappear through the extermination of its carriers.—Popular Science News.

### New Process for Sulphuric Acid.

After nearly 150 years of continuous use the lead-chamber process for making sulphuric acid seems likely to be superseded by a "direct contact" process. This latter consists simply in heating the fumes of burning sulphur or a sulphide with air, whereby the sulphur dioxide is oxidized directly to sulphuric anhydride, and this in contact with water makes sulphuric acid. Many difficulties have been encountered in the way of regulating the heat, which is an essential element in the new process, and also of eliminating troublesome impurities which destroy the apparatus, but these have been largely overcome. A German firm is putting large quantities of the acid upon the market made in this way. The saving in space, in raw material, and in concentrating, and the increased purity of the product, all combine to the advantage of the new process.

### Trade in Old Bottles.

More than three million old bottles are handled every week by a single firm in New York City. Most of them are discarded wine, beer, table sauce and catsup bottles. They are shipped all over the country and many of them are sent to Europe. Those exported are mostly ginger ale bottles from Belfast and wine and liquor bottles from France. The price paid for their return is not much to be sure, but it aggregates a snug sum at the end of the year.

### The Drug Market.

Opium—Is in fair demand at unchanged prices.

Morphine—Is also unchanged.

Quinine—New York and foreign have been advanced 2c per ounce. The market is very strong and another advance is probable.

Cinchonidia—Is in active demand and has been advanced.

Carbolic Acid—The price is unchanged and it is understood that the English government will permit the shipment of small amounts for medicinal use.

Citric Acid—Has been advanced 3c and is tending higher.

Cocoa Butter—Has been advanced abroad and in this market.

Menthol—On account of competition between buyers, prices have been reduced.

Cod Liver Oil—Has declined.

Gum Camphor—Has been advanced by the refiners 1c per pound and is tending higher.

Essential Oils—Cloves have been advanced. Orange has declined. Pennyroyal is also lower, on account of small demand and large stocks. Wintergreen is lower, on account of increase in stocks.

Buchu Leaves—Stocks are getting smaller and prices are advancing.

Cloves—Have been advanced and are very firm.

Black Pepper—Has been advanced.

### Wych Hazel—Not Witch Hazel.

The correct name for Hamamelis Virginica is not witch hazel, but Wych Hazel. Our plant has no connection with the magic of the water hunter. The black thorn of England, *Prunus spinosa*, was the wood used in these divinations or whatever these superstitious practices may be termed. Hazel had a very wide meaning in the olden times, and the elm, as well as the nut now known as such, was Hazel. One of these elms, now known as *Ulmus montana*, was the favorite wood for making wyches or provision chests, and was, therefore, known as the Wych Hazel. In the present day it is the Wych Elm. Our Hamamelis received from the early settlers the name of Wych Hazel from the resemblance of the leaves to those of the Wych Hazel or Elm of the Old World. Language reformers, imagining that wych should be spelled witch, are responsible for the confusion. Wych Hazel is the correct term for our plant.

### Next Examination Session of the Board.

Ann Arbor, Feb. 10—The Board of Pharmacy will hold a meeting for the examination of candidates for registration in St. Cecilia building, Grand Rapids, Tuesday and Wednesday, March 6 and 7, 1900, commencing at 9 o'clock a. m. on the 6th. All candidates must be present at this hour.

Candidates must file their applications with the Secretary at least one week before the examination and must furnish affidavits showing that they have had the practical experience required.

Applications for examination and blank forms for affidavits for practical or college experience may be obtained from the Secretary.

A. C. Schumacher, Sec'y.

### Save Your Empty Cigar Boxes.

O. F. Hittenmark, of Pomeroy, Indiana, writes that he utilizes his empty cigar boxes in this unique manner: When a lot of empty cigar boxes have accumulated, do not burn them as usual, but use them as an advertising medium, fill them with printed matter such as pamphlets, picture cards, sample packages, etc. Then fasten the cover with a string; next hire a cheap boy and have him drop a box in each wagon or buggy on the streets. The farmer will in all cases take the box home. Between himself and the children (if he is fortunate to have any), the matter will be

pretty well looked over, at the same time will advertise the "cigars." I have tried this scheme and think it is quite a novelty in advertising in farming communities; it would not work so well in large places perhaps. The secret of success in advertising is to get the matter in the homes of the customers.

### Velvet Candy Taxed.

The Government has made quite a stir in Boston by requiring H. L. Hildreth, a manufacturer of a molasses candy known as "Velvet Kisses," to put on stamps the same as on medicines, and ordering him to make an accounting of all sales since the beginning of the stamp tax.

A temporary stay was secured, but he was afterward compelled to pay up in full, although he has appealed to the courts for redress. This candy has been advertised and recommended for tickling and throat troubles, etc., and has for that reason been classed as a remedy and must be stamped accordingly.

Druggists who handle this article or similar candies, etc., would do well to look into the matter very promptly and carefully, and see that all such are properly stamped before the inspector comes around and demands damages and an accounting.

### Another Headache Remedy Suit.

Quite a number of druggists have been sued on account of deaths resulting from the use of headache remedies, but as a rule they have gotten off easily with the defense that the sale of "patent medicines" was simply a commercial transaction ordinarily involving no responsibility upon the part of the pharmacist, who was not supposed to know anything about their ingredients, or properties.

Recently, however, another kind of a case has been commenced, and a woman in New York City has sued a prominent manufacturer for \$50,000 damages alleged to have resulted to her daughter after taking his much advertised remedy for a headache.

### When Druggists Should Lie.

Ought a druggist to lie in order to protect a doctor? Not long ago a druggist that we know was approached by a gentleman who showed him some little pills with red coating and asked if they contained morphine. While the druggist was making up his mind what to say, the man remarked that Dr. M. had given them to him and had assured him they contained no morphine, but he himself was sure they did. That druggist didn't do a thing but declare to the man he could believe absolutely anything Dr. M. told him, although the druggist had supplied those same morphine pills to the doctor. What would you have done, reader?

### Keeping an Amputated Limb.

Eleven years ago a New Hampshire man was obliged to have his leg amputated. He requested a local druggist to suitably preserve the severed member until his decease and then see that it was buried in his coffin with him, and now there is a squabble over the will. The druggist has brought in a claim for \$3,450 for the storage and care of the amputated leg. The amount claimed is at the rate of about \$1 a day, and the executors do not hesitate to claim that one dollar a day is a pretty high charge, but then it must be remembered that alcohol for preserving purposes costs money if it has to be changed often.

**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—

# Drugs

We are Importers and Jobbers of Drugs, Chemicals and Patent Medicines.

We are dealers in Paints, Oils and Varnishes.

We have a full line of Staple Druggists' Sundries.

We are the sole proprietors of Weatherly's Michigan Catarrh Remedy.

We always have in stock a full line of Whiskies, Brandies, Gins, Wines and Rums for medicinal purposes only.

We give our personal attention to mail orders and guarantee satisfaction.

All orders shipped and invoiced the same day we receive them.

Send a trial order.

## Hazeltine & Perkins

### Drug Co.

Grand Rapids, Michigan

# GROCERY PRICE CURRENT.

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

APPLE BUTTER	
V. C. Brand in tin cans	
2 doz 2 1/2 lb cans	3 90
1 doz 5 lb cans	3 70
1/2 doz 10 lb cans	3 35
AXLE GREASE	
doz. gross	
Aurora	55 6 00
Castor Oil	50 7 00
Diamond	50 4 25
Frazier's	75 9 00
IXL Golden tin boxes	75 9 00



Mica, tin boxes	75 9 00
Paragon	55 6 00
BAKING POWDER	
Absolute	
1/2 lb. cans doz	45
1/2 lb. cans doz	85
1 lb. cans doz	1 50
Acme	
1/2 lb. cans 3 doz	45
1/2 lb. cans 3 doz	75
1 lb. cans 1 doz	1 00
Bulk	10

6 oz. Eng. Tumblers	85
El Parity	
1/2 lb. cans per doz	75
1/2 lb. cans per doz	1 20
1 lb. cans per doz	2 00
Home	
1/2 lb. cans, 4 doz. case	35
1/2 lb. cans, 4 doz. case	55
1 lb. cans, 2 doz. case	90

## JAXON

1/2 lb. cans, 4 doz. case	45
1/2 lb. cans, 4 doz. case	85
1 lb. cans, 2 doz. case	1 60
Jersey Cream	
1 lb. cans, per doz	2 00
9 oz. cans, per doz	1 25
6 oz. cans, per doz	85
Peerless	
1 lb. cans	85
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	80
English	70

## BLUING

CONDENSED PEARL BLUING	
Small 3 doz	40
Large, 2 doz	75
Arctic, 4 doz, per gross	4 00
Arctic, 8 doz, per gross	6 00
Arctic, pints, per gross	9 00

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	95
Fancy Whisk	1 25
Warehouse	3 75

CANDLES	
Electric Light, 12	
Electric Light, 16	12 1/2
Paraffine, 65	11 1/2
Paraffine, 125	12 1/2
Wicking	20
CANNED GOODS	
Apples	
3 lb. Standards	90
Gallons, standards	2 65
Beans	
Baked	75 @ 120
Red Kidney	75 @
String	80
Wax	85
Blackberries	
Standards	75
Blueberries	
Standard	85
Cherries	
Red Standards	85
White	1 15
Clams	
Little Neck, 1 lb.	1 10

Corn	
Fair	75
Good	85
Fancy	95
Hominy	
Standard	85
Lobster	
Star, 1/2 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	
Hotels	18 @ 20
Buttons	22 @ 25
Oysters	
Cove, 1 lb.	90
Cove, 2 lb.	1 55
Peaches	
Pie	
Yellow	1 65 @ 2 00
Pears	
Standard	70
Fancy	80
Peas	
Marrowfat	1 00
Early June	1 00
Early June Sifted	1 60
Pineapple	
Grated	1 25 @ 2 75
Sliced	1 35 @ 2 25
Pumpkin	
Fair	65
Good	75
Fancy	85
Raspberries	
Standard	90
Salmon	
Red Alaska	1 35
Pink Alaska	95
Sardines	
Domestic, 1/2	@ 4
Domestic, Mustard	@ 8
French	8 @ 22
Strawberries	
Standard	85
Fancy	1 25
Succotash	
Fair	90
Good	1 00
Fancy	1 20
Tomatoes	
Fair	80
Good	90
Fancy	1 15
Gallons	2 35
CATSUP	
Columbia, pints	2 00
Columbia, 1/2 pints	1 25
CHEESE	
Acme	@ 14
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

Pumpkin	
Fair	65
Good	75
Fancy	85
Raspberries	
Standard	90
Salmon	
Red Alaska	1 35
Pink Alaska	95
Sardines	
Domestic, 1/2	@ 4
Domestic, Mustard	@ 8
French	8 @ 22
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Columbia, 1/2 pints	1 25
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Amboy	@ 14
Elsie	@ 15
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Gem	@ 14 1/2
Gold Medal	@ 13 1/2
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Jersey	@ 14
Riverside	@ 14
Brick	@ 12
Edam	@ 70
Leiden	@ 17
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Fancy	1 20
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Gallons	2 35
CATSUP	
Columbia, pints	2 00
Columbia, 1/2 pints	1 25
CHEESE	
Acme	@ 14
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

Pumpkin	
Fair	65
Good	75
Fancy	85
Raspberries	
Standard	90
Salmon	
Red Alaska	1 35
Pink Alaska	95
Sardines	
Domestic, 1/2	@ 4
Domestic, Mustard	@ 8
French	8 @ 22
Strawberries	
Standard	85
Fancy	1 25
Succotash	
Fair	90
Good	1 00
Fancy	1 20
Tomatoes	
Fair	80
Good	90
Fancy	1 15
Gallons	2 35
CATSUP	
Columbia, pints	2 00
Columbia, 1/2 pints	1 25
CHEESE	
Acme	@ 14
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
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Sardines	
Domestic, 1/2	@ 4
Domestic, Mustard	@ 8
French	8 @ 22
Strawberries	
Standard	85
Fancy	1 25
Succotash	
Fair	90
Good	1 00
Fancy	1 20
Tomatoes	
Fair	80
Good	90
Fancy	1 15
Gallons	2 35
CATSUP	
Columbia, pints	2 00
Columbia, 1/2 pints	1 25
CHEESE	
Acme	@ 14
Amboy	@ 14
Elsie	@ 15
Emblem	@ 14
Gem	@ 14 1/2
Gold Medal	@ 13 1/2
Ideal	@ 14
Jersey	@ 14
Riverside	@ 14
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Fair	90
Good	1 00
Fancy	1 20
Tomatoes	
Fair	80
Good	90
Fancy	1 15
Gallons	2 35
CATSUP	
Columbia, pints	2 00
Columbia, 1/2 pints	1 25
CHEESE	
Acme	@ 14
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
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Pumpkin	
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Sardines	
Domestic, 1/2	@ 4
Domestic, Mustard	@ 8
French	8 @ 22
Strawberries	
Standard	85
Fancy	1 25
Succotash	
Fair	90
Good	1 00
Fancy	1 20
Tomatoes	
Fair	80
Good	90
Fancy	1 15
Gallons	2 35
CATSUP	
Columbia, pints	2 00
Columbia, 1/2 pints	1 25
CHEESE	
Acme	@ 14
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

CHEESE	
Acme.....	@14
Amboy .....	@14
Elsie .....	@15
Emblem .....	@14
Gem .....	@14½
Gold Medal.....	@13½
Ideal .....	@14



Herring	
Holland white hoops, bbl.	6 50
Holland white hoops, bbl.	5 50
Holland white hoop, keg.	95
Holland white hoop mechs.	1 85
Norwegian	3 60
Round 100 lbs.	1 75
Round 40 lbs.	15 75
Sealed	1 50
Bladders	1 50
Mackerel	
Mess 100 lbs.	15 00
Mess 40 lbs.	6 30
Mess 10 lbs.	1 65
Mess 8 lbs.	1 35
No. 1 100 lbs.	13 25
No. 1 40 lbs.	5 60
No. 1 10 lbs.	1 48
No. 1 8 lbs.	1 20
No. 2 100 lbs.	10 50
No. 2 40 lbs.	4 50
No. 2 10 lbs.	1 15
No. 2 8 lbs.	1 00

Trout	
No. 1 100 lbs.	2 75
No. 1 40 lbs.	1 40
No. 1 10 lbs.	43
No. 1 8 lbs.	37

Whitefish	
No. 1 No. 2 Fam	2 75
100 lbs.	8 50
40 lbs.	3 90
10 lbs.	1 00
8 lbs.	83

SAUERKRAUT	
Barrels	5 00
Half barrels	2 75

SEEDS	
Anise	9
Canary, Smyrna	4
Cardamom, Malabar	60
Celery	10
Hemp, Russian	4 1/2
Mixed Rind	4 1/2
Mustard, white	5
Poppy	10
Rape	4 1/2
Cattle Bone	15

STUFF	
Scotch, in bladders	37
Maccaboy, in jars	35
French Rappee, in jars	43

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

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

Rub-No-More	
100 12 oz bars	3 00

SILVER	
Single box	2 95
Five boxes, delivered	2 90

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

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

SPICES	
Whole Spices	
Allspice	11
Cassia, China in mats	12
Cassia, Batavia, in bund	25
Cassia, Saigon, broken	38
Cassia, Saigon, in rolls	35
Cloves, Amboyne	13
Cloves, Zanzibar	15
Mace	55
Nutmegs, 75-80	55
Nutmegs, 105-10	45
Nutmegs, 115-20	45
Pepper, Singapore, black	15
Pepper, Singapore, white	23
Pepper, shot	16

Pure Ground in Bulk	
Allspice	15
Cassia, Batavia	28
Cassia, Saigon	48
Cloves, Zanzibar	16
Ginger, African	15
Ginger, Cochiti	18
Ginger, Jamaica	25
Mace	65
Mustard	17
Pepper, Singapore, black	18
Pepper, Singapore, white	25
Pepper, Cayenne	20
Sage	15

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

SYRUPS	
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
STARCH	
Kingsford's Corn	6
1-lb. packages	6 1/2
Kingsford's Silver Gloss	6 1/2
40 1-lb. packages	7
6 lb. boxes	7

Diamond	
64 10c packages	5 00
128 5c packages	5 00
30 10c 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 45
Cut Leaf	5 60
Crushed	5 60
Cubes	5 35
Powdered	5 30
Coarse Powdered	5 30
XXXX Powdered	5 35
Standard Granulated	5 20
Fine Granulated	5 20
Coarse Granulated	5 35
Extra Fine Granulated	5 45
Conf. Granulated	5 45
2 lb. cartons Fine Gran.	5 30
2 lb. bags Fine Gran.	5 30
5 lb. cartons Fine Gran.	5 30
5 lb. bags Fine Gran.	5 30
Mould A	5 45
Diamond A	5 20
Confection A	5 00
No. 1, Columbia A	4 85
No. 2, Windsor A	4 85
No. 3, Ridgewood A	4 85
No. 4, Phoenix A	4 80
No. 5, Empire A	4 75
No. 6	4 70
No. 7	4 65
No. 8	4 60
No. 9	4 55
No. 10	4 50
No. 11	4 45
No. 12	4 40
No. 13	4 40
No. 14	4 40
No. 15	4 40
No. 16	4 40

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

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

WASHING POWDER	
Rub-No-More, 100 12 oz	3 50
WICKING	
No. 0, per gross	20
No. 1, per gross	25
No. 2, per gross	35
No. 3, per gross	55

WOODENWARE	
Bushels	1
Bushels, wide band	1 10
Market	30
Willow 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 lb. cotton mop heads	1 25
Pails	
2-hoop Standard	1 50
3-hoop Standard	1 70
2-wire, Cable	1 60
3-wire, Cable	1 85
Cedar, all red, brass bound	1 25
Paper, Eureka	2 25
Fibre	2 40

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

Wood 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

YEAST CAKE	
Yeast Foam, 1 1/2 doz	50
Yeast Foam, 3 doz	1 00
Yeast Cream, 3 doz	1 00
Magie Yeast 5c, 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 75
Clear back	12 50
Short cut	12 00
Pig	15 00
Bean	10 00
Family	12 25

Dry Salt Meats	
Bellevue	6 1/2
Briskets	6 1/2
Extra shorts	5 1/2
Smoked Meats	
Hams, 12 lb. average	11 1/2
Hams, 14 lb. average	11
Hams, 16 lb. average	10 1/2
Hams, 20 lb. average	10 1/2
Ham dried beef	14
Shoulders (N. Y. cut)	7 1/2
Bacon, clear	8 1/2
California hams	7 1/2
Boneless hams	9 1/2
Boiled Hams	15
Plum Boiled Hams	11 1/2
Berlin Hams	8 1/2

Lards - In Tierces	
Compound	6 1/2
Kettle	6 1/2
Vegetable	6 1/2
55 lb. Tubs, advance	1 1/2
50 lb. Tubs, advance	1 1/2
50 lb. Tins, advance	1 1/2
20 lb. Pails, advance	1 1/2
10 lb. Pails, advance	1 1/2
5 lb. Pails, advance	1 1/2
3 lb. Pails, advance	1 1/2

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

Beef	
Extra Mess	10 00
Boneless	11 50
Rump	11 50
Pigs' Feet	
Kits, 15 lbs.	75
1/2 bbls., 40 lbs.	1 40
1/2 bbls., 80 lbs.	2 70

Tripe	
Kits, 15 lbs.	75
1/2 bbls., 40 lbs.	1 40
1/2 bbls., 80 lbs.	2 25
Casings	
Pork	20
Beef rounds	30
Beef middles	10
Sheep	60

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

Canned Meats	
Corned beef, 2 lb.	2 70
Corned beef, 14 lb.	19 50
Roast beef, 2 lb.	2 70
Potted ham, 1/2	55
Potted ham, 1/4	1 00
Deviled ham, 1/2	55
Potted tongue, 1/2	1 00
Potted tongue, 1/4	1 00

Oils	
Barrels	
Eocene	13 1/2
Perfection	12
XXX W. W. Mich. Hdt	12 1/2
W. W. Michigan	11 1/2
Diamond White	11
D. S. Gas	12 1/2
Deo. Naphtha	12 1/2
Cylinder	29
Engine	11
Black, winter	10 1/2

Grains and Feedstuffs	
Wheat	
Wheat	68

Winter Wheat Flour	
Local Brands	
Patents	4 20
Second Patent	3 70
Straight	3 50
Clear	3 00
Graham	3 50
Ruckwheat	6 00
Rye	3 25
Subject to usual cash discount	
Flour in bbls., 25c per bbl. additional	

Ball-Barnhart-Putman's Brand	
Diamond 1/2	3 50
Diamond 1/4	3 50
Diamond 1/8	3 50
Worden Grocer Co.'s Brand	
Quaker 1/2	3 60
Quaker 1/4	3 60
Quaker 1/8	3 60

Spring Wheat Flour	
Clark-Jewell-Wells Co.'s Brand	
Pillsbury's Best 1/2	4 25
Pillsbury's Best 1/4	4 15
Pillsbury's Best 1/8	4 05
Pillsbury's Best 1/4 paper	4 05
Pillsbury's Best 1/8 paper	4 05
Ball-Barnhart-Putman's Brand	

Soda	
Soda XXX	6
Soda, City	8
Long Island Wafers	11
Zephyrette	10
Oyster	
Faust	7
Farina	5 1/2
Extra Farina	6
Saltine Wafer	5 1/2

Sweet Goods - Boxes	
Assorted Cake	10 1/2
Belle Rose	10
Bent's Wafer	15
Buttercups	13
Cinnamon Bar	9
Coffee Cake, Iced	10
Coffee Cake, Java	10
Cocoanut Tally	10
Cracknells	15 1/2
Creams, Iced	8 1/2
Cream Crisp	10
Crystal Creams	10
Cubans	11 1/2
Curant Fruit	11
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	8
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 Plene	11 1/2
Milk Biscuit	7 1/2
Molasses Cake	8
Molasses Bar	9
Moss Jelly Bar	12 1/2
Newton	12
Oatmeal Crackers	8
Oatmeal Wafers	10
Orange Crisp	9
Orange Gem	8
Penny Cake	8
Pilot Bread, XXX	7
Pretzels, hand made	7 1/2
Sears' Lunch	7 1/2
Sugar Cake	8
Sugar Cream, XXX	8
Sugar Squares	8
Sultanas	16 1/2
Tutti Frutti	

## Hardware

### How a Hardware Dealer Went on a Cash Basis.

For fifteen years previous to the first of January, 1897, I conducted a retail hardware business, principally off the credit system, and in a city where everything went on credit. I found that instead of making money and building up a large business, it was just the contrary.

During the prosperous years of '90, '91 and '92, I saved up quite a sum; but following came the panic, then what I had saved began to dwindle. I began to figure that it was no use to be in business for glory any longer, and let my customers use my money and goods until they got ready to pay for them. So on October 1, 1896, I sent out the following notice to all my customers, and the public in general throughout the territory in which I did business.

On and after January 1, 1897, I shall adopt the plan to sell for cash only—for several reasons: First. No book-keeping, books, paper, postage and an endless amount of labor. Second. No bad accounts to figure on, for which the cash customer helps to pay. Third. Selling for cash only enables me to give you better prices than any credit house can afford to do. In order to do a cash business successfully, we must have cash and our outstanding accounts must be settled at once.

Wherever a party was indebted to me I enclosed his statement with the following:

The enclosed statement shows how much you are indebted to me. Please call and settle the same at your earliest convenience. Thanking you for your past favors and hoping under the new plan to be favored with a fair share of your patronage. I shall always carry a complete line of hardware, stoves, tinware, builders' supplies, paints and oils, sporting goods and everything usually kept in a first-class hardware store, and guarantee to give you the best goods in the market, at the lowest prices.

Besides the above circulars I also had notices printed in several papers in the county. The circulars and notices had the desired effect. In about ten days customers began to call and tell me how foolish I was to make such a change, and a thousand other things which were not pleasant, but not one word of encouragement from anybody. I began to feel rather blue, but as I had made up my mind to do a cash business, nothing in the world would or could induce me to do otherwise.

I went to the manufacturers in our city with whom I did business, laid my plan before them and made the following proposition: While I intend to do a strictly cash business, I know that it would be impossible for them to send the cash every time they wanted some goods. That they get orders printed, signed by the owner or Secretary and send them to the store, and the first of each month we will settle. They were all satisfied.

With the building contractors I made a similar agreement, and to private parties wanting to build a house, I made this proposition: I will furnish you all hardware, sash, doors, moulding and such material as you may use in the construction of your house, on the following conditions:

I will keep an open account with you and when the house is ready to have the windows delivered and put in, I demand 50 per cent. of the amount of the bill to date; and when the house is complete and all goods in my line delivered, I demand a full settlement of the account.

The result of this arrangement was this: I furnished hardware and building material for 75 per cent. of all buildings erected, and had the satisfaction of getting my pay as per contract; whereas otherwise I would have had to wait until they got ready to pay me.

At the beginning of the year 1897, I marked all my goods down from 5 to 15 per cent., according to price and demand, and made it a point to have my prices just a little lower than my competitors', and convinced my customers of the fact that by saving them about ten cents on the dollar on all they bought during the year, it would make a neat sum which they otherwise would lose; and besides they would have the satisfaction of saying, "We do not owe for this hardware."

Nevertheless everything seemed to go against me. The laboring class, not having had much work the previous year, were short of cash. The farmers had practically nothing, as their crops were nearly a failure, and to cap the climax about 600 employes of our woodenware factories went out on a strike—for a good cause. They wanted a cash pay day and not be compelled to do their trading at the company store. This strike lasted six weeks, which meant a good many dollars the laboring man did not earn; but they finally gained their point, and now they are paid regularly the 15th of each month.

My outstanding accounts were slow to come in, and I must say there are some of them coming yet. But I hope after a while to get them all.

About the hardest trial I had was to get used to saying, "No," to a customer who demanded his purchase to be charged. I explained my new method a hundred times a day, and finally got the customers used to it. Now it is a rare case when a party comes in and makes a purchase and says, "Charge it."

At the end of my first year I figured up my sales, which, of course, were not large; but better than I expected. The second year my sales were doubled, and I began to notice the customers appreciated trading for cash and saving the 10 per cent. The third year was a stunner—my sales were larger than any year I have been in business. I have made it a point to buy only the best goods in the market, and only of legitimate dealers. No catalogue house or department store get any of my trade.

I have all my goods marked in plain figures so a customer can readily see what the goods cost and have the satisfaction of knowing that everybody will have to pay the same price.

I make this a strict business rule, and the consequence is there is no beating down in price. I treat all customers alike—honest, fair and square, and parents send their children to buy with the same satisfaction as if they came themselves.

I make it a point to have my store look neat and clean, and have the goods nicely arranged. I have never been a believer in cutting prices of goods just for the sake of getting a little trade; unless such goods are slow sellers, and must be sold to make room for some more salable. We must make a legitimate profit or we could not exist; and I hope to see the day when all dealers will think the same.

R. H. Suettinger.

An old bachelor says there is but one thing sweeter than love's young dream, and that is to wake up and find yourself still single.

## We are Right Here

Where we can be reached by telephone, letter, or you can see us personally should there be anything wrong with any

### HARNESS

you buy of us. Every set is our own make—we guarantee them, and you can guarantee them to your customers.

Write for New Price List.

**BROWN & SEHLER,**  
Grand Rapids, Mich

### Our line of WORLD Bicycles for 1900

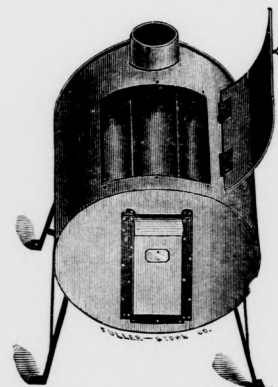


Is more complete and attractive than ever before. We are not in the Trust. We want good agents everywhere.

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

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

## CAR STOVES



All complete with Pipe, Elbow and Collar only  
**\$2.50 EACH**  
Best made stove for the purpose on the market.

**FOSTER, STEVENS & CO.,**  
GRAND RAPIDS, MICH.

## H. M. Reynolds & Son,

Manufacturers of

Asphalt Paints, Tarred 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.

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

ESTABLISHED 1868

Detroit, Mich.  
Foot 1st St.

## The Grand Rapids Paper Box Co.

Manufacture

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

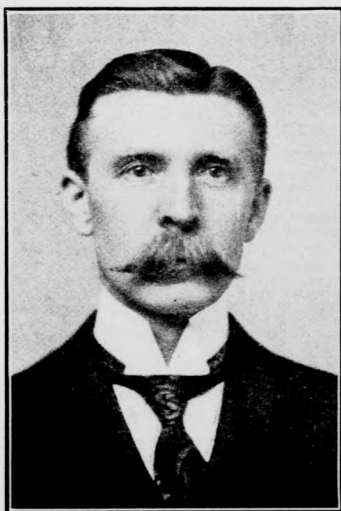
**GRAND RAPIDS PAPER BOX CO., Grand Rapids, Mich**



## SUCCESSFUL SALESMEN.

**F. B. Wakefield, Representing American Importing Co.**

Floyd B. Wakefield was born in Schoharie, N. Y., July 26, 1861, being the only son of Col. A. N. Wakefield, now deceased, who in the early sixties was prominent in Albany, N. Y., politics, having been chief clerk of the State for six years. His mother was the daughter of Tobias Bouck, who also was for many years a prominent figure in Schoharie county, having been a member of the State Legislature twice. The Bouck family is one of the oldest of the Dutch settlers of the Empire State. Until Mr. Wakefield was 6 years old his parents lived in town. They then moved to a large farm near by, where he lived until 17 years old. Believing the West offered a better opportunity for a young man, he went to Chicago in the spring of 1879 and at once found em-



ployment in a railroad office. From a farm to a city railroad office proved too confining for him, and he sought and found a position with the oldest live stock commission firm at the Union stock yards, H. E. Mallory & Bro., working from the bottom up. He soon became a member of the Live Stock Exchange, and succeeded to the position of salesman in one of the largest divisions of the yards, holding the position for nine years until the death of the head of the firm. During this time Mr. Wakefield traveled largely through different states, soliciting stock shipments. After the dissolution of the firm he engaged in the commission business for himself for one year. Then, taking in two associates, he formed the firm of Wakefield, Miller & White, continuing the business until 1892, when Mr. Wakefield withdrew and connected himself with the commission firm of Herrick, Son & Co., with which firm he remained four years. Two years ago Mr. Wakefield left the yards and a lucrative business, on account of his health, and visited his old home in the East for the first time in fifteen years. In January, 1899, he connected himself with the American Importing Co., of Chicago, which position he is filling at the present time, covering the State of Michigan with the above line.

Mr. Wakefield was married Oct. 14, 1884, to Miss Eunice Dwight, of Chicago, and the family—which now comprises three children as well as husband and wife—reside in their own home at 6608 Ellis avenue, Woodlawn.

Mr. Wakefield has never aspired to be

known as a "jiner," being a member of no fraternal order or church society. He attends the Baptist church, of which his wife is a member, but is seldom found away from his own hearthstone when he is in Chicago.

Mr. Wakefield attributes his success to his faculty for making friends and to the fact that he never deceives his trade, so that he is just as welcome the second trip as he was the first.

## The Hardware Market.

All the indications point to a very satisfactory volume of business during the present month. There is a liberal movement on merchandise, but it is for the most part in relatively small lots, both wholesale and retail merchants being disposed to purchase only for early requirements. Reports from other retailers in regard to the condition of trade are somewhat conflicting. There is no doubt that the high prices and disfavor with which combinations are regarded in the popular estimation are doing something to restrict sales, and the question as to the extent to which this will affect the market is an important one. In a good many places retail business is reported very quiet and in others it continues quite satisfactory.

**Wrought Iron Pipe**—The new price list on wrought iron pipe, which is in preparation by the National Tube Company, has not yet been issued. It is believed, however, that it will be ready for the trade by Feb. 15. It is understood that the new price will apply equally to black and galvanized pipe, but different discounts will be quoted on the various sizes.

**Solder**—The sharp advance in the price on pig tin has been followed by higher prices for solder. Quotation now ruling for half and half is from 20@21c per pound.

**Shot**—An advance of 5c per bag has been made by manufacturers and jobbers are now quoting \$1.60 for drop and \$1.85 for buck.

**Wire Cloth**—Wire cloth is reported as very scarce. Jobbers' stocks have been drawn upon very largely and prices are advancing, \$1.60 being already named in some quarters. It is believed before the season is over that the price will reach \$2.

**Screen Goods**—The scarcity of wire cloth is affecting the supply of screen doors and screen windows, manufacturers of these articles being unable to get enough cloth to increase their output to meet the current demand. Prices are very strong.

**Wire Nails**—Conditions in this market do not vary from those prevailing for the last month. The demand is satisfactory and manufacturers' prices are well adhered to. Jobbers' quotations from stock still remain at \$3.60. In smooth wire there is no change.

**Window Glass**—Window glass has advanced and the low prices ruling of late have been withdrawn.

## Growth of the California Fruit Trade.

Californians' fruit trade grows apace each year. It is said that the yield of oranges this season is between 14,000 and 14,500 carloads, or from 4,200,000 to 4,500,000 boxes. Last year the crop was about 9,000 carloads, and the year before 8,000 carloads. The present crop is worth to the growers about \$4,600,000. The railroad companies will get about \$2,600,000 for hauling the product to market. This industry is mainly confined to the southern counties of California and a capital of not less than \$14,000,000 has been invested in orange groves there during the past ten or twelve years. The orange harvesting season extends from December until June.

## Hardware Price Current

Augurs and Bits				Nails			
Snell's	60			Advance over base, on both Steel and Wire.			
Jennings genuine	25			Steel nails, base	3 50		
Jennings' imitation	50			Wire nails, base	3 65		
Axes				20 to 60 advance	Base		
First Quality, S. B. Bronze	7 00			10 to 16 advance	06		
First Quality, D. B. Bronze	11 50			8 advance	10		
First Quality, S. B. S. Steel	7 75			4 advance	20		
First Quality, D. B. Steel	13 00			3 advance	45		
Barrows				2 advance	70		
Railroad	16 50			Fine 3 advance	15		
Garden	30 00			Casing 10 advance	25		
Bolts				Casing 8 advance	25		
Stove	50			Casing 6 advance	35		
Carriage, new list	45			Finish 10 advance	25		
Plow	50			Finish 8 advance	35		
Buckets				Finish 6 advance	45		
Well, plain	\$4 00			Barrel 3/4 advance	85		
Butts, Cast				Rivets			
Cast Loose Pin, figured	65			Iron and Tinned	50		
Wrought Narrow	60			Copper Rivets and Burs	45		
Cartridges				Roofing Plates			
Rim Fire	40&10			14x20 IC, Charcoal, Dean	6 50		
Central Fire	20			14x20 IX, Charcoal, Dean	7 50		
Chain				20x28 IC, Charcoal, Dean	13 00		
Com.	8 c.	7 c.	6 c.	14x20 IC, Charcoal, Allaway Grade	5 50		
BB	9	7 3/4	6 3/4	14x20 IX, Charcoal, Allaway Grade	6 50		
BBB	9 1/2	8 3/4	7 3/4	20x28 IC, Charcoal, Allaway Grade	11 00		
Crowbars				20x28 IX, Charcoal, Allaway Grade	13 00		
Cast Steel, per lb.	6			Ropes			
Caps				Sisal, 1/2 inch and larger	11 1/2		
Ely's 1-10, per m.	65			Manilla	17		
Hick's C. F., per m.	55			Sand Paper			
G. D., per m.	45			List acct. 19, '86	dis	50	
Musket, per m.	75			Sash Weights			
Chisels				Solid Eyes, per ton	25 00		
Socket Firmer	65			Sheet Iron			
Socket Framing	65			Nos. 10 to 14	com. smooth.	com.	
Socket Corner	65			Nos. 15 to 17	\$3 20	\$3 00	
Socket Slicks	65			Nos. 18 to 21	3 30	3 20	
Elbows				Nos. 22 to 24	3 40	3 30	
Com. 4 piece, 6 in., per doz.	net	65		Nos. 25 to 26	3 50	3 40	
Corrugated, per doz.	1 25			No. 27	3 60	3 50	
Adjustable	dis	40&10		All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.			
Expansive Bits				Shells—Loaded			
Clark's small, \$18; large, \$26	30&10			Loaded with Black Powder	dis	40	
Ives' 1, \$18; 2, \$24; 3, \$30	25			Loaded with Nitro Powder	dis	40&10	
Files—New List				Shot			
New American	70&10			Drop	1 60		
Nicholson's	70			B B and Buck	1 85		
Heller's Horse Rasps	60&10			Shovels and Spades			
Galvanized Iron				First Grade, Doz	8 60		
Nos. 16 to 20; 22 and 24; 25 and 26; 27.	28			Second Grade, Doz	8 10		
List 12 13 14 15 16.	17			Solder			
Discount, 70	dis			1/2 60 1/2	20		
Gas Pipe				The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.			
Black	40&10			Squares			
Galvanized	50&10			Steel and Iron	65		
Gauges				Tin—Melyn Grade			
Stanley Rule and Level Co.'s	60&10			10x14 IC, Charcoal	\$ 8 50		
Glass				14x20 IC, Charcoal	8 50		
Single Strength, by box	dis	85& 5		20x14 IX, Charcoal	9 75		
Double Strength, by box	dis	85&10		Each additional X on this grade, \$1.25.			
By the Light	dis	85		Tin—Allaway Grade			
Hammers				10x14 IC, Charcoal	7 00		
Maydole & Co.'s, new list	dis	33 3/4		14x20 IC, Charcoal	7 00		
Yerkes & Plumb's	dis	40&10		10x14 IX, Charcoal	8 50		
Mason's Solid Cast Steel	30c list	70		14x20 IX, Charcoal	8 50		
Hinges				Each additional X on this grade, \$1.50			
Gate, Clark's 1, 2, 3.	dis	60&10		Boiler Size Tin Plate			
Hollow Ware				14x56 IX, for No. 8 Boilers, 1/2 per pound..	10		
Pots	50&10			14x56 IX, for No. 9 Boilers, 1/2 per pound..			
Kettles	50&10			Traps			
Spiders	50&10			Steel, Game	75		
Horse Nails				Oneida Community, Newhouse's	40&10		
Au Sable	dis	40&10		Oneida Community, Hawley & Norton's	65&16		
Putnam	dis	5		Mouse, choker, per doz.	15		
House Furnishing Goods				Mouse, delusion, per doz.	1 25		
Stamped Tinware, new list	70			Wire			
Japanned Tinware	20&10			Bright Market	60		
Iron				Annealed Market	60		
Bar Iron	3 c rates			Coppered Market	50&10		
Light Band	3 1/2 c rates			Tinned Market	50&10		
Knobs—New List				Coppered Spring Steel	40		
Door, mineral, jap. trimmings	85			Barbed Fence, Galvanized	4 30		
Door, porcelain, jap. trimmings	1 00			Barbed Fence, Painted	4 15		
Lanterns				Wire Goods			
Regular 0 Tubular, Doz.	5 25			Bright	75		
Warren, Galvanized Fount	6 00			Screw Eyes	75		
Levels				Hooks	75		
Stanley Rule and Level Co.'s	dis	70		Gate Hooks and Eyes	75		
Mattocks				Wrenches			
Adze Eye	\$17 00..dis	60		Baxter's Adjustable, Nickel	30		
Metals—Zinc				Coe's Genuine	30		
600 pound casks	7 1/2			Coe's Patent Agricultural, Wrought	70&10		
Per pound	8			Coupon Books			
Miscellaneous				SUPERCEDE			
Bird Cages	40			BOOK-KEEPING			
Pumps, Cistern	70			DISPUTED ACCOUNTS			
Screws, New List	80			BAD DEBTS			
Casters, Bed and Plate	50&10&10			ASSURE PROFIT			
Dampers, American	50			CONTENTMENT			
Molasses Gates				We make four grades of books in the different denominations.			
Stebbins' Pattern	60&10			CIRCULARS ON INQUIRY			
Enterprise, self-measuring	30			SAMPLES			
Pans				TRADESMAN COMPANY.			
Fry, Acme	60&10&10			GRAND RAPIDS, MICH.			
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 1/2c per pound extra.							
Planes							
Ohio Tool Co.'s, fancy	50						
Sciota Bench	60						
Sandusky Tool Co.'s, fancy	50						
Bench, first quality	50						

**COUPON BOOKS**

SUPERCEDE

BOOK-KEEPING

DISPUTED ACCOUNTS

BAD DEBTS

ASSURE PROFIT

CONTENTMENT

We make four grades of books in the different denominations.

CIRCULARS ON INQUIRY

SAMPLES

**TRADESMAN COMPANY.**

GRAND RAPIDS, MICH.

## CHINESE MERCHANTS.

Not Making the Fortunes They Formerly Acquired.  
Correspondence Boston Transcript.

There are very few rich men in China anywhere except among the foreigners or the native merchants in the open ports, and even they no longer make the fortunes they did twenty years ago. Competition throughout the world; the opening up of identical or conflicting industries, elsewhere—in the United States, Ceylon, India—the increase of duties, and, above all, the insidious spread of the opium traffic, have combined to diminish or destroy that which was once a source of profit both to Western investors and to the Chinese themselves.

The mandarins, who are looked upon as very rich by their fellow-countrymen, we should consider, in the United States, as men of very moderate fortune. It is to be borne in mind, in all such estimates, that one American cent is no inconsiderable sum to a Chinese, and that a tenth of a cent—one cash—is a coin which circulates enormously, and for which the Chinese can buy many things—a little oil, a vegetable or two, enough rice or millet for several generous mouthfuls, straw shoes, straw brooms, exquisite little toys for the children, beautiful little figures moulded out of mud and painted, even pretty garments, in the gayest colors. I once gave a child a silver ten-cent piece—equal to five cents in our currency—and I shall never forget its amazement, nor the delight of its parents. It was the merest trifle, but to them it was fifty cash, a gift that was almost munificent. I saw a gentleman give the same sum to a man for holding his horse, and the people at the inn gathered around in admiration to look at the bit of silver the like of which many of them had never seen before. This was in one of the Northern provinces, out of the tourists' beaten track; for where they come in contact with the foreigners in the open ports they are fast learning the wisdom of mammon. I also saw another incident which illustrates the widespread poverty. A man, hurrying to catch a train at a station between Tientsin and Tung Ku had a quantity of copper cash tied up in a handkerchief. Perhaps the whole amount may have been a dollar or two. As he ran he stumbled and fell, scattering the cash right and left. He picked up the bits of metal with frenzied haste, no one interfering, and then when he had given as much time as he could to it, left it and ran after the train. In an instant men and boys ran to the spot and hurriedly searched among the dust and pebbles for any stray coin that the unlucky owner might have failed to find. They struggled, and contended and piled on top of one another, like excited ants rushing out of an anthill.

The houses of the mandarins, of whom I have spoken, are exceedingly bare and plain, judged by Western standards. The floors are of birch or spruce and are perfectly bare, their rugs and mats are spread upon the k'ang—the brick bed—only. The rooms seem very empty, a few carved tables, chairs and cabinets, with hangings of embroidered silk. All these things in China are very cheap, as will be realized when a Chinese dress, a mass of the most beautiful embroidery done in colored silks and gold thread, can be bought for \$16 gold, and a splendid carved table that would fetch \$150 at home can be had in Hong Kong by a European for \$20, and by a Chinese for probably half that sum. I have myself just bought in a native shop in Shanghai a fine steamer chair, one of the long lounge chairs used in the tropics, for which I paid \$1.50 in gold. It is perfectly new, well and substantially made of rattan, not the frail, perishable cane. Such a chair would cost \$15 or \$20 in New York. I had a feeling of criminal wrong-doing when I handed over the price, which was all that was asked, and when I reflected that it must have taken many days to make it. In the better houses—the houses of the rich—are usually to be seen collections of rare bronze and porcelain and ivory carvings, the

latter being rather uncommon; these constitute the available assets of the owner, should adversity overtake him, as it often will, and these he can sell almost for their full value, as good jewels can be sold in the West. Food has been as cheap as everything else—a providential thing, since otherwise millions would die of famine where now only thousands perish. But with such a drought as has prevailed for the past two years, and with the indemnity which is sapping at the very life of the people food is growing dearer and dearer, as the working people become more and more impoverished.

Li Hung Chang is listed among men of fabulous wealth. An American gentleman who knows him well, and who has had opportunity to know what his income really is, informed me that his fortune would not exceed \$3,000,000. This, while to the average man it would constitute great riches, and is to the Chinese the wealth of Golconda, would be quite insignificant among the fortunes of New York capitalists.

## First Arrest Under the New Law.

Saginaw, Feb. 10—Henry M. Schmidt, Secretary of the Crescent Cheese and Butter Manufacturing Co., of Buena Vista, was in Detroit Thursday and made a complaint against L. H. Turnbull, a commission merchant doing business on the Eastern market. The complaint is an unusual one and the first one to be made under the new law making it obligatory for brokers, commission merchants and all others engaged in like business to furnish a bond of \$5,000 running to the people of the State of Michigan, insuring the people in their dealings with the brokers. In case any broker or commission merchant fails to comply with the act and furnish such bond, the law provides that he may be arrested and tried before a police justice and if convicted he may be fined from \$100 to \$500, or sentenced to the county jail for not more than one year, or both, at the discretion of the justice. Mr. Schmidt's complaint arises in a dispute with Turnbull over a cheese deal.

Have Left For Better Pastures.  
From the Hastings Banner.

We understand that the three telephone agents representing the Bell Telephone Co., who canvassed this city for about a month, have left for better pastures. About the greatest result of their work has been to boost the Citizen's list of subscribers up to 246, compelling it to put in its third switch board. The people of this city, in turning down the advances of the Bell Co., do so purely from a business standpoint. If the Bell Co. would guarantee its rates it would be patronized, but until it does so, it will not be patronized until the people have to patronize it. If that time ever comes the people will swallow the bitter pill with all the good grace possible. The action of the Bell people in boosting rates, generally doubling them, wherever it gets a monopoly of the business, naturally makes people fearful of what might happen here in case of Bell control of the telephone business.

Elwood Paper Co. Knocked Out.  
From the Detroit Free Press, Feb. 14.

After hearing arguments on both sides in the case of Isaac Levy, representing the Elwood Paper Co., against Edward R. Baumgarth for \$97.10, the amount of a bill of paper which the defendant had ordered and refused to accept when the invoice was sent him on the grounds that he had been offered the goods by the thousand and not by the pound, as they were billed. Justice Lemkie decided that there was no cause for action. This decision was greeted with cheers by the crowds of grocersmen present, several of whom have been made defendants in similar suits. Attorney Bates will appeal the case. To-day Justice Lemkie will hear the case against Addison Bros., Attorney Bates demanding that all cases be tried at once.

S. E. McMurray has engaged in the grocery business at Hastings. The Worden Grocer Co. furnished the stock.

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

Hides are at the low point of last week, with a good demand. Quality and condition are not as much desired and the stock is taken up as fast as offered. No further decline is looked for.

Pelts are well sold up and the demand fair at an extremely high price. Buyers are not so anxious.

Furs of all kinds are in good demand at advanced prices. The strife among buyers is sharp and goods bring full values. The collection is small.

Tallow is in fair demand, with no change in value. Offerings are fair.

Wool is quiet, with the market off in actual sales, while quotations remain the same. Manufacturers seem to be full and there is no speculation apparent. The supply in sight of home wools is light. The country is closely sold up, with a prospective demand later, which foreign wools must fill.

Wm. T. Hess.

## Very Important Message.

"The girl next door wants to know if she can use our telephone," said the maid to her mistress the other afternoon.

"Tell her this is not a public telephone station and that I don't want her to make a habit of coming in here, but if it is something very important she may use it this once."

"She says it's very important," said the maid a few minutes later, "and that she won't make a habit of it."

This is what the mistress and two of her callers heard about five minutes later: "I want to talk to Jim Kelley. Hello, Jim, this is Mary. Say, Jim, I can't meet you to-night. Me corns is nearly drivin' me wild and I'm going to stay in and soak me feet in hot water. So long."

D. J. Lawton has purchased the tea and coffee stock of Edwin L. Pierce, at 128 Monroe street.

## Business Wants

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

## BUSINESS CHANCES.

**FOR SALE—ESTABLISHED JEWELRY** store in best town in Michigan; good farming and lumbering; store and fixtures, \$500; reason for selling, poor health. Address box 12, Central Lake, Mich. 216

**FOR SALE—A NICE CLEAN STOCK OF** groceries and fixtures; invoice about \$2,000; about 1,000 population; first grocery in town. Other business, reason for selling. Address C. B., care Michigan Tradesman. 202

**GRAND LOCATION FOR HARNES BUSINESS,** fortified by 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, I. H., care Michigan Tradesman. 211

**FOR SALE OR EXCHANGE—FOR A HARD-** ware stock. Will pay difference if any. Jewelry stock, material, tools and fixtures invoice \$1,200. Located in good town in Northern Michigan; county seat; population 1,500; no competition. Address D. G., care Michigan Tradesman. 214

**FOR SALE—STOCK OF DRY GOODS AND** clothing; country town; best farming country; opposition light; good business; \$1,000 cash sales; connected with arch doors to grocery and shoe store; grocery store gives due bills to the amount of \$75 per month in dry goods; store in good location; rent, taxes and insurance cheap. Snap for good man. Requires about \$4,000 cash. Address No. 213, care Michigan Tradesman. 213

**CASH WILL GET ONE OF THE BEST** bargains in a hardware stock in the State. Investigation as to location and reason for selling solicited. Address A. S., care Michigan Tradesman. 212

**WANTED—PARTNER. LARGE BRICK** store, 4x125 feet, \$7,000 stock hardware, furniture and bicycles. City 35,000, Central Michigan. Address H., care Michigan Tradesman. 218

**TO EXCHANGE—TWO 40 ACRE FARMS IN** the Fruit Belt of Oceana county for a clean stock of dry goods and groceries. Address Box 333, Saranac, Mich. 208

**FOR SALE—ON ACCOUNT OF THE DEATH** of the proprietor, I am instructed by the court to dispose of the Foote drug stock and fixtures, inventorying about \$7,000. The store has a good trade and is paying well. Charles Bennett, Administrator, Charlotte, Mich. 206

**FOR SALE—WELL-ESTABLISHED RETAIL** lumber and fuel business in a live town. Stock inventories about \$4,000. Wm. Sebright & Co., Otsego, Mich. 204

**FOR SALE—A NEW CLEAN STOCK OF** dry goods and clothing; also store to rent; in a good town in Western Michigan. Address 197, care Michigan Tradesman. 197

**WANTED—GOOD STOCK OF SHOES OR** groceries in Michigan for fine Southern California home and fruit bearing ranch near Riverside; clear, amply and permanently watered; \$2,500. W. Warren Fitch, 213 South Thayer St., Ann Arbor, Mich. 195

**FOR EXCHANGE—EXCELLENT HOUSE** and lot in Detroit, Mich., worth \$2,500, and some choice lots, \$400 to \$1,500, to exchange for stock dry goods or general merchandise. A bargain. Address No. 194, care Michigan Tradesman. 194

**FOR SALE AT A BARGAIN—\$2,000 STOCK** of groceries, with fine fixtures, in a town of 2,500 population, situated in the finest farming district in Southern Michigan. Storeroom, best location in the town; rent reasonable. Address No. 201, care Michigan Tradesman. 201

**FOR SALE—STOCK OF GROCERIES IN** good town of 5,000 inhabitants. Stock inventories about \$2,000. Cash sales \$17,000 for 1899. A bargain to the right party. Address H. M. L., care Michigan Tradesman. 200

**FOR SALE—BOARDING HOUSE, 14** rooms, 5 acres land, one-third mile from postoffice, and other property, all valued at \$5,000, at Irazul, Ind.; will sell cheap. Address Daniel Hunt, Benton Harbor, Mich. 199

**FOR SALE—CLOTHING AND FURNISH-** ing stock, involving about \$5,000; good town Southern Michigan; low rent; good reasons for selling. Address M. A. C., care Michigan Tradesman. 198

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

**FOR 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

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

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

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

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

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

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

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

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

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

## MISCELLANEOUS.

**WANTED—A FIRST-CLASS SALESMAN** for grocers' specialties, canned goods, etc. Send references and full particulars to Dunkley Celery & Preserving Co., Kalamazoo, Mich. 210

**REGISTERED PHARMACIST WANTS PO-** sition in small town. Understands general merchandise. Strictly reliable. Address No. 215, care Michigan Tradesman. 215

**WANTED—POSITION AS SALESMAN IN** wholesale or retail store. Seventeen years experience in general store. Address No. 216, care Michigan Tradesman. 216

**WANTED—REGISTERED PHARMACIST** one who understands work in a general store preferred. State age, experience and salary expected. Address No. 209, care Michigan Tradesman. 209

**WANTED—HUSTLING GROCERY SALE-** man in every city to send name and address; profitable side line. A1, care Grocery World, 206 Chestnut St., Philadelphia, Pa. 205

**WANTED—POSITION AS REGISTERED** pharmacist. Have had twenty years' experience in drug business; married; 40 years of age; out of employment on account of fire destroying building and stock. Address No. 203, care Michigan Tradesman. 203



## Travelers' Time Tables.

### Pere Marquette Railroad

Chicago.		
Lv. G. Rapids.	7:10am	12:00m 4:30pm *11:50pm
Ar. Chicago.	1:30pm	5:00pm 10:50pm *7:05am
Lv. Chicago.	7:15am	12:00m 5:00pm *11:50pm
Ar. G. Rapids.	1:25pm	5:05pm 10:55pm *6:20am
Traverse City, Charlevoix and Petoskey.		
Lv. G. Rapids.	7:30am	4:00pm
Ar. Trav City.	12:40pm	9:10pm
Ar. Charlevoix.	3:15pm	11:25pm
Ar. Petoskey.	3:45pm	11:55pm

Trains arrive from north at 2:40pm, and and 10:00pm.

Detroit.		
Lv. Grand Rapids.	7:10am	12:05pm 5:30pm
Ar. Detroit.	11:50am	4:05pm 10:05pm
Lv. Detroit.	8:40am	1:10pm 6:00pm
Ar. Grand Rapids.	1:30pm	5:10pm 10:45pm

Saginaw, Alma and Greenville.		
Lv. Grand Rapids.	7:00am	5:20pm
Ar. Saginaw.	11:55pm	10:15pm
Lv. Saginaw.	7:00am	4:50pm
Ar. Grand Rapids.	11:55am	9:50pm

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

\*Every day. Others week days only.

Geo. DeHaven, General Pass. Agent.  
Grand Rapids, Mich.

January 1, 1900.

### GRAND Rapids & Indiana Railway December 17, 1899.

Northern Division.		
Trav. City, Petoskey, Mack.	+ 7:45am	+ 5:15pm
Trav. City, Petoskey, Mack.	+ 2:10pm	+ 10:15pm
Cadillac Accommodation.	+ 5:25pm	+ 10:45am
Petoskey & Mackinaw City	+ 11:00pm	+ 6:20am
7:45am and 2:10pm trains, parlor cars; 11:00pm train, sleeping car.		

Southern Division		
Kalamazoo, Ft. Wayne Cin.	+ 7:10am	+ 9:45pm
Kalamazoo and Ft. Wayne.	+ 2:00pm	+ 2:00pm
Kalamazoo, Ft. Wayne Cin.	* 7:00pm	* 6:45am
Kalamazoo and Vicksburg.	* 11:30pm	* 9:10am
7:10am train has parlor car to Cincinnati, coach to Chicago; 2:00pm train has parlor car to Cincinnati; 7:00pm train has sleeper to Cincinnati; 11:30pm train, sleeping car and coach to Chicago.		

Chicago Trains.		
TO CHICAGO.		
Lv. Grand Rapids.	+ 7:10am	+ 2:00pm *11:30pm
Ar. Chicago.	2:30pm	8:45pm 7:00am
FROM CHICAGO		
Lv. Chicago.	+ 3:02pm	*11:32pm
Ar. Grand Rapids.	9:45pm	6:45am

Train leaving Grand Rapids 7:10am has coach; 11:30pm train has coach and sleeping car; train leaving Chicago 3:02pm has coach; 11:32pm has sleeping car for Grand Rapids.

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

GOING EAST.		
Lv. Muskegon.	+ 8:10am	+ 12:15pm *4:00pm
Ar. Grand Rapids.	9:30am	1:30pm 5:20pm

+Except Sunday. \*Daily.

C. L. LOCKWOOD,  
Gen'l Pass'r and Ticket Agent.

W. C. BLAKE,  
Ticket Agent Union Station.

### MANISTEE & Northeastern Ry.

Best route to Manistee.

Via C. & W. M. Railway.		
Lv. Grand Rapids.	7:30am	
Ar. Manistee.	12:05pm	
Lv. Manistee.	8:40am	3:55pm
Ar. Grand Rapids.	2:40pm	10:00pm

### TRADESMAN ITEMIZED LEDGERS

SIZE—8 1/2 x 14.  
THREE COLUMNS.

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

INVOICE RECORD OR BILL BOOK  
80 double pages, registers 2,880  
invoices ..... \$2 00

Tradesman Company  
Grand Rapids, Mich.

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**Michigan Retail Grocers' Association**  
President, C. E. WALKER, Bay City; Vice-President, J. H. HOPKINS, Ypsilanti; Secretary, E. A. STOWE, Grand Rapids; Treasurer, J. F. TATMAN, Clare.

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

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

**Kalamazoo Retail Grocers' Association**  
President, W. H. JOHNSON; Secretary, CHAS. HYMAN.

**Bay Cities Retail Grocers' Association**  
President, C. E. WALKER; Secretary, E. C. LITTLE.

**Muskegon Retail Grocers' Association**  
President, H. B. SMITH; Secretary, D. A. BOELKINS; Treasurer, J. W. CASKADON.

**Jackson Retail Grocers' Association**  
President, J. FRANK HELMER; Secretary, W. H. PORTER; Treasurer, L. PELTON.

**Adrian Retail Grocers' Association**  
President, A. C. CLARK; Secretary, E. F. CLEVELAND; Treasurer, WM. C. KOEHN

**Saginaw Retail Merchants' Association**  
President, M. W. TANNER; Secretary, E. H. McPHERSON; Treasurer, R. A. HERR.

**Traverse City Business Men's Association**  
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**Pt. Huron Merchant and Manufacturers' Association**  
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**Alpena Business Men's Association**  
President, F. W. GILCHRIST; Secretary, C. L. PARTRIDGE.

**St. Johns Business Men's Association**  
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President, F. D. VOS; Secretary, J. W. VERHOEKS.

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It has always been claimed for **The Chicago Tribune** that it would, in all probability, pass with the highest average in any competitive examination among the newspapers of the United States for excellence in all departments of journalism.

"Under date of May 2, 1899, the 'Omaha World-Herald, editorially answering a letter from 'Inquirer' asking the names of the five best newspapers in this country, points out that a newspaper may excel in one way and be inferior in another. The World-Herald gives lists under five general headings of leading American newspapers distinguished especially for excellence, mentioning 'in all some twenty.

### THE FOLLOWING ARE THE HEADINGS:

- (1) Most and best news, foreign and domestic, presented attractively.
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"The **Chicago Tribune** is the only newspaper in the United States which the World-Herald considers 'worthy of mention under four different heads.'—From the October Plain Talk.

Practically all high-class intelligent newspaper readers, comprising the best and middle classes in Chicago and vicinity, read **The Chicago Tribune**. A great majority of them read no other morning newspaper.

**The Chicago Tribune** prints more advertising year in and year out than any newspaper in the West.

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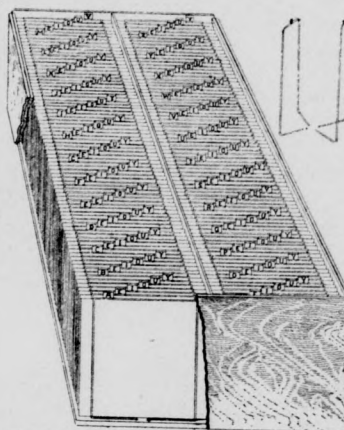
# Uneeda Biscuit

The new **Uneeda Biscuit** are delivered to the consumer in moisture and dust proof packages, as fresh and crisp and *clean* as though just from the oven. They should always be served from the original package, which should be kept carefully closed.

# Uneeda Biscuit

are unequaled for general use. A perfect everyday food for everybody. Serve every day with every meal. Give them to the children instead of cakes. Sold everywhere at five cents the package—never in bulk.

## The Business Man's Account File



Established 1780.

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Dorchester, Mass.  
The Oldest and  
Largest Manufacturers of  
**PURE, HIGH GRADE  
COCOAS  
AND  
CHOCOLATES**  
on this Continent.

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

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

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

Walter Baker & Co. Ltd.  
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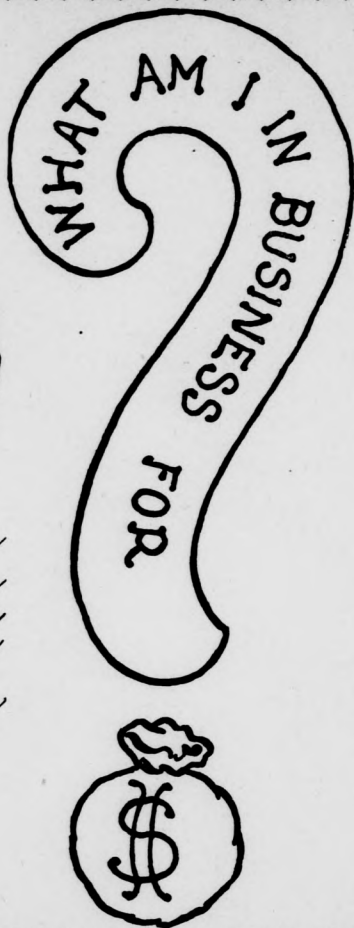
Grand Rapids, Mich.

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File and 1,000 specially printed bill heads.	3 00
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Tradesman Company,  
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Good honest profit on every ounce of merchandise weighed over our Money Weight Computing Scales.

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

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

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

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HARTFORD gold decorated assortment. Rich crystal, fire polished glass, with heavy, well burned in gold decoration, covering all plain parts of design, on every piece. Package contains 1 dozen each of 15 different articles, shown in illustration. Sold by package only.

Price, 15 dozen at 85c per dozen . . . \$12 75  
No charge for barrel.



### Samples of our New Lines of Glassware

Will be ready March 1.

No. 44— $\frac{1}{2}$  gal. Glass Jug, Crystal Glass, beautiful prismatic effect.  
Price per dozen . . . . . \$5 00  
No. 44—Crystal Glass Vase, large bulb, rich prismatic pattern.  
8 inch per dozen . . . . . \$2 00  
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The entire line of this beautiful pattern now in stock. Have you received our last complete catalogue of Wholesale lines for dealers only? Ask for our prices before placing your orders.

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