

MICHIGAN TRADESMAN

PUBLISHED WEEKLY

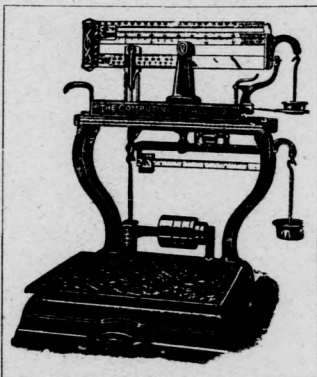
TRADESMAN COMPANY, PUBLISHERS

\$1 PER YEAR

Eighteenth Year

GRAND RAPIDS, WEDNESDAY, JANUARY 9, 1901.

Number 903



Look Out for Patent Infringers

There is a scale made in Detroit, Michigan, which copies our form, patent, trade name and trade mark, in its entirety. We hereby warn jobbers, merchants or any others attempting to market or use this scale, that they are trespassing on our rights, if they use, sell or offer for sale this infringing article, and we will institute proceedings to collect the damages due us in every case of violation of our rights, coming to our notice.

THE COMPUTING SCALE CO., Dayton, Ohio.

Start Right

and make money by receiving full value for your investment

Royal Tiger, 10c

Tigerettes, 5c

A Smoker's Smoke

Are the Best Investment
which you can make



Phelps, Brace
& Company

the Largest Cigar Dealers
in the Middle West

Detroit, Mich.

Carolina Brights Cigarettes
"not made by a trust"

F. E. BUSHMAN, Manager

BETTER THAN EVER

SMOKEEEN

50 CIGAR SOLD BY ALL JOBBERS.

Start the New Century Right
 by sending us an order.
 Walsh-DeRoo Milling Co., Holland, Mich.

EGG Baking Powder

Does It Really Contain Eggs?

Every day you hear this question and know it is a natural one. Tell your customers to make this little test after dinner tonight. It will please the children.

"Put one teaspoonful of EGG BAKING POWDER in a glass and add five teaspoonfuls of water. Do the same in another glass with your old-style baking powder. Marvel at the difference."

They will never ask the question again, but will tell their friends "It is like the beaten whites of eggs." We state, it does contain eggs.

Home Office, 80 West street, New York.
 Western Office, 523 Williamson Bldg, Cleveland.
 Branch Offices:
 Indianapolis Detroit
 Cincinnati Fort Wayne
 Grand Rapids Columbus

BOUR'S COFFEES
 MAKE BUSINESS

The Proof of the plate is the Printing thereof.



We not only furnish Good Engravings but our Prices are always Right.

TRADESMAN COMPANY
 NEW BLODGETT BUILDING

MICHIGAN TRADESMAN

Volume XVIII.

GRAND RAPIDS, WEDNESDAY, JANUARY 9, 1901.

Number 903

Knights of the Loyal Guard A Reserve Fund Order

A fraternal beneficiary society founded upon a permanent plan. Permanency not cheapness its motto. Reliable deputies wanted. Address

EDWIN O. WOOD, Flint, Mich.
Supreme Commander in Chief.

American Jewelry Co.,

Manufacturers and Jobbers of

Jewelry and Novelties

45 and 46 Tower Block,
Grand Rapids, Mich.

Perfection Time Book and Pay Roll

Takes care of time in usual way, also divides up pay roll into the several amounts needed to pay each person. No running around after change. Send for Sample Sheet.

Barlow Bros.
Grand Rapids, Mich.

ASSOCIATE OFFICES IN ALL PRINCIPAL CITIES



References: State Bank of Michigan and Michigan Tradesman, Grand Rapids.
Collector and Commercial Lawyer and Preston National Bank, Detroit.

THE MERCANTILE AGENCY

Established 1841.

R. G. DUN & CO.

Widdcomb Bld'g, Grand Rapids, Mich.

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

L. P. WITZLEBEN, Manager.

THE
Grand Rapids FIRE
INS.
CO.

Prompt, Conservative, Safe.
J. W. CHAMPLIN, Pres. W. FRED MCBAIN, Sec.

William Connor, 20 years with us, will be at Sweet's Hotel, Grand Rapids, Mich., Jan. 2 to Jan. 10, with Spring Samples Ready Made Clothing, from \$4.50 up. Customers' expenses allowed or write him care Sweet's Hotel and he will call on you. We guarantee quality, prices and fit. Our 50 years' reputation for stouts, silms and all specialties requires no comment. All mail orders receive prompt attention. **KOLB & SON,**
Wholesale Clothiers,
Rochester, N. Y.

N. B.—If you are low on Winter Ulsters, Overcoats, Suits, Wm. Connor can show you large line.

Tradesman Coupons

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SIX MILLIONS.

Enormous Indebtedness of the Erie Telephone Co.

The Erie Telephone & Telegraph Co. is a corporation whose assets consist of a majority of the stock of the following sub-companies, each of which is a licensee of the American Telephone & Telegraph (American Bell) Co.: The Cleveland Telephone Co., the Michigan, the Wisconsin, the Northwestern, which serves the Bell patrons in the States of Minnesota and both the Dakotas, and the Southwestern, which serves similar patrons in Texas and Arkansas. The Erie bought the control of the Michigna (Bell) Telephone Co. but about two years ago. As the readers of the Tradesman know, the Erie Co. has been waging a strenuous campaign in this State, and in other territory it controls, for the whole of that time, spending money lavishly on buildings, lines, switchboards, less-than-cost service, etc., in the hope, apparently, that this effort would cripple or destroy the independent telephone companies which had dared to enter into competition with it.

As was suggested in this paper recently, that lavishness of expenditure seems to have come to a halt, for the present at least. The wholesale discharge of those employed in the construction and contract departments in Michigan indicated stern retrenchment—probably compulsory. Confirmatory of this conclusion as to cause comes the following, epitomized from the Boston Herald and the New York Commercial of Jan. 5 and from other usually careful and accurate sources: The Erie Co. had a floating debt of \$6,000,000 as one of the results of such free expenditures that had to be cared for, so the company has given its 5 per cent. notes for a year for \$7,500,000, with the privilege of two extensions of six months, each to take care of this paper. It was aided in this scheme by a group or syndicate of fifteen men in the East and the West who have formed a trust of a majority of the Erie stock, which is put into their control while those notes are run-

ning. In addition, the syndicate elects a majority of the Erie Co.'s directors and so controls its policy until this quasi-bonded debt is paid. The stock of the Erie's sub-companies, like the Michigan Telephone Co., is thrown in as collateral to the short-term loan. After the floating debt is cleared up "not to exceed \$1,000,000" is provided for further extensions and improvements in the whole Erie territory—presumptively the major if not the entire provision therefor for the two years this scheme has to run.

So it will be seen that the Bell Co. in this region is not in an entirely flourishing condition, financially, and as the Boston Herald suggests, "Hereafter the Erie policy is likely to be rather slower or more conservative than in the past," "not for growth at the recent pace of the Erie." The Tradesman is not surprised at all of this—its readers probably will agree that such possibilities have been suggested by it.

It has been supposed by some that this change is a return of Erie property to the American Bell; a local daily contemporary so stated. On this topic the Boston Herald says: "The names of the new directors are not made known, but the controlling interest is friendly to the American Telephone & Telegraph Company, and the Erie is brought closer to that company (formerly the American Bell) than it ever was before. The American Co. is not a party to this transaction in any way, and does not now own control of the Erie sub-companies." In telephone matters the Herald is usually pretty nearly one of the inspired.

It is not strange, then, that discharging the construction crews in Michigan has been followed at Lansing, the Saginaws, Traverse City and other points by the return of all sorts of material to Detroit—it is evident that no speedy resumption of work, even where it is left in a very crude, unfinished condition, is expected. One of our State contemporaries, mentioning the foregoing, gave it the head, "Hard Hit;" it certainly looks that way.

Five years ago a farmer in Darlington county, S. C., had occasion to dig a pit near the highway and, wishing to get rid of the clay, he spread it on a sandbed in the road. He builded better than he knew, as that was the beginning of improved roads in the county. The resultant improvement in the roadway was observed by the supervisor, who treated half a mile of road with clay. That was the first of the good roads in South Carolina and it stands as firm to-day as when it was laid. During the five years that have elapsed 750 miles of the 895 miles of road in Darlington county have been treated with clay, and one may ride a bicycle with ease over every mile of it. Formerly only light loads could with difficulty, especially during the wet season, be carried; now twice as much can with ease be carried to market. Where formerly one or two bales of cotton were taken on a one-horse wagon at best (the usual load being one bale), now as many as four are seen.

GENERAL TRADE REVIEW.

After a slight reaction in prices in the Wall Street markets, which seems to be needed to clear the way for stronger advances, the tide of activity again sets in, breaking all records in volume of business. One day this week the transactions ran up to considerably more than 2,000,000 shares, which was the high record established in December. Prices are advancing, although not rapidly. The pressure of buying argues a strong demand for investment, but not one that disregards a close scanning of values. Less conservatism, with such intense activity would soon become a boom, to be followed by disastrous reaction.

Money market conditions are gratifying to Americans, but far from satisfactory in London. The Bank of England's proportion of reserve to liability has fallen to the lowest point in many years, and the official rate of discount advanced to 5 per cent. Nevertheless, local rates of foreign exchange did not approach dangerously near the gold exporting point, despite the added stimulus of demand for transfer of January dividend disbursements and heavy selling of stocks here by London. Should the foreign situation become so distressing as to need relief, no stringency would be caused in this country by liberal advances. Gold is abundant; the Treasury's holdings now stand at over \$480,000,000 for the first time on record, and the associated banks reported an increase of over \$3,000,000 for the week, which raises the surplus reserve above \$14,000,000. All money in circulation in the country on January 1 amounted to \$28.19 for each inhabitant, a gain of 15 cents over the figures of December 1 which were the highest reported up to that time. The principal gains for the month were in gold and bank notes. Foreign trade continues to exhibit a splendid balance in favor of this country and final official figures for the year will not fall much below the estimate given last week.

In spite of the fact that foreign iron-makers have been compelled to reduce prices to meet American competition, the annual wage scales have been signed without reductions in this country. The meetings of combinations that have been held have not resulted in price advances, producers evidently thinking it best to let well enough alone. The most hopeful feature of the iron outlook is the spirit of conservatism, which is the consequence of last year's experiences.

There is more activity in the woolen goods trade, notwithstanding the fact that the price of the raw staple is the lowest for eighteen months. Cotton declines are followed by a prompt return to the point so long quoted, 10¼ cents. The boot and shoe trade shows signs of increasing weakness on some contracts near their end, and especially as uppers show a decline. On the other hand, hides have scored an advance. A notable feature of the rubber trade is a sharp break in prices, caused by new competition entering the field.

Getting the People

Preferred Positions—Samples of Good Advertising.

"Set my advertisement top of column, next to reading matter," has become a proverbial expression for the reason that it is self evident that such instructions can not be carried out in the case of all the advertisers. As in many of the situations in life it is necessary for some to take a back seat.

There is no question but that there is a difference in the value of the various locations in any publication. In some cases this difference is expressed in the rate cards; in others the matter is equalized by a system of rotation of spaces; or these two methods may be employed in the same publication. That is, certain columns or pages may be charged as preferred space, while the positions in the various columns or pages are changed from week to week. This is properly a common method and has the advantage that it breaks the monotony of the same advertisement appearing week after week in the same place—a place which becomes irksome to the eye and is instinctively and unconsciously avoided. Next to constant change in the matter of an advertisement a change of position will give it life and effect. I would not ignore the fact that the use of distinctive headings or signatures is valuable, even although they constantly recur in the same positions, but for the most effective work the matter must be changed.

The least valuable positions are found in such papers of magazine form as assign a quantity of pages to advertisers' exclusive use. Buried in these pages of less general interest, the advertisement has to be sought out by those giving such matters special attention. It may be that such seeking evinces an interest on the part of the reader and so makes him the most desirable; but the fact that space to be met by the casual eye, as in street cars and other public places, is considered valuable tends to prove that such a burying of advertisements is not the most suitable arrangement. It may be admissible in certain class papers or the great magazines, but these usually charge higher prices for certain conspicuous pages. In such trade and class papers as work to make their columns of most value to advertisers the reading matter likely to be of widest general interest to the trade or class is proportioned so as to bring all advertisements to the eye of the reader.

In the country paper there is often a tendency to crowd the less frequently changed advertising onto one page, usually the last. Too frequently these are only disturbed to pull out a letter here and there when demanded by a job of printing and the vacancy is scarcely noticed by the eyes accustomed to the unchanged locality in the paper. To the initiated such spaces indicate a tax on the business concerned for the support of the paper, and the advertising value is ignored.

If the rates in a paper are made uniform, the advertiser has the right to demand his share of the better spaces. It is not fair for him to ask exclusive monopoly of possibly the most valuable space in the paper. The judicious publisher will put a preferred price on the better spaces or will adhere to an impartial system of rotation in location which will give every one a fair showing.

* * *

Nye Brothers write an advertisement

Tasteful Furniture

Stamps the imprint of culture upon any home, however humble. We have tasteful furniture for modest purses. Can fit you out from kitchen to parlor.

When you want something special you are sure to find it here.

NYE BROTHERS.

WE ARE NOT WHOLESALING

But are selling Groceries close to wholesale prices.

"LIVE AND LET LIVE"

IS OUR MOTTO.

Observe the following list, send your order to us, and we will do the rest.

Cleaned Currants, per lb	10c	Good Mixed Candy, per lb	8c
Good Prunes, per lb	5c	Good Ginger Snaps, per lb	6c
Good Coffee	14c	Peppermint Lozenges	12c
Good Rice, 5c and	6c	Green Peas, per lb	3c
Good Baking Powder, per lb	10c	Pearl Barley, per lb	4c

We have a fine assortment of Teas and Coffees

19 West Eighth St., Holland

Will Botsford & Co.

CASH OR PRODUCE

On the above basis we can offer to sell you goods on a smaller profit as there will be no DRAIS BROTHERS accounts for you to help pay for, and visions of the sheriff will not disturb our slumber, as we will always have money to repair stock that is sold. Having for cash enables us to buy cheaper consequently we can sell cheaper for cash or its equivalent in produce. We are in position to offer you the highest price for your butter and eggs. Come and get our prices.

W. H. QUICK & CO.

Do Not Forget

To call at the new store for choice GROCERIES, BOOTS and SHOES, RUBBERS and CLOTHING

M. E. Towne,
—Carson City—

DURABILITY and ECONOMY

They are two great points for the working man to consider in buying clothes for himself and family. We give our customers conscientious assistance in these very important matters.

A. Y. SESSIONS,
General Merchandise.

Marry Your Feet

To a pair of our \$2.00 shoes — They'll never

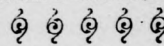
Seek a Divorce

We have an exceptionally fine line of shoes at this price, both for ladies' and gentlemen. We'd be pleased to show them to you, and are sure the purchase of one pair would convince you that they are truly "money savers" for you.

PARKER BROS.

Front Street.

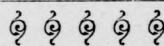
McNamara Block



Just what Your Eyes Need.

We'll tell you after scientifically testing them. This service and advice are free. If glasses are needed we select the best and most effective kind and charge moderately for them.

J. A. Jackson,
Optician.



Farmers, Attention!

We will grind your

CORN,

Cob and All

Come and give us a trial and see our new machine.

BROWNELL Milling Co.

Every 5th

Hat

cash purchase will be given away FREE at my Millinery store the balance of the winter season.

Mrs. L. S. Ackley.

with elements of value and the printer has put it into fairly good shape. It is a question whether a reference to the humbleness of homes is attractive to the best class of buyers, whether in humble homes or in those more pretentious. There is an indefiniteness in the reference to "something special" which I think destroys its value.

Will Botsford & Co. make their statement in a business manner which can not fail to produce results. Usually it is difficult to make use of such common expressions without producing disagreeable platitudes, but there are a crispness and pertinence in this which gives it life and character. Of course, the most valuable feature is the price list. The matter is well proportioned to the space and has fallen into the hands of a good printer.

W. H. Quick & Co. have a well-displayed announcement composed by a printer who understands the value of white space. I should prefer to see mitered rules for border, however. The paragraph looks too solid for the average reader. I should cut out about one-third of the wording and say all that is now said in the remainder. Less wording, leaded, will be read three times where this is read once.

M. E. Towne employs a printer who spares no pains in the elaboration of his work. He shows good taste in adhering to uniform display type. I would strike out the dashes before and after Carson City, the comma after Towne and, probably, should reduce the other dashes and ornaments somewhat. But the card has a neat appearance.

A. Y. Sessions is also fortunate in his printer, but I would either take out the round ornament entirely, bringing the display lines in from the border a little or possibly replace it with a plain dash. I think the clear space would be the most valuable. The advertisement is dignified in expression, attractive and is as valuable as any generalization that could be chosen.

Parker Bros. are not so fortunate in finding a dignified writer and, while this species of humor may be attractive to some, I think there are too many others who are repelled by it to make it the best. The arrangement of the display is not the best, as it is not intended to advocate the seeking of a divorce. Such expressions may attract the curious for an instant, but do not excite an interest which sells goods.

J. A. Jackson writes a good advertisement, but he is generous to occupy so much space with ornamentation which is of no use. The white paper, with suitable change in the spacing, would be of more value.

The Brownell Milling Co. has an effectively written and well-displayed advertisement for the purpose. I would have centered the first and sixth lines, as the rest are all centered, and so would have had a good old-fashioned display.

Mrs. L. S. Ackley expresses her generosity in as few words as possible and the printer handles the matter as effectively as he well could do. The policy of the announcement is outside of my province, but I think it savors too much of the raffle for good dignified business.

He'd Had Little Experience.

"They say," remarked the very cynical person, "that in this corrupt and superficial age the great object is not to be found out." "That shows you have very little experience with bill collectors," answered the impecunious friend. "My great object is not to be found in."

GROCERS' WIVES.

They Can Make or Unmake a Man's Business.

I've known a large number of grocers' wives in my time. I've known some good ones and I've known some bad ones. I have known some that God made and I've known some that the devil made.

A long time ago I knew the wife of a grocer who kept an oyster saloon beside his grocery. He had the right kind of a wife. When business was good she'd go in and open oysters like a major. Many's the time I've sat up at the counter and had her open me a half dozen raw on the half shell. She was a practical rather than a scientific oyster opener. That is, her object was to get 'em open' rather than to put the poor beasts out of their misery with as little pain as possible. Occasionally she'd manage a poor oyster so badly that you'd have to do quite a lot of sorting to get a decent remains.

This woman was a valuable wife to her husband in other ways. She had two boys and a husband and she made the clothes for all of 'em. They didn't wear a solitary article of clothing that she didn't make herself, barring shoes. She even made her husband's suspenders and knit his socks, besides making her little boys' hats.

She once boasted amiably to me that she could make a man's coat as well as she could make a woman's dress and that she could do both as well as she could open oysters.

She could, too. And I've seen her open oysters.

On Sunday afternoons this dear woman's family would hitch up their homemade clothes and take a weekly walk, hand in hand. It was a pretty sight. The wife was in politics an expansionist, so she made all their little trouser seats good and comfortable, and she had no patience with tight pants, either. So that when the wind blew, those six pant legs would flap in unison, waving a tribute to the faithful hands that made them.

This wife did what she thought was to her husband's interest. She's dead now—God bless her—but whether she was the ideal grocer's wife I leave to you who read this description of her.

Another grocer's wife whom I knew once comes into my mind. She was a tartar—at least her husband said so, and he was certainly in a position to know.

This woman was a gad-about. There's only one person worse than a gad-about to me, and that's a man who cuts his mother's throat. A gad-about—but I haven't time. It's enough to say that this particular grocer's wife was out every minute she could be—snooping around the neighbors' houses, frequenting cheap theaters, hanging over the back fence—the sort of a woman that makes you feel a certain degree of resentment against Providence for letting her live.

This woman had a young child. While he was a young baby he kept her from going out a good deal, but when he got to be a year and a half or two years old she used to shoot him in the store, tell her husband she was going out for a minute, and would be look after Georgie until she came back?

This sort of thing used to go on every day. The grocer was a meek, henpecked sort of a fellow, and he said nothing. Georgie was not an improvement to the store. A child two years old

does not, as a rule, have that adequate idea of the respect due a clean store that other people have, and so Georgie was not as attractive to the store as a new cash register would have been.

I have no way of knowing how much the involuntary presence of the youthful Georgie injured his papa's business, but my wife told me of the experience one woman had in the store, Georgie having taken her unawares, so to speak. She observed at the time that neither she nor the other woman would ever go there again.

So this grocer's wife was the means of losing her husband two customers, anyway.

What a lot of honest dumbness there is in the world! I knew a grocer's wife who, soon after she was married, set about devising some way in which she could help her husband. She got hold of a really excellent idea. She was a good cook and her scheme was to give all the new products that came into the store a trial, so she would be able to explain their characteristics to the lady customers. In order to use this information, she would stay about the store a good deal.

Well, she set conscientiously to work. She would cook up everything new, familiarize herself with the difference between it and other articles of its class, and then go into the store. The weak end of the scheme developed when she tried to tell lady customers what she had learned. She was a self-opinionated woman—this grocer's wife was, and she couldn't bear to have her judgment questioned, even in the littlest things.

Some of us are married to that sort of women, boys.

I have known this lady, in a sincere, honest effort to help her husband's business, to volunteer her opinion as to certain goods which had just been shown to a lady customer and to get actually irritated and snappy when the customer did not seem to pay as much attention to the opinion as the grocer's wife thought she ought to.

This occurred so often that the grocer finally had to call his wife down and keep her out of the store.

Simply a lack of tact. This wife's intentions were good, but she was not built right to carry them out.

Intelligent wives neither make their husbands' pants and brag of it, nor force their husbands to be child's nurse in business hours, nor hold angry debates with their husbands' customers.—Stroller in Grocery World.

The Good of Laughing.

At the recent banquet of the National Wholesale Druggists' Association in Chicago Rev. Frank Crane compared the respective remedial qualities of laughter:

Some of his epigrams were these:
Man is the only animal that is made to laugh, and as science teaches that a laugh is a sure boon to health, it is a sin for us to substitute excessive drug making for laughter.
Laughter increases the blood circulation.

It enlarges the heart.
It expands the lungs.
It jiggers the diaphragm.
It promotes the dioculation of the spleen.

I once knew a man who laughed so much that when he died they had to cut out his liver and kill it with a club.

Beware of the theologians who have no sense of mirth—they are not altogether human.

Keep your chin up.
Don't take your troubles to bed with you—hang them on a chair with your clothes or drop them in a glass of water with your teeth.

Satisfied With His Own Shrewdness.

The story is told of a merchant who visited a certain jobbing center once a year and usually bought enough goods on each trip to last until his return. He always bought from the same jobbing house and was proof against the inducements offered him by others. But on one visit he was importuned by a salesman for another house and was offered a certain line of goods at a material reduction on what he had been accustomed to pay. Yet even then he was loyal to those with whom he had had dealings for so many years and went around to tell them of what he had been offered.

"Look here," he said to the salesman with whom he generally dealt, "those other people offered me them goods at 12½ cents apiece and you are charging me 25 cents. Ain't that too much of a difference for me to pay?"

The salesman was equal to the occasion. "What do you ask for the goods when we sell them to you for 25 cents each?"

"Fifty cents."
"And what would you expect to get if you ordered them from the other people at 12½ cents?"

"Twenty-five cents."
"Well, don't you see by buying from us you will make 25 cents on each article, while you would make only 12½ cents from the others?"

This was such a simple proposition in arithmetic that the 25 cent goods were bought at once and the dealer went home very well satisfied with his own shrewdness.

Death Duly Accounted For.

A coroner's jury in Georgia delivered the following original verdict on the sudden death of a merchant who had failed in business:

"We, the jury, find from the doctor's statement that the deceased came to his death from heart failure, superinduced by business failure, which was caused by speculation failure, which was the result of failure to see fur enough ahead."

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 B. 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.

GAS READING LAMPS



No wick, no oil, no trouble—always ready. A Gas Reading Lamp is the most satisfactory kind to use. A complete lamp including tubing and genuine Welsbach Mantles and Welsbach lamps as low as \$3. Suitable for offices and stores as well.
GRAND RAPIDS GAS LIGHT CO.,
Pearl and Ottawa Sts.

COUPON BOOKS

Are the simplest, safest, cheapest and best method of putting your business on a cash basis. ♣ ♣ ♣
Four kinds of coupon 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.

Around the State

Movements of Merchants.

Manchester—Geo. D. Par'ee has sold his harness stock to E. S. Hagaman.

Gladwin—H. Deacon & Co. have purchased the grocery and feed stock of the Stuart Co.

Hillsdale—Chas. R. Weston has purchased the confectionery stock of Weston & Marshall.

Vassar—Wills Bros. have sold their agricultural implement and vehicle stock to Cross & Rapley.

Woodbury—Fender & Lapo, dealers in agricultural implements, have removed to Lake Odessa.

North Star—J. A. Pettit & Co. have discontinued their branch mercantile establishment at Brice.

Manistee—W. Stubbs & Sons, confectioners, bakers and cigar dealers, have sold out to Samuel Slingerland.

Saginaw—Mills & Arnold succeed Deanna Twelvetrees in the book, stationery and wall paper business.

Ann Arbor—Joseph Jacobus has opened a grocery store at the corner of Spring street and Miller avenue.

Saginaw—Emil Bernhard has taken the management of the retail department of the Saginaw Hardware Co.

Saginaw—The wholesale shoe house of Jennings, Lacy & Co. will hereafter be known as Waldon, Alderton & Melze.

Mt. Pleasant—Samuel I. Harrison, dealer in clothing and men's furnishing goods, has removed to Gloversville, N. Y.

Jasper—Stout & Van Eusen is the style of the firm which succeeds Stout & Myers in the harness and implement business.

Charlotte—Bare, Gillett & Robison is the style of the new firm which succeeds Bare & Gillett in the furniture and bicycle business.

Lansing—The C. J. Austin Grocery Co. is the style of the new wholesale grocery house which has been established at this place.

Williamston—Dennis Bros. & Swan is the style of the firm which succeeds Dennis Bros. & Sullivan in the agricultural implement business.

Saline—The estate of the late Jacob Sturm has sold its harness and carriage stock to Louis Sturm and discontinued its hardwood lumber business.

Owosso—F. C. Achard has sold his hardware stock to the Owosso Hardware Co. and will devote his entire attention to his business interests at Saginaw.

Lucas—English & Eelenbaas will shortly open a grocery store at this place. They write the Tradesman that they expect to pay spot cash for their stock.

Saginaw—Erasmus Christensen has purchased the interest of his partner, Anton Anschutz, in the grocery firm of Christensen & Anschutz, at 1221 Court street.

Saginaw—The Oppenheimer Cigar Co., wholesale and retail tobacco and cigar dealer at this place and at Jackson, has been reorganized under the same style.

Houghton—The Sheridan hardware stock will be sold at auction by A. W. Kerr, attorney for Miss Agnes Sheridan, administratrix for the estate of the late Owen Sheridan.

Three Rivers—The Photo Supply Co., of Schoolcraft, has been induced to remove to this place and a new company has been organized, comprising many local business men, with a capital stock of \$10,000, of which \$7,500 is paid in.

Saginaw—E. F. Ackard has retired from his connection with the Saginaw Hardware Co. and will devote his time to his duties as Treasurer of the Saginaw Plate Glass Co.

Decatur—Wm. Robertson, formerly of the furniture and undertaking firm of Robertson & Myers, of Hartford, has purchased the furniture stock and undertaking business of W. R. Clark.

Muskegon Heights—E. C. Bramble, who recently succeeded Bramble & Higley in general trade, and uttered a chattel mortgage on the stock to the amount of \$1,750, has been foreclosed.

Bailey—Geo. C. Fenton, junior member of the drug firm of A. W. Fenton & Son, died last week of typhoid fever, leaving a wife and one child, besides his parents, to mourn his loss.

Saginaw—A. H. Perrin has taken an interest with E. Champion in the office supplies and stationery business at 110 South Washington avenue. The firm will be known as Champion & Perrin.

Alpena—The Luther sawmill, which has been cutting box stuff, has shut down owing to the accumulation of a surplus stock. Mr. Luther has been in Indiana arranging for the sale of his product.

Saginaw—Chas. N. McWhorter has retired from the local management of R. G. Dun & Co. at this market, being succeeded by W. A. Brown, who has been Mr. McWhorter's assistant for several years.

Saginaw—Richter Bros., druggists at 1200 Court street, have dissolved partnership. F. A. Richter, Jr., will continue the business in his own name and Dr. Emil P. Richter will devote his time to his medical profession.

Cadillac—Cummer, Diggins & Co. are putting in a charcoal, pyrolygneous acid, acetate and wood alcohol plant here to utilize the waste from their hardwood mills and forests. It is a modern installation in every way and promises good financial returns.

Homer—Frank Mount has purchased of Chas. W. Anderson, of South Albion, the patterns and exclusive right to manufacture the combined hay and stock rack devised by Mr. Anderson and will at once make preparations for its manufacture on a large scale.

Battle Creek—J. J. Van Haften, formerly prescription clerk in the drug store of Wm. McDonald, of Kalamazoo, has purchased the interest of Mr. Markham, of the drug firm of Markham & Erwin. The new firm will be known as Erwin & Van Haften.

Battle Creek—Frank G. Sherwin, who has conducted a family grocery store on Main street for several years, has purchased the grocery business of Chas. J. Austin, being compelled to locate in more commodious quarters. Mr. Austin has also disposed of his interest in the wood and coal business of Dibble & Austin, to his partner, W. N. Dibble.

Shelby—H. L. Andrus, general dealer at this place, has purchased the general stock of Wylie Bros. in the double brick store building known as the opera house building. Mr. Andrus will move his old stock over to the opera house building and consolidate it with the Wylie stock. Wylie Bros. will give their entire attention to their three large fruit farms near this place.

Detroit—Amended articles of association have been filed with the Register of Deeds changing the name of Moran-Fitzsimons Co., Ltd., to Crusoe Brothers Co., Ltd. For some time since Messrs. Moran and Fitzsimons have been out of the grocery business, Joseph F. Crusoe,

of 802 Trumbull avenue, and Jerome S. Crusoe, of Stanton, having purchased their interests. The latter has been at the head of the Crusoe Grocery Co., at Stanton, but has disposed of his stock there to join hands with his father in the Detroit establishment. He will move to the city within a short time and make his permanent residence here. Jerome Crusoe is President of the new company, Joseph Crusoe Secretary and Francis F. Palms chairman of the board of directors.

Manufacturing Matters.

Detroit—The Cowles & Danziger Co., manufacturer of steel barrels, has been re-organized under the same style.

Northville—Fisk & Olde, manufacturers of shoes and shoe uppers, have removed to this place from Detroit.

Colon—The lumber firm of Tomlinson Bros. has been dissolved. The business will be continued by Wm. Tomlinson.

Eau Claire—The Michigan & Alabama Fruit Package Co. has increased its capital stock from \$5,000 to \$10,000.

Battle Creek—The advance Thresher Co. will shortly erect a foundry building adjoining the main shops of the plant.

Bliss—Joscelyn & Dolph have engaged to saw ties for the Klise Lumber Co. and will move their mill to Sturgeon Bay at once.

Detroit—Wm. J. Hartwig has withdrawn from the American Electric Co. Archibald Miller will continue the business under the same style.

Wayland—L. F. Walbrecht has sold his roller mill and elevator to N. V. Henderson & Sons, of Grand Rapids, who will continue the business.

Saginaw—The new plant of the E. Feige Desk Co. will be ready for operation in about three weeks, and already more orders are booked than the company can fill in six months.

Saginaw—The Brewer Lumber Co., planing mill operator and manufacturer of lumber and salt, has merged its business into a corporation under the style of S. L. Eastman & Co.

Benton Harbor—Berkheiser & Moore will rebuild their cabinet factory, which was recently destroyed by fire. Although burned out three times, Mr. Berkheiser will not be conquered by the fire fiend.

Detroit—The Detroit Safe Co. has filed a petition for dissolution, alleging that the company has sold out and paid up all liabilities. The hearing will come before Circuit Court Commissioner May on April 5.

Detroit—The Kenneth Anderson Co. has been incorporated with \$10,000 capital, paid in. Wrought iron pipe and rubber goods will be manufactured. James D. Anderson holds 1 share, Kenneth Anderson 1, and Nellie I. Anderson 98.

Escanaba—The Northwestern Lumber & Coopersage Co. has received a bonus of \$1,000 for the purchase of a site and will at once begin the erection of the necessary buildings. The new enterprise will furnish employment for over fifty people.

Detroit—The Cowles-Danziger Co. has been organized. Its object is the making of steel barrels and drums. It is capitalized at \$15,000, paid in. A. A. Cowles holds 350 shares, J. C. Danziger 500, Sarah McC. Cowles 150, R. R. Sterling 250, F. K. Skinner 250.

Grand Haven—The Grand Haven Leather Co. has sold its plant to the Eagle Tanning Co., of Chicago. The tannery at Whitehall, which the firm also owns, will eventually be consoli-

dated with the plant here. Fine leather, such as is used in making pocketbooks, will be manufactured principally.

Saginaw—S. L. Eastman & Co. have organized a stock company to engage in the purchase and sale of lumber and logs and the manufacture of same. The capital stock is \$100,000, all paid in. The stock is held as follows: Wm. Schuette, 5,000 shares; S. L. Eastman, 4,000 shares, and Emma R. Eastman, 1,000 shares.

Benton Harbor—The branch overall factory of the J. V. Farwell Co. in this city will be operated by a newly organized concern to be known as the White Bear Sewing Co. The plant will continue to be under the management of the J. V. Farwell Co., but will have a distinct business, which will be managed by W. D. Naylor.

Escanaba—It is very probable that a gum factory will shortly be established at this place. John Sourwine, of the firm of Sourwine & Hartnett, will remove his gum manufacturing business from Chicago to this place unless more satisfactory arrangements can be made by which the gum will be manufactured by some gum company elsewhere.

Bangor—At a meeting of the stockholders of the Bangor Box and Basket Co., Levi DeHaven, C. B. Charles and J. E. Sebring were elected directors for the coming year. The net earnings of the company for the past year were about \$1,200. The directors have elected A. L. Robbins manager of the factory for the coming year and he will devote all his time to the business.

Grand Haven—The Walden shoe factory, which has recently been established at this place, will be in operation in a couple of weeks. The machines are being removed here from Griggsville, Ill. The factory will give employment to 150 people and will have a capacity of 400 pairs of shoes daily. The company comprises four brothers, who have grown up in the business.

Detroit—The Merchants' Salt Block Co., with a capital stock of \$200,000, is a new concern which has filed articles of incorporation, among those interested being J. M. Fay, R. H. Visger and George A. Whitaker. The company owns 123 acres at the junction of the Rouge and Roulo creek and will build a \$10,000 factory, starting with fifty men and an output of 500 barrels per day, which will be increased to 2,000. An offer from the National Salt Co. to take all the company's product up to 2,000 barrels a day at 95 cents per barrel on a five-year contract has been refused. The price of salt is double what it was a year ago.

Battle Creek Journal: George S. Hartom, formerly traveling salesman for the American Tobacco Co., has resigned his position. Mr. Hartom is a Battle Creek man and will retain his connection with the business interests of the city, having taken a similar position with Godsmark, Durand & Co. Mr. Hartom is capable of filling any position to which he may be called, as his past successes in his special line of work indicate. He was with Godsmark, Durand & Co. five years previous to his active duties with the American Tobacco Co.

If you believe others, beware; but if you can rely on yourself, be honest, for it is a very mean man who will cheat himself.

For Gillies' N. Y. tea, all kinds, grades and prices. Visner, both phones,

Grand Rapids Gossip

The Produce Market.

Apples—Fancy fruit fetches \$2.50@3.25 per bbl.

Bananas—Prices range from \$1.25@1.75 per bunch, according to size.

Beets—\$1 per bbl.

Butter—Creamery continues weak and slow sale at 22c. Dairy grades are a glut in the market and jobbers generally are in despair over their inability to find an outlet for their receipts at prices that will enable their shippers to get out whole. Despite the repeated warnings of the Tradesman, many country merchants are still paying 18c for all offerings of dairy—because their competitors are doing the same—although it is next to impossible for them to net over 14c for the general run of dairy grades. In some cases dealers are so exasperated over the criticisms of shippers that they have returned consignments and in several cases consignments have been refused when shippers have named a net figure they must insist on receiving for shipment. Until the market is in better shape, country merchants should get their heads together and reduce their paying price to 12c—or take their loss without complaining.

Cabbages—60c per doz.

Carrots—\$1 per bbl.

Celery—30c per bunch and scarce at that. Michigan celery will be entirely exhausted in a few days, when resort will be made to the California product until spring.

Chestnuts—\$4@4.50 per bu.

Cider—13c per gal. for sweet.

Cocoanuts—\$2.75@4.50 per sack.

Cranberries—Jersey stock commands \$3.25 per bu. and \$9 per bbl.

Dressed Calves—Choice, 7@8c per lb.

Eggs—Receipts of fresh are increasing and the market is fairly steady at 20c.

Game—Belgian hares are coming in freely, finding ready market on the basis of 8@10c per lb. for dressed. Local handlers pay \$1@1.20 per doz. for gray and fox squirrels. Common cottontail rabbits are taken readily at 70@90c per doz.

Grape Fruit—75c@\$1 per doz.; \$6.50 per box.

Hickory Nuts—\$2@2.25 per bu.

Honey—Fancy white is scarce, but the demand is slow. Prices range from 15@16c. Amber goes at 14@15c and dark buckwheat is slow sale at 10@12c.

Lemons—Californias continue steady at \$3.25 for 300s.

Lettuce—Hot house commands 13@14c per lb. for leaf.

Limes—\$1.25 per 100; \$1@1.25 per box.

Lima Beans—7c per lb.

Onions—Dry are strong and tending higher at 75@80c. Spanish are slow sale at \$1.50 per crate.

Oranges—Floridas are in plentiful supply at \$2.75 for all sizes. Californias range about the same.

Parsnips—\$1.25 per bbl.

Pears—Cold storage Kiefers command \$1 per bu.

Pop Corn—\$1 per bu.

Potatoes—The market is strong and every indication points to a firm condition. Dealers pay 28@30c at the principal buying points.

Poultry—The market is still strong on chickens and ducks. Local dealers pay as follows: Spring turkeys, 10c; old, 8@9c; spring chickens, 9@10c; fowls, 7½@8c; spring ducks, 10@11c—old not wanted at any price; spring geese, 8@10c—old not wanted.

Sweet Potatoes—\$2.50 for Virginias and \$3.50 for Jerseys.

Squash—2c per lb. for Hubbard.

Turnips—\$1 per bbl.

The Grain Market.

Wheat has been excited and prices went up without any effort. However, when the longs took the profits, it reacted some. Cash wheat made a gain at the close of yesterday's trading of 1c per bushel, while May option gained about the same. Receipts in the Northwest have fallen off about one-third, as com-

pared with a year ago. The visible made another small decrease of 63,000 bushels, but the decrease will be more pronounced in the near future. From all reports the amount in first hands is, as stated last week, very small, and as the large mills in Minneapolis will start up, it will show quite a decrease in the amount of wheat held there. Exports are fair. We have exported 98,000,000 bushels this crop year thus far, against 104,500,000 bushels at the same time last year. Stocks in the United States are smaller than last year. Winter wheat receipts are not crowding on the market at present, as the advance has caused grain dealers to be careful in not offering much at going prices.

Corn made another large increase of 1,307,000 bushels. Notwithstanding this large increase, prices have advanced fully 1½c per bushel during the week. This is for contract grade, which seems to be scarce at present.

Oats remain steady, with no change in price at present. There seems to be a feeling that they are topheavy and, should a freer movement occur, prices will sag some.

In rye, there is more enquiry, but no change in price—49c for choice in carlots being the going price.

Flour remains steady. The demand, both local and domestic, is good. While foreign offers are below value, still they are creeping up. We should not wonder if they came to the sellers' offers before long.

Mill feed remains very steady, with no accumulation, at least not for the present.

Receipts for the week were: 62 cars of wheat, 18 cars of corn, 2 cars of rye, 11 cars of oats, 1 car of beans, 6 cars of potatoes.

Millers are paying 77c for wheat.

C. G. A. Voigt.

Hides, Pelts, Furs, Tallow and Wool.

Hides are in good demand, without material change in values. There is no accumulation and a stronger market is looked for.

Pelts remain quiet and slow in value. Few are offering outside the larger markets. Stocks of mutton sheep are not large and the kill at country points will be small.

Furs are closely picked up, going forward to the Eastern markets in small lots. The catch is small and so divided that there is no accumulation. London sales, which open on Jan. 14, will fix values for the remainder of the season.

Tallow is in better demand, with a firmer feeling. An advance is looked for.

Wools have sold fairly free at low values, as there are those ready to take first loss rather than carry longer. A stronger market is looked for abroad on the opening on Jan. 15 on account of an advance obtained in Australia. The large supply in States handicaps our home market, as this supply is held in small lots, and some are ready to sell. Manufacturers' lofts are fairly empty and await the demand for goods to fill them up. A good brisk demand would stimulate prices, and holders await its coming anxiously. Wm. T. Hess.

Will D. Day, of Howard City, and Jas. Lynch, of Coral, have formed a co-partnership and engaged in general trade at Amble. The drug stock was furnished by the Hazeltine & Perkins Drug Co., the dry goods by Voigt, Herpolsheimer & Co., the hardware stock by Foster, Stevens & Co. and the grocery stock by the Musselman Grocer Co.

The Grocery Market.

Sugar—The raw sugar market remains practically the same as at last reports. Quotations for 96 deg. test centrifugals are 4 5-16 to 4¾c. Refiners are willing to pay 4¾c for spot supplies, but are offering but 4 5-16c for stock afloat. Last Wednesday the refined market declined 10 points. This came as somewhat of a surprise to the trade, as they had been expecting an advance. The market remained rather unsettled for a few days, but changed again on Monday, all grades advancing 10 points. The demand has been very heavy during the last week and, although it seems impossible to get a positive confirmation to that effect, the trade generally believe that the sugar-coffee war is ended for the present at least.

Canned Goods—Trade in canned goods during the past week was very quiet, although a very fair business, considering the dullness that had existed for a long period, was done in tomatoes. The feeling in this line seems to be somewhat better and the increased demand caused some jobbers to renew supplies to some extent. There was not, however, enough to have any appreciable effect on the market. The tendency, if anything, seems firmer, and the rather unexpected buying last week seems to have given many holders a feeling that the long-looked-for improvement in the tomato market is near at hand. There is still considerable pressure to sell corn, with little disposition on buyers' part to take hold, except at good reductions from the prevailing quotations. Peas are quiet but firmly held, holders expecting to realize good prices for their stocks when the spring demand begins. String beans are firm but unchanged. Peaches are dull but steady. Gallon apples are firmer and seem to be in little better demand than for the past few weeks. The salmon market is quiet but firm. Stocks are very light for this time of the year and a good trade is in prospect for the early spring months. Sardines are quiet and unchanged.

Dried Fruits—The market continues quiet and in buyers' favor for goods of almost all descriptions. Buying is confined almost entirely to small lots. Prunes are lifeless. The demand seems to have stopped off short. The Association has only sold about 30,000,000 pounds out of the 125,000,000 received. Three-quarters of the crop is in the warehouse and the actual selling season has passed. It is not only the large crop of prunes abroad that has operated against the prune market, but there was also a large crop of apples, both East and abroad, and any one ought to know that apples have more influence on the markets in this country and abroad than any other fruit. Loose raisins are in almost no demand. There is, however, some demand from seeders for good sound stock. Reports from the coast are that the raisin situation there seems to be improving. Over 2,800 cars of raisins have been shipped from the coast this season, while the Association still has on hand 1,200 to 1,500 cars and outsiders do not hold over 100 cars. Currants are quiet, but show a slightly easier tendency. Apricots are the strongest item in the entire dried fruit list, owing to their scarcity. Fancy apricots are especially scarce, but all grades are in very small supply. The enquiry has been somewhat better. Peaches, also, are meeting with better demand at firm prices. The quantity of figs carried over the first of the year is less than last

year and probably below the average of ordinary seasons. In view of the exceptionally low prices and usually good quality, some holders are looking for an improvement in price before the spring demand sets in. Dates are in slight request and barely steady. Evaporated apples are in good demand, but stocks are practically exhausted.

Rice—The position of the market remains strong and an active demand is expected in the near future, owing to the scant supplies held throughout the country. Prices continue firm in primary markets and are tending upward. Japans are in small supply and firmly held. Stocks of low grade domestic are in very small supply.

Tea—There is a better feeling in general and prices are steadier for the entire list, holders having increased confidence in the future course of the market. Buyers are showing increased attention and enquiries are on the increase, there being more of a disposition to operate. Stocks in first hands are fair, but no supplies are being pressed on the market. Prospects are of a more encouraging character and a hardening tendency in prices is anticipated.

Molasses and Syrups—The molasses market is firm, but sales are of small quantities. Supplies are moderate and firmly held, holders showing no anxiety to sell, anticipating an improved demand, owing to light supplies held throughout the country. The corn syrup market is very firm and prices have advanced ½c per gallon. The demand is very heavy, local buyers having purchased several cars this past week.

Fish—Fish of almost all kinds is very firm and in good demand. The mackerel market remains firm, with light stocks. Prices are reasonable and there is no probability of any decline.

Nuts—Nuts are in fairly good demand. Stocks of California walnuts are practically entirely cleaned up. The goods came on the market at the time that foreign walnut shipments were greatly delayed and quickly passed into consumption. Few walnuts are liable to arrive now and stocks to be carried into the new season are said to be less than in any recent years. Brazil nuts are in light supply and there are few goods of good quality still to be had. They are held very firm. Tarragona and Ivica almonds are scarce and held slightly higher. California almonds are about ½c lower. Filberts are ¼c lower.

Rolled Oats—The rolled oats market is firm with very good demand.

Larger and Stronger Than Ever.

Our representative, while going his rounds, has learned that many retail merchants throughout the State have the impression that the old reliable wholesale hat, cap and fur house of Walter Buhl & Co., of Detroit, which for many years has occupied such a prominent position in the jobbing trade of the Middle West, had retired from business. We are pleased to say that this is erroneous, as they have simply disposed of their fur department and are now devoting all their energy and attention to wholesale hats, caps, gloves, umbrellas.

John G. Steketee has purchased the interest of his partner in the drug firm of Steketee & Hoedemaker at 510 South Division street. Mr. Hoedemaker will remove to California.

The man who swears off to keep from getting drunk is much better than the man who does not swear off, and who gets drunk in the same old way.

A man who prefers keeping his money to spending it will pocket his pride.

The New York Market

Special Features of the Grocery and Produce Trades.
Special Correspondence.

New York, Jan. 5.—Matters in the grocery line are running smoothly and the year begins in a manner promising "pleasure and profit" to all concerned.

Among staple goods, coffee seems to take the lead for being the dulllest in the market and the chances do not seem to favor any immediate improvement. Cables from Europe continue to be of a character showing a dull market generally there, and Brazilian advices show a continuation of very large arrivals. Upon the whole we seem to have a year of cheap coffee before us, and this will be bad for makers of "cereal" coffees. At the close, the stock of Brazil coffees in store and afloat aggregated 1,086,372 bags, against 1,276,739 bags at the same time last year. Rio No. 7 is quotable at 7½c. Mild grades are easy and unchanged, although there seems to be a little firmer feeling regarding certain West India growths. We have a detailed story from Chicago now regarding the settlement of the coffee-sugar war, which story will last a little while, probably, as they all do.

The demand for sugar has been limited, although probably all that could be expected at this season of the year. Very little new business was entered.

An average trade has been done in rice on old quotations. Supplies are not excessive and the statistics rather favor holders. Prime to choice Southern, 5@5½c.

Steady improvement is shown in the spice market. Cables indicate firmer foreign markets and some purchases have been made here of fairly good sized lots, indicating an intention on the part of buyers to carry stocks ahead of current needs.

The last few weeks of 1900 were comparatively active in the molasses trade, but the transactions so far this year have not kept up the record. Receipts, however, are not large and prices seem to be well sustained. Syrups continue firm and unchanged.

In canned goods, the year opens with nothing especially encouraging to report and, in fact, with considerable pressure to sell in certain lines, especially corn and tomatoes. California goods are pretty well cleaned up. Corn is decidedly weak, with sales of New York standard at 60c. Tomatoes are lower, with No. 3 New Jerseys at 75c, the asking price being from 77½@80c.

Dried fruits unchanged and in limited enquiry.

Lemons are decidedly dull and prices sag. Quotations range from \$1.85@2.30. Oranges are steady. Navels, \$2@3.75. Bananas are selling in an average way at 90c@\$1.35 per bunch.

The conditions in the butter market remain unchanged and prices are practically the same as last week. Best Western creamery, 25c; imitation, 17@19c; Western factory, 14½c.

There is a little better feeling in cheese and some sales have been made at prices indicating considerable strength, but there is room for improvement. State full cream, large size, 11¼@11½c; small, 11¼@12c.

Receipts of eggs have been light, but so has been the demand, and the market remains about as last noted. Best Western, 24c; Western selected, 23c.

Beans are firm. Choice marrow, \$2.60; choice medium, \$2.25; choice pea, \$2.27½@2.30; choice white kidney, \$2.60@2.65.

How He Got a Start.

"May I ask what line of business you were engaged in at that time?" said one of a group, addressing a dapper

little gentleman who had just narrated a rather remarkable story of adventure.

"My occupation was never officially classified," replied the little man, smilingly, "but I suppose I might have been termed a professional vandal—an expert defacer of public and private property."

"A what!" exclaimed the questioner in amazement and, in response to a general demand, the dapper stranger proceeded to explain himself more fully. "I can best make the matter clear," said he, "by telling you briefly how I came to invent the business. In the summer of '92 I happened to be in a certain large city, out of work and badly in need of money. One of the local merchants was flooding the place at the time with all sorts of advertisements for a new shoe, which was then a trade novelty, and seeing this announcement at every hand I conceived a bright idea.

"In front of a magnificent public library, which was the pride of the city, was a statue of Shakespeare, seated in a chair with his legs crossed. He was supposed to be in an attitude of reflection, but he was also in the attitude of a man trying on a new pair of shoes. 'What will you give me,' I asked the enterprising merchant, 'if I put one of your shoes on Shakespeare's raised foot, another in his hand and a banner on his shoulder proclaiming the merits of the goods?' 'I'll give you \$100,' he whispered, 'but no guarantee against lynching.' I took the contract, and the next morning the whole city was aghast at what the newspapers called 'a fiendish desecration of a noble work of art.' Of course the merchant promptly denied all knowledge of the affair, and the exploit was generally attributed to larking college students; but enormous crowds gathered around the statue, the papers discussed the 'outrage' by the column, and, incidentally, the new three-dollar shoe received an advertisement of incalculable value. The merchant was decent enough to send me another hundred on the sly, and that incident started me in business."

A Man of Talent.

When I had last seen Billy Burdette ten years ago, in Wyoming, he was in something of a hurry, and said he was expecting callers, so that he could not stop to talk at that time. The callers came, but Billy was not there when they arrived. It was said that the visitors came under color of the law, and that they wished to enquire into Billy's reputed fluency in writing his own name, so to speak, upon the hides of other people's cows, by means of a piece of red-hot hay wire. It had long been commonly admitted among all the boys who rode the range in that part of the world that the equal of Billy never existed with the hot hay wire, nor indeed with the wet-blanket brand of the regular heavy iron. "He kin change a brand on a calf so its own mother would swear it was not her cheild," said the foreman of the Double L (ll) outfit. The foreman of the Double L had a little herd of his own, whose cows, singularly enough, all ran under the Hogen brand (double bars crossed), which a cow puncher was once irreverent

enough to suggest could be easily made by a double use of the same iron that marked the cows of the Double L. Yet such crude enterprise as the altering of the Double L would have been mere primer work for any of the shrewd sign writers who in that time and place made the law of the range, and who re-wrote the most abstruse hieroglyphics devised by the tenderfeet from east of the Missouri. There was a certain professional pride among these sign writers, and not a little mutual sympathy as well as mutual understanding. E. Hough.

Care Tells Every Time.

There is a butcher in one of the New Orleans markets who has built up an immense family trade entirely by reason of his taste in doing up parcels of meat. His modus operandi is very ingenious. If he is handling a porterhouse he places it between two squares of pasteboard, uses a sheet of pearl gray manila paper as a wrapper and ties it up with baby blue string. The result is a neat rectangle, which has every appearance of having come from some fashionable drug store or confectioner's. Chops and such like he stows away in neat little cardboard tubes, and he keeps a supply of one pound candy boxes especially for chicken livers and chopped sausage. The system is very effective.

The Boy's Retort.

The many things that have been written concerning the wearing of feathers on ladies' hats for adornment reminds one of a woman who met a small boy carrying a nestful of eggs.

"You cruel, wretched boy," she cried, "how could you have the heart to do such a horrid thing? No doubt the poor mother is now breaking her heart for the loss of her eggs."

"Oh, no, she don't care," said the small boy, moving cautiously out of reach, "she ain't got the chance. You've got her on your hat."

Changing from Credit to Cash.

A great many merchants who have been established in a community for some time on a credit basis, imagine that if they attempted to make such a radical change it would result in a loss of trade and probably failure. They admit that their lost accounts foot up quite a neat little sum each year and would like to make the change but are afraid.

A merchant who had been doing a credit business for fifteen years in one community made up his mind two years ago that he would either do business for cash or quit retailing. He said he expected it would be quit, and he did trace the loss of a few customers to the change, but this loss he figured of no consequence compared with the money loss and the worry he was compelled to undergo while selling goods on time. He is now an enthusiastic cash man. We don't think a failure was ever traced to the fact that a change had been made from credit to cash.

We recall an instance when a retailer, driven to desperation by his inability to collect accounts, determined to credit only such people as would pay their bills on presentation. He says that after trying this plan a year and watching it closely, he was forced to the conclusion that there didn't seem to be any of that kind of people in his community.

Only Drawback.

Nodd—How do you like your country home?

Todd—It's a great place. The only drawback is that I can't sell it.

The good man alone is free, and all bad men are slaves.—Maxim of the Stoics.



Highest Market Prices Paid. Regular Shipments Solicited.

98 South Division Street,

Grand Rapids, Mich.

BEANS === BEANS

WANTED—Beans in small lots and by carload. If can offer any Beans send one pound sample each grade and will endeavor to trade with you.

MOSELEY BROS.

Jobbers of Fruits, Seeds, Beans and Potatoes

26, 28, 30, 32 Ottawa Street

Grand Rapids, Michigan

B E A N S

We are in the market for all grades, good or poor, car lots or less. Send one or two pound sample.

ALFRED J. BROWN SEED CO.,

BEAN GROWERS AND DEALERS
GRAND RAPIDS, MICH.

We can use your
SMALL SHIPMENTS as well
as the larger ones.

L. O. SNEDECOR

Egg Receiver

36 Harrison Street, New York

REFERENCE:—NEW YORK NATIONAL EXCHANGE BANK, NEW YORK

We want Fresh
EGGS. We are
candling for our
retail trade all the
time.

SUNK IN A SWAMP.

Fate of a Merchant Who Undertook to Move.
Written for the Tradesman.

"An excellent practice in business," observed the commission man, checking off a consignment of fresh eggs, "is to work along new lines whenever possible."

"Sometimes," agreed the commission man's audience, which was composed exclusively of the proprietor of a drug store on the next corner, "but working along new lines occasionally lets a fellow down with a jar. There was Tim Howe. You knew Tim? Queer sort of a chap, who had a way of his own for everything. Died somewhere in the South, I believe, while trying to reverse the laws of gravitation. Fell out of a flying machine."

"I have heard of Tim," replied the commission man. "What about him?"

"Why, as I stated a moment ago, he was one of your new-method men. Remember the time he started a drug store?"

The commission man shook his head.

"He was working for a firm in the Northern part of the State when he got the notion of going into business for himself. He declared he wanted to settle down somewhere and take things easy. He did settle down, but I don't think he took things easy. The firm he worked for had been obliged to close out a little suburban drug store on a debt and they unloaded it on Tim, building and all."

"After selling postage stamps and giving away patent medicine samples and almanacs for about a month, Tim discovered that he wasn't making enough money to keep him in cigarettes, so he decided to move. I told you that he bought the building with the stock, didn't I? Yes. It was a balloon-frame concern, with a block foundation and three living rooms on the second floor. Well, Tim hunted around for a location until he discovered a little town growing up on the edge of a swamp about five miles away and connected with the old town by a log road which was built on springy soil and was under water about half the time."

"Of course, Tim couldn't lease a store in the new town and tote his stock over on wagons, as any rational human being would have done. He wanted to save rent, and so he crowded his wife and numerous children and his furniture into the three upstairs rooms, slid his place of business off onto four big truck wheels and started across the swamp, utilizing three yoke of disreputable oxen as motive power."

"The causeway was rather bumpy after he got to the lowland and the oxen kept gee-hawing about in the false hope of dodging the flies and mosquitoes, but the edifice moved along with a rattling of bottles and a smell of mixed drugs until nightfall of the first day, when the sills, which were composed of two two-by-six joists nailed together, broke in the middle and the whole cavalcade went into the swamp, the unsympathetic oxen to see about the fodder, and the store to see how far down it could go without getting out of the county."

"The teamsters collected their oxen and went off home, leaving the drug store slowly making its way toward the center of the earth. When the mud and water got a foot deep on the floor, and the turtles and snakes and frogs began to mix with the cigar case and the hair dye Tim took to the bosom of his fam-

ily on the second floor and sat down to think it out.

"I presume his wife suggested a good many things to him that night. He never said much about that part of the affair. In the morning when the supervisor came along and threatened to arrest him if he didn't get his old drug store out of the public highway she wouldn't speak to him. Tim got some men to help him, after a day or so, and wallowed around in the swamp until the vicinity of the store was like a lake and then gave it up. The concern was going down all the time and his wife kept insisting that she felt water snakes crawling over her in the night, but what could Tim do? When teamsters came along and swore at him because he wouldn't turn out for them he sat down on the highest counter and looked grieved. He didn't even sell postage stamps in his new location, for the creeping things that lived there had no correspondents outside."

"One day, after his wife had been making remarks about the location of the drug store, Tim conceived a brilliant idea and took it to town with him in a boat, made out of the prescription case, for a long rain had filled the swamp with water. He went to the old store and sat down to talk things over with his former employers and such customers as might drop in. He admitted that his present business site wasn't satisfactory on account of the questionable society, and offered \$10 for a suggestion that would enable him to shift his store."

"You might drain the swamp," suggested the senior proprietor, who was heartless and terribly commercial.

"Why not move the town over to the store?" asked the junior.

"Then one of the clerks suggested that he tie a balloon to the store and leave the swamp by the air line."

"Another suggested that Tim make a collection of living things at his town and go into the Noah business."

"To all of these remarks Tim made no reply. He felt hurt. Then a traveling man dropped in and advised him to either build a railroad to the store or dig a ditch and float it out. It was even suggested that he set up a summer resort and give excursions to the store, which would at least enable him to dispose of his cigars and wet goods. And one conscienceless brute advised Tim to buy a steam engine and make a transport of the building."

"Tim admitted that it might be a good idea to open a country boarding house, only he was crowded for room already on account of the upper floor sagging down like a decayed river pier, and he was afraid some of the boarders might have fits when it came to getting into bed with water snakes and turtles."

"Then the tax collector of the township where Tim's place of business had settled down came in and presented a bill for the use of the highway, and for ten road logs which had gone down with the foundation of the drug store. This closed the deal so far as Tim was concerned. He told the collector that he might sell the store for taxes and went home and moved his family and stock out in a scow."

"It took about all the liquor which he had purchased for medicinal, sacramental and scientific purposes to induce the men to keep at the job until they struck hard ground with the plunder, and then Tim was arrested and taken to jail for dispensing ardent spirits in a prohibition county, his swamp store being about ten feet over the line from

the old county. When Tim got out, by the aid of his friends, he went into the swamp at night and set fire to the building. I think he went South after that."

"All of which shows—"

This from the commission man.

"That precedent is the only safe thing to follow in the drug business," replied the druggist.

"If he could have bottled his location and sold it for something just as good," began the commission man, but the druggist went out and closed the door with a bang.
Alfred B. Tozer.

In Mourning for His Brother.

Mrs. Housekeep—I suppose you want a piece of cake, too.

Harvard Hasken—No, lady, but if there's an old black suit o' clothes about the house I could use that. The poor feller you gave the cake to yesterday was my brother.

WALL PAPER BUSINESS FOR SALE

A flourishing wholesale and retail wall paper, shade and painters' supplies business in the city of Detroit must be disposed of on account of sickness. Price will be low and easy terms allowed.

Address Box 1000,
care Michigan Tradesman.

Write for Samples and Prices on Street Car and Fine Feed Stuffs

DARRAH BROS. CO., Big Rapids, Mich.

We make a specialty of

Pure Rye Flour

We have the best equipped mill in Michigan for this purpose. Write for prices. We deal direct with merchants.

Olsen & Youngquist, Whitehall, Mich.

You ought to sell

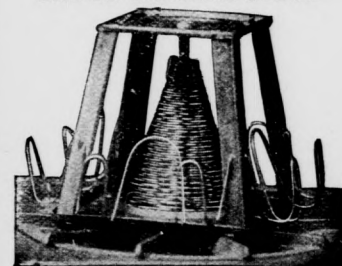
LILY WHITE

"The flour the best cooks use"

VALLEY CITY MILLING CO., GRAND RAPIDS, MICH.

JIM'S TOASTER

TOASTS BREAD ON A GAS OR GASOLINE STOVE



The wire cone is heated red hot in one minute. The bread is then placed around in wire holders. Four slices can be toasted beautifully in two minutes. Write for terms to dealers. It will pay you.

HARKINS & WILLIS, Manufacturers ANN ARBOR, MICH.

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.

WORLD'S BEST

S.C.W.

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

OLD RELIABLE B.L. CIGAR
ALWAYS BEST.

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.



Devoted to the Best Interests of Business Men

Published at the New Blodgett Building,
Grand Rapids, by the

TRADESMAN COMPANY

One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - JANUARY 9, 1901.

STATE OF MICHIGAN }
County of Kent } ss.

John DeBoer, being duly sworn, deposes and says as follows:

I am pressman in the office of the Tradesman Company and have charge of the presses and folding machine in that establishment. I printed and folded 7,000 copies of the issue of Jan. 2, 1901, 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 fifth day of January, 1901.

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

GREEK AT THE OUTSET.

It was an incidental remark; it was "tossed off," if one may say so, as a mere matter of emphasis, but it shows from beginning to end the motive power that lies in and under all that has made this city famous in her particular line. We, people of the United States, believe heartily in the truism of the ages that "a poet is born, not made;" that a man born a blacksmith should keep out of the pulpit; that a round plug can never fit into, and stop, a square hole; but, the fact acknowledged, while the Old World thought and the Old World practice turns their efforts into other directions, the American thought can not understand why, if one cares to make the attempt, anybody can not be a poet if he so makes up his mind; that any blacksmith can hammer an argument as he hammers a horse shoe, and that any farmer's boy who finds that his plug is square and the hole in the cider barrel round has only to stop the spirting cider with his toe until he whittles that square plug into shape and stops the flow of the apple juice! The Old World is constantly bringing up against an "I can't," and, like the river current turning away from it, the New World meets the same obstacle and pushes it out of the way or, what as often happens, takes the obstruction along with it.

The remark from which the quotation has been taken was made by a Grand Rapids manufacturer. He had been urged to begin a business of which he knew absolutely nothing. A friend "saw a very fine opening for some one and advised me to launch out. The entire business was Greek to me at the outset, but"—here is where the United States holds up its head and speaks—"there is now not a machine in the factory and there is no part of the work that I do not understand." He was no born mattressmaker. He had been "calculating" with that square spigot to

stop another sort of opening, but a little ingenuity would make him equal to the new requirements and, if there were a good chance, he would take it. He did in eight years the business has grown from six employes to ninety.

Those who are only a little acquainted with the ways of the old country need not be told that right here lies the great difference between the two hemispheres. The Old World servant calls for his fellow to stop with his finger the flowing wine while he goes for another spigot. The Yankee stopples it with his toe while he whittles the old plug down. The wall painter in England must have a man to hold his slipping ladder. The Yankee furnishes the side-pieces of his ladder with prods and sets the man about better business. The Old World expects a man to do just one thing. The New World not only expects but insists that he shall do a dozen and do them all well. The Old World mortal insists on being a machine; the New World on not being one and when the machine life becomes monotonous invents something that will do the work better than he can. "Seeding cotton is bad for the fingers and slow work," said Whitney. "Why not set steam to turning?" asked Arkwright and Fulton. "This reaping and binding are bad for the backbone. Let's stop it," said McCormick. "Let's have a little more light," remarked Franklin and Edison; "and I'll turn that same light to some practical account," exclaimed Morse. For something over a hundred years the Old World has been bewailing the fact that Nature insists on a round spigot for a round hole and for that same period of time the New World has been recommending that the old lady may have her own way and at the same time keeping a sharp knife and a plenty of spigot material on hand. She is stubborn in the matter of cause and effect and "sot," so far as her "laws" are concerned, but nothing delights her dear old heart more than to bring a sample of humanity squarely up against something that is "Greek to me at the outset" and see what he will do. If he sits down and learns the Greek, so that in eight years there is nothing about it that he does not know and understand, so far as she is concerned, "the end of that man is peace;" but if he stands with staring eyes and fallen jaw, wondering how that square plug is going into that round hole without even feeling for his pocket knife, she leaves him to his own devices, in the meantime muttering, "What fools these mortals be!"

About a mile south of the Michigan State line, and near Cedar Lake, Ind., is small spot of land upon which vegetation absolutely refuses to grow. The surrounding soil, although apparently the same, is very productive. The spot is less than 20 feet in diameter, and is located in a grove which tradition declares to have been the torture ground of the Bawbeese Indians.

Tuberculosis has been placed among the diseases which are subject to quarantine. The Commissioner of Immigration has so decided in the case of a Japanese who arrived at San Francisco from Japan, ill with this lung trouble. It was decided that the patient could not land, but must return to the port from which he sailed.

The oyster is a model for prize fighters. The oyster is open to all comers, and makes no talk.

PHILLIP DANFORTH ARMOUR.

Armour was a typical American. He fought his own way in the world and won the fight splendidly. He died many times a millionaire, but every dollar of his fortune was of his own earning. None of his employes were poorer than he once was himself. Industry was one of his strong points. One of the things he never learned to tolerate was indolence, better known by the plainer and more expressive word, laziness. He was early at his office, and his hours there were long and laborious. The business he built up has attained to gigantic proportions. As an organizer he had few equals and no superiors. Beginning in a small way, he added to and enlarged, until from one end of the country to the other there are precious few places on the American map which do not have some business of some sort with the house of Armour. A perfect system was an essential, and this he arranged, always keeping himself as its center. Nobody knew the generalities or the details of those multitudinous interests better than he did. The value and the influence of such a man is almost unlimited. It is said that 50,000 people are supported by earnings from his establishment through a pay roll aggregating half a million dollars a month. Others patterned after him, but none surpassed him. He revolutionized the meat business of the United States. He did not sell it at all, but he led the way. His transactions in grain ran into the millions readily and continually. His indomitable energy knew no restraint nor barrier. He knew what he wanted and secured it. All his time and talents were concentrated upon his business enterprises and he compelled success. When he became wealthy he did not forget his old friends of earlier days. Nor was he a man who hoarded his money miserly. The Armour Mission and the Armour Institute of Technology bear his name and were enriched by \$2,500,000 of his donations. He was one of the many men who furnish examples of American possibilities. Instead of making others envious and pessimistic, such careers should be accepted as indicating and proving that what has been done can be done again. His was no exceptional case. There are hundreds, even thousands, not unlike it in the United States to-day. Indeed, it is the boys who start poor who as a rule are most successful. What Phillip Danforth Armour accomplished under circumstances that did not look propitious, others can do by the exercise of the same industry, pluck, perseverance and ability.

AT THE END OF THE ROPE.

Extravagant and profligate expenditure of capital and income invariably brings disaster, sooner or later. The telephone business is no exception to the general rule. The record of the Erie Telephone Co.—the owner of the Michigan (Bell) Telephone Co.—during the past two years, under the management of the much-self-advertised President Glidden, has been characterized by methods which would excite the admiration of the men who wrecked the Erie Railroad a quarter of a century ago.

The Erie Co. has bonded and stocked its sub-companies beyond reason or excuse. Then, in the effort to create a market for its stocks and bonds, it has advertised and subsidized and by every other method that a fertile brain could devise endeavored to market securities to cover the expenses and the losses. So-

licitors have been employed to obtain contracts for service at less than cost rates and thousands of new subscribers have been announced all over the country, as evidence of the prosperity of the Erie Co. and its sub-companies.

In Grand Rapids the Bell exchange has not paid the expense of operation for over four years. It loses from \$8 to \$10 on every residence telephone and the recent addition to its residence phones makes the actual loss at present double what it was two years ago, when it had less than half as many subscribers.

This same condition of affairs exists in many places in Michigan and other Erie territory. No corporation can lose money permanently. Unable to sell its stock and bonds, it became impossible to continue the Erie policy, as the ability to borrow appears to have been limited to \$6,000,000—the present floating indebtedness!

To prevent the properties going into receivers' hands, a majority of the stock of the Erie Telephone Co. and sub-companies has been put into the hands of trustees, together with all the bonds of the Erie and sub-companies, to secure the bankers who loaned the company \$7,500,000 to pay present obligations and advance \$1,000,000 which is alleged to be set aside for the completion of work now under way in Erie territory—Michigan, Wisconsin, Minnesota, both Dakotas, Texas, Arkansas and Cleveland.

How have the mighty fallen! Within sixty days an official of the Erie Co., when in this city, announced that the Erie would expend \$7,000,000 in Michigan alone in 1901, when it now appears that the company could not meet its ordinary obligations, without outside assistance.

Gliddenism is a failure! It has been one of the most elaborate and systematic efforts to mislead the public yet witnessed in the business world. Honesty pays in business as in morals, and questionable methods will never enable anyone to achieve permanent success.

The independent telephone movement and its probable success drove the Bell officials to these desperate methods in order to secure money to expend in a cause evidently doomed to failure. This condition is in marked contrast with that of the independents who are not overstocked and are not bonded. Even the most bigoted Bell men must now admit that the independents are in every way better situated than the Bell companies. The time is not distant when Bell methods and the present Bell organization will be things of the past, and the independents will be in complete control.

Oranges and bananas reach a delicious perfection in Puerto Rico and frosts are unknown. The cultivation of various crops has increased enormously since 1896, averaging fully 50 per cent. all around. The cultivation of cane has increased 25 per cent., of coffee 25 per cent. and of tobacco 300 per cent.

The services of window dressers are in great demand in Brussels just now, the city having decided to mark the opening of the new century by awarding prizes for the best dressed show windows among the stores.

The article on How to Circumvent the Catalogue House, published on page 22 of this week's paper, was original with the American Artisan and should have been credited to that publication.

TOUCHED ELBOWS.

Banquet of Kalamazoo Grocers and Meat Dealers.

The first annual banquet of the Kalamazoo Grocers and Meat Dealers' Association was held at the Auditorium last Wednesday evening and was attended by seventy-five grocers, butchers and invited friends.

After the menu had been thoroughly discussed to the satisfaction of all present, President Harris turned the work of directing the remainder of the programme over to Wm. H. Johnson, as toastmaster, who distinguished himself by making a more or less eloquent speech in which he expressed the hope that the success of the first annual banquet of the Association might be repeated many times in the future.

He then called upon E. A. Stowe, who was present by invitation, who addressed the gathering on the subject of Aims and Objects of Organized Effort, as follows:

Modern methods of merchandising are largely a matter of habit, and habit is one of the most difficult things to change, without some incentive to make the change. The association offers that incentive. Its very organization is an innovation, because it starts out with a set of aims and objects which contemplate the abandonment of every abuse which is detrimental to the trade and the adoption of new ideas and new methods which are enthusiastically hailed as the forerunners of better conditions, ushering in an era of better times.

Glance, if you please, at the array of aims and objects of any new association of retail dealers and note the revolution it is proposed to accomplish:

Shorter hours.

Early closing.

Uniform prices.

Restriction of peddling.

Suppression of dead-beats.

I need not prolong the list, although it could be increased four fold. Suffice to say that the local association affords the most practical method of assisting the retail dealer to get out of the rut of dead-beatism, peddlarism, long hours and cut prices, because, in these days of keen competition and active rivalry for trade, few merchants have the courage to stand alone in the introduction of new ideas of a revolutionary character. The association is no stronger than the individual member—no more capable of effecting coveted results than the single member—but, reinforced by the strength and encouragement which come from companionship and co-operation, the member of an association feels able to join hands with his fraters in taking and maintaining a position which he would hardly have the hardihood to take and maintain alone.

Conceding, then, that the individual merchant is fortified and strengthened by his affiliation with an association composed of men engaged in the same or kindred lines of business, what avenues are then open to him for exploitation? What abuses should he seek to abate? What reforms should he aim to accomplish?

In my opinion, there is no condition to which the individual merchant may properly aspire that the association can not legitimately espouse. Whatever is right and proper for the individual is equally the proper province of the association. Likewise, whatever is not proper for the individual is not proper for the association. Honesty is honesty, whether restricted to the individual or applied to a collection of individuals, and it is very necessary that this fact should be kept constantly in mind, because any attempt to overstep the mark invariably leads to disaster.

No association of retail dealers can afford to exist which owes its existence to levying blackmail or involuntary assessments on wholesale dealers and manufacturers. It is a melancholy fact that too many organizations of this character are apparently maintained mainly for the purpose of placing a weapon

in the hands of unscrupulous men to sandbag those who cater to the needs and necessities of retail dealers and who submit to being mulcted rather than subject themselves to the loss of trade which they fear would ensue as a refusal to stand and deliver.

It is a noteworthy fact that the organizations which resort to blackmailing tactics seldom last long and never accomplish anything to speak of for the members, whereas the associations which insist on paying their own way and meeting their obligations in man fashion usually have long and prosperous careers, enjoying the confidence and co-operation of the wholesale trade and enabling their members to retain a measure of self-respect which is not possible where groveling methods prevail.

The first reform which is usually undertaken by new associations is that of shorter hours and early closing. Twenty-five years ago no grocery store or meat market in Grand Rapids closed before 10 o'clock. Now it is very unusual to find a store of either class open after 6:30 down town and 7 o'clock in the outlying districts. It is almost impossible to find a grocery store or meat market open on Christmas or Fourth of July and seldom after noon on the other holidays of the year. Such a thing as Sunday traffic in meat and groceries has practically disappeared.

Uniform prices on staple goods is usually about the next subject taken under consideration. This ordinarily takes the form of the "sugar card," which enables the grocer to obtain uniform prices on granulated sugar and frequently on fruit jars and other articles which are too often sold at varying prices. If it costs the average grocer 15 per cent. to do business, there is seldom a time when the sugar card enables him to get out whole, but there is a vast difference between getting actual cost and selling at first cost and losing the expense of doing business.

The restriction of peddling usually comes next.

The city grocer may not realize how important it is to him that the operations of the country peddler should be curtailed, but if he will give the matter careful consideration he will find that the country peddler cuts into his trade both ways—by furnishing his country customers with groceries and his city customers with butter and eggs. The city peddler cuts into his trade in one direction only, but he can be circumvented to a great extent by constant watchfulness and the assistance of the license department of the city government.

If there is one thing, more than another, which should impel retail dealers to pull together, it is the peculiar fascination there is in the sale of goods at retail by the wholesale trade. This trait is one of the most singular I have met with in my business experience and I have never yet found a wholesaler who was able to explain why it possesses such a firm hold on the jobbing trade. The only remedy is the Roll of Honor and constant watchfulness on the part of the retail dealer. This is especially the case with the meat trade in those cities where the Chicago packers maintain boxes. Unless the butchers are alert and firm in insisting on their rights, fully one-third of their patronage is diverted to the box instead of passing over their counters.

The suppression of dead-beats is the particular province of the association in cities and towns where there is no well-conducted collection agency and bureau for the exchange of information. This field is fully and completely covered in Grand Rapids and Detroit by the Commercial Credit Co., which was the natural outgrowth of the collection department of the Grand Rapids Retail Grocers' Association, and I commend such an organization to you as more effective in the suppression of the dead-beat and the avoidance of bad accounts than any machinery you can create and operate in connection with your association. Such an adjunct to organized effort need not preclude your discussing those who appeal for credit and much valuable in-

formation may frequently be gleaned in this way.

Exchange of information also enables the members to protect themselves against frauds and impostors who would otherwise have full sway and number many more on their lists of victims.

The discontinuance of the old country custom of giving Christmas gifts has been accomplished in many places in Michigan by concert of action.

The annual picnic and banquet are two pleasant features which could never have been made successful without the aid of the association. You have had picnics and banquets and already see the beneficent results of taking a day off in summer and touching elbows for an evening in winter.

To the constant agitation of the retail grocers' associations are largely due the existence of the food laws now on our statute books and the enactment of legislation creating and maintaining the department of Dairy and Food Commissioner. In my opinion, the retail grocer never entered upon a crusade which reflected so much credit on him and tended to elevate his business to the same extent as this work. The enactment of sensible and practical laws and the creation of the necessary machinery to enforce them have revolutionized the quality of our food products and placed the business of the retail grocer and butcher on a higher plane. It is a matter of lasting regret that Governor Rich should have dragged the office of Food Commissioner into the mire of party politics by appointing a nobody as the first incumbent of the office, and it is not to be wondered at that Gov. Pingree should have followed the precedent thus established and given this important office to one of his henchmen to pay a political debt. In justice to Commissioner Grosvenor, however, it is only fair to state that he appears to have proven himself superior to his environment and, despite the fact that he was hampered in his work by an ignorant and unscrupulous Governor, he left a record of four years' faithful service, in which every grocer in the State can take a commendable degree of pride. Kalamazoo will have the honor of being the home of the gentleman who will serve the people as Food Commissioner for the next two years—probably for four—and I am sure you will join me in expressing the hope that he will prove as loyal to the State, as faithful to his trust and as friendly to the retail trade as Mr. Grosvenor has been.

You will pardon me if, in this connection, I introduce a little advice on the subject of organized effort, based on nearly twenty years' actual experience and observation.

Keep the best man to the front. An organization is judged by its officers. The success of an organization depends, to a great extent, on the good opinion of those who come in contact with the association. If the jobbers and manufacturers with whom you are sometimes compelled to negotiate find that your officers or committees are weak or are susceptible to flattery, cajolery or bribery, they are not to be blamed for driving the best bargain possible and it is not to be wondered at that they entertain a very poor opinion of retailers' associations.

Having elected the best merchant who is adapted to discharge the duties of presiding officer your President, stand by him through thick and thin, in sunshine and storm, in prosperity and adversity. Give him to understand that you made him your leader and that it is his business to lead and yours to follow; that whatever he undertakes you will assist him to accomplish; that so long as he remains your President you will second his efforts without question or quibble, implicitly believing that he is working for the good of the organization and that you will share in the result, whether it be victory or defeat.

The same general rule of loyalty applies to the Secretary. He should be cordially supported and receive your hearty co-operation in every way possible. Instead of compelling him to ask you for the annual dues, volunteer to pay them at the beginning of the year

and do not accompany the payment with a whining enquiry as to what the association is doing to benefit the members. Bear in mind that it is easier to handle a surplus than to manage a deficiency and that nothing tends more to keep an organization together and the members enthusiastic than a full treasury.

If you are asked to serve on a committee, do so cheerfully and promptly. Get at the bottom of things with as little delay as possible and, having formulated a report, put it in writing; and be sure and attend the next meeting so as to answer any questions which may be suggested by the reading of the report.

Be loyal to the actions of the association. If the organization decides to discontinue the sale of Soapine because it is peddled from door to door, throw it out and firmly decline to handle it so long as the interdict of the association remains in force.

By all means attend the meetings regularly. You have elected certain of your members officers and by so doing virtually pledged yourselves to stand by them and make their administration profitable to you and creditable to themselves. To remain away from the meetings and permit the officers to "run things" is not only discredit to your officers, but unjust to yourself and the business you represent.

John A. Steketee was then called upon for an address on the subject of Business and Recreation, to which he responded as follows:

Hustle, hustle, hustle! Year in and year out, the grocers and butchers continue to hustle for business. The different systems of doing business are still a mystery. One merchant approves of the cash system and another approves of getting the cash when he can. We call this the age of progression. We can also apply this to business, but, in some ways, it is overdone. A few years ago almost anyone could do business and make money. Now the system of doing business has changed. A great many are doing business, not to make money, but to make a living. Still, we try to do business. One figures how much goods he can give for a dollar; the other, how much goods he can afford to give for a dollar.

A few years ago we did not know what the free delivery of goods meant. Now we send a yeast cake a mile by special delivery. We even deliver goods at midnight when the delivery man is obliged to hunt with a lantern for the house number.

Week in and week out there is the same struggle for business, and the idea that "if I don't someone else will" prevails, which idea should be abolished.

Let us strive to maintain an energetic association, not alone for business, but for our general good. Let us do away with the delivery of goods at midnight. Let us agree to deliver goods from 8 a. m. to 6 p. m. We will have the same amount of business and do away with the nuisance of having men and horses out in all kinds of weather at all times of the night. Labor demands eight hours per day. We are putting in from thirteen to sixteen hours. Why should laboring people expect more of us than they are willing to do themselves?

We could do an equal amount of business from 7 a. m. to 6 p. m. if we had an association to regulate that system. We would then have a little time for ourselves. Under present conditions, there are those who never take a moment of recreation, and these same people are the very ones who block the progress of others who would enjoy a little time for themselves. I believe every grocer and butcher and, in fact, every business man should take one day each week for himself and make it a day of recreation, especially during the summer season. He could manage his work so as to visit some pleasant lake, of which we have so many within a short distance of our city. Even although he did not enjoy the sport of fishing, he certainly could enjoy the cool breezes and pure air. By taking one day of recreation each week he will find him-

self more agreeable and pleasant than if he continues to tie himself up and thinks he can not leave his business? It is a mistake not to so arrange your work as to have one day each week for yourself; and when you make this an established custom, you will find that when you return to your work you will feel that you are not only working for business but for a day of sport or recreation to come for you to enjoy. I heartily concur with the old expression, "Enjoy life while you can for you will be a long time dead."

By the aid of a good grocers' association it will be a pleasure to do business.

Charles Hyman was called upon to respond to the subject of the Grocer, which he did as follows:

In order to do the subject justice, the toastmaster should have called upon a master mind to respond to the subject, the Grocer, as this class includes a great variety of people and circumstances and therefore makes the grocer a complicated being to be figured out.

In classifying grocers, I would say that we have two distinct kinds—live ones and dead ones. In addressing this class before me I cast no insinuations, as I am a peaceable man. I stand among friends, but I realize that should I make any objectionable remarks, I will be promptly presented with many sets of dishes, mostly one dish at a time, and I do not care to take the chances.

The subject of live grocers will be my theme to-night.

What constitutes live grocers? The live grocer is the man who is always looking for the improvement of his business and puts into effect the ideas which are necessary for the same. He is the man who believes in the association. We realize, more than ever before, during the past few years the necessity of association, and the grocer with his few hundreds or thousands of dollars invested is thoroughly convinced that he must not only believe in, but be active in, association work.

We have many evils now before us that stand in the way of the successful grocer, and it must be through associated effort that these evils are abolished. The huckster must be compelled to secure a license, the wholesaler must not sell to the consumer, the dead-beat must be wiped out and, most of all, we must stand together for better profits, which is the secret of business and of our success.

As you are all aware, the wholesalers have an association and certain lines of goods are held standard. These are the goods most of us buy at the same prices and these are the goods we should all make a living profit on, but these same goods are sold mostly for the improvement of our health.

The grocer should make his influence felt, although not in an objectionable manner. We realize that our sociability is appreciated by the way in which our customers approach us when they are soliciting for donations, bazaars and other good causes.

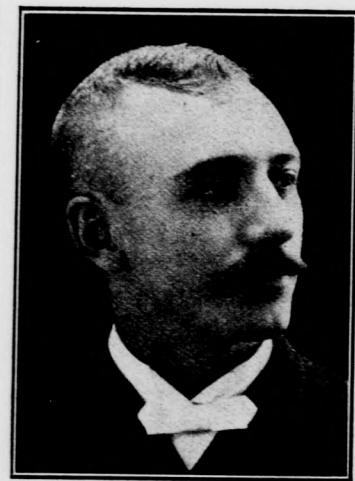
The successful grocer must be a pleasant individual and should always meet his customer with a smile. His account may be a large one and long overdue, but it can not be collected any quicker by wearing a scowl on your face or having the appearance of having been hit with a bad egg. Always be liberal. Don't stand in front of your counter and break a cracker in order to show your customer that he is getting the correct weight, as this kind of policy has driven away a good many patrons. Don't stay open all night. We should get together and decide upon a closing hour. We would all feel better toward one another if we could have a little more recreation. The old saying, "All work and no play makes Jack a dull boy" is as true to-day as ever, and a little variation from the daily routine of work will have a tendency to give us a few ideas for our own advancement.

An important question to be considered is, Will the grocer listen to a reasonable argument for his own interest? If so, don't give the committee appointed a frigid welcome when they call

upon you to solicit your membership in the association, but grasp their hands in joy and exclaim that you will be one of them and will endeavor to make the association strong in power. We will then be in a position to better our business and avoid a great deal of unnecessary competition.

John E. Van Bochove responded to the topic Trecola, as follows:

Not without a feeling of trepidation and regret do I gaze about me on your intelligent faces, realizing the importance of my subject and knowing that what I shall or shall not say upon this matter, so near to the hearts of all—that is, all who have invested in the delicious French beverage—will either make or break me as an orator. Trecola! The magic of the word! How the sound of it quickens the blood and touches us all, which is not the first



E. L. HARRIS, President.

time, however, we have been "touched" by it. Undoubtedly, most of the grocers present, including your humble servant, recall the visit paid us some months ago by a voluble and oily representative of the frog eating nation who was offering for sale something we knew no more about than had it been a new food preparation from the Fiji Islands, made out of pulverized missionaries and sawdust. When that explosive little Frenchman told every grocer in town that every other grocer had purchased of him, it was just as natural to want to get in the game and to take on a supply of the imperial Trecola as it would be to brush the flies out of the prunes in—well, say January. Anyhow, we all bit and bought, not stopping to take the wholesale house into consideration. What was the result? Many cans of Trecola on our shelves and no call for the goods. Sad? Yes, but true. Macaroni in Ireland seemed to be just as popular as Trecola, and it was a fair preparation at that, as several of us can testify who, as a last resort, took it home and fed it to our wives and children. It has been the subject for many a jest and has caused no end of merriment since it came to stay with us. Its fat-producing qualities are best exemplified in Mr. Steketee, who finds that its daily use adds to his aldermanic proportions and aids his digestion.

Speaking of Mr. Steketee reminds me of one day last summer when I went over to his store to transact some business. I found our worthy friend out, and was told by one of the clerks that the proprietor was assisting a friend in shingling his house, so that he might accompany him that afternoon to catch minnows for a fishing trip the next day. I was shown the house where the two men were at work, and I can truthfully say that I never saw a better "knocker" on a roof than Mr. Steketee.

This subject has so many ramifications that unless I give way for some one more eloquent I may finally wind up talking about the price of canned lobsters in Jerusalem.

Just one more word and I am done.

Professor Edwards, you will remember, came to Kalamazoo to place his goods on the market, as he said he had heard that our grocers were hard men to sell to. Developments have proved that they are, on the contrary, an easy lot.

And, lastly, brethren, when a drummer drops into your grocery store with some new thing and a fairy tale, remember Trecola and the fate of the goods you bought and don't buy.

E. P. Cross discussed the Ups and Downs of Soliciting, which was very well received.

L. J. Stevenson, manager of the Commercial Credit Co., gave some timely advice on the subject of extending credits.

Samuel Hoekstra responded to the subject, the Cash Customer, as follows:

My father began the grocery business in 1870 and, although the business was not large for many years after that, he always did a credit business, and in 1886 he died and for eight years after his death we still continued the credit business. In 1894 we had more money on our books than we had stock in store and were compelled to sell goods for cash as we were putting more money on the books each month and finally commenced a strictly cash business Nov. 10, 1894. Of course, it was not all sunshine at first, as we had people who had traded with us from the time my father began business, and it seemed hard to make people pay cash who had traded with us for twenty-four years and had always paid every cent and some of them never ran an account longer than one week. Some of our customers said we could not do that kind of a business, and we simply told them that, if we could not sell goods for cash, we would not sell goods at all; that we were able to do something else. Some dealers would say, "Well, we will give you thirty days to fall back in the same old rut," and some gave us sixty days; some even gave us one year. It is now over six years and business has been growing all the time. The only way we make a success of the cash business is



CHAS. HYMAN, Secretary.

to do a cash business and not say, well, I am going to try and do a cash business, but I am afraid I can't hold out, but I'll try. I would say there is no success in store for a man who says before he begins that he don't think he can hold out. Use everybody white, give them good honest weight, but make them pay for the goods or keep the goods. Now, there is another way to make a cash business a success or changing from credit to cash business, as we have done. The secret I have not given you, but would like to talk and tell you all about it, and if people would do as we did, there can not be a failure in changing from credit to cash, because everybody talked about our new system and our customers were as much interested in the new way as we were ourselves.

Edward Desenberg discussed the Re-

lation of the Grocer and Jobber. He took the ground that the jobber should never permit the interests of the retailer to get away from him. The jobber should come to the retailer with open heart and advise him in every way possible in order to enable him to keep in the pathway to success.

S. Stern corroborated what Mr. Hoekstra said regarding the cash business, and said that the only way to do a cash business is to take a firm position and maintain it at all times and under all circumstances.

H. J. Schaberg responded to the topic Our Lady Customers, as follows:

It is true, although taken by surprise, that I feel deeply honored by being called upon, and it is with deep regret that I am not able to respond in the language of an orator. It were better to give me a basket filled with peanuts and cracker jack and place me on your excursion train than expect eloquence from me.

I am told that I will make myself heard from in a fair sort of style, but when I find myself standing in an assembly such as this, I become "skittish" and find that I am developing a strong desire to go home. Our toastmaster knows me pretty well, as he demonstrated when he assigned to me the subject, Our Lady Customers, for I confess it is a subject to which I have given much consideration, and one that has my unbiased admiration. Being a life study, it became a business method and, as our first speaker, Mr. Stowe, so nicely said how method was habit, it became a habit. Webster, if I am right, defines habit as the fixed custom of a person. It then became my second nature and you, being in the same line of business, surely can not blame me.

I do not think there is one present, and especially you who are married, who will not admit that the best customer you have is a lady, for it was she who tried Trecola when no one else would. I am not married, never having dabbled in matrimony, but my best customer is a lady. It was she who taught me in my earlier days what true business principles are and warmed my jacket when I went astray from them. Some day I hope to have another good customer, and wherever she may be, I respond to her to-night, because I hope she will be a lady.

Gentlemen, it is the women we first, last and always approach when we wish to introduce a new article like Trecola, because she is kind, gentle and easily influenced, while the men are harsh and stand firm in their determination not to try a new article on the market. Being gentle, she should be treated as such and handled with kid gloves. Humor and flatter her. If you will, "rope her in," but be wise and do not spurn her or underestimate her value.

Gentlemen, if I will forgive you for voting for Pingree, you will forgive me for what I have said, and allow me to take my seat.

Wells Pratt said he had a high regard for the picnic, a high regard for the banquet and a high regard for the grocers of Kalamazoo generally. If only a portion of the reforms the association has proposed to undertake can be accomplished, the organization will have done wonders. There is no reason why grocers should not fraternize and, instead of trying to do each other, they should stand together and work for one object—a larger measure of profit.

C. S. Grigsby, local manager for Armour & Company, told of some of the troubles of deliveries, reminding the retailer that he was not alone in his troubles. Mr. Grigsby "brought down the house" by one of his famous sermons.

I. N. VanKersen pronounced this the happiest occasion he had ever witnessed in connection with the Association. He believed that success was coming for

the Grocers and Meat Dealers' Association. He recently hung up a sign, "No Trust without Security" and his customers understand it and govern themselves accordingly.

Stephen Bennett insisted that the Association could assist its members very materially in the work of bettering their condition. The laboring men are demanding eight hours. We don't want eight hours. We are willing to work more, but we should have some curtailment of the present system. The agitation in regard to merchants' delivery has done good and the Association can bring about more. He commended Mr. Steketee's plan of delivering goods from 8 to 6. He predicted that by the end of 1901 the retail grocers would close their stores by 7 o'clock. We have 65 members and should have 125.

Brief addresses, interesting and pointed, were made by Wm. E. Mershon, Wm. Peck, Carl Meisterheim, Geo. Gane, B. F. Witwer, H. R. Van-Bochove, John M. Lucasse and Chas. Schilling, the latter speaking for the meat dealers.

E. L. Harris, President of the Association, then addressed the members as follows:

I am not very well versed in speech-making and you will not vote me an orator, by any means, but as President of this Association I must do honor to the office by saying a few words in behalf of the Association.

Our Association was organized about two years ago and our first meetings were held in the Chamber of Commerce rooms; afterwards in the warehouses of the Kalamazoo Cold Storage Co.—thanks to Mr. Balch for the donation of the same—and then we rented the hall we now occupy.

There have been times when there seemed to be a lack of interest among some of us in keeping up and sustaining the Association, but we have struggled along, with a persistent will, until I think we have reached a point in our labors where we may look forward to the time when our efforts will be crowned with success, in that we may reap the advantages to be derived from a business association.

The Association has been of value to us in some ways since its organization, two years ago, especially in creating a better feeling of friendliness among us. I can recall when many of the grocers of the city could not meet a competitor, even upon the street, without a feeling of constraint almost akin to enmity, because they both happened to be engaged in the same business. This feeling has nearly vanished and you will see them meet with a cheerful "good morning" and a feeling of friendliness, instead of strife or jealousy which used to characterize their social as well as their business relations; and all this has been brought about by the good influence of our Association meetings. I sincerely hope we may continue to work more and more in unison, as this is the only way to bring about the most good, as there are none of us so independent but there comes a time when even a friendly word from a comrade in the battle for wealth gives us renewed vigor for the struggle. In union there is strength.

J. W. Phillips then moved that a vote of thanks be tendered E. A. Stowe and L. J. Stevenson for their presence and Desenberg & Co. and Lillies Cigar Co. for cigars, which was adopted.

The meeting then broke up amid handshaking and the best of good feeling and an apparent determination on the part of every member of the Association to proceed with the work and strengthen the organization in every way possible during the year to come.

Great men stand like solitary towers in the city of God.—Longfellow.

No Value in Horse Flesh as Food.
Translated from Revue General des Sciences.

In the course of an interesting series of investigations on the phenomena of nutrition under various physiological conditions, M. Pfluger was led to feed dogs exclusively on horse flesh during several months. The animals thus fed diminished steadily in weight, no matter how large the quantity of meat eaten. The quantity of nitrogen eliminated always exceeded that taken in the body, no matter how large this latter amount was, and this excess of eliminated nitrogen increased with the progress of the experiment. In dogs fed on horse flesh, intestinal troubles are constantly observed. This has also been noticed in certain zoological gardens where the carnivorous animals were fed on horse flesh.

In an investigation of the cause of these phenomena, Pfluger was able to prove that they were present whether the horse flesh was raw or cooked. He showed that they are due to the presence in horse flesh of some substances not yet determined, which are soluble both in water and in alcohol. When horse flesh has its extractive parts removed by water, a mass is left that has no injurious effects; but the bouillon produces them. The alcoholic precipitate of this bouillon is harmless, but the alcoholic liquid, after the alcohol has been removed, possesses the qualities of the meat itself. Pfluger, taking into consideration the poverty of horse flesh in fatty matter, thought at first that the cause of its injurious qualities was to be found in this lack. But by adding to the flesh fat taken from the same meat, he found that the injurious effects continued to appear. On the other hand, by adding to the horse flesh a small quantity of the fat that envelopes the kidney in mutton or beef, or of the fat of pork, Pfluger was able to render horse flesh perfectly harmless. These different fats must therefore possess properties that are antitoxic to those of horse flesh.

The practical outcome of this is that, if we wish to use horse flesh as food, it is a good plan, to avoid intestinal troubles, to add the kidney fat of beef or mutton, in the proportion of 25 grams (about an ounce) of fat to a kilogram (2.2 pounds) of meat. It is also a good plan to boil the meat in water and to throw away the bouillon. Exactly what is the active substance in horse flesh, and what is the mechanism of its action? Pfluger gives some interesting considerations in this regard, but the question does not seem to us to have been yet definitely settled.

Another Way to Cure Hams.

Good hams, well cured, never come amiss, and in order to have them so they should be laid in a large tray of fine salt, so that the flesh surface can be sprinkled with finely ground saltpeter. Three or four pounds to every 1,000 pounds of green ham will make the meat look as white as if covered by a moderate frost, and that is sufficient. After the saltpeter is applied, salt at once with fine salt, being sure to cover the entire surface. This done, pack the hams in bulk, but not in piles more than three feet high. Provided the weather is ordinary, they should remain thus for three days. At the expiration of that time the bulk should be broken, and the hams resalted with fine salt. Thus salted and resalted, they should now remain in salt, in bulk, one day for each and every pound each ham weighs—that is, a ten-pound ham, to be explicit, should lie ten days, and in proportion of time for larger and smaller sizes.

When the hams are again taken up they should be washed with tepid water until thoroughly cleaned, and after partially drying, the entire surface rubbed with finely ground pepper. Hung then in the smoke house, they should be gradually smoked for 30 to 40 hours; if the process is not as long as

this the results are liable to be unsatisfactory. Finally, on coming out of the house, they should be peppered to guard against vermin and then bagged. Cured, smoked and cared for in this manner, hams will not only improve with age, but keep to perfection, and may be found in good condition when one year old.—Fred Sibley in Butchers' Advocate.

Chicken Raising in Germany.

Baron Hermann, agricultural expert of the German Embassy, and Count Puckler, who is extensively engaged in scientific farming in Germany, have been making a tour of the large chicken producing establishments of this country. Count Puckler is one of the prominent men of Germany, having been connected with the Emperor's household, and later withdrawing to his extensive estates in Silesia to experiment on various lines of farm industry, particularly the raising of chickens. The visit to this country was with a view of seeing if the extensive methods of hatching, natural and artificial, could be adopted in Germany. There each farmer has a few chickens, but there is no enormous production for the large cities, such as is carried on in this country. The large chicken farms and hatcheries in New York and Pennsylvania were visited. Count Puckler was much impressed with the American system and with the fine development of certain lines of fowls. He took back with him a considerable number of American fowls for experiment, and will return in the spring to further pursue his enquiries.

A father maintains ten children better than ten children maintain one father.—German.

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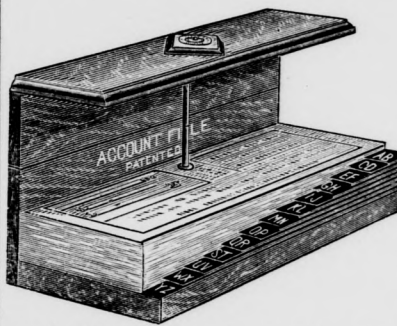
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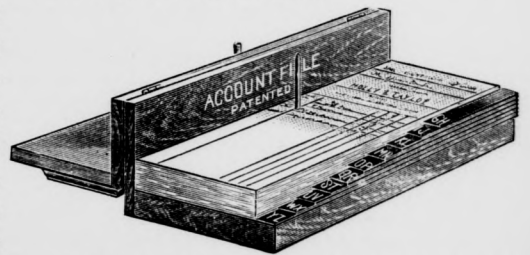
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TRADESMAN COMPANY, Grand Rapids.

Shoes and Rubbers

Underlying Principles of Business Law Affecting Shoe Dealers.

A feature of the education of the retail shoemaker is more often than otherwise entirely omitted in his preparation for a business career, that is, he is not instructed in the underlying principles of business law. To be sure he is not left in ignorance more than those engaged in other mercantile pursuits, but it will probably be conceded by every dealer that all the knowledge of law he has is empiric in its character, that it is what has come to him in his own experience and that usually at unnecessary expense in money, time and worry.

With the criminal code the retailer has little or nothing to do as the temptations to commit breaches of the sixth commandment are not such as try the moral principles of the bank cashier and the average retailer is, on general principles, a law-abiding citizen—at least, the equal in this respect of any merchant—and a lesson in criminal law, therefore, is entirely unnecessary and superfluous in his case.

While it is obviously impossible to so elaborate principles of business law within the limits of this paper as to afford any real knowledge of legal lore to the reader, it is possible to suggest some topics upon which the retailer should seek to inform himself and a few general ideas may be stated.

It may be remarked in passing that the early education of the manufacturer and wholesaler are usually equally neglected, but these usually employ counsel to whom all questions involving their rights and disabilities are submitted before action is taken.

The business colleges and kindred institutions usually include in their curriculum a short course of lectures on law, but as their instructors, as a rule, are selected from the point of cheapness rather than ability, their value is problematical.

The retailer has to consider his legal relation to several persons or parties, among whom may be mentioned his landlord if he occupies a rented store, the parties from whom he purchases goods, the transportation companies, and incidentally truckmen and carters, the insurance company, his employes and the public.

Concerning the fixtures and furniture of the store it is not necessary to write at any length because after they are once bought and settled for that matter is at rest. Of course, if they are bought, as sometimes occurs, on the installment plan, certain legal questions may arise, but they are subjects of local legislation and can not be treated in a paper touching general principles only.

So, too, the matter of taxation may be left out of consideration as conflict with the powers that be, relative to taxes, is very rare and depends for settlement in most cases on the construction of the statutes.

Of the personal expenses and liabilities of the dealer there is nothing to be said in this connection—unless, perhaps, to state, what every one competent to do business knows, and that is all of his property, except such as is exempt by statute, whether connected with his business or not, is subject to attachment and levy for his private debts. Conversely his private property is subject to levy for his debts contracted in connection with the business.

The laws of exemption of homestead and "tools of his occupation" are so varied in different states as to preclude the possibility of recounting here. For instance, in one state a doctor's horse and buggy were held exempt as necessary "tools," while in another a truckman's horses were held liable for his debts.

The relations of landlord and tenant, being first enumerated above, may be first considered in the matter of the retailer's legal complications. This, of course, is one of the first, if not the first, questions that arise in starting in business. When the young man determines to engage in business the prime requisite is a location. Without going into any details about the advantages or disadvantages of one kind of store over another, it may be laid down as a general proposition that the tenant should insist on a lease, and that for a long term of years, as long as the young man intends to occupy leased premises if possible, and the lease should also include a clause that the same "shall be renewed for a like term," or for some other term "at the pleasure of the tenant." Such lease should specify without the possibility of doubt or cavil who is to make the necessary repairs, who is to pay the taxes, who is to keep the sidewalks in front of the place in repair and clear of snow and ice, that the tenant may be released by the destruction of the building by fire, or other unavoidable accident, and the tenant should insist on a clause whereby his protest shall prevent the leasing of any part of the premises for any purpose which is considered by insurance companies as extra hazardous. It is, of course, well to employ professional assistance in the matter of a lease, but even Zeus nods now and then and an item may be overlooked. The writer has in mind a case recently tried in a Boston court where a contract was drawn by a professional gentleman. It specified definitely that "All requisite permits shall be obtained," but failed to give a hint even as to whether the owner or contractor should obtain such permits, thus leaving a wide gap in what should have been definitely established and furnishing a fully adequate basis for a legal controversy.

By having the rights and duties of each party definitely stated in a proper lease the chance of friction between landlord and tenant will be reduced to so small a minimum as to be practically nil, and the small expense is nothing in comparison with the satisfaction of knowing just what ground the dealer stands on.

The legal relations existing between the retailer and jobber are multifarious. If all transactions were on a strictly cash basis the relations of vendor and vendee would be very simple, but that is seldom the case. The retailer usually buys on credit and sometimes is obliged to ask the vendor to extend that credit. The wholesaler may ask for a chattel mortgage or other security for his debt and this, if given, may create such a "preference" to the one creditor as to make the retailer amenable to the bankruptcy laws. Still, if he does not meet his obligations, that is also an act of bankruptcy; and there is little to choose in the manner when bankruptcy stares one in the face.

The right to return goods or to countermand an order given is one that has caused as much friction as any between wholesaler and retailer. It may be laid down as a general principle that the

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Folks seem to know a good thing when it comes to the wear. We know that we have put our trade to considerable inconvenience in not filling their orders promptly, but in future we will do better as we have increased our capacity and are turning out more shoes daily than ever before. Send in your orders early and they will receive prompt attention.

RINDGE, KALMBACH, LOGIE & CO.,

10-22 NORTH IONIA STREET,

GRAND RAPIDS, MICHIGAN

causes for which goods may be returned or an order countermanded are very few indeed—from a legal standpoint. The wholesaler usually accepts the situation with such grace as may be accorded him lest a worse thing come upon him, but the action of the retailer, as a rule, is illegal. The sale is completed when the wholesale dealer receives the order and places it on file. The retailer has no more legal right to refuse to receive the goods than he would have to refuse a suit of clothes made for him by his tailor, yet many do refuse, perhaps because he can not immediately use them or for any reason which comes to his mind. Of course, if the goods are not up to sample, or if they are not what he has reason to expect from the samples shown he has a right to refuse to accept the goods, but ordinarily the reason is that the retailer does not want the goods and that is all, so he throws them back on the hands of his vendor, who, rather than establish his rights by law, bears the loss which rightfully belongs to the retailer to bear.

The right of the wholesaler to stop goods in transit is one not fully understood by many retailers, yet it is a right which exists and which might perhaps be more frequently exercised with advantage to the wholesaler, who may by this process protect himself in a measure against loss from the insolvency of the purchaser.

The rights of the wholesaler are fully as numerous and as well defined by law as the rights of the retailer against him, but they can seldom be enforced to the same extent. The retailer has one legal advantage, without in all instances an underlying moral right; that is, he can and occasionally does sell his entire stock in bulk when his creditors become too pressing in their demands. There seems to be a defect in the legislation which permits a man to realize substantially the full value of goods unpaid for and leave the creditors without recourse, but such is the present state of the law, so far as the writer knows, all over the United States.

The laws relating to transportation are more or less local in their nature, excepting such as have been introduced by the Interstate Commerce Law, which has received much attention at the hands of the newspapers in recent years, and is consequently more or less familiar to all readers. Of course, carriers are responsible for loss and damage by delay or injury, and may be held to strict accountability for such loss and damage.

The relations between employer and employe have materially changed since the days when the force was composed practically altogether of apprentices. The laws have increased the rights of clerks and salesmen greatly in the recent past, and now provide for the number of hours they may be held to labor, and how many chairs shall be provided for their comfort, all of which questions the dealer will do well to look up in his state statutes when he starts in business.

With the insurance company his relations are likely to be slight indeed, and while much might be said on the subject, the best advice to be offered is to employ counsel on the ground and not depend on general knowledge, but to make a definite application of such laws as the state provides, in the meantime trusting that altercation about insurance may be obviated by watchful care of the premises occupied.

The rights of the dealer in his transactions with the public are chiefly to insist upon the payment of his accounts,

and the rights of the public are to receive goods of the quality he represents them to be. There is once in a while a purchaser who brings in a pair of shoes worn many months and claims a new pair under the guaranty, but these cases are rare and can be settled with much less expense than an appeal to the law usually entails. With the public it is always advisable so far as possible to avoid friction, but it is sometimes necessary to indulge in law and in such cases the dealer should enter the arena with a determination to win if possible.

These ideas have been penned, not with the idea of giving even a slight elementary education in law, but to indicate to dealers starting in business the lines along which it is well for them to seek some general information, that when the evil days shall come they may act on the principle of the wise man: "The prudent man foreseeth the evil and hideth himself."—Hubert Edwards in *Boot and Shoe Recorder*.

Busiest Canal in the World.

The records of another season of the commerce of the Great Lakes show the ship canal between Lakes Superior and Huron to maintain its lead as the busiest in the world. Through the American Sault, during the past season, vessels registering 20,136,782 tons passed, carrying 23,591,628 tons of freight. The Canadian canal at the same time passed vessels registering 2,170,952 tons, carrying 2,051,445 tons of freight. The total vessel tonnage of the two canals was 22,315,834 tons, the total freight 25,643,073 tons. Of this vast commerce all but about 5,000,000 tons was east bound.

The latest statistics available of the business of the Suez canal are for 1898. The vessel tonnage of the year was 9,238,000. The Suez is open throughout the year; the Soo canals about seven months. The limited season of the canal between the lakes saw more than double the Suez's year's business pass through the American Sault alone; the total business around St. Mary's Falls in seven months was nearly three times the year's business through the Suez. The latter is a canal connecting oceans and open to the world's trade; the former connects two lakes, making possible unbroken navigation of four.

The Sault Ste. Marie draws more than half its immense commerce from the Upper Peninsula of Michigan, a region styled by Henry Clay in 1836, "the American Siberia." The larger part of the rest comes from the ports of Duluth and Superior—Duluth, ridiculing the unimportance of which made the reputation of a Kentucky congressman, Proctor Knott, thirty years ago.

The development of the Lake Superior region in the last half century is an Arabian Night's tale. The Chicago Inter-Ocean outlines it in these words: Copper from the mines of which Franklin had dimly heard is strung in trolley wires in Tokio. Steel made from ores dug in Clay's "American Siberia" is framed into bridges in Central Africa. Wheat grown on plains where Proctor Knott could foresee nothing but herds of buffalo and wandering Indians is loaded into ships in the despised harbor of Duluth and goes thence to feed the artisans of London. And the canal of which congressmen but fifty years ago thought so little that they would not grant a dollar in cash for its construction is now the busiest artificial waterway in all the world.

Don't be afraid to ask a fair profit on your goods. No one ever made a success of giving his customers the entire margin.

Mail Orders

Use our catalogue in sending mail orders. Orders for staple boots and shoes filled the same day as received. Full stock on hand of Goodyear Glove and Federal Rubbers. Send us your orders.

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These cuts show two of the most popular styles of the famous American rubbers—highest in quality, most elegant in style and fitting perfectly. We deal exclusively in rubber footwear; seven different brands:

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A SHOE FOR DELICATE FEET

The "YERMA" is an exclusive product of our own factory and combining as it does the best materials and workmanship, produces a shoe far excelling the so-called Cushion Shoes now on the market. Our salesmen carry samples. Ask to see them. The process by which this shoe is made makes it possible to use much heavier soles than are ordinarily used in turned shoes and reduces to a minimum the possibility of its ripping. The cushion is made by inserting between the sole and sock lining a soft yielding felt, serving the double purpose of keeping the feet dry and warm as well as making it the most comfortable turned shoe ever made.

F. Mayer Boot & Shoe Co.

Exclusive Manufacturers. Milwaukee, Wis.

THE GROUT BILL.

Unfair Features of the Measure Plainly Pointed Out.

First of all, I desire to take up the subject of so-called "natural butter." In my humble opinion the term "natural" is an idiosyncrasy, fostered and fathered by the creamery and dairy butter churners and by the proprietors and editors of dairy papers for the purpose of alluring, perhaps more particularly, the illiterate into the belief that butter is absolutely a product given to us in its entirety and finished shape by nature. I, however, have never been able to find a cow, no matter of what breed, color or size, that gives to us this much-talked-of product, "natural" butter. Nor have I been able to find any tree, shrub or plant upon which grows this much talked of "natural" butter. We, however, do know, that butter is churned from natural products, chiefly the milk of the cow, which milk undergoes a process of manufacture conducted through a system of mechanical hand or steam power apparatus, to which is customarily added, especially in this country, a mineral matter called salt, and either a mineral or vegetable compound commonly called "butter color." After this cow's milk has undergone a mechanical process for separating the cream, or fat, out of it, and which cream is then set aside for ripening, to a suitable condition of acidity, it is now ready to be put into a mechanical contrivance, either of a round or square pattern, commonly called a churn, in which receptacle it undergoes a process of congelation, after which it is put upon another mechanical device, operated either by hand or steam power, for the purpose of introducing the salt, and which is commonly known as a butter salter. The color is sometimes added on this salter, but more generally is the color added in the churn. After these various processes we find that we have a nice golden yellow product, resembling, perhaps, more a mass of deep yellow gold than anything else, but surely have a product that does not look one particle like the milk it was made from, either in texture, form or color, and we certainly dare not class this article under any other head than a manufactured product. In my opinion, we would have just as much right to call apple, peach or quince butter "natural" butter, although I think we will all agree that they are not entitled to be so named because they are artificially made and compounded or manufactured from "natural" products only.

From what and how is butterine made? The ingredients of butterine are mixed or churned by hand or steam power in a manner similar, yet decidedly distinct, from the process used for making butter. There is also introduced into butterine salt and a harmless coloring matter. We have, therefore, two food products manufactured—or churned, as it is more commonly called—and what do we find? In the language of Prof. Burner, formerly Dean of the Department of Chemistry in the Ohio Medical University and Chemist for the Ohio Food and Dairy Department, we can best quote the finding in his own language, as follows:

"After extracting from butter all mineral matter, water, etc., there remains a residue of 100 per cent. fat. After treating butterine in the same manner I arrive at the same result, of having a residue of 100 per cent. fat. An examination with the microscope of the different fats shows them to be very nearly identical, so much so that no accurate determination could be depended upon by this instrument. After a chemical analysis I find that they are still very nearly identical, except that the butterine contains less of the volatile acid."

Prof. Henry A. Weber, of the Department of Chemistry of the Ohio State University, also Chemist for the Ohio Food and Dairy Department, testified under oath that there was no fat present in the sample of butterine he analyzed which would not be present or might not be present in butter, nor was there any fat absent in butterine which you would find in butter. He also testified

that in neither case is there a chemical combination, but that in both cases it is a mixture and that the only difference between butter and butterine lies in the small difference of butyric acid.

I could go on and give you innumerable quotations from learned men, unbiased and unprejudiced, from various parts of the United States, fully in accord and perhaps even stronger in favor of butterine than the two previously quoted, from which opinions we can only derive that butter and butterine are identical, save in the difference of the percentage of butyric acid and the difference in the process of manufacture. The rancidity which makes butter so objectionable to taste and smell comes from the liberation of butyric acid, and thereby is explained the reason why butterine never gets rancid, because it contains only a small percentage of this butyric, wholly insufficient to cause any objectionable odor. Having thoroughly explained that both butter and butterine are artificially made food products and that the ingredients of both compounds are extracts from the animal provided by nature and that they are nearly identical in every particular, we come to the all important subject of "coloring."

We need not go back fifteen or twenty-five years to remember that dairy butter was mostly white or of a very light yellow, and very rarely, if ever, seen in that golden yellow color so prominent and characteristic of butter to-day. Let us take up the subject of the color of dairy butter to-day, with all the advanced ideas of dairying, of making, and with all the advanced ideas of keeping, caring for and feeding the cow, and what is the result? We find that the color of dairy butter is as varied to-day and perhaps more so, on account of the interbreeding of cattle, uncommon and perhaps not known twenty-five years ago. We also find that there is a difference in color of butter from nearly each different herd of dairy cattle, conditioned upon the care and the feeding of the cattle, and these different colors are again multiplied by the different season's changes affecting the color of butter, which is churned free from artificial coloration. This proves, undeniably and undisputably, that "nature" has made no changes in the milk-giving properties of her cow and, therefore, we must in all reason firmly believe that the universal golden color of butter is attributable solely to the introduction of an artificial ingredient called "coloring." I beg to call your attention to the fact that not all butter is colored artificially, because there are a number of conditions from artificial feeding and caring of the cattle and certain seasons of the year during which different shades of yellow butter can be produced. In my opinion, good, fresh butter is better suited as an article of food when it is colored with a harmless coloring matter, yet one is very apt to be deceived in the purchase of colored butter because the introduction of coloring matter, which is allowed to be introduced and is most frequently used in inferior makes of butter, is calculated to deceive even the most wary. In this lies the greatest danger, not only in the deception of the quality, but also in the price of butter, because I do not believe that any person using only the sense of sight can distinguish rancid from fresh butter, which are colored alike. I will not attempt to state that the introduction of coloring in butter should be prohibited: on the contrary, in my humble opinion, the coloring of butter should be allowed, because even the school child who has passed the primary grade will define the color of butter as "yellow" and every adult expects at his advanced age to have the product served to him "yellow." Now, why should not all of the foregoing be applicable to this new food product (legislatively called oleomargarine), and why should not every argument in favor of colored butter be applied to butterine? Butterine is as decidedly a farm product as butter because there is absolutely no ingredient in its composition that does not come from the farm and, being identical in their nature, and composi-

tion, they should enjoy the same relative privileges for their appearance. There must be a reason for manufacturers of butter coloring their product, and as I am a manufacturer of butter also, owning four large creameries in Ohio, I think that I am entitled to give my opinion for the using of such coloring matter, and which, in my experience, has not been disputed, and that is: That coloring is added to the butter made in our creameries, at all seasons of the year, to give it, first, a uniform color; second, to make it more marketable, and third, to enhance its value as a food product. Does not this same reasoning hold good for the coloring of butterine and should not the manufacturers of butterine enjoy the same privileges as those enjoyed by their competitors? I am assuming in my argument that there has been nothing said against the healthfulness of either butter or butterine, and desire it to be understood that when making comparison between butter and butterine, I am describing the fresh products of both. The subject of coloring butterine is not a new one, nor have our butter competitors confined themselves to "yellow" color, for they have gone so far as to usurp and coerce political influence to the extent of having several state laws passed actually prescribing a "pink" coloring for butterine. This, however, has been a significant failure, precipitating upon their heads the severest condemnation, not only from the consumers of butterine but from the buttermakers' liberal minded constituency. It is an accepted theory that there must be a reason for everything, but following the old adage that "it takes an exception to prove a rule," there has been no reason given by the advocates of these "pink" laws for the enactment of such a measure. We, therefore, are privileged to draw our own conclusions. First and foremost, it appears that they decided that by prescribing a "pink" color the product would be so disguised that not even the most suspicious would ever entertain the idea it was butterine, and hence its sale would be stopped from lack of identification, or even if identified, a refusal to eat such a discolored product as prescribed by these "pink" laws would follow. I may state to the credit of the attempting destructors of this new food product that they introduced these "discoloring" laws in only a very few states, becoming quickly and painfully aware that the general public would not countenance such a glaring destruction of an industry and a desirable food product, in such an insincere and unpardonably outrageous manner. Failing in their attempt to compel manufacturers of butterine to discolor their product with a "pink" coloring matter they are now attempting (and somewhat successfully, too), the "forbidding" of the use of a "yellow" coloring matter and the same coloring matter that they testify is used in their product called butter. You will, therefore, readily perceive, the reason for their astounding acrobatic performances in the guise of legislation, turning from the outrageous enactment of actually prescribing a "pink" discoloration to the enactment of laws prohibiting the use of any coloring matter. They have played their part splendidly and somersaulting was well suited, because of the very important fact that by stopping the introduction of yellow coloring matter in butterine it would leave this product in its natural color of nearly white, and which color would be quite as repugnant and as offensive to sight, in this twentieth century of culture and science, as the prescribed introduction of a "pink" color, and would result in a positive and absolute refusal of the consumer to purchase butterine in a "white" color at any price. In order to prove that my reasoning comes from the most learned source I would beg the privilege of quoting from Justice Peckham, of the United States Supreme Court, in his decision in the case of Collins vs. the State of New Hampshire, which State had enacted one of the now invalid "pink" color laws:

"Although under the wording of this statute the importer is permitted to sell oleomargarine freely and to any extent,

provided he colors it 'pink,' yet the permission to sell, when accompanied by the imposition of a condition which, if complied with, will effectually prevent any sale amounts in law to a prohibition.

"If this provision for coloring the article were a legal condition, a legislature could not be limited to 'pink' in its choice of colors. The legislative fancy or taste would be boundless. It might equally as well provide that it should be colored blue, or red, or black. Nor do we see that it would be limited to the use of coloring matter. It might, instead of that provide that the article should only be sold if mixed with some other article which, while not deleterious to health, would nevertheless give out a most offensive smell. If the legislature has the power to direct that the article shall be colored 'pink,' which can only be accomplished by the use of some foreign substances that will have that effect, we do not know upon what principle it should be confined to discoloration, or why a provision of an offensive odor would not be just as valid as one prescribing the particular color. The truth is, however, as we have above stated, the statute, in its necessary effect, is prohibitory, and therefore, upon the principle recognized in the Pennsylvania cases, it is invalid."

Now, gentlemen, you will note from the above abstract of Justice Peckham's decision that he says a legislature can not be limited to "pink" in its choice of colors, and that the legislative fancy would be boundless. He further states the legislature might equally as well provide that it should be colored blue or red or black, and he might have gone on and said "white," for it is the very commonest knowledge that "white" is one of the most distinctive colors known in this age and has been from time immemorial. Justice Peckham confined himself to the mention of only three colors because we all know that to have recited the entire list of colors would have filled a book nearly the size of an encyclopedia. We must, therefore, presume that by his recitation of only three colors he meant to convey, and in fact does say, that the legislative fancy or taste for colors would be boundless, and it is only reasonable to presume that he meant to include a "white" color as being equally as repugnant to the taste of the consumer as "pink," "blue," "red," or "black." You can readily see, therefore, why the astounding acrobatic performance of the dairy interests is necessary, and I can plainly see concealed in all of this undue "yellow" color agitation that a no plainer expose of their legerdemain could be given than in the words of Justice Peckham, and I do not think that any one will attempt to say that they have been a particle overdrawn. It is as plain as daylight that the attempted legislation forbidding the use of yellow coloring is only a subterfuge to overcome the invalid law prescribing a "pink" discoloration. Since we are on the subject of opinions from learned men of the Supreme Bench of the United States, it might not be irrelevant herewith to quote an opinion from Chief Justice Fuller, in the case of Plumley vs. Commonwealth of Massachusetts, in which, among other things, he says:

"Upon this record oleomargarine is conceded to be a wholesome, palatable and nutritious article of food, in no way deleterious to the public health or welfare. It is of the natural color of butter, and looks like butter, and is often colored as butter is, by harmless ingredients, a deeper yellow, to render it more attractive to consumers. The assumption that it is thus colored to make it appear a different article generally than it is has no legal basis to rest on."

It is noteworthy that in the first case appearing before the Supreme Court of the United States the court was nearly a unit against butterine, because this article at that time was not so well known as at present, but quite as steadily as this product ingratiated itself commercially, the court in its opinions more equally divided itself until it recently gave its opinion almost unani-

mously in favor of butterine, and this further proves through these learned men that the product is not such a menace to public health or commerce as the dairy or creamery interests would have us believe. I desire to take up a few of the charges by the creamerymen against this product, the most prominent one being that when butterine is colored it is done so to imitate "yellow butter." I do not believe that any one person in the world to-day possesses the exact knowledge of the number of "yellow" colors that could be given to butter by any one coloring matter, and, therefore, say without fear of contradiction that there is no one capable of giving the number of shades of yellow colors that can be produced in butter with the numerous makes of mineral and vegetable colors on the market to-day. We all know that there are very light yellows, canary yellows, straw yellows, light yellows, medium yellows, light and dark golden yellows, sunflower yellows, orange yellows, deep yellows, and, in fact, yellows indescribable, from the almost indistinguishable faint yellow to the most intense pumpkin yellow. They say we color our product to resemble butter! I, for one, would like to have either of the adherents of this Groat Bill of Congress decide what yellow we are imitating. It just occurs to me that if these dairy exhorters were really sincere in their motives to have butter and butterine distinct in color and in connection therewith desire to extend the equity due their fellowman, they would ask Congress to regulate and specify a deep rich golden yellow for dairy and creamery butter and specify for the butterine maker a light straw yellow for his product, which, in my judgment, would thoroughly inform the consumer of what he is purchasing. Or, in order not to be a bit choice in the matter let the regulation of colors be reversed, if it should please the butter-makers. Other adherents of this Groat bill have said that we make and color our butterine in the "semblance of butter," which in my opinion is still more indefinable, because it not only takes in all of the "yellow" colors of butter, but the white and various other hues of butter, which I will not even begin to define, but all of which illustrates how ridiculous these charges appear to the most ordinary observer. To those who are interested in this controversy there can be but one conclusion, that either the adherents of this bill do not know what they want or want a spread-eagle law that amounts to actual prohibition. To prove that there is less gained by coloring butterine than butter we will take some average prices of the different products for the summer and winter months, admitting, for the sake of argument, that both butter and butterine are colored during all seasons of the year. During the grass or summer months of the year, butter retails at from 15 cents to 20 cents per pound and butterine at from 15 cents to 17½ cents per pound. During the winter months butterine retails at about 20 cents per pound, while we all know that butter brings an average price of about 27½ cents per pound. By this comparison you will note that butterine advances about 2½ cents per pound during the winter season, and butter about 7½ cents per pound, and that both products are admitted to be colored. Now then, I would ask, what price butter would bring in the winter time if it were sold in its natural color of white? I will answer this myself by stating that the average price would be something like 10 to 15 cents per pound, and could then only be sold for cooking or baking purposes. You will therefore note by the above illustration, and I think that the prices are fairly given, that there is not such a fearful fraud committed in coloring butterine as some of the dairy papers would have their readers believe, and indeed the shoe could be put on the other foot, if the Elgin prices of last winter are taken into account. Creamery buttermakers will remember very distinctly that the Elgin Board of Trade last winter steadily advanced the price of butter to 29 cents per pound wholesale, and we all know that these prices are made each Monday

on the Elgin Board and are supposed to hold good for the remainder of the week. A great many people predicted that this high price of creamery butter was fictitious and their prediction was verified when the next meeting of the Board reduced the price from 29 cents to 24 cents per pound, and which, as far as we know, is the greatest drop that ever occurred in the Elgin Board of Trade in one week's time. We can only conjecture what would have been the price of butter on the Elgin Board of Trade last year if there had been a law forbidding the use of yellow coloring, but we can be reasonably positive that the price would not have been 29 cents per pound. Another absurd charge made through the dairy journals is, that butterine is sold for butter and that if the consumers really knew that they were eating butterine, then the manufacture and sale of butterine would almost amount to nothing. To this charge we can only refer our competitors to the statement of the Honorable Commissioner of Internal Revenue, in which he says that less than 3 per cent. of butterine is sold contrary to law. Now, then, who eats the other 97 per cent? Close observation on this point has divided the consumers of butterine into two distinct classes, the first being those who consume it from choice and who are familiar with its composition, manufacture, etc., and the other class are those who consume it from necessity on account of the reduced price at which it can be purchased, and close observation further proves that a great part of the former class is made up from the latter, because of the cultivation of the taste for the product which is encouraged by continuous consumption. Friends of the Groat bill say that the sale of butterine is growing to an alarming extent! That, in my opinion, is the best endorsement that the product is meeting favorably, not only with the pocketbook but with the taste of the consumer. Of course, the sale of butterine is growing every year, and it will ever continue to do so, because of its very composition and manufacture, it is an article that commends itself to the most fastidious person and especially to the literate who positively know that its manufacture is conducted under the rigid supervision of the punctillious revenue officials, and, in most states, under the prejudiced and biased supervision of food and dairy departments. The best endorsement for the purity of butterine is the fact that government and state analytical experts have never found a flaw in its ingredients or in its manufacture; otherwise, they would have been compelled and in state cases would have been glad to wipe the manufacture and sale of butterine out of existence under the now oppressive and unreasonable laws. The adherents of the Groat bill make the bold and astounding announcement that there is nothing in this bill to prevent the sale of uncolored butterine, and even we refer with great pride to their magnanimity in the reduction of the present tax of two cents per pound to ¼ cent per pound on butterine free from coloring matter. This astounding declaration either proceeds or succeeds a statement that butterine is unfit for human food. I therefore would ask if it is their acknowledgment that this Congress should be asked to encourage the sale of uncolored butterine by a reduction of the present tax, and should by an exorbitant tax prohibit its sale simply because it is colored with a harmless coloring matter, and such a coloring matter as the buttermakers admit using in their product. It is certainly the height of inconsistency to ask Congress to encourage the sale of a product which they claim unfit for human consumption. Everyone knows that color in butter and butterine is a nutritive ingredient, adding neither flavor, texture nor weight, but is used in very minute quantities, and, therefore, can not possibly make colored butterine any more unhealthy than colored butter. I can not, therefore, understand the logic of such attempted legislation, which presumably intends to increase the sale of uncolored butterine at a lower rate of taxation and

intends to prohibit the sale of colored butterine through an exorbitant tax.

It has also been common phraseology in the dairy journals to refer to colored butterine as being "adulterated," which, in my judgment, is a two edged sword, provided the term is used correctly. Upon reference to Webster's dictionary, however, we find the definition of the word "adulterated" to be as follows: "To corrupt—debase—or make impure by an admixture of baser materials." It is readily perceived, therefore, that the term adulterated as applied to the coloring of butterine is inconsistent unless the makers of butter or the editors of the dairy journals desire to establish a new definition for the word "adulterated," or that they will admit that they have debased their product or made it impure by the admixture or addition of baser materials, such as coloring matter.

Another one of their prize cries in the dairy journals is that they want protection: Who asks for it? The manufacturer? The merchant? The retailer? The mechanic? The artisan? The laborer? No, my dear sirs, not these, it is the publishers of the creamery and dairy journals and a few would-be promoters for a creamery butter trust. Nor is it, as they publish in their papers, the farmer that asks for protection, because in the first place the farmer does not have to eat butterine, and consequently needs no protection on this point, and besides, buttermaking on the farm never was an important factor and during the present advanced age of creamery buttermaking, is almost a lost art, on account of creameries springing up at every crossroad, and to which farmers deliver milk, because it pays them better than to make butter in small quantities, taking up a great deal of their time for delivery and sale in the cities, etc. In our opinion if any one needs protection, it is the consumer that should ask for it, and let this cry of protection die out until it emanates from the proper source—the consumer. I

could go on at length pointing out arguments entirely inconsistent in the charges made against the butterine manufacturers of the United States, but will content myself with the few cases already submitted, and will conclude by submitting my humble opinion of what ought to be done with this bi-annually vexatious problem of coloring: First of all, I, as a manufacturer, stand upon the broad base and high pinnacle of fair-mindedness and openly state, without retraction, that if butterine is not wholesome, pure and nutritious, and if its manufacture is not conducted in a scrupulously clean manner, and if it is not in every way a food product fit for the consumption of our citizens of the United States, it is a plain and recognized duty to forbid its manufacture entirely; but, on the other hand, if its ingredients are pure and its manufacture conducted in a proper manner, and if it is in every way proportionately as wholesome and satisfactory as butter, it should be allowed to be manufactured containing that very insignificant but all important ingredient of yellow color, which is so liberally prescribed for butter. I also broadly assert that Congressional and state legislation should tend solely for the betterment of food products, and particularly in the case of butter and butterine, should actually prescribe that both products should be colored with a harmless coloring matter, and while in a certain sense it would be equitable to forbid the coloring of butter if the coloring of butterine be disallowed, yet I for one, would condemn any such action, because I think, as stated before, that legislation should encourage the coloring of both products, in order to enhance their value and improve the sightliness of both, which would please the eye and through the eye, which is in direct communication with the stomach, increase the palatability for the products, naturally aiding the digestive organs, which is the creator of better health and which should be the sole object of all food legislation. Henry C. Pirrung.

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Wanted—Beans, Onions, Apples, Potatoes, Honey. Write us what you have to offer.

Vinkemulder Company,

14 Ottawa St., Grand Rapids, Mich.

WHOLESALE

OYSTERS

In can or bulk. Your orders wanted.

F. J. DETTENTHALER, Grand Rapids, Mich.

Eggs

An Incident Where Eggs Were Sold by Weight.

They were eggs, and good ones, too. Big and white and fresh as they were handsome, they looked very inviting as they lay there to win their own way with the customer. Nearby, just as white and fresh and handsome, was another crateful; but the size was decidedly against these and to the mere looker-on it seemed as if the grocer had been something blind to his own interest in thus bringing together the large and the small. A little knowledge of the average human nature as it is apt to disclose itself in the grocery store prompted the desire to see the outcome of this condition of the egg market.

The wait was not a long one. The first customer to call was of that class who, in dirty apron, with dirtier hands and bare headed, "whisks 'round the corner to get something for dinner."

"My! what good looking eggs. Be they fresh?"

"Just brought in."

"I didn't ask you if they was just brought in. Be they fresh? is the question."

"Yes, ma'am."

"How much be they a dozen?"

"I sell them by the pound."

"By the pound! What you sell 'em that way for? Can't you cheat enough by the dozen? How much be these here little ones? Just the same? My gracious! You're the first man ever I see with cheek enough to charge just the same for little eggs as for big ones."

"But don't you see that by selling them by the pound you get the same amount of egg that you do when you buy the large ones? If I should sell them by the pound mixed don't you see you would pay for the amount you order and only that? Sixteen ounces make a pound whether it's eggs or meat you weigh and pay for."

"No, I don't. To my mind eggs is eggs and that's all there is to it."

"Very well, then, let me sell you some of these small ones. They are fresh and you're sure to get just what you pay for."

"You must think I'm green. I didn't come for eggs anyway. Gimme a pound of that there coffee as quick as the Lord'll let ye—I'm in a great hurry."

The transfer was soon made and Dirty Apron darted out as hurriedly as she had come in.

"Queer customer," was remarked as the door closed after her.

"Queer customer! Well, I guess so. She and the rest of 'em are so dumbed selfish and ignorant that they can't see that a pound of small eggs may take more than a dozen and that less than a dozen of the big ones would weigh the pound. They can see, though, that a dozen big eggs give them more meat than a dozen small ones and that's what they are after. That same woman would come in here, if I'd let her, and paw over every egg I have in the store, pick out the big ones and then read one of her lectures on cheating because I won't sell her the big ones for the same price as when taking them as they come. When I asked her how it would do for her to take the little eggs at that rate she wanted to know what I took her for, and she didn't like it any too well when I told her, 'Oh, one of these smart she-Alecks that would like to do considerable cheating if she could.' I said it as a joke, and she laughed at it as one,

but she took it in, all the same. She catches my idea and that's all I'm after."

"Yes; but in the meantime what are you going to do with the eggs? As she says, they are not often sold by the pound and if you stick to that your eggs will stick to you."

"Not these eggs. They're as good as wheat and there won't be one of them in the store by night. My customers are not all like that woman. They know a good thing when they see it and are willing to pay for it. She doesn't and isn't. If there was any doubt about selling them by the pound all I should need to do would be to mix 'em. I don't care anything about that, but it does rile me to have 'em come in here and pick out the biggest and the best I've got and then get mad and call me dishonest because I won't put up with their shenanigans. I get sick of it and when they get too free and fresh I let 'em have!

"Human nature runs in streaks. You see, it takes everything to make a world, and the world has to be made. It looks to me as if the best material was worked up first and when there's nothing left but poor stock you have to piece out with some of the d—dest stuff that was ever put into kitchen furniture. That's bad enough as it is and when the poor stock tries to improve on nature you see what comes of it. Confound the whole lot of 'em, I say!"

Should the reader be inclined to find fault with the grocer's rhetoric he will doubtless be willing to pardon it for the sake of the earnestness with which the thought is expressed. "The pure well of English undefiled" is doubtless best for all occasions, but "when strong passions are excited, rhetoric is vain" and the man, be he in a grocery store or out of it, will throw rhetoric to the winds and if his figures are a trifle mixed, so much the worse for the figure.

Observations by a Gotham Egg Man.

Now that we have come to the season of fluctuating egg values, when every passing change in weather conditions is likely to influence the sentiment of the market, it would seem important that everything possible should be done to facilitate public business on 'Change so that the varying feelings of sellers and buyers may find a free expression. Only in this way can the real selling value of the goods be quickly determined from day to day.

The call on 'Change should ordinarily focalize the various opinions of sellers and buyers as to values and would certainly do so if holders of stock felt free to offer their best grades of eggs under the Exchange rules. But when they are afraid to offer as "firsts" marks of eggs that are acceptable to the best class of trade, the call is very likely to result in fictitious and unsound indications of value. In this case any one having a personal interest in forcing prices upward for the moment may make public bids higher than the point at which sellers might be ready and anxious to sell, and yet such bids might be declined of acceptance simply because of the doubt that the stock would pass inspection. It is, therefore, an important matter, especially at this season, that such eggs as are fine enough for the requirements of the better class of egg trade should be safely and freely offerable under the rule as "firsts."

At present this does not seem to be the case. Last Friday, for instance, there was a very fair supply of fresh

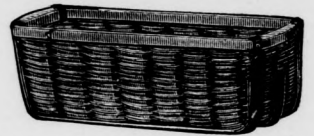
gathered eggs in receivers' hands and the wants of the trade were only moderate. The previous sales had been on the basis of 24c for fine Western (loss off) and most holders were very ready to go on selling at the same rate. There was no general appreciation of anything in the situation to establish the market on any higher basis and yet bids under the call were raised to 25c before any holder would take the risk of selling fifty cases under the call. On private sale dealers simply refused to follow any advance and they finally got all the eggs they wanted on a 24c basis. But while these facts clearly established the market at 24c (the private sales at that on the floor being fully 800 cases), it certainly looks strange to anyone interested in our market, and unfamiliar with all the conditions, that a public sale should be made in a place where all holders are supposed to be free to sell, at a higher price than can be quoted.

I have asked a number of receivers why they have not accepted bids on 'Change when these bids were above the point at which they were willing to sell goods to their regular trade and the answer was always the same—"We can have no assurance that our goods will pass."

Of course the Exchange inspection should be rigid enough to prevent the sale under the call of goods below a certain standard of excellence—it must be so to be of any value or to encourage buyers to make public bids. But it should certainly be such as to permit a free offering of eggs good enough to satisfy the better class of trade. I have heard of several instances where Western eggs have been graded officially as "seconds" the quality and character of which were declared perfectly satisfactory to fastidious dealers, who have even been anxious to engage more of them on arrival.

Under these circumstances the call can not be a fair criterion of current values and it is to be hoped that the Egg Committee will take such action as will insure a change. If the rules are too stringent it is easy enough to change them; if the inspector is failing to interpret the rules with a judgment that will carry out the intentions of the committee (and the judgment of the inspector is as important as the wording of the rules) then steps should be taken to correct the difficulty at the place where it occurs. It is clearly the intention of the Egg Committee that "fresh gathered firsts" should cover eggs that are good enough to give satisfaction to the better class of egg dealers. Just now too many such are passed as "seconds" and public offerings are, in consequence, unnaturally restricted.—N. Y. Produce Review.

Balloo Baskets Are Best



Is conceded. Uncle Sam knows it and uses them by the thousand.

We make all kinds.

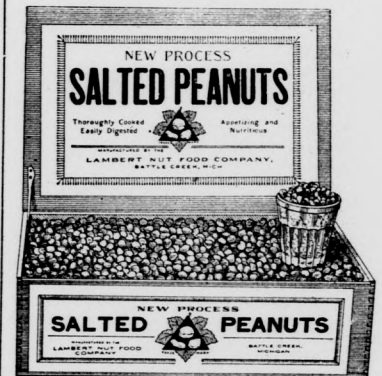
Market Baskets, Bushel Baskets, Bamboo Delivery Baskets, Splint Delivery Baskets, Clothes Baskets, Potato Baskets, Coal Baskets, Lunch Baskets, Display Baskets, Waste Baskets, Meat Baskets, Laundry Baskets, Baker Baskets, Truck Baskets.

Send for catalogue.

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Lambert's Salted Peanuts

New Process



Makes the nut delicious, healthful and palatable. Easy to digest. Made from choice, hand-picked Spanish peanuts. They do not get rancid. Keep fresh. We guarantee them to keep in a salable condition. Peanuts are put up in attractive ten-pound boxes, a measuring glass in each box. A fine package to sell from. Large profits for the retailer. Manufactured by

The Lambert Nut Food Co.,

Battle Creek, Mich.

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.

If You Ship Poultry

Try the Leading Produce House on the Eastern Market.

F. J. Schaffer & Co., 398 East. High St. DETROIT, MICH.

Village Improvement

Clearing Up Time for City and Country Dealer.
Written for the Tradesman.

One great difference between the city and the country, in trade lines, lies in the periodical clearing up and out of the commercial rubbish sure to collect and the getting rid of it at any price—a custom peculiar to the town and a neglected opportunity in the country.

"In six months my store will gather a lot of stuff that the ordinary sales do not get rid of and I find my rent too high to store it and I have to sell it for something or give it away. So at the beginning of the year and in the middle of it we get the stuff together and let it go for what it will bring. The odds and the ends, the stray pieces—anything and everything that the usual customer does not want and can not be induced to buy—are all brushed up to look their best, a low price is marked upon them and the public are informed of the bargains to be had at that counter. A few days—a week will usually accomplish the purpose—and the stuff is disposed of and the room given up to something better. A store with a stock of 'left-overs' never pays expenses and the man who owns such an establishment is a hold-over himself and sure to wind up before long in the same old way. Quick sales and enough of them is what keeps the ball rolling and, in my opinion, if there is anything that is sure to stop that motion, there is nothing so sure to do it as a lot of goods too poor to sell and too good to give away. The clearance sale is my salvation and where space is worth something it is sure to bring relief in some way. January and August are my semi-annual clearances and I've come to have so much faith in them that I should expect disaster if they were given up."

That was the city side and the country dealer took the floor:

"There is something, of course, in clearing out old stock, but, in my opinion, a dealer can't afford to clear out too often or reduce his prices much. Staple goods are almost always salable. A remnant with me is about as much in demand as the whole piece. It makes but little difference what the goods are or how long they are kept, sooner or later somebody comes along who wants just that and nothing else and then you sell it. Space doesn't cut any ice with the country dealer, as his rent is low and his store often larger than he needs. I'm a good deal like the farmer who never would throw anything away. He always said, 'Store it in the attic or the toolhouse and you'll find a use for it one of these days.' That's what I say. The goods will sell in time and if a man gets his price he can afford to wait.

"Yes, stuff does accumulate, that's a fact, and a good many times I have to take time to find what I'm after; but I know I have it somewhere and we country folks have all the time in the world, and they are not put out if I can't put my hand on what I want in a minute. That, I guess, is the difference between the city and the country. We don't have to be always in a hurry. We take time to eat and drink, to buy and sell, and after we get through to visit a little. With me the clearance business would amount to a lot of hard work and not much else; I don't see where the benefit would come in. We'd live in dirt and dust for three or four weeks and then things would settle down into the same old ruts and the same old dirt and

dust would get right back again into the same old places. There might be a little temporary satisfaction in knowing what stock I have on hand and what it is worth; but, if it's a little more than I thought or a little less, what difference is it going to make? A man has only one life to live, and if the city man wants to spend his in rush and hurry and taking stock and making clearance sales, let him—this is a free country and he may take his way and I'll take mine and at the end of the next ten years, if his hair isn't whiter than mine and I'm not the better man every way than he is, I'll miss my guess."

There we have it, fresh from the mint in both instances. It is the bringing together of two widely diverging methods. Each man is satisfied and each is sure his way is the better. It is not hard to classify them. The country dealer is a type of the early part of the century just closed; the other of the one upon whose threshold the world now stands. Whether the country will remain content with that kind of dealer is yet to be seen; but, with the reaching out after the new which country life is certainly doing, there is every reason for believing that the city methods and means will radiate and that sooner or later—probably the former—the country store will give up its accumulated rubbish and town and country alike will feel the same thrill that competition is sure to bring whenever and wherever the rivals of trade settle down to strenuous work. **Richard Malcolm Strong.**

One Class Succeeds and the Other Class Fails.

The modern, up-to-date stores of today demand the help of such salesmen or saleswomen as are wholly alive to the interests of their employers and the demands of the times. It requires one who never shirks a duty which ought to be performed. One that is ever willing to lend a helping hand and always willing to offer suggestions for the improvement of the business.

It requires whole-souled work, and not a half-hearted way of doing a work which can never result in a successful accomplishment of that which is desired, yet how many such salespeople are there to be found in this great mercantile world of ours? True enough, there may be many, yet is it not only too true that there are many so-called clerks behind the counters whose only one object is that of drawing their salary without any care as to the proprietor's welfare or his interests.

Is this a model clerk? No! and yet this same clerk has the opportunity of being a model salesman if he so desires. We will take for an illustration the following incident:

A customer enters a store; the clerk is behind the counter, standing in a wearied position reading a newspaper. At first he pays no attention to the customer, then he slowly approaches the customer and asks what is wanted.

"Have you any silk handkerchiefs?" asks the customer.

"Yes, we have," answers the clerk, but not making any effort to show any.

"With the initial H?"

"Yes, sir." (Still no attempt made to display the goods.)

"Are they Japanese or Chinese silk?"

"I will see," and then for the first time he takes a box from the shelf to secure the desired information.

Do you think this clerk left a good impression on the customer? We warrant not. The clerk says to himself, prob-

ably, "Oh! what is the use of hurting yourself working when I only get \$6 a week, and when I ought to be getting \$12?" (This is only a quotation heard from many salespeople's lips.) He does not think of the future, and therefore, instead of rising, he is retrograding. The proprietor does not advance a salesman like that; his cash sales do not warrant it, and yet this same clerk is wondering why his salary is not increased, and then he would work so much better.

Is there any warranty in an employer advancing a salesperson like this? We fear not.

Now, this is only a type of some salespeople whom we meet in many of our stores.

Here is another picture: A young man is seen entering a store early in the morning ready to begin the day's work. The first thing he does is to sweep off the front pavement and see that the front presents a cleanly appearance. He next cleans off the goods in the store and dusts the shelves, arranging the different articles in such a manner as to attract the attention of the customers. He is neat in person, and he is careful that his goods should be such.

He feels that the work is there for him to do; he feels that his employer's interests are his also, and so he throws his whole heart into his work and is always busy, looking after the interests of the concern, always offering any suggestions or schemes that may come into his head that will improve the business of his employer.

When a customer comes into the store he greets her with a smile, and, on learning her wants, attends to them in the most obliging and courteous manner. When her order has been filled, and she is about to leave the store, he bids her a polite, "Good day," and asks her to call again.

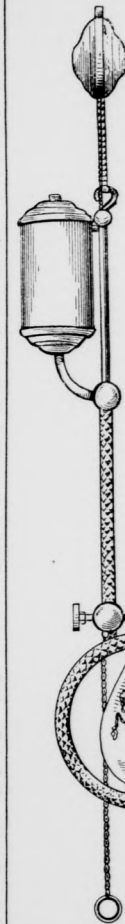
This clerk has made an impression on this patron's memory that is lasting. She feels that her patronage is appreciated, and she returns again when more goods are wanted. By his courteous manner this clerk has made a steady customer of her.

This same clerk began with a meager salary, but never complaining, only striving to further the interests of the concern. The firm notices it, he is called into the office and is told that his position has been changed from that of clerk to manager at a greatly increased salary. Thus we find this clerk advancing instead of retrograding, and yet what salesman can not do the same?

We dare say none. Would it not therefore be as well to place this one among your New Year's resolutions: To take the path of this young clerk and follow his example, and profit by it. If you do, you can not help but ultimately be the salesman that the mercantile world is now demanding.—William S. Haupt in Grocery World.

Pentone Gas Lamps

The lamps that always burn. Why do they? Because the generator is directly over the chimney, where the intense heat from the light keeps up Perfect generation. One gallon of gasoline runs this lamp 90 hours and gives you a 100 Candle Power light. It takes no sub-flame to keep up generation as all under generator lamps do. There are no needle valves to wear out your life. These lamps are simple and yet right in every way. We solicit a share of your orders.



PENTONE GAS LAMP CO.

240 South
Front St.
Grand
Rapids,
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Near
Fulton
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Bridge

PRICE COMPLETE \$6.00.



It pays to attend "The Best"
**The McLACHLAN
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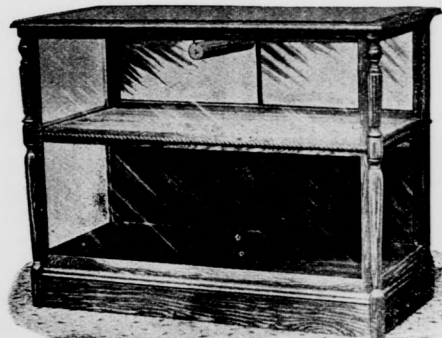
Over 150 students have left other Business Colleges to complete their work with us. We occupy 9,000 square feet floor space. Send for list of 700 students at work. Beautiful catalogues FREE.

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GRAND RAPIDS FIXTURES CO.

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One
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Shipped
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First
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Description: Oak, finished in light antique, rubbed and polished. Made any length, 28 inches wide, 44 inches high. Write for illustrated catalogue and prices. We are now located two blocks south of Union Depot.

Cor. Bartlett and South Ionia Streets, Grand Rapids, Mich.

Dry Goods

The Dry Goods Market.

Staple Cottons—Heavy brown cottons, while not being pushed by the sellers, are a little irregular in price, and buyers are favored wherever they show a willingness to do business. For all goods for future delivery, prices remain very firm. Bleached cottons have been slow in nearly all directions, although stocks are not showing any accumulation, owing to deliveries of earlier orders, and this tends to keep prices steady. Denims are in small supply, and orders are taken for future delivery only, and, of course, at very firm prices.

Prints and Ginghams—Fancy calicoes show no special feature, although some lines of fancy blues are wanted in good quantities. Indigo blues are wanted, as are also black and white and colored prints, and all of them are firm in price, with no signs of irregularities. Turkey reds and chocolates, mournings, etc., are in steady demand, and prices are firm. Shirting prints show no change. Staple and dress styles of gingham and other cotton dress goods are dull as compared with the last few weeks, although there is still a quiet business progressing.

Dress Goods—The dress goods market is not a very lively field of interest just at this time. Business is slow with first and second hands. The volume of spring business done by jobbers so far has not reached any sizable volume. The retail merchants have manifested a feeling of unreadiness to do anything of consequence until after the holiday season has passed. Jobbers are hopeful, therefore, of a revival of interest within the next few weeks. The principal business doing in the primary market at the present time is on skirting cloths of 18 to 20-ounce weights. The suiting business is being conducted along very conservative lines, but is believed to hold out good promises for the season.

Underwear—There is yet business to be done in medium and low-grade staples and a number of prominent houses are yet to complete their assortment. Manufacturers of athletic goods, including sweaters, bathing suits, jersey suits, skullcaps, etc., report that they have received a steady supply of orders, and that the open winter has kept up the trading pretty well in several sections of the country where it is not expected at this time of year. Golfing, bicycling, etc., have been indulged in to a greater extent than ever before. Retailers have been obliged to replenish continually.

Hosiery—Importers can not furnish the patterns called for. The domestic agents are reaping the benefit of this condition and are able to prove to many who have not hitherto cared to look at anything but foreign goods, that there are worthy things in domestic lines, and that can not help but redound to the credit of our industry. Great strides have been made in the past year or two, and each season sees more of them on the market, frequently masquerading under the stamp of a foreign country, but it is to the credit of the goods that they can masquerade, even if the practice is to be condemned. It is one of the steps of transition that almost every American industry has to go through, so we ought not to complain.

Carpets—At a meeting of the industrial commission, held recently at the Manufacturers' Club, Philadelphia, Robert Dornan, a member of the well-known

firm of Dornan Bros., proprietors of the Monitor carpet mills, Philadelphia, testified to the conditions surrounding the manufacture and sale of ingrain carpets, 90 per cent. of which are made in Philadelphia. He stated that ingrains were being displaced by the cheap Japanese and Chinese straw mattings, with which they could not compete. Where there are 8,000,000 yards of ingrain carpet used now, he said, there are 50,000,000 yards of the straw matting sold. These cost in their own country (Japan), 13 7-10c in silver per yard, or on a gold basis, 6 7-10c per yard. The duty on these at 3c per yard brought the cost up to 9 7-10c per yard, and they could be retailed at 15c per yard. Ingrain carpets at 48c could not compete. As it costs 45c to manufacture ingrains, it was agreed to, in committee, that a duty of 10c per yard on matting would give the ingrain carpets a chance. Without something which would protect the industry, it would soon be no more. Mr. Dornan said he appreciated the difficulty of the undertaking to make a change without disturbing the whole tariff.

Haircloth—Manufacturers of haircloth report that the price of horse hair is too high to permit them to do a profitable business on that line. Within two months there has been an advance of 17c in the hair. This advance was partly caused by the increased production of hair cloth in Europe. In America the price has steadily declined, there having previously been a large accumulation in the hands of manufacturers and jobbers, while business was slow, and unless there shall be a decided improvement in the demand, which will permit of an advance, some of the manufacturers will drop this line. Haircloth to-day is not used as much as formerly for upholstering furniture, but there is an increased demand for its use in millinery trimmings and dress goods. After January 1 manufacturers look for an improvement, both in demand and price.

Silk Damask—Manufacturers report a fair demand, but prices continue low; 50-inch goods are now selling from \$1.95 to \$3 per yard, wholesale, according to quality. The manufacturers claim that these prices are too low considering the present price of material, and in order to permit them even a fair profit, there should be a very substantial advance made on these goods. Since the new season in upholstery goods opened in November, the demand has not been up to expectations. The first orders have in some cases been delivered and manufacturers are expecting duplicates.

Modern Candy Coloring Brilliant and Attractive.

As candy is a comparatively modern luxury, it is almost strange that such an important factor as coloring should have been a very unimportant one in the infancy of the confectionery industry; but after a while the Nestors of the trade found that, like every other article, whether of luxury or necessity, the more attractive and varied the forms in which it could be offered, the greater the sale. They, however, were very much handicapped, as compared with the manufacturers of recent times, by the fact that their range of colors was small. Up to the early part of this century the very dullest sort of colors and a mere suggestion of tints, such as were procurable through the use of roots and barks, were all that were required. Afterward, when more brilliancy than that

was demanded, resort was had to poisonous colors, like chrome yellow and chrome green. Sanitary laws were few, and consciences more elastic in those days; but as cases of poisoning, traced to colors became more common there was many a rude awakening from fancied security and more and more of the leaders in the trade came to the conclusion that it was time that nothing but absolutely harmless colors should be used by all reputable firms. In the seventies many dealers in confectionery, in placing their orders, excepted various colors, particularly green and yellow, and in some places consumers confined their purchases to red and white.

Coming in close touch with the confectionery trade in the beginning of the fifties, we early realized the great desirability of a change in coloring matter; but the requisite raw materials were not yet known to science, and it was not until 1880 that we found certain new coal tar colors, not long discovered, which stood the very strictest of physiological tests, and proved themselves harmless, besides possessing the requisite strength and brilliancy.

After much laborious research, and at great expense, we procured about twelve colors, comprising all the important shades, and these proved to be the starting point for modern candy coloring. The larger, as well as all progressive manufacturing confectioners, quickly adopted these goods as the standard, which they have retained up to this date; but it was rather difficult to reach the smaller trade, to many of whom a slightly lower price seemed sufficient inducement to continue the use of poisonous substances. Being at that time, as for many years thereafter, the only firm in the country making non-poison-

ous colors, the advent of the National Confectioners' Association, in 1884, and its advising the use of none but harmless materials, smoothed the way considerably, and the demand for these colors has kept steady pace ever since with the increase of the candy business.

Probably the most popular color ever produced was our brilliant rose. It took first place at once, the growth of the demand was phenomenal, and it is now used by nearly every confectioner. It produced a pink shade which no color before known could approach.

The growth of the range of shades has been almost as constant and steady as the growth of the confectionery industry (which has been simply marvelous both as to quantity and variety), and the line from the original twelve has grown to sixty-five. With all the other advantages, these colors, by improved methods and larger scale of manufacture, have become much cheaper to use than those made in former years.

Practically the only color which still remains of those originally used is carmine and the cochineal of which it is made, but the demand for even these has been and is constantly decreasing.

E. H. Kohnstamm.

Secret of Success.

If you would win laurels as a bright conversationalist, first impress your mind that it is not flow of words you need, but ability to direct conversation. You must practice the art of starting a thought, keeping the talk general, of making the guest of honor the apparent leader. You must draw out the timid, avoid dangerous channels and make every man and woman about you appear at their best, while your own efforts are confined to an occasional word thrown in to fill a gap or change the current of the talk.

We have just opened 50 cases of Dress Gingham. Be sure and have our traveling men show you the full line, or send us your order by mail and we will fill it promptly. We can please you in both price and quality.

P. Steketee & Sons,

Wholesale Dry Goods, Grand Rapids, Mich.

Thirty Years

Of experience in Dry Goods is our record. We think that's worth something. We believe if has especially fitted us to cater to the wants of the dry goods merchants in this territory. There are some that have a notion they cannot do as well near home, but it's a mistake to think so. Give us a chance and we will prove it to be just the opposite. Our lines for spring business bigger and better than ever. Drop us a card and salesman will call.

Voigt, Herpolsheimer & Co.,

Wholesale Dry Goods,

Grand Rapids, Mich.

Clothing

Inventorizing Special Sale Merchandise.

It is a good plan to estimate a cost as low as possible in the "special sale stock," for the reason that in its disposition afterward more or less percentage of profit may be made out of it to show on next year's business. On the contrary, if this same merchandise is inventoried at the price it would possibly bring at a special sale, no profit would be added to the business of the department from this source. Take the loss on the old year's business by squeezing down the inventoried cost and let the disposition of the stock make a profit to offset the loss and show a future profit.

It is the policy with some merchants to attempt to dispose of goods that would come under the head of "special sale merchandise" before inventory, thus, taking the actual loss on the current year's business in preference to estimating a loss and chance adding greater profit, by its sale, to next year's business, by holding the stuff over invoice time. That is, to a time when special sales are in order and the same merchandise would take the place of jobs which are sought for this purpose.

It is usually the custom in large concerns, where departments are handled by managers, to push out everything they possibly can in pre-inventory sales in order to make their inventories show small stocks carried over.

It is a fact—a glaring fact, too—that a large stock with considerable "special sale merchandise" in it looks bad in the eyes of a large concern. It is usually safe to say that the manager of that department will be "called to the office" to explain when the proprietor sees the invoice sheets.

Managers prefer to show a smaller percentage of profit and will take losses to clean up stock before inventory. They say that the small yearly profit is easier explained than a congested stock; and then, too, the latter looks worse on paper.

There is virtually no difference in the firm's business in the long run whether the loss must be taken before or after inventory.

This being the case it is a matter of decision and policy whether the "special sale merchandise" be put upon the market before or after taking stock.

It seems most logical and common sense to exercise judgment in this direction in a practical business way. Make the sale at times which seem most fitting. January being a dull month, it is necessary to go after business, and this is usually done by going into the open market for jobs. Is it not reasonable to believe that that is the best time to dispose of "special sale goods?" People then will buy and pick up bargains. When buying is going on better prices can be had, be they on regular or bargain goods, and greater profits made.

In staple clothing or staple furnishings and goods which are not extremes in styles and which will be good in another year, the broken lines of sizes should not be taken under the head of "special." These lines may be made complete in run of sizes by sorting up. They are then in good salable condition.

Novelties need most careful attention and should be pushed out at any cost before the demand entirely dies out. Novelties out of date become the dead-end of dead stock.

The "inventory of special sale merchandise" should be the source of immediate and most decisive action. This list of undesirable stock should be studied and sales planned. It should not be lost sight of until every part of it has been cleared and the record of its existence wiped out.

In extending the amounts on the stock sheets intrust the work to the book-keeper or an accountant who can be relied upon in his extensions and footings. It is a tiresome, tedious task and should not be given to clerks who are unaccustomed to handling figures.

How Men Choose an Office Boy.

George Sexton, who has charge of two hundred boys in a big department store, loves to talk about boys. "Boys are not a necessary evil at this establishment," he said; "they are the material out of which men are to be made."

"How do you choose your cash boys, Mr. Sexton?" I asked.

"My first question is, 'Where is the boy?' You see, it all depends upon the boy himself. You can judge the boy better from his appearance, his manner, his dress, and the way he comes into an office, than from any description of him. Character shows forth in little things—you can't hide it. I take boys by what you might almost term first impressions. I have 'sized a boy up,' before he asks me for a place. The removal or non-removal of the hat on entertaining the office, the respectful and self-respecting way in which a boy addresses me, the way in which he meets my look and questions, all give me an idea of his bringing up and the 'stuff' that is in him. As to appearance, I look at these things: polished shoes, clean clothes and clean face, hands and finger nails. Good clothes are not requisites; a boy's clothes may be ragged, his shoes have holes in them, yet his appearance may still give evidence of a desire to be neat. I will not employ a cigarette smoker if I know it. As for reference, a boy's teacher is the best reference he can have. The recommendation which a good boy in our employ gives a boy applying for a position always receives marked consideration.

"A cash boy's first advance is to stock boy or cadet. A stock boy attends to the boy work in whatever stock he is in. A cadet is a general utility boy; an office boy works around some one of the offices of the house. We promote according to merit, length of service, or both combined. Whenever possible, we try to give oldest employes the preference; but if a boy who has not been here as long as another shows greater fitness for a vacancy, in justice to the house and the boy he gets it. A cash boy here gets \$2.50 a week; when he has been here three months, \$3; or, if he has shown marked ability, \$3.50.

"The great trouble with the American boy is, he doesn't stick. After he has worked hard at one place for six months or a year, just as he is in line of promotion, he throws up his prospects, because some other firm offers 50 cents a week more; and off he starts all over again in a new house, whose ways and business he must learn.

"We like boyish boys—full of fun. The liveliest are generally the best workers. The boy who loiters when sent on a message, the boy who sneaks around the house avoiding work, and the boy who is always late, are the boys who always lose positions."—Success.

To be a good man is much better than to be of a good family.

Advantages of the Corporation.

Recent events in commercial circles in this city are teaching New Yorkers some lessons in a most forcible and impressive way. Among these is the advantage of the corporation over the old form of co-partnership. The example of a large and prominent dry goods commission house practically forced into liquidation, with danger of its business being wiped out of existence, simply because the senior member of the concern died, has brought home to the attention of many business men in this city the advantages of the corporation as compared with the ordinary forms of partnership. To-day the death of the president of a corporation hardly excites any comment beyond the loss which is felt by his immediate business associates. Everyone feels that the business will be carried on by the corporate body regardless of the loss of their main executive. In the ordinary partnership, however, there is in many instances no one empowered to carry on certain portions of the business in case the senior member is suddenly removed from the scene of activity. After all, although there are certain features about a corporation which are distasteful to the public mind, we sincerely believe that it is the most approved, as well as the most modern, form of association between individuals for the purpose of carrying on any commercial project.—N. Y. Dry Goods Chronicle.

Queer Things Seen in a Shoe Store.

"We see some queer things in our business," said a Boston clerk in a shoe store. "A man came in one morning to get a new pair of shoes and when he took off his old ones he was very much embarrassed to find that he had a white stocking on one foot and a red one on the other. He was quite at a loss to explain how it had happened. 'I admit that I am absent minded,' he said, 'but I never did anything like that before.' Another fellow, who was fairly well dressed, came in the other day and he had on one patent leather shoe and one russet. Unlike the man who wore different colored stockings, this man must have had a purpose in dressing that way, for when I smiled at the queer contrast he didn't say a word. 'You want the same kind?' I asked him. 'No, want mates this time,' he said, as cool as you please. I didn't like to question him about it, but afterwards I came to the conclusion that he must have been paying an election bet."

Januschek Got Even With the House.

An incident which occurred in Washington some years ago illustrates the determination of character and minute sense of justice possessed by Mme. Januschek. She was staying at a hotel whose management was noted for its smallness. She chanced to break a wash-bowl, and when her bill came, found

that she was charged with an entire toilet set.

"I only broke a wash bowl," she said to the manager.

"But it was a portion of the set," was the answer.

She made no further protest. Presently the occupants of rooms looking on an inner court were startled by a crash. It was followed by another. The manager rushed to Januschek's room, from whose windows chinaware was being thrown.

"What's all this?" he asked.

"It is my toilet set," she answered, as she poised the last piece on the window sill. "I purchased it; and I am disposing of it according to my own ideas."

Plain Evidence.

Wife—What shall we name the baby, John?

Husband—I have decided to leave that entirely to you, my dear.

Wife—John, you've been drinking again!

STRONG TALKING POINTS

A good salesman can sell anything—ONCE, but if the goods fail in merit the second attempt is not so easy. In other words, the old Lincoln aphorism about "fooling the people" holds forth in all its force in regard to selling clothing.

"H. Bros. Correct Clothes" are made on merit; made not to sell once, but to hold your customers and make them call for the same kind next time.

As a practical clothing dealer you will appreciate the many strong talking points in our spring line. You will find satisfaction in telling them to your customers.

You will appreciate the fine tailoring, the excellent way in which the garments are put together, the sterling quality of materials, linings, trimmings and findings used.

You will show the well worked sleeves, the large and roomy arm seves which in no way mar the fit of the coat, but rather improve.

You will find cause for good conversation in the neatly worked button-holes, the well-built pockets, the gracefully-turned collars.

You will call attention to the natty set of the trousers, the way they fit over the shoes, their very graceful lines.

You will show the build and style, that certain originality and difference admired by all men; particular characteristics peculiar to the custom tailor suits and to ours.

Incidentally we call attention to our line of Men's Clothing for Spring, 1901, to retail at \$10 and \$15 the suit. These are our specialties this season, and we have thrown tremendous efforts into them, that you shall have a good profit, and your customers the best suits at the price on the market.

Drop us a line. We'll send samples or have a representative call. "You're the doctor."

You can do without "H. Bros. Correct Clothes" next spring, but—

You can't make any money by doing so.

Heavenrich Bros. DETROIT MICH.

SAMPLE BOOK SENT FREE TO MERCHANTS

We will send to merchants, free of all expense—express charges prepaid—our New Book of **SPRING and SUMMER CLOTHING SAMPLES**, containing 160 samples of Men's, Boy's and Children's Ready-to-wear Clothing. You can do a successful, profitable clothing business with our outfit. Send in your application at once.

DAVID ADLER & SONS CLOTHING CO. MILWAUKEE, WIS.

DAVID ADLER & SONS CLOTHING CO. MILWAUKEE SPRING & SUMMER 1901

PIPE OF POWDER.

How One Grocery Store Was Cleared of Loafers.
Written for the Tradesman.

"I see," said the teamster, sitting down on a soap box which he placed on end for the purpose, "that things look mighty squally over in China."

"Anything new?" asked the union hod carrier, locating on the top of a cracker barrel.

"Yes, there's going to be a big war over there," said the union brick mason, filling his pipe and emitting a cloud of stinking tobacco smoke. "We'll be in that mix-up, I'm afraid."

There were numerous ladies and children standing about the grocery store, waiting to have their wants attended to by the busy two clerks and a half. They moved nervously about and kept away from the direct blasts of the three pipes, for the three talkers were all smoking, and it was plain to see that they were greatly annoyed. One pale-faced young lady finally threw the door open, although the night was cool, and stood on the threshold.

"Oh, dear," whispered the grocer's wife, from her stool inside the little railing, "I wish the men wouldn't smoke."

A moment ago I referred to the clerical force as consisting of two clerks and a half. The two clerks were busy at the back end of the store, but the half heard what the lady said.

The half was a red-headed urchin of twelve or thereabouts who swept out, built fires and tried his best to get all visiting dogs to fighting. He rolled his eyes up to the face of the grocer's wife as the subdued exclamation left her lips and grinned.

"Shall I tell 'em?" he asked.

"Not for the world," whispered the lady, filled with nervous alarm at the very thought of a scene there and the consequent loss of trade. For business was bad at the corner grocery and the grocer had some big bills which were bothering him. Somehow the cash customers all seemed to go further down the street.

"Such terrible tobacco," added the grocer's wife. "It's a wonder it doesn't kill them. I'm sure it is killing me."

"An' ther's some ladies leavin' the store without bein' waited on," said the boy. "Them three men's here every night, an' they'll bust up the shebang."

The grocer's wife sighed and went on making out accounts. She had told her husband the same thing a dozen times, but the husband lacked snap and moral courage so only laughed at her.

"I wish I could hide a keg of powder in each pipe," mused the tired woman. "Such brutes ought to be blown up."

The red-headed boy heard and slipped away. He knew where there was some powder in a box on the top shelf, and he paper of tobacco the men were filling from lay on the counter.

As he moved on toward the back room the boy realized that what he was going to do would be likely to kick up a great row, but the lady had intimated a desire for something of the kind, and it wasn't his store! He had no love for the men, at any rate, and it would be good fun to see them squirm. If they would only wait and keep on smoking until he was ready!

"Yes," observed the bricklayer, cramming the end of a dirty finger into the bowl of his pipe, "Russia and Germany will get together there, and then look out."

"I never had much use for them Chinamen," said the hod carrier. "They eats rats," said the union teamster.

The men were so busy with their administration of foreign affairs that they did not observe the boy sneaking off with their package of tobacco. Nor did they see him return it again in a moment. If they had been listening, they might have heard him chuckling behind a pile of flour sacks.

"Yes, we've got to keep out," said the teamster. "Pass that tobacco."

"Then push it along," said the bricklayer.

"And send it here," said the hod carrier. "Who's got a match?"

"Matches up there on the counter," said the teamster.

"I've got just one," said the bricklayer. "We can all get a light with this."

The red-headed boy behind the flour sacks grinned and shook his sides in unholy glee. He heard the paper rattling as the men filled their pipes, heard the scratching of a match, and then came chaos. Ladies and children went screaming out of the store, which soon filled with powder smoke, and the teamster fell through a showcase with a mighty crash. The bricklayer, who had applied the lighted match to the powder-mixed tobacco in his pipe, lay on the floor swearing that his eyes had been put out, while the hod carrier had gone up on top of the counter faster than he had ever gone up a ladder.

The red-headed boy had business in the basement just then, where he rolled on the floor and shook his sides with laughter like a boy gone insane.

"It's a dirty trick!" shouted the bricklayer, springing to his feet, "an' I can lick the man that did it."

"I'm sorry," said the grocer, approaching, "but it couldn't have been done here. All a joke, I presume. Come up and have a cigar."

"If I thought you did it," shouted the hod carrier, doubling up his fists, "I'd break your neck."

"You can't fix it with me with a cigar," said the bricklayer.

"Nor me," said the teamster, who had broken a ten dollar showcase.

"Oh, come, now," began the grocer, but his wife stopped him.

"Let them go, Richard," she said. "They've made a bar-room of this store long enough. Ugh! Get out, you brutes!" she added, turning to the astounded men and stamping her foot on the floor.

"If you're going to be led around by that piece of calico," said the hod carrier, "we've got done with you. Eh, boys?"

"You bet."

This from the bricklayer. The teamster who had broken the showcase and owed a large bill for goods remained silent.

"I don't care how quick you get done trading here," said the now thoroughly enraged woman. "No gentleman will smoke in a place where ladies and children are obliged to go. You've been a detriment to the store ever since the unlucky day you first came in here. Put that in your pipes, you loafers, but smoke outside!"

The grocer stood like a man upon whom the heavens had fallen. He rolled his eyes and worked his lips and moved his arms automatically, but made no sound until the men had gone away and the ladies had come back and stood about his brave little wife, telling her

that she had done a good thing. Then his mouth opened and he said: "Well!"

And he never said another word concerning the matter, but smoking was never allowed in that store again, and night loafers were sent off about their business, if they had any, and the troublesome bills were paid all the easier for the loss of the trade, and the smoke, of hangers on.

And many grocers there are who are sadly in need of a plucky wife and a red-headed half clerk with a package of powder. Alfred B. Tozer.

Checks Bad Things to Meddle With.

"You can't monkey with a check," said a business man, "as a friend of mine has learned at the cost of \$3 or \$4 for protest fees. He lives in Springfield, Mass., and to that point the other day I sent him a check for rent. In a couple of days I received a blank check from him on my bank, with the request that I would do him a favor to fill out my checks before sending them to him in payment for any obligations. I was certain I had filled the check out that I had intended for him, but I thought possibly I had sent him a blank check and had lost the other or sent it off in some letter or other, so to prevent any future trouble I called at my bank and stopped payment on what I thought was a missing check. Two or three days later I got another letter in which he explained that he was having fun with me, because in sending him my check I had torn off two from the pad and they were stuck together, and he thought it would be a joke to send the blank one back to me to have it filled. It had cost him the fees, and he was sorry that he had been so funny, and he wouldn't do so any more."

If you turn over a new leaf, resolve to make it something more than a blank page in your business history for 1901.

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THE ALABASTINE COMPANY, in addition to their world-renowned wall coating, ALABASTINE through their Plaster Sales Department, now manufacture and sell at lowest prices in paper or wood, in carlots or less, the following products:

Plasticon

The long established wall plaster formerly manufactured and marketed by the American Mortar Company (Sold with or without sand.)

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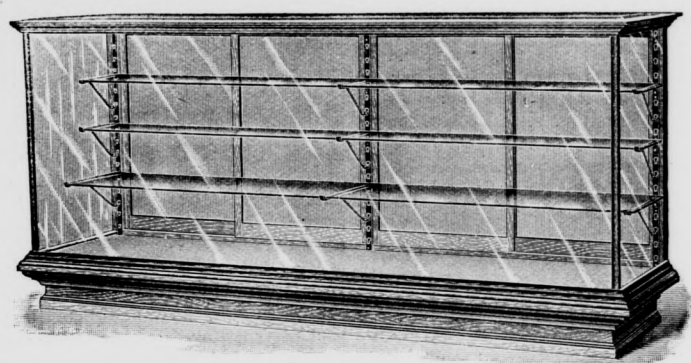
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OUR BUSY SALESMAN NO. 250



We manufacture a complete line of fine up-to-date show cases. Write us for catalogue and price list. **BRYAN SHOW CASE WORKS, Bryan, Ohio**



The above cut represents our grocery display counter. These counters should be seen to be appreciated. We build them in three different ways, all having a similarity in design. No. 1, like above cut, is fitted with plate glass, has 16 display fronts, and a paper rack the entire length, below that sliding doors. Quarter sawed oak top 1 1/4 inches thick. The projectiles both front and back are so arranged that the feet never mar the wood work. It is handsomely finished built in 10 and 12 foot lengths. With parties contemplating remodeling their stores we solicit correspondence as we will make special prices for complete outfits of store furniture. **McGRAFT LUMBER CO., Muskegon, Mich.**

Hardware

How to Circumvent the Catalogue House.

The catalogue house sells standard hardware articles to the consumer at the same figure the jobber supplies them to the retailer for, and the trade is thoroughly demoralized in consequence, injuring manufacturer, jobber and retailer alike. What is the remedy? Retail organization is the answer of thoughtful retailers, and the springing up of a number of powerful retail organizations embracing leading Western States has been the result.

Of course everybody knows that retail organization is only a stepping stone. If all retailers in the country belong to a state organization and the organizations remained as inert, stationary masses the position would not be changed one iota. But an aggressive organization working on lines tending to healthy conservatism and co-operation rather than to stark radicalism will be in time absolute dictator of the trade situation.

Why is it that catalogue house sales hurt the retailer and make wider inroads into his business every year?

Is it because they offer a superior quality of goods? No.

Is it because they offer a better variety? No.

Is it because they make much better prices on some lines of goods? Yes.

This is the milk in the coconut. The catalogue house, buying thousands of dollars' worth of goods, secures better prices than the retailer, who buys in small quantities, and they use the margin given by the differential to cut prices.

A number of retailers think the remedy lies in co-operative buying. Unquestionably the establishment of a central buying agency under sound financial auspices and the employment of some commercial entrepreneur of unquestioned integrity and superior ability would solve the problem, but is such a solution feasible? Are the various retail hardware organizations strong enough to carry out such a grand and truly colossal business enterprise? Can they secure the millions that would be necessary to float it?

Co-operative buying has proven successful for the trade in a single city, and if gradually amplified could undoubtedly be made to encompass the entire country without any such great initial cost, but this process would probably take at least six or ten years to bring it to a successful working basis for the country, and during that time present ills will receive but little check or hindrance.

The old-fashioned "club" idea is one that will naturally come up in this connection, and while it can not but help alleviate conditions in some instances, it can not totally eradicate them, for if carried to a logical conclusion it will result in some manufacturers selling exclusively to catalogue houses and others selling exclusively to the retail trade. This consummation would certainly scotch and just as certainly fail to kill the snake.

Its process of execution would be a bitter and sanguinary one, and there is no question but that in its necessarily harsh methods of procedure it would work serious injustice to some manufacturers, while others would cunningly and secretly carry water on both shoulders for several years before their

effrontery and double dealing were brought to the surface.

There is one simple method of remedying this condition of affairs that can be easily applied and is worthy of a fair and extended trial. It consists in manufacturers fixing the retail prices of their products. Once let manufacturers fix an irrevocable minimum price at which their goods could be sold and the retail, jobbing and manufacturing associations working to uphold this rule and every catalogue house in the country would have to go out of business. Suppose the minimum price of an article was put at 25 cents. Then the supply man's differential would not make a particle of difference. Even if he could buy more cheaply, how could he sell in Frmerville in competition with the local hardware man when he was not allowed to cut prices? What farmer would buy catalogue house goods at the same price at which his local dealer could lay them down?

This fixing of minimum prices is no chimera, but has been put into operation on two continents to our certain knowledge.

James L. Pollitt, European manager for the Bissell Carpet Sweeper Co., has successfully controlled the sales of this firm's carpet sweepers in the English market. Every carpet sweeper that he sold was sold under the iron-clad agreement between Mr. Pollitt, as manufacturers' representative, and the retailer that Bissell's Premier carpet sweeper should not be sold under the minimum price of 14s 9d. A cut-rate English hardware man, or iron-monger, as they are called across the pond, started selling some of these sweepers at 12s 6d, and Mr. Pollitt appeared before Mr. Justice Kekewich and secured a perpetual injunction restraining the defendant from thus cutting prices. The legal principle established in this case is that the purchaser is free to take or leave an article sold with a condition as he likes, but if he takes it he must be bound by the condition.

An injunction like this English one protects every retailer handling these goods against all rate cutting. Should our American manufacturers of hardware, in co-operation with jobbers and retailers inaugurate a similar movement looking to price control, and should the American courts sustain them in their position, a couple or three injunctions at most would cause troublous times for our enterprising catalogue house people.

The other instance of controlling prices is found in the drug trade in our own country. On Dec. 13th a joint committee, representing several pharmaceutical associations of Greater New York, met at the College of Pharmacy of the City of New York and adopted a fixed schedule of prices at which proprietary medicines shall be sold under the National Association of Retail Druggists' plan, and also appointed an executive committee which will conduct the canvass of the local druggists with a view to securing their indorsement of the same. The schedule of prices which was adopted follows:

- All 5c, 10c and 15c articles shall be sold at full prices.
 - All 25c articles at not less than 20c.
 - All 35c articles at not less than 25c.
 - All 50c articles at not less than 45c.
 - All 60c articles at not less than 55c.
 - All \$1 articles at not less than 85c.
 - All \$1.25 articles at not less than \$1.10.
 - All \$1.50 articles at not less than \$1.25.
 - All \$2 articles at not less than \$1.75.
- This harmonious action of the joint

conference committee portended renewed prosperity for the drug trade in general, well-informed men say. The standard of pharmacy will be raised as surely as the cut-rate abuse is annihilated. And it undoubtedly will be, for New York's action is in line with that of the great drug sections of the country. The National Association of Retail Druggists' plan, known as the tripartite agreement, and which is simply a threefold agreement among retailers, wholesalers and proprietors, whereby the druggists who adhere to a fixed local schedule are protected from the cut-rate evil, is sanctioned by this action as wise and effective. The proprietors, by the provisions of this agreement, refuse to supply co-operative clubs, and confine their sales to a selected list of "legitimate" wholesalers, who will furnish the retail trade. The protection of the retailer is the object of the plan. The aggressive cutters will be reported to the National Association, and it will, in common parlance, attend to their case.

If such a scheme of price control of proprietary medicines can be successfully managed in the drug business, a similar scheme for the control of hardware specialties is equally feasible in the hardware trade. Why can we not have a tripartite agreement among manufacturers, the National Hardware Association and the various organizations of retail hardware men? Why can not a schedule of minimum prices be laid down which department store, supply house and retailer must alike follow? All it needs is an initiative movement in this direction, and when once the three divisions of trade co-operate along these lines then the catalogue house problem is solved for once and for all.

Difficulties of Selling Hardware at a Profit.

Gentlemen, in the hardware business some of you are as old and some as young as I am in the business. Selling hardware at a profit has been my every aim, and is a hard task. I have had three competitors, all trying to exist on a cut-throat basis. But that was not my purpose of being in business; it was not for my health, so I kept right on selling, getting a profit, assuring my customers that I sold them good goods and was here to stay and must have a profit, and any reasonable customer will

There are two things desirable for Retail Merchants: First, is low prices and, second, prompt shipment and we beg to say we are in position to handle the business of Northwestern Merchants in a very satisfactory manner, having both of these elements of success in view.

We keep in stock a full line of paint and paint material, asphalt roofing, tar felt and roofing material, wind mills, pumps and well supplies, air tight stoves and steel ranges, stove pipe, etc., bicycles and bicycle sundries and represent many manufacturers on direct shipment. Our travelers will call on you in a short time and if you will give them a hearing we are satisfied that we will get your business.

CALLAGHAN & RICHARDSON,
Manufacturers' Agents,
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**Sporting Goods, Ammunition, Stoves,
Window Glass, Bar Iron, Shelf Hardware, etc., etc.**

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31, 33, 35, 37, 39 Louis St. 10 & 12 Monroe St.
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Alcohol,
Opium,
Tobacco,
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Drunkenness, Drug Using and Neurasthenia absolutely cured by the Double Chloride of Gold Remedies at The Keeley Institute, Grand Rapids, Mich. Correspondence strictly confidential. Write for particulars.

stay with you. You must have some weight to stand before your customers and defend your rights. Never be extortionate on one article and sell another at cost or below. Make them know that you only charge them a small profit on the whole line, but average it.

When a drummer enters my store I treat him with the same respect as one of my customers, only if I am busy I let him wait. If he has a bargain and it is what I can sell I buy it. But buying general stock I have three houses and I stick to them, but by having the three I can hold them down and get good prices, I come out of them the same with a customer, only if a customer will trade with one house he can expect better treatment than if he travels from house to house.

How much can I realize on an article and make a profit and pay my expenses? The first thing I do is to curtail my expenses, but not to be close. Then I consider what I must have to make a profit over and above this, and my way of looking at it, and it has figured out so far all right, is to sell lots of goods on short time or cash and small profits, and do not charge up any loss on account of bad debts. Keep hammering at this until you get it, for the sooner you close up a customer of this kind the better, and never encourage this kind of trade; let it go somewhere else. Get the good, responsible people and let the worthless class abide by the rule, which is cash. Don't get too anxious to sell to take such risks, for if you do there is no end to where you can have your account square and succeed.

Go at your customer in a business way. I have a competitor four and a half miles from me that has made it harder than any one for me to exist. But I went after the trade, and won the confidence of my trade, until now, at higher prices than he quotes, I can sell the goods. Sell them on quality. Talk your goods and stay by them and you will succeed.

I came here from the farm, with no knowledge of business except farming, four years ago in October, and bought a stock of \$1,975. The business at that time was about \$6,000 per year. My last year's business was \$18,000, and is better this year. I work a liner on commission and hire one outside man at \$40 per month and do all my work inside myself. But I hustle. Am here every day, take care of the trade myself. I have another expense that I am now cutting off. By building a store 50x100 feet, two stories high and basement and elevator, where I can show my goods at the least expense, for in presenting goods have them where customers can see them; that saves clerks. By having them where you can lay your hands on the goods quick, buy judiciously and sell for a profit, and curtail your expense, and work hard, and sell on short time and cash, and success will crown your efforts.—F. H. Bowen in The American Artisan.

One of Her Ways.

From the Philadelphia Record.

"The ways of the female shopper are beyond the ordinary salesman's ken," said a disgusted optician who is in business in the shopping section of the city. "A woman came in here the other day and asked the prices of all kinds and styles of spectacles and eyeglasses known to those in the trade. Finally, after a half-hour's quizzing, she rustled out with the remark: 'Thank you, I expect to get a pair of glasses for a birthday present, and I just wanted to know about the prices of them.'"

Need Versus Want.

Need does not enter largely into daily life. It is a word widely used, but in American life the fact behind the word does not always exist. We do indeed get hungry, clothing is a necessity and the man with no roof to shelter him is bad off; but, even in these extremes, the want dictates what shall satisfy the need and so doubles the supply and the expense. "If a certain customer of mine," said the grocery man on a certain corner, "would only buy what he needs there would be no question about his having a surplus after he had paid his bills, but his wants get the better of his judgment and when his pay day comes around he has nothing to show for the week's work but a lot of things of no use to him or to anybody else."

The trouble is by no means confined to the grocer's debtor. The want and not the need is playing the mischief with most of those who buy and sell. With hunger to start with, the want is by no means limited to what the system calls for. A plain, wholesome dinner, rich in nutriment, is needed, but the extended menu, followed faithfully from soup to coffee, includes many a wholly unneeded dish that the consumer would be far better off without. The one costs fifteen cents, the other a dollar; but the want dictates, and the victim, eighty-five cents out of pocket and with stomach overful and aching, compromises the matter with the questionable statement, "It will make no difference a hundred years from now."

"I suppose," said the man who was halting between two opinions in regard to some underwear, "that the dollar garment will answer every purpose, but the fact is I have always wanted silk and this exactly meets that want. I think you may do it up. There is a difference between \$5 and \$1, but if a man doesn't have what he wants in this world it's a slim chance he has of getting it in the next."

It was a single item of the wardrobe, but, when the want supplied the need, excess was the result, and too often it happens that excess is ruinous. The going from the old house to the new one is frequently a mistake. The snug, tidy home, with the simple and unpretending lurking in every corner of it, is more than the real need and there is no reason why it should be displaced by the new, the big, the costly; but a pretended want comes with the increasing means, the old happiness is pushed out by false promises and the joy of living is bankrupt in consequence. Too late it is discovered that a sacrifice has been made and the house, handsome as it is and grand as it is, is haunted by the ghost of the happiness which filled to overflowing the earlier and humbler home.

To many whom prosperity blesses the carriage is sure to be literally "a long-felt want." It is thought of and talked of years before it comes. Finally the glad day dawns when the want is satisfied, the handsome span and the splendid carriage with John, the driver, flash up to the door and away the happy owner goes to enjoy the long-anticipated pleasure. But with the coming of the carriage there is something else: It is, in the first place, an added care. It leads to others, and these to others still, and by and by when the satisfied want is burdensome it is pronounced a delusion and a snare and the owner, tired of the endless riding, sends John out to exercise the horses while he walks down town for his much-needed exercise.

"When we were first married," said a man who had retired from business, "I told my wife that I wanted to be rich and was determined to be. She did not agree with me and simply insisted that all she wanted was to be comfortable. Business took a turn in my favor and I became better off than I wanted to be. I am more than satisfied—but my wife isn't 'comfortable' yet!"

Giving Him a Chance.

"Harriet, you ought to give me my choice of birthday presents once in a while."

"Well, Harry, I'm willing; do you want a lamp shade, a sofa pillow or new lace curtains?"

There is four hundred times as much learning in the world as there is wisdom.—Josh Billings.

Hardware Price Current

Augurs and Bits			
Snell's	60		
Jennings genuine	25		
Jennings' imitation	50		
Axes			
First Quality, S. B. Bronze	7 00		
First Quality, D. B. Bronze	11 50		
First Quality, S. B. S. Steel	7 75		
First Quality, D. B. Steel	13 00		
Barrows			
Railroad	17 00		
Garden	32 00		
Bolts			
Stove	60		
Carriage, new list	70&10		
Flow	50		
Buckets			
Well, plain	\$4 00		
Butts, Cast			
Cast Loose Pin, figured	65		
Wrought Narrow	60		
Cartridges			
Rim Fire	40&10		
Central Fire	20		
Chain			
Com.	7 c.	6 c.	5 c.
BB	8 1/4	7 1/4	6 1/4
BBB	8 3/4	7 3/4	6 3/4
Crowbars			
Cast Steel, per lb.	6		
Caps			
Ely's 1-10, per m.	65		
Hick's C. F., per m.	65		
G. D., per m.	45		
Musket, per m.	75		
Chisels			
Socket Firmer	65		
Socket Framing	65		
Socket Corner	65		
Socket Sinks	65		
Elbows			
Com. 4 piece, 6 in., per doz.	net 65		
Corrugated, per doz.	1 25		
Adjustable	40&10		
Expansive Bits			
Clark's small, \$18; large, \$26	40		
Ives' 1, \$18; 2, \$24; 3, \$30	25		
Files—New List			
New American	70&10		
Nicholson's	70		
Heller's Horse Rasps	70		
Galvanized Iron			
Nos. 16 to 20; 22 and 24; 25 and 26; 27,	28		
List 12 13 14 15 16.	17		
Discount, 70			
Gauges			
Stanley Rule and Level Co.'s	60&10		
Glass			
Single Strength, by box	85&20		
Double Strength, by box	85&20		
By the Light	85&		
Hammers			
Maydole & Co.'s, new list	dis 33%		
Yerkes & Plumb's	dis 40&10		
Mason's Solid Cast Steel	30c list 70		
Hinges			
Gate, Clark's 1, 2, 3	dis 60&10		
Hollow Ware			
Pots	50&10		
Kettles	50&10		
Spiders	50&10		
Horse Nails			
Au Sable	dis 40&10		
Putnam	dis 5		
House Furnishing Goods			
Stamped Tinware, new list	70		
Japanned Tinware	20&10		
Iron			
Bar Iron	2 25 c rates		
Light Band	3 c rates		
Knobs—New List			
Door, mineral, jap. trimmings	75		
Door, porcelain, jap. trimmings	85		
Lanterns			
Regular O Tubular, Doz.	5 00		
Warren, Galvanized Fount	6 00		
Levels			
Stanley Rule and Level Co.'s	dis 70		
Mattocks			
Adze Eye	\$17 00. dis 70-10		
Metals—Zinc			
600 pound casks	7 1/4		
Per pound	8		

Miscellaneous			
Bird Cages	40		
Pumps, Clstern	75		
Screws, New List	80		
Casters, Bed and Plate	50&10&10		
Dampers, American	50		
Molasses Gates			
Stebbins' Pattern	60&10		
Enterprise, self-measuring	30		
Pans			
Fry, Aeme.	60&10&10		
Common, polished	70&5		
Patent Planished Iron			
"A" Wood's patent planished, Nos. 24 to 27	10 75		
"B" Wood's patent planished, Nos. 25 to 27	9 75		
Broken packages 1/4c per pound extra.			
Planes			
Ohio Tool Co.'s, fancy	50		
Scotia Bench	60		
Sandusky Tool Co.'s, fancy	50		
Bench, first quality	40		
Nails			
Advance over base, on both Steel and Wire.			
Steel nails, base	2 55		
Wire nails, base	2 55		
Base			
10 to 16 advance	5		
8 advance	10		
6 advance	20		
4 advance	30		
3 advance	45		
2 advance	70		
Fine 3 advance	50		
Casing 10 advance	15		
Casing 8 advance	25		
Casing 6 advance	35		
Finish 10 advance	25		
Finish 8 advance	35		
Finish 6 advance	45		
Barrel 1/2 advance	85		
Rivets			
Iron and Tinned	50		
Copper Rivets and Burs	45		
Roofing Plates			
14x20 IC, Charcoal, Dean	6 50		
14x20 IX, Charcoal, Dean	7 50		
20x28 IC, Charcoal, Dean	13 00		
14x20 IC, Charcoal, Alloway Grade	5 50		
14x20 IX, Charcoal, Alloway Grade	6 50		
20x28 IC, Charcoal, Alloway Grade	11 00		
20x28 IX, Charcoal, Alloway Grade	13 00		
Ropes			
Sisal, 1/2 inch and larger	8 1/2		
Manilla	12		
Sand Paper			
List acct. 19, '86	dis 50		
Sash Weights			
Solid Eyes, per ton	25 00		
Sheet Iron			
		com. smooth.	com.
Nos. 10 to 14			\$3 20
Nos. 15 to 17			3 20
Nos. 18 to 21			3 30
Nos. 22 to 24	3 60		3 40
Nos. 25 to 26	3 70		3 50
No. 27	3 80		3 60
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.			
Shells—Loaded			
Loaded with Black Powder	dis 40		
Loaded with Nitro Powder	dis 40&10		
Shot			
Drop	1 45		
B B and Buck	1 70		
Shovels and Spades			
First Grade, Doz.	8 00		
Second Grade, Doz.	7 50		
Solder			
1/2@1/4	21		
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.			
Squares			
Steel and Iron	65		
Tin—Melyn Grade			
10x14 IC, Charcoal	\$ 8 50		
14x20 IC, Charcoal	8 50		
20x14 IX, Charcoal	9 75		
Each additional X on this grade, \$1.25.			
Tin—Alloway Grade			
10x14 IC, Charcoal	7 00		
14x20 IC, Charcoal	7 00		
10x14 IX, Charcoal	8 50		
14x20 IX, Charcoal	8 50		
Each additional X on this grade, \$1.50.			
Boiler Size Tin Plate			
14x56 IX, for No. 8 Boilers, } per pound..	10		
14x56 IX, for No. 9 Boilers, }			
Traps			
Steel, Game	75		
Oneida Community, Newhouse's	40&10		
Oneida Community, Hawley & Norton's	65		
Mouse, choker per doz.	15		
Mouse, delusion, per doz.	1 25		
Wire			
Bright Market	60		
Annealed Market	60		
Coppered Market	50&10		
Tinned Market	50&10		
Coppered Spring Steel	40		
Barbed Fence, Galvanized	3 20		
Barbed Fence, Painted	2 90		
Wire Goods			
Bright	80		
Screw Eyes	80		
Hooks	80		
Gate Hooks and Eyes	80		
Wrenches			
Baxter's Adjustable, Nickeled	30		
Coe's Genuine	30		
Coe's Patent Agricultural, Wrought	70&10		

Clerks' Corner.

Two Good Rules for a Fellow to Follow.
Written for the Tradesman.

Ever since the soda fountain episode in the summer, which these columns recorded, "the maiden Vanilla," as Old Man Means delighted to call her, had not frequently been seen at the Springborough emporium. Whether the passing of the century had induced the young woman to let bygones be bygones and to "ring out the false, ring in the true," can not be determined, but true it is that, as the storekeeper glanced incidentally or accidentally out of the window, he saw that piece of femininity, with her by no means ugly face looking out of a woolly something with a faint pink edge that pretty girls like to make believe they are hiding in, come tripping along the street. Something convinced him that she was coming to the store, and, yielding to that innate and uncontrollable desire to torment whenever the opportunity offered, he opened his desk, gave the vanilla essence he had there a powerful shake, left it unstopped and tucked from sight and waited for developments.

He did not wait long, for the extract of the bean was powerful and soon reached the sensitive olfactory nerves of the sensitive Carl.

"What in thunder is it that smells so everlastingly like that confounded vanilla?" he explosively asked; but before an answer could be given the latch was lifted and in walked "the maiden fair to see."

The Old Man's black eyes were fairly dancing with the laugh that was finding vent through them, and his mischievous mouth, deceitfully pretending that the smile it was extensively indulging in was due to the pleasure it was having at meeting again an old acquaintance, having exchanged the cheeriest of greetings with his rosy-cheeked customer, called out to Carl, who, having taken in the situation with a glance at the Old Man's face, had vanished into the back store.

"Carl, Carl!" called the storekeeper. "Here's Miss Marilla, 'looking as bright as the dawn' and calling for you—hurry out."

The boy's first idea was to sneak through the back door and let that tormenting Old Man wait on his blooming customer himself; but the door was bolted and locked and bolt and lock were rusty and would betray him. So with, "In just a minute," he tried to gather himself together for the music he knew he had to face. That employer of his would sit in that chair with his elbows on its arms and twirl that lead-pencil and every chance he could get would jolly him out of his senses, and that girl, who had been turning the cold shoulder to him ever since her daddy had squared the soda water account, and making herself as disagreeable as a girl can and will when she makes up her mind to it, would just pour the hot shot into him, and the Old Man would sit there and chuckle at him and have the nicest old time in the world. "Thunderation!" Then there was a contraction of the muscles about the face. The square jaw came firmly into place, the lips came evenly together without too much pressure and the eyes put on a "I'm ready for you" look. Then, with a brush at, rather than of, his hair and a pass at the towel, he "came forth," feeling very much as Lazarus did, "bound hand and foot."

"Good morning, Miss Marilla," saluted the knight of the counter, the red and the white taking rapid turns in his face.

"Good morning, Mr. Hustleton," was the reply, with a little toss of the head and of the "tip-tilted" nose Tennyson delights to describe.

"The frost has been taking liberties with some cheeks this morning and—"

"So I see," was the interrupting retort, in a tone that indicated that the frost was now located somewhere else.

The poor boy could feel the color flushing his face and creeping into the roots of his hair; and he could see that pencil twirl and, to hide the laugh, crowd itself into that tormenting Old Man's mouth. He smelled the vanilla and, with that girl looking at him and making fun of him, his determination to brave it out began to ooze.

"W—what can I do for you this morning?" he finally stammered, a hot wave and a cold one ebbing and flowing up and down the narrow strait of spine that just now could hardly be called a backbone, so limp and utterly useless it was proving itself to be.

"Two pounds each of lump sugar and powdered sugar. I want to use it this morning and if you'll do it up I'll take it along with me."

"All right, it will take but a minute," but it took longer, a good deal longer, than that. Old Man Means, who felt what was coming, took out his watch and put it on the desk where he and Carl—and the girl, too, had she known what was "up"—could see it. He turned his chair so that he could the more easily watch the proceedings and get out of them all the fun he could. That movement was not lost upon Carl; nor was the second shake of the vanilla bottle, which soon followed, and, with all these devilish hindrances to disturb him, the boy began to do up that sugar.

He doggedly set the scales, mentally determining to dispose of the lump sugar first, but in his confusion he turned to the powdered sugar box. That wouldn't do. Lump sugar had been mentioned first and lump sugar first it should be although the heavens should fall. He found it shortly, right next to the powdered, but the confusion had set in, and confusion it was to be to the end of the chapter. The first scoopful was the lump, but the second one was the powdered, and it was not until the latter had been poured upon the former that the clerk saw what he had done. If the surrounding medium had been at that moment at the same temperature of Carl's blood the thermometer would have stood at 212 Fahrenheit. The girl, with a look of despair and resignation and contempt all at the same time, sat down and Old Man Means whirled around in his chair to look out of the window!

The boy had been well brought up and, looking for a moment at the funny mixture in the scale, he uttered a tremendous "Well!"—"only that and nothing more!"—and, spreading a large sheet of wrapping paper upon the counter, poured the scale contents into it and began again.

It would be tedious to give in detail the mishaps that followed. The boy's fingers were all thumbs and both hands were found to be left-handed. The paper wouldn't fold and the string wouldn't tie, and at every mishap that old demon in the chair would give a make-believe cough, and for fully ten good minutes that young fellow, with the sweat pouring out of every pore in his

body, was doing up those four pounds of sugar!

"I am sorry to have kept you waiting so long," he apologized as he finally pushed the packages towards his customer, whose "I can sympathize with you!" as she turned away, left him in doubt as to her meaning, a condition of things that the sex is somewhat noted for.

At the clicking of the latch the Old Man expected the outburst. But it didn't come. There was a troubled face, a patient picking out of the lump sugar from the powdered, and when each had been put in its proper place the boy, still hot and sore, came and stood leaning against the counter and facing the Old Man's chair.

"What makes a fellow all broke up when he gets into a hole like that? I don't care anything about that blamed girl, I can more than get even with her any time; but I can't see what fuddles me so when there isn't any use in getting fuddled. Every confounded finger I have was a stick and what little wit I might have generally sneaked off and left me more of an idiot than ever. Give me a rule that will come in pat in such cases. This isn't the only one of the kind I have had. I'm always stepping on myself. My hands are too big and forever in the way. There isn't a corner of any house in town large enough for me to get into where I get rid of having folks ask 'if I would mind moving a little.' That's what made me so hot. I've got used to your everlasting fun-poking and I don't care that"—he snapped his fingers—"for it; but the whole thing hinges on my getting all mixed up over nothing. Now don't yarn, but just tell a fellow what he ought to do—what I ought to have done this morning?"

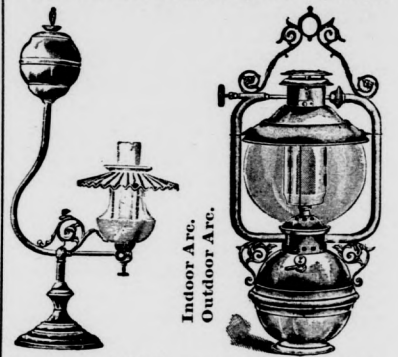
The boy could not have taken a surer way to touch Old Man Means. He had had his fun, but at another's suffering, and that, for him, was far from fun—it was not even funny. He pulled the tall boy down upon his knee and, with a sincerity which came from his warm, honest heart, said, "Carl, I can give you a good rule, and it is one I must practice: 'Be forgetful of yourself,' is 'the first and great commandment and the second is like unto it.' 'You must cultivate your heart.' You will see by and by, if not at once, how the two are related and I will see that a closer following of the second prevents a repetition of what has happened this morning."

"They are good rules, all right enough," was the rejoinder, "if a fellow is willing to follow 'em up! The question is whether I can."

Richard Malcolm Strong.

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Produce the finest artificial light in the world.



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George Gane, Michigan Representative for Washburn-Crosby Co.

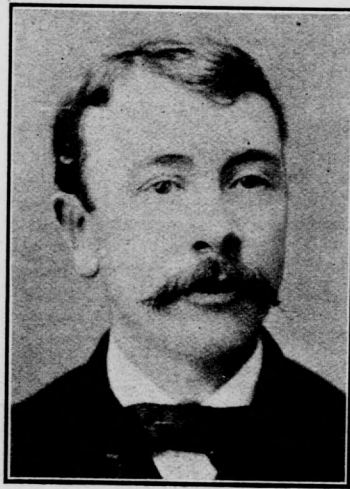
Of good old Anglo Saxon stock, August 1, 1852, at Ingersoll, Ont., the subject of this sketch was born. In 1844 his parents had come from Bath, England, to Canada and, after a residence of twenty-four years there, moved in 1868 to Clam Lake township, locating on a farm eight miles southeast of Cadillac.

This living on a farm is not always agreeable to the young life that is plumbing itself for another calling and yet it does do something to strengthen the career in that calling, be it what it may. The most successful men the world over have found it so and, away back to the country life where nature had full control of them, they caught something that settled down into them and made them what they are. That fact is apparent here. There is no question that the old Anglo Saxon will is an inheritance; that the air of Somersetshire and the skies that bend above it had something in them that, transferred to another land with greater opportunities, would reach its best development. The farm life only made this man's leading characteristic more pronounced and it needed only later experiences to show that it is not the tripping up and the falling down that brings out the sterling stuff of the man inside, but the getting up and the insisting upon staying up and going at it again that proclaims him. It will be seen how this race trait asserts itself in what follows:

Coming to the States when he was 16 and striking the farm, the years he spent there were, as it has already been said, only a pluming period. He wanted no farm career. With all his inherited love of all that is rural there was something better. He wanted to be more with busier men—"where merchants most do congregate." He wanted to buy and sell and get gain and, for a foothold, he went to Ensley and worked for Harvey Porter in his store and mill. For several months this life went on, but the boy was not yet weaned from his country home and the life he led there—homesick is the full idea—and back he went to the home, taking care of himself by working out summers and chopping wood in winter, a business he followed up to the winter of 1871-2, when he took a job of logging a tract of timber for George A. Mitchell. This done, we find Mr. Gane in the spring of 1873 at Lake Linden in the machine shops of the Calumet & Hecla Mining Co. Two years saw the end of this and then, yielding to his old liking for the woods, he bought a piece of timber land near Cadillac and became again a lumberman.

In 1879, at Fife Lake, he opened a

grocery store, which a few months later he sold to Emmet Hagadorn and betook himself to Mackinaw City in 1881. Here again he became a grocer, and followed the business for three years, when he sold out to J. J. G. Richards. It was during these years that fortune made up her mind to see what stuff this man was made of. Was he good for anything outside of trade? She would find out. A justice of the peace was wanted. Nothing was easier than for him to be appointed, nothing was more to the mind and purpose of the people of Mackinaw City than just that, and justice of the peace he became. It was a happy appointment. It worked well and pretty soon there began to be another gathering together in groups of twos and threes on the sidewalks and business places. "He's just the man we want," was the result of this general putting of heads together and shortly after Mr. Gane received his papers appointing him postmaster of Mackinaw City. That is what that town thinks of Mr. Gane. Fortune in the meantime nodded ap-



proval to all these proofs of citizenship, but with certain signs which indicated a "something else." "How, I wonder, would a financial shaking-up affect him? The test of the pudding is in the eating. I'll test him." He had placed what money he had in the Rice & Messmore bank at Cadillac and that bank failed. The finger of Fortune threw him upon his financial back and there he was, like an upturned turtle, apparently unable to right himself, the fickle goddess in the meantime watching him. She did not watch long, however. Turbles are not inclined to remain a great while with breastplate facing the sky and to Fortune's great astonishment her victim was soon upon his feet and vigorously at it again. He had lost his money; but he had not lost his hands nor his strength nor, what is more, his heart.

He did not make for the woods this time, but he did make a dash for the Upper Peninsula, where he established a series of agencies for the Mansfield insurance companies of Grand Rapids. He succeeded in the establishment of the agencies and, what is important to state, he spent \$400 of his own money in the work and, losing it, by the failure of the companies, down again he went, while Fortune laughed. The fall hurt, but, again on his feet, the autumn of 1884 saw him on the road for La Bar & Cornwell, of Cadillac, selling flour. He remained with them until July, 1885, when he entered the service of Hannah, Lay & Co., his first engagement being

that of flour salesman and, later, taking charge of the passenger and freight departments of the steamers Grand Rapids and T. S. Faxton. In 1894 he united his fortunes with the Washburn-Crosby Co., of Minneapolis, contracting to cover the entire State. He continued to do this until August of last year, when he found it necessary to relinquish the Upper Peninsula, in order to meet the demands on his time and attention from Southern Michigan and Northern Ohio and Indiana. About a year ago he found it more convenient to cover his territory from Grand Rapids than from Traverse City and accordingly removed to this city, locating at 46 Charles street, the deed of which property stands in his own name.

Mr. Gane was married March 9, 1871, to Miss Sarah Whaley, of Clam Lake. They have two children, both boys. The elder, William Howard Gane, is attending the Grand Rapids high school, and the present intention is to have him take a course at Ann Arbor after graduating with the class of 1902. The younger son, Robert Bruce, is 4 years old.

By this time Fortune has long been tired of testing him. She has found him to be all wool and a yard wide every time. She has learned the uselessness of trying to trip him and, throwing him down, to keep him down. One in reading of his ups and downs is constantly reminded of Bryant's familiar line, "Truth crushed to earth shall rise again," with a strong tendency to substitute Gane for the first word of the quotation.

Mr. Gane is a member of the East Street Methodist Episcopal church, of the United Commercial Travelers, of the Knights of the Grip and a Mason whose feet are standing on the 32d round of the ladder.

When interrogated as to what he attributes the success so unquestionably his, he mentions two sterling qualities—hard work and being temperate. They are two likely wheel horses—there is no doubt about that—but George Gane knows, as well as everybody else does, that those two qualities alone would never bring him to the land of prosperity any more than they will ever bring him to Kingdom Come. What the quality is which has made his life a success will be found all along the lines of this brief biography. It came from England and became Americanized. It was cuffed and it cuffed back. It wrestled with the forest and felled it. It asserted itself in the quiet walks of citizenship. It walked with Fortune and quarreled with her and, when she frowned, laughed at her and dared her to do her worst; and that same attribute, now that she has decided to let him go his own prosperous way, is what makes his life a good one for the readers of the Tradesman to read. It is an inspiration and for that reason, were there no other, it is a pleasure to write it down.

Gripsack Brigade.

Wm. H. Downs has signed with the Star Knitting Works for a second year, covering the same territory as heretofore.

Geo. H. Seymour has sold his interest in the H. Schneider Co. to Mrs. H. Schneider. He will continue to represent the corporation on the road, the same as heretofore.

R. S. Keyes has retired from the grocery business at St. Charles and will cover part of the Thumb country and a portion of the Ludington and Saginaw division of the Pere Marquette for Geo. A. Alderton & Co., of Saginaw.

Eaton Rapids Journal: H. J. Moulton has just closed a very successful year for the J. Richardson Shoe Co., of Elmira, N. Y., and visited the head office of the concern at that place last week. He will start out again about March 1.

Coldwater Reporter: A. D. Raup, who has been living here since last April and has been traveling for Howard & Solon, of Jackson, for the past year, has made an engagement with Berdan & Co., of Toledo, for the year 1901 and will enter upon his duties at once.

Geo. W. McKay, formerly on the road for the Putnam Candy Co., has engaged to cover the large towns of Michigan, Ohio, Indiana, Illinois and Iowa for the Grand Rapids Knitting Co., the engagement to begin Jan. 20, on which date Mr. McKay will start out on his initial trip.

Geo. H. Reeder & Co. have engaged two new salesmen during the past week—George Hartung, of Homer, and C. C. Hill, of Vassar. Mr. Hartung will cover the trade of Southern Michigan and Northern Indiana. Mr. Hill, who is engaged in the retail shoe business at Vassar, will take the Eastern Michigan trade formerly covered by L. E. Phillips.

St. Johns News: J. W. Stody, of Ovid, who is a traveling salesman for the Pratt Food Co., Philadelphia, has one of the best records ever made by a salesman for that company. Since August 20 he has traversed through thirty counties, 4,300 miles in all, 1,300 miles with a horse and buggy and 3,000 miles by rail. Over 500 towns were visited by him during this period.

Lansing Republican: Lansing Knights of the Grip made arrangements at their meeting Saturday evening for a pleasant affair, in honor of their outgoing and incoming officers of the State organization at their meeting in this city, Jan. 19. A ball and banquet will be given them in the Maccabee hall, on the evening of Jan. 18. The entertainment committee of the local association will have charge, and it is proposed to give the State officers an example of how Lansing will entertain at the next annual meeting in this city.

American Lumberman: There is a certain melancholy pleasure in reverting to memories of the late Fred Monk, of Toledo, Ohio, who passed to the Great Beyond a few days ago. No man ever had a higher sense of honor; no man loved his friends better or would do more to serve them; no man was a more indomitable worker. His absolute fidelity to truth was proverbial. He was in no sense a wit, and of humor he had little appreciation. If fault he had—if such it could be called—it was super-sensitiveness. He could forgive but never forget a joke aimed at himself. He was an insistent and pertinacious salesman of lumber. It is related that while on the road for the Mitchell & Rowland Lumber Co., of Toledo, he once mailed in an order from an Ohio retailer for three cars of lumber. Before the receipt of the order the company received a telegram from the dealer canceling it. The message was followed by a long and circumstantial letter, acknowledging that he had given Mr. Monk the order, but saying that he did not want the lumber and only ordered it to save his day's time and get the salesman off his premises. He said in conclusion that there was no other way to get rid of him, and he had therefore cheerfully prepaid a message of cancellation to accomplish his purpose. This man Fred never did entirely forgive.

Drugs--Chemicals

Michigan State Board of Pharmacy

GEO. GUNDRUM, Ionia	Term expires	Dec. 31, 1900
L. E. REYNOLDS, St. Joseph		Dec. 31, 1901
HENRY HEIM, Saginaw		Dec. 31, 1902
WILEY P. DOTY, Detroit		Dec. 31, 1903
A. C. SCHUMACHER, Ann Arbor		Dec. 31, 1904

President, A. C. SCHUMACHER, Ann Arbor.
Secretary, HENRY HEIM, Saginaw.
Treasurer, W. P. DOTY, Detroit.

Examination Sessions.

Detroit, Jan. 8 and 9.
Grand Rapids, March 5 and 6.
Star Island, June 17 and 18.
Sault Ste. Marie, August 28 and 29.
Lansing, Nov. 5 and 6.

Mich. State Pharmaceutical Association.

President—CHAS. F. MANN, Detroit.
Secretary—J. W. SEELEY, Detroit.
Treasurer—W. K. SCHMIDT, Grand Rapids.

Advertising Experience Gained by an Energetic Pharmacist.

The most successful advertising is that which sells the most goods at a good profit. I have never been in favor of spending money in advertising and labor in selling goods at cost. Such methods are not only ethically wrong but vicious. Cutting prices is war in business. It usually results in permanent cut prices, inferior goods, and still worse substitution, loss of public confidence, and the degradation of the dealer. The method of making a special sale on good goods to get people into your store and then depend upon selling them something else on which to make your profits is wrong. When you make a special sale for 13 cents of an article that is worth 25 cents you not only supply the demand at cost and lose the profit you should have, but you show the customer your percentage of profit, and his subsequent purchases will be more or less reluctant. Cutting prices is often done to get new people into your store. Don't pay a man 10 cents to come to your store to-day; he will then expect it to-morrow. Don't buy your trade. If you can't get a man into your store except on bargain day you don't want him. I admit that we all want and need new customers, but don't resort to cut prices to get them.

I am a great believer in trying to please and hold what trade I do have. It is an easy thing to lose a customer. You can do it by misrepresenting goods, by short weight, inattention, by refusing to adjust grievances, and in many other ways. A well pleased customer is the best advertisement you can have. Don't you know they tell their friends and relatives their confidence in you, your merchandise, and prices, and will take pride in bringing their friends to you?

Let us note a few things that will help establish this confidence among your old customers and be the greatest inducement for new people to trade with you. First the proprietor. He should first of all attend to his own business, but this should not exclude an interest in public affairs. He should be interested in public improvements. He should assist at all times by a liberal donation to have attractions in his town, such as Decoration Day, Fourth of July, Christmas, etc. Don't be known as stingy or a kicker. Don't be an active politician. In the church don't try to do all the work yourself; let the brethren help. You can't manage a base ball club or a race track without neglecting your business. Be sociable with your business neighbors. Occasionally drop in a few minutes and see them. There should be a more friendly feeling among all the business men, and when combined effort is needed it is easy to accomplish what is desired.

Then the proprietor and clerks should be moral and have a reputation for being honest. Of course, a man would be permitted to draw two kinds of whisky out of the same barrel. Always treat traveling men with due respect. It is not a bore to have them call and see you; on the contrary it is quite an accommodation to have them show you the latest things out and samples of the goods you wish to buy. Don't take unnecessary time with them nor be known to be "groutchey." It is a good thing to have the traveling men speak well of you. Then there are so many things about the store and the daily business that advertise you. The store must be kept clean. It must be opened and closed for business at the proper hours. The stock must be well arranged, orderly, and always in place. Never be out of anything. It is embarrassing and a poor advertisement when you have a customer to ask some one else in the store if an article is out of stock. Do everything you can to facilitate the handling of your trade. For instance, have articles most commonly sold by weight, such as sulphur, copperas, alum, etc., nearest your weighing scales. Wrap up all the goods you sell and don't ask the customer if he wants them wrapped. He will tell you if he does not. Then do it neatly. Precision and accuracy in wrapping up packages mean the same thing in prescription work.

Remember that the public prefers to have its prescriptions compounded by the careful man. Always affix the name of the drug you sell on the package. If it is a patent medicine or sundry article put a label on it that says it is from Blank's drug store. Never sell a child a drug of any kind without carefully labeling it. It pays to treat children well. Their parents will appreciate it, and the children will soon be your grown-up customers. Always use the best grade of wrapping paper and twine. Then have some article that you wish to call the trade's attention to near the wrapping counter or cash drawer, or both, and if time and opportunity offer call the customers' attention to it.

Some men can sell only what is called for; others can earn their salary by calling customers' attention to other merchandise and seasonable goods. I believe it pays to have a uniform price to all, and then any one in the store can wait upon every customer. In fact, I would not work in a store where any one could sell goods cheaper than I could, be he proprietor or clerk. Many a customer quits a store when he finds he has been paying more than his neighbor.

Always meet people when they come into the store. Bid them the time of day pleasantly when they leave, and ask them to call again. If they are to wait for purchases provide them with a seat and some sort of entertainment, such as a daily paper, magazine, or something. Never keep a customer waiting longer than necessary. When a customer hands you a bottle in the morning and asks you to have it filled when he calls for it at noon, have it filled, and have his name and price on the package. Don't forget or neglect it.

Don't have a lot of old empty bottles around the store. Wash them up and use them, not for medicine, but have a special drawer for them and use them for oils, turpentine, benzine, etc. Never put oil or anything in a bottle with the old label on. It looks bad and may cause you trouble. It did me once. I gave a man a quart of machine oil in a

bottle that had had oil of cade in it. The bottle was returned to be filled and charged, and it was filled with oil of cade. This error lost me a quart of oil of cade and almost a valuable customer in addition. I utilize some of my old half-pint, pint, and quart bottles for putting up furniture varnish. I have a nice large label printed with directions on it, and customers buy it ready bottled and labeled with more confidence than if sold in unlabeled bottles. In this way varnish can be bought in large containers, which means a saving, and it can be bottled and labeled at leisure.

Charles C. Deam.

A Percolation Window.

With three large percolators suspended in the rear of window space, a short distance above the flooring, equidistant apart, illustrate the cold percolation of syrup, the percolation of tincture of ginger and tincture of grass. Thus you have three distinct colors to attract the eye. The latter operation need only be conducted far enough to obtain a desirable quantity of the product for stock; and the percolator partly filled with water; leaving the finished product in the receptacle beneath. You will require an abundance of the first two tinctures, to keep them in action. Behind the syrup percolator place a piece of black paper, cardboard, or fabric; to the rear of the other two, pieces of white, and then attach descriptive labels to the percolators. Now arrange in the center of window to help foremost attraction, a filter for the clarification of some cloudy syrup. Better use plaited filter-paper as the clarifying agent, reinforced by a small piece of the same folded plain, to obviate the possibilities of the paper fracturing during the operation and marring the scene. Such a viscid liquid as syrup will filter slowly and properly prolong the exhibition. Place upon the funnel a label telling what is seen. To the left of this apparatus suspend from the ceiling of window, by means of heavy cord or fine wire, either a funnel or percolator transformed into a separator of immiscible liquids. This can easily and well be done by inserting a perforated cork in the small orifice of percolator, from which a short glass tube protrudes, lengthened some three or four inches by a rubber tube, nipped in the center by a Mohr's or Hoffman's pinch-cock; the application of the device being obvious, of course. When all this has received attention, pour into the separator a mixture of, say some highly colored oil and water, and let the contrivance stand, or, more correctly, hang, placing beneath it a receptacle of glass, and affix to the former an elucidating label. If you are in possession of a large regular separator the arrangement described would naturally be superfluous. The unoccupied space to the extreme right might be tenanted by a large straining device—a piece of fabric, woolen cloth of loose texture, cheese cloth, or other goods, stretched over a wooden frame and held aloft by legs, or string from above. Place under it a suitable dish or funnel-capped bottle and into it pour some tenacious liquid that will take some time to pass through the interstices of the strainer. Label this latter device. This display will make curious the eyes and minds of passing people.

Joseph Hostelley.

If a customer appreciates that you understand your business, and consult his interests as well as your own, you have gained his confidence.

The Drug Market.

Opium—Quiet and very firm. There is every indication of higher prices later on.

Morphine—Quiet at unchanged prices. Quinine—Dull. Holders await the Amsterdam auction of bark on Thursday next with a great deal of interest. There will be no change in price until that time.

Pyrogallic Acid—Easier and lower prices are looked for.

Salicylic Acid—The agreement among foreign manufacturers was dissolved on January 1 and prices are tending lower.

Castile Soap, Conti's White—Higher, on account of higher freight.

Oil Cedar Leaf—Very scarce and high prices continue.

Oil Cloves—Have advanced 2½c, on account of higher prices for spice.

American Saffron—Stocks are concentrated and higher prices rule. The supply is small in this market and very little is forwarded from Mexico.

Gum Camphor—Very firm and unchanged in price. Refiners refuse business beyond April. Higher prices are looked for when the demand sets in.

Does Not Regret His Forgetfulness.

From the Alpena News.

Charles Buelow is a pretty good business man, but forgetting to execute an errand for his wife last night is the luckiest thing that has happened to him since he got married. He left the store at the usual time last evening, and arriving home empty handed was reminded by Mrs. Buelow that he had forgotten to bring home some things that she wanted from the store. Mr. Buelow hasn't been married long enough to forget his gallantry, so after waiting awhile he went down to the store to execute the errand he had forgotten. Arriving there he found the store full of smoke which was arising from a box filled with sawdust and utilized as a cuspidor. The fire had burned through to the floor and in twenty minutes more the destruction of the wooden row in that locality would have been threatened. It was a lucky chance that took Mr. Buelow down to the store, and since then he does not regret his forgetfulness.

Olive Oil Will Decline.

The American representatives of Italian olive oil handlers received word last week that lower prices would prevail. It is customary to make new prices early in the year, and this year the revised list will probably be out about February 1. The crop of oil olives is reported to be good and a full yield is expected.

The prices which have ruled on Italian oil during the last year have been unduly high on account of a short crop last year. The advance ran from 25 to 75 cents per package, according to size. The new prices are expected to be about that much lower than present prices.

Many go out for berries and come back with briars.

KASKOLA THE BEST DYSPEPSIA CURE

Manufactured by
THE P. L. ABBEY CO., Kalamazoo, Mich.
Your orders solicited.

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 DRUG PRICE CURRENT

Advanced—Saffron.
Declined—Linseed Oil, Turpentine.

Acidum	Conium Mac.	50@ 60	Sellae Co.	@ 50
Aceticum \$ 6@ 8	Copalba	1 15@ 1 25	Tolutan	@ 50
Benzolium, German. 70@ 75	Cubeba	1 20@ 1 25	Prunus virg.	@ 50
Boracic	Exechthitos	1 00@ 1 10	Tinctures	
Carbolicum	Erigeron	1 10@ 1 20	Aconitum Napellis R	60
Citricum	Gaultheria	2 20@ 2 30	Aconitum Napellis F	50
Hydrochlor.	Geranium, ounce.	@ 75	Aloes	60
Nitricum	Gossypii, Sem. gal.	50@ 60	Aloes and Myrrh.	60
Oxalicum	Hedeoma	1 40@ 1 50	Arnica	50
Salicylicum	Juniper	1 50@ 2 00	Asafoetida	50
Sulphuricum	Lavandula	90@ 2 00	Atropa Belladonna.	50
Tannicum	Limonis	1 50@ 1 60	Aurant Cortex	50
Tartaricum	Mentha Piper	1 40@ 2 00	Benzoin	50
Ammonia			Benzoin Co.	50
Aqua, 16 deg.	Morruhae, gal.	1 20@ 1 25	Columba	50
Aqua, 20 deg.	Myrica	4 00@ 4 50	Cantharides	75
Carbonas	Piela Liquida, gal.	10@ 12	Capsicum	75
Chloridum	Ricina	1 00@ 1 08	Cardamon	75
Aniline			Cardamon Co.	75
Black	Rosmarini	@ 1 00	Castor	1 00
Brown	Rose, ounce.	6 00@ 6 50	Catechu	50
Red	Succini	40@ 45	Cinchona	50
Yellow	Sabina	90@ 1 00	Cinchona Co.	60
Bacca			Cinchona	60
Cubebae	Santal	2 75@ 3 00	Sanguis Draconis.	40@ 50
Juniperus	Sassafras	55@ 65	Sapo, W	12@ 14
Xanthoxyllum	Sinapis, ess. ounce.	@ 65	Sapo M	10@ 12
Balsamum			Sapo G	@ 15
Copalba	Tigli	1 50@ 1 65	Oils	
Peru	Thyme, opt	@ 60	Whale, winter	BBL. GAL. 70 70
Terabin, Canada	Theobromas	15@ 20	Lard, extra	60 70
Tolutan	Potassium		Lard, No. 1	45 50
Cortex			Varnishes	
Abies, Canadian	Bi-Carb	15@ 18	No. 1 Turp Coach	1 10@ 1 20
Cassia	Bichromate	15@ 15	Extra Turp	1 60@ 1 70
Cinchona Flava	Bromide	52@ 57	Coach Body	2 75@ 3 00
Euonymus atropurp.	Carb	12@ 15	No. 1 Turp Furn	1 00@ 1 10
Myrica Cerifera, po.	Chlorate	16@ 19	Extra Turk Damar.	1 55@ 1 60
Prunus Virgini	Cyanide	34@ 38	Jap. Dryer, No. 1 Turp	70@ 75
Quillaja, gr'd	Iodide	2 60@ 2 65	Oils	
Sassafras	Potassa, Bitart, pure	28@ 30	Whale, winter	BBL. GAL. 70 70
Ulmus	Potassa, Bitart, com.	@ 15	Lard, extra	60 70
Extractum			Potass Nitras, opt.	7@ 10
Glycyrrhiza Glabra	Potass Nitras	6@ 8	Lard, No. 1	45 50
Glycyrrhiza, po.	Prussiate	23@ 26	Miscellaneous	
Hamatox, 15 lb. box	Sulphate po	15@ 18	Ether, Spts. Nit. ? F	30@ 35
Hamatox, 18	Radix		Ether, Spts. Nit. 4 F	34@ 38
Hamatox, 1/4s	Aconitum	20@ 25	Alumen	2 1/2@ 3
Hamatox, 1/8s	Althae	22@ 25	Alumen, gro'd., po. 7	3@ 4
Ferru			Anamto	40@ 50
Carbonate Precip.	Anchusa	10@ 12	Antimon et Potass T	40@ 50
Citrate and Quinia	Arch po	@ 25	Antipyrin	@ 25
Citrate Soluble	Calamus	20@ 40	Antifebrin	@ 20
Ferrocyanidum Sol.	Calamula	12@ 15	Argent Nitras, oz.	@ 51
Solut. Chloride	Gentiana	12@ 15	Arsenicum	10@ 12
Sulphate, com'l, by	Glycyrrhiza	16@ 18	Balm Gilead Buds.	38@ 40
bbl, per cwt	Hydrastis Canad.	@ 75	Bismuth S. N.	1 90@ 2 00
Sulphate, pure	Hydrastis Can. po.	@ 80	Calcium Chlor., 1s.	@ 10
Flora			Calcium Chlor., 1/4s.	@ 12
Arnica	Hellebore, Alba, po.	12@ 15	Cantharides, Rus. po.	@ 80
Anthemis	Inula, po.	15@ 20	Capsic Fructus, af.	@ 15
Matricaria	Ipecac. po.	4 25@ 4 35	Capsic Fructus B, po.	@ 15
Folia			Caryophyllus. po. 15	12@ 14
Barosma	Iris plox. po. 35@38	35@ 40	Carmine, No. 40	@ 3 00
Cassia Acutifol, Tin	Jalapa, pr	25@ 30	Cera Alba	50@ 55
Cassia, Acutifol, Aiz.	Maranta, 1/4s	@ 35	Cera Flava	40@ 42
Salvia officinalis, 1/4s	Podophyllum, po.	22@ 25	Coccus	@ 40
and 1/8s	Rhei	75@ 1 00	Cassia Fructus	@ 10
Uva Ursi	Rhei, cut	@ 1 25	Centraria	@ 10
Gummi			Rhei, pv	75@ 1 35
Acacia, 1st picked	Spigella	35@ 38	Calcium Chlor., 1/4s.	@ 12
Acacia, 2d picked	Sanguinaria	@ 15	Calcium Chlor., 1/8s.	@ 12
Acacia, 3d picked	Serpentaria	40@ 45	Cantharides, Rus. po.	@ 80
Acacia, sifted sorts.	Senega	60@ 65	Capsic Fructus, af.	@ 15
Acacia, po.	Smlax, officinalis H.	@ 40	Capsic Fructus B, po.	@ 15
Aloe, Barb. po. 18@20	Smlax, M.	10@ 12	Caryophyllus. po. 15	12@ 14
Aloe, Cape	Sellae	10@ 25	Carmine, No. 40	@ 3 00
Aloe, Socotri. po. 40	Symplocarpus, Fecti-	@ 25	Cera Alba	50@ 55
Ammoniac	us, po.	@ 25	Cera Flava	40@ 42
Assafoetida	Valeriana, Eng. po. 30	15@ 20	Coccus	@ 40
Benzoinum	Valeriana, German.	14@ 16	Cassia Fructus	@ 10
Catechu, 1s	Zingiber a	14@ 16	Centraria	@ 10
Catechu, 1/4s	Zingiber j.	25@ 27	Cetaceum	@ 45
Catechu, 1/8s	Semen		Chloroform	55@ 60
Camphora	Anisum	@ 15	Chloroform, squibs	@ 1 10
Euphorbium	Aplum (graveleons)	13@ 15	Chloral Hyd Crst	1 40@ 1 65
Galbanum	Bird, 1s	4@ 6	Chondrus	20@ 25
Gamboge	Carul	12@ 13	Cinchonidine, P. & W	38@ 48
Guaiacum	Cardamon	1 25@ 1 75	Cinchonidine, Germ.	38@ 48
Kino	Coriandrum	8@ 10	Cocaine	7 05@ 7 20
Mastic	Cannabis Sativa	4 1/2@ 5	Corks, list, dis. pr. et.	@ 35
Myrrh	Cydonium	75@ 1 00	Creta	@ 2
Opil	Dipterix Odorate	1 00@ 1 10	Creta, bbl. 75	@ 2
Shellac	Feniculum	@ 10	Creta, prep.	@ 5
Shellac, bleached	Foenugreek, po.	7@ 9	Creta, prep.	@ 11
Tragacanth	Lini	4@ 5	Creta, Rubra	@ 8
Herba			Cupbear	@ 24
Absinthium	Lini, grd	4 1/2@ 5	Dextrine	7@ 10
Eupatorium	Lobelia	35@ 40	Ether Sulph	75@ 90
Lobelia	Pharlaris Canarian.	4 1/2@ 5	Emery, all numbers.	@ 8
Majorum	Rapa	4 1/2@ 5	Emery, po.	@ 6
Mentha Pip. oz. pkg	Sinapis Alba	9@ 10	Ergota	85@ 90
Mentha Vir. oz. pkg	Sinapis Nigra	11@ 12	Flake White	12@ 15
Rue	Spiritus		Galla	@ 23
Tanacetum V oz. pkg	Frumentum, W. D. Co.	2 00@ 2 50	Gambler	8@ 9
Thymus, V. oz. pkg	Frumentum, D. F. R.	2 00@ 2 25	Gelatin, Cooper	@ 60
Magnesia			Gelatin, French	35@ 60
Calcined, Pat	Frumentum, E.	1 65@ 2 00	Glassware, flint, box	75 & 5
Carbonate, Pat	Juniperis Co. O. T.	1 75@ 3 50	Glue, brown	11@ 13
Carbonate, K. & M.	Saacharum N. E.	1 90@ 2 10	Glue, white	15@ 25
Carbonate, Jennings	Spt. Vini Galli	1 75@ 6 50	Glycerina	17 1/2@ 25
Oleum			Vini Oportu	@ 25
Absinthium	Vini Alba	1 25@ 2 00	Grana Paradisi	@ 25
Amygdala, Dulc	Sponges		Humulus	25@ 55
Amygdala, Amara	Florida sheeps' wool	2 50@ 2 75	Hydrarg Chlor Mite	@ 1 00
Anisi	Nassau sheeps' wool	2 50@ 2 75	Hydrarg Chlor Cor.	@ 90
Aurant Cortex	Velvet extra sheeps'	@ 1 50	Hydrarg Ammoniat	@ 1 20
Bergamini	wool, carriage	@ 1 25	Hydrarg Unguentum	50@ 60
Cajiputi	Extra yellow sheeps'	@ 1 00	Hydrargyrum	85@ 85
Caryophylli	wool, carriage	@ 75	Ichthyobolla, Am.	65@ 70
Cedar	Hard, for slate use.	@ 75	Indigo	75@ 1 00
Chenopadii	Yellow Reef, for	@ 1 40	Iodine, Resubl.	3 85@ 4 00
Cinnamon	slate use.	@ 1 40	Iodoform	3 85@ 4 00
Citronella	Syrups		Lupulin	@ 50
Acacia			Lycopodium	80@ 85
Aurant Cortex	Acacia	@ 50	Mactis	65@ 75
Zingiber	Aurant Cortex	@ 50	Liquor Arsen et Hy-	@ 25
Ipecac	Zingiber	@ 50	Liquor Potass Arsenit	10@ 12
Ferri Iod	Ipecac	@ 50	Magnesia, Sulph	2@ 3
Rhei Arom	Ferri Iod	@ 50	Magnesia, Sulph, bbl	@ 1 1/2
Smlax Officinalis	Rhei Arom	@ 50	Mannita, S. F.	60@ 60
Senega	Smlax Officinalis	50@ 60		
Sellae	Senega	@ 50		

Menthol	@ 4 50	Seldlitz Mixture	20@ 22	Linseed, pure raw	58 61
Morphia, S., P. & W.	2 25@ 2 50	Sinapis	@ 18	Linseed, boiled	59 62
Morphia, S., N. Y. Q.	@ 30	Sinapis, opt	@ 30	Neatsfoot, winter str	54 60
& C. Co.	2 15@ 2 40	Snuff, Maccaboy, De	@ 41	Spirits Turpentine ..	43 48
Moschus Canton	@ 40	Voos	@ 41	Paints BBL. LB.	
Myristica, No. 1	65@ 80	Snuff, Scotch, De Vo's	@ 41	Red Venetian	1 1/2 2 @ 8
Nux Vomica	po. 15 @ 10	Soda, Boras	9@ 11	Ochre, yellow Mars ..	1 1/2 2 @ 4
Os Sepia	35@ 37	Soda, Carb.	1 1/2@ 2	Ochre, yellow Ber ..	1 1/2 2 @ 3
Pepsin Saac, H. & P.	@ 1 00	Soda, Bi-Carb	3@ 5	Putty, commercial ..	2 1/2 2 1/2 @ 3
D Co	@ 1 00	Soda, Ash	3 1/2@ 4	Putty, strictly pure.	2 1/2 2 1/2 @ 3
Pleis Liq. N. N. 1/2 gal.	@ 2 00	Soda, Sulphas	@ 2	Vermillon, Prime	13@ 15
Pleis Liq., quarts	@ 1 00	Spts. Cologne	@ 2 60	American	13@ 15
Pleis Liq., pints	@ 85	Spts. Ether Co	50@ 55	Vermillon, English ..	70@ 75
Pil Hydrarg. po. 80	@ 15	Spts. Myrcia Dom.	@ 2 00	Green, Paris	14@ 18
Piper Nigra	po. 22 @ 15	Spts. Vini Rect. bbl.	@ 30	Green, Peninsular ..	13@ 16
Piper Alba	po. 35 @ 30	Spts. Vini Rect. 1/2 bbl	@ 7	Lead, red	6 1/2 @ 6 1/2
Plex Burgun	10@ 12	Spts. Vini Rect. 10gal	@ 10	Lead, white	6 1/2 @ 6 1/2
Plumbi Acet.	10@ 12	Spts. Vini Rect. 5 gal	@ 10	Whiting, white Span ..	@ 85
Pulvis Ipecac et Opil 1	30@ 1 50	Stychnia, Crystal	1 05@ 1 25	Whiting, gilders'	@ 90
Pyrethrum, boxes H.	& P. D. Co., doz	Sulphur, Subl	2 1/2@ 4	White, Paris, Amer.	@ 1 25
& P. D. Co., doz	25@ 30	Sulphur, Roll	2 1/2@ 3 1/2	Whiting, Paris, Eng.	@ 1 25
Pyrethrum, pv	25@ 30	Tamarinds	8@ 10	cliff	@ 1 40
Quassia	8@ 10	Terbenth Venice	28@ 30	Universal Prepared.	1 10@ 1 20
Quinia, S. P. & W.	32@ 42	Theobrom	60@ 65	Varnishes	
Quinia, S. German	32@ 42	Vanilla	9 00@ 16 00	No. 1 Turp Coach	1 10@ 1 20
Quinia, N. Y.	32@ 42	Zinci Sulph.	7@ 8	Extra Turp	1 60@ 1 70
Rubia Tinctorum	12@ 14	Oils		Coach Body	2 75@ 3 00
Saccharum Lactis pv	18@ 20	Whale, winter	BBL. GAL. 70 70	No. 1 Turp Furn	1 00@ 1 10
Salacin	4 50@ 4 75	Lard, extra	60 70	Extra Turk Damar.	1 55@ 1 60
Sanguis Draconis	40@ 50	Lard, No. 1	45 50	Jap. Dryer, No. 1 Turp	70@ 75
Sapo, W	12@ 14				
Sapo M	10@ 12				
Sapo G	@ 15				

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 Drug-
gists' Sundries.

We are the sole proprietors of Weath-
erly'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 received. Send a trial order.

Hazeltine & Perkins Drug Co.,

Grand Rapids, Michigan

GROCERY PRICE CURRENT

Guaranteed correct at time of issue. Not connected with any jobbing house.

ADVANCED

- Sugars
Spring Wheat Flour
Codfish
Pollock
Pocket Salt
Corn Syrup

DECLINED

- Evaporated Peaches
Silver Prunes
Mess Pork.

- ALABASTINE
White in drums
Colors in drums
White in packages
Less 40 per cent discount.

CANNED GOODS

- Apples
3 lb. Standards
Gallons, standards
Blackberries
Beans
Baked
Red Kidney
String
Wax

COCOA

- Webb
Cleveland
Epps
Van Houten, 1/8s
Van Houten, 1/4s
Van Houten, 1/2s
Colonial, 1/4s
Colonial, 1/2s
Huyler
Wilbur, 1/4s
Wilbur, 1/2s



Mica, tin boxes
Paragon

- Clams
Little Neck, 1 lb
Little Neck, 2 lb
Cherries
Red Standards
White
Corn
Fair
Good
Fancy
Gooseberries
Standard
Hominy
Standard
Lobster
Star, 1/2 lb
Star, 1 lb
Picnic Tails

CIGARS

- A. Bomers' brand
H. & P. Drug Co.'s brands
Fortune Teller
Our Manager
Quintette
G. J. Johnson Cigar Co.'s brand.



- S. C. W.
Cigar Clippings, per lb
Lubetsky Bros. Brands
B. L.
Gold Star
Phelps, Brace & Co.'s Brands
Royal Tigers
Royal Tigerettes
Vicente Portuondo
Ruhe Bros. Co.
Hillson Co.
T. J. Dunn & Co.
McCoy & Co.
The Collins Cigar Co.
Brown Bros.
Bernard Stahl Co.
Banner Cigar Co.
Seldenberg & Co.
Fulton Cigar Co.
A. B. Ballard & Co.
E. M. Schwarz & Co.
San Telmo
Havana Cigar Co.
C. Costello & Co.
LaGora-Fee Co.
S. L. Davis & Co.
Hene & Co.
Benedict & Co.
Hemmeter Cigar Co.
Maurice Sanborn
Bock & Co.
Manuel Garcia
Neuva Mundo
Henry Clay
La Carolina
Standard T. & C. Co.
H. Van Tongeren's Brand.
Star Green

AMMONIA

- Arctic 12 oz. ovals
Arctic pints, round

Mackerel

- Mustard, 1 lb
Mustard, 2 lb
Soused, 1 lb
Soused, 2 lb
Tomato, 1 lb
Tomato, 2 lb

BAKING POWDER

- Acme
1/4 lb. cans 3 doz
1/2 lb. cans 3 doz
1 lb. cans 1 doz
Bulk

Mushrooms

- Hotels
Buttens
Oysters
Cove, 1 lb
Cove, 2 lb

PEACHES

- Yellow
Standard
Fancy

Pears

- Standard
Fancy

PEAS

- Marrowfat
Early June
Early June Sifted

Pineapple

- Grated
Sliced

PUMPKIN

- Fair
Good

Raspberries

- Standard
Salmon
Columbia River
Red Alaska
Pink Alaska

QUEEN FLAKE

- 3 oz., 6 doz. case
6 oz., 4 doz. case
9 oz., 4 doz. case
1 lb., 2 doz. case
5 lb., 1 doz. case

SHRIMPS

- Standard
Sardines
Domestic
Domestic, 1/2s
California, 1/4s
French, 1/4s
French, 1/2s

ROYAL

- 10c size
1/4 lb. cans
6 oz. cans
1/2 lb. cans
3/4 lb. cans
1 lb. cans
3 lb. cans
5 lb. cans

STRAWBERRIES

- Standard
Fancy

SUCCOTASH

- Fair
Good
Fancy

TOMATOES

- Fair
Good
Fancy
Gallons

BATH BRICK

- American
English

CATSUP

- Columbia, pints
Columbia, 1/2 pints

BLUING

- Small 3 doz
Large, 2 doz
Arctic, 4 oz. per gross
Arctic, 8 oz. per gross
Arctic, pints, per gross

CHEESE

- Acme
Amboy
Elsie
Emblem
Gen
Gold Medal
Ideal
Jersey
Riverside
Brick
Edam
Lelden
Limburger
Pineapple
Sap Sago

BROOMS

- No. 1 Carpet
No. 2 Carpet
No. 3 Carpet
No. 4 Carpet
Parlor Gem
Common Whisk
Fancy Whisk
Warehouse

CHOCOLATE

- German Sweet
Premium
Breakfast Cocoa
Runkel Bros.

CANDLES

- Electric Light, 8s
Electric Light, 16s
Paraffine, 6s
Paraffine, 12s
Wicking

CHICORY

- Bulk
Red

- Arbuckle
Dilworth
Jersey
Lion
McLaughlin's XXXX
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.

- Pearl Barley
Common
Chester
Empire
Grits
Walsh-DeRoo Co.'s Brand.



- Extract
Valley City 1/4 gross
Felix 1/4 gross
Hummel's foil 1/4 gross
Hummel's tin 1/4 gross

- 24 2 lb. packages
100 lb. kegs
200 lb. barrels
100 lb. bags

- Substitutes
Crushed Cereal Coffee Cake
12 packages, 1/2 case
24 packages, 1 case

- Peas
Green, Wisconsin, bu
Green, Scotch, bu
Split, bu

- COCOA SHELLS
20 lb. bags
Less quantity
Pound packages

- Rolled Oats
Rolled Avena, bbl
Steel Cut, 100 lb. sacks
Monarch, bbl
Monarch, 1/2 bbl
Monarch, 90 lb. sacks
Quaker, cases

- CLOTHES LINES
Cotton, 40 ft. per doz
Cotton, 50 ft. per doz
Cotton, 60 ft. per doz
Cotton, 70 ft. per doz
Cotton, 80 ft. per doz
Jute, 72 ft. per doz

- Sago
East India
German, sacks
German, broken package

- CONDENSED MILK
4 doz in case
Gall Borden Eagle
Crown
Daisy
Champion
Magnolia
Challenge
Dime

- Tapioca
Flake, 110 lb. sacks
Pearl, 130 lb. sacks
Pearl, 24 1 lb. packages

- COUPON BOOKS
50 books, any denom
100 books, any denom
500 books, any denom
1,000 books, any denom

- Wheat
Cracked, bulk
24 2 lb. packages

- COUPON PASS BOOKS
Can be made to represent any denomination from \$10 down
50 books
100 books
500 books
1,000 books

- FLAVORING EXTRACTS
FOOTE & JENKS'
HIGHEST GRADE EXTRACTS

- CREDIT CHECKS
500, any one denom
1,000, any one denom
2,000, any one denom
Steel punch

- Vanilla
Lemon
1 oz full m 1 20
1 oz full m 2 10
1 oz full m 2 10
No. 3 fan'y 3 15
No. 3 fan'y 1 75

- CREAM TARTAR
5 and 10 lb. wooden boxes
Bulk in sacks

- JENNINGS'
Arctic
2 oz. full meas. pure Lemon
2 oz. full meas. pure Vanilla

- DRIED FRUITS
Apples
Sundried
Evaporated, 50 lb. boxes

- Big Value
2 oz. oval Vanilla Tonka
2 oz. oval Pure Lemon

- CALIFORNIA PRUNES
100-120 25 lb. boxes
90-100 25 lb. boxes
80-90 25 lb. boxes
70-80 25 lb. boxes
60-70 25 lb. boxes
50-60 25 lb. boxes
40-50 25 lb. boxes
30-40 25 lb. boxes
1/2 cent less in 50 lb. cases

- Northrop Brand
2 oz. Taper Panel
2 oz. Oval
3 oz. Taper Panel
4 oz. Taper Panel

- CITRUS
Leghorn
Corsican
Currants
Cleaned, bulk
Cleaned, 16 oz. package
Cleaned, 12 oz. package

- Perrigo's
XXX, 2 oz. obert
XXX, 4 oz. taper
XX, 2 oz. obert
No. 2, 2 oz. obert
XXX D D picher, 6 oz
XXX D D picher, 4 oz
K. P. pitcher, 6 oz.

- RAISINS
London Layers 2 Crown
London Layers 3 Crown
Cluster 4 Crown
Loose Muscatels 2 Crown
Loose Muscatels 3 Crown
Loose Muscatels 4 Crown
L. M., Seeded, 1 lb
L. M., Seeded, 1/2 lb
Sultanas, bulk
Sultanas, packed

- FLY PAPER
Perrigo's Lightning, gro
Petrolatum, per doz

- FARINACEOUS GOODS
Beans
Dried Lima
Medium Hand Picked
Brown Holland
Cereals
Cream of Cereal
Grain-O, small
Grain-O, large
Grape Nuts
Postum Cereal, small
Postum Cereal, large

- HERBS
Sage
Hops

- MEXICAN
Choice
Fancy

- INDIGO
Madras, 5 lb. boxes
S. F., 2, 3 and 5 lb. boxes

- GUATEMALA
Choice
Fancy

- JELLY
5 lb. palls, per doz
30 lb. palls

- JAVA
African
Fancy African
O. G.
P. G.

- LICORICE
Pure
Calabria
Sicily
Root

- MOCHA
Flake, 50 lb. sack
Pearl, 200 lb. bbl
Pearl, 100 lb. sack
Macaroni and Vermicelli
Domestic, 10 lb. box
Imported, 25 lb. box

- MATCHES
Diamond Match Co.'s brands
No. 9 sulphur
Anchor Parlor
No. 2 Home
Export Parlor
Wolverine

MOLASSES

- New Orleans
Black
Fair
Good
Fancy
Open Kettle
Half-barrels 2c extra

- MUSTARD
Horse Radish, 1 doz
Horse Radish, 2 doz
Bayle's Celery, 1 doz

- OYSTER PAILS
Victor, pints
Victor, quarts
Victor, 2 quarts

PAPER BAGS

- Continental Paper Bag Co.
Ask your Jobber for them.

- Glory
Satchel
Bottom
Mayflower
Satchel
Square

- PICKLES
Medium
Barrels, 1,200 count
Half bbls, 600 count

- SMALL
Barrels, 2,400 count
Half bbls, 1,200 count

PIPES

- Clay, No. 216
Clay, T. D., full count
Cob, No. 3

POTASH

- 48 cans in case
Babbitt's
Penna Salt Co.'s

RICE

- Domestic
Carolina head
Carolina No. 1
Carolina No. 2
Broken

Imported

- Japan, No. 1
Japan, No. 2
Java, fancy head
Java, No. 1
Table

SALERATUS

- Packed 60 lbs. in box
Church's Arm and Hammer
Deland's
Dwight's Cow
Emblem
L. P.
Sodio
Wyandotte, 100 1/2s

SAL SODA

- Granulated, bbls
Granulated, 100 lb. cases
Lump, bbls
Lump, 145 lb. kegs

SALT

- Diamond Crystal
Table, cases, 24 3 lb. boxes
Table, barrels, 100 3 lb. bags
Table, barrels, 40 7 lb. bags
Butter, barrels, 280 lb. bulk
Butter, barrels, 20 14 lb. bags
Butter, sacks, 28 lbs
Butter, sacks, 56 lbs

Common Grades

- 100 3 lb. sacks
60 5 lb. sacks
28 10 lb. sacks
56 lb. sacks
38 lb. sacks

Warsaw

- 56 lb. dairy in drill bags
28 lb. dairy in drill bags

Ashton

- 56 lb. dairy in linen sacks
56 lb. dairy in linen sacks
Solar Rock
56 lb. sacks

Common

- Granulated Fine
Medium Fine
SAUERKRAUT
Barrels
Half barrels

SOAP

- JAXON
Single box
5 box lots, delivered
10 box lots, delivered

Rub-No-More

- 100 12 oz bars
SILVER
Single box
Five boxes, delivered

SOAP
Bell & Bogart brands—
Coal Oil Johnny 3 90
Peekin 4 00
Lantz Bros. brands
Big Acme 4 00
Acme 5c 3 25
Marselles 4 00
Master 3 70
Proctor & Gamble brands—
Lenox 3 00
Ivory, 6 oz. 4 00
Ivory, 10 oz. 6 75
N. K. Fairbanks brands—
Santa Claus 3 20
Brown 2 40
Fairy 3 95
Detroit Soap Co. brands—
Queen Anne 3 15
Big Bargain 1 75
Umpire 2 15
German Family 2 45
A. B. Whistley brands—
Good Cheer 3 80
Old Country 3 20
Johnson Soap Co. brands—
Silver King 3 60
Calumet Family 2 70
Scotch Family 2 50
Cuba 2 40
Gowans & Sons brands—
Oak Leaf 3 25
Oak Leaf, big 5. 4 00
Beaver Soap Co. brands—
Grandpa Wonder, large 3 25
Grandpa Wonder, small 3 85
Grandpa Wonder, small, 50 cakes 1 95
Ricker's Magnetic 3 90
Dingman Soap Co. brand—
Dingman 3 85
Seltitz & Co. brand—
Star 3 00
B. T. Babbit brand—
Babbit's Best 4 00
Fels brand—
Naphtha 4 00
Scouring
Sapallo, kitchen, 3 doz. 2 40
Sapallo, hand, 3 doz. 2 40
SALT FISH
Cod
Georges cured 6
Georges genuine 6 1/2
Georges selected 7
Grand Bank 5
Strips or bricks 6
Pollock 9
Halibut.
Strips 14
Chunks 15
Herring
Holland white hoops, bbl. 11 00
Holland white hoops, 1/2 bbl. 6 00
Holland white hoop, keg. 80
Holland white hoop mchls. 85
Norwegian
Round 100 lbs. 3 50
Round 40 lbs. 1 70
Scaled 16
Bloaters 1 60
Mackerel
Mess 100 lbs. 12 00
Mess 40 lbs. 5 10
Mess 10 lbs. 1 35
Mess 8 lbs. 1 10
No. 1 100 lbs. 10 60
No. 1 40 lbs. 4 50
No. 1 10 lbs. 1 20
No. 1 8 lbs. 1 00
No. 2 100 lbs. 8 50
No. 2 40 lbs. 3 70
No. 2 10 lbs. 1 00
No. 2 8 lbs. 82
Trout
No. 1 100 lbs. 5 50
No. 1 40 lbs. 2 50
No. 1 10 lbs. 70
No. 1 8 lbs. 60
Whitefish
No. 1 No. 2 Fam
100 lbs. 7 25 7 00 2 75
40 lbs. 3 20 3 10 1 40
10 lbs. 88 85 43
8 lbs. 73 71 37
SPICES
Whole Spices
Allspice 12
Cassia, China in mats 12
Cassia, Batavia, in bund 28
Cassia, Saigon, broken 38
Cassia, Saigon, in rolls 55
Cloves, Amboyana 17
Cloves, Zanzibar 14
Mace 55
Nutmegs, 75-80. 50
Nutmegs, 105-10. 40
Nutmegs, 115-20. 35
Pepper, Singapore, black 18
Pepper, Singapore, white 28
Pepper, shot. 20
Pure Ground in Bulk
Allspice 16
Cassia, Batavia 28
Cassia, Saigon 48
Cloves, Zanzibar 17
Ginger, African 15
Ginger, Cochin 18
Ginger, Jamaica 25
Mace 65
Mustard 18
Pepper, Singapore, black 20
Pepper, Singapore, white 28
Pepper, Cayenne 20
Sage 20
SEEDS
Anise 9
Canary, Smyrna 4
Caraway 4
Cardamon, Malabar 60
Celery 12
Hemp, Russian 43
Mixed Bird 43
Mustard, white 9
Poppy 10
Rape 4 1/2
Cuttle Bone 16

STARCH
Kingsford's Corn
Kingsford's Silver Gloss
Common Corn
Common Gloss
STOVE POLISH
Enameline
SODA
SUGAR
WOODENWARE
Baskets
Butter Plates
Egg Crates
Mop Sticks
Pails
Toothpicks
Tubs
Wash Boards
Wood Bowls
YEAST CAKE
LEA & PERRINS' SAUCE
The Original and Genuine Worcestershire.

TEA
Japan
Sundried, medium 28
Sundried, choice 30
Sundried, fancy 40
Regular, medium 28
Regular, choice 30
Regular, fancy 40
Basket-fired, medium 28
Basket-fired, choice 35
Basket-fired, fancy 40
Nibs 27
Siftings 19@21
Fannings 20@22
Gunpowder
Moyune, medium 26
Moyune, choice 35
Moyune, fancy 50
Pingsuey, medium 25
Pingsuey, choice 30
Pingsuey, fancy 40
Young Hyson
Choice 30
Fancy 36
Oolong
Formosa, fancy 42
Amoy, medium 25
Amoy, choice 32
English Breakfast
Medium 27
Choice 34
Fancy 42
India
Ceylon, choice 32
Fancy 42
TOBACCO
Scotten Tobacco Co.'s Brands.
Sweet Chunk plug 34
Cadillac fine cut 57
Sweet Loma fine cut 38
VINEGAR
Malt White Wine, 40 grain. 8
Malt White Wine, 80 grain. 11
Pure Cider, Red Star 12
Pure Cider, Robinson 11
Pure Cider, Silver 11
WASHING POWDER
Rub-No-More
WICKING
No. 0, per gross 20
No. 1, per gross 25
No. 2, per gross 35
No. 3, per gross 55
WOODENWARE
Baskets
Bushels 1 10
Bushels, wide band 1 20
Market 30
Splint, large 4 00
Splint, medium 3 75
Splint, small 3 50
Willow Clothes, large 7 00
Willow Clothes, medium 6 25
Willow Clothes, small 5 50
Butter Plates
No. 1 Oval, 250 in crate 45
No. 2 Oval, 250 in crate 50
No. 3 Oval, 250 in crate 55
No. 5 Oval, 250 in crate 65
Clothes Pins
Round head, 5 gross box 45
Round head, cartons 62
Egg Crates
Humpty Dumpty 2 25
No. 1, complete 30
No. 2, complete 25
Mop Sticks
Trojan spring 85
Eclipse patent spring 85
No. 1 common 75
No. 2 patent brush holder 80
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
Toothpicks
Hardwood 2 75
Softwood 2 75
Banquet 1 40
Ideal 1 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, Cable, No. 1 7 50
18-inch, Cable, No. 2 6 50
16-inch, Cable, No. 3 5 50
No. 1 Fibre 9 45
No. 2 Fibre 7 95
No. 3 Fibre 7 20
Wash Boards
Bronze Globe 2 50
Dewey 1 75
Double Acme 2 75
Single Acme 2 25
Double Peerless 3 20
Single Peerless 2 50
Northern Queen 2 50
Double Duplex 3 00
Good Luck 2 50
Universal 2 25
Wood Bowls
11 in. Butte 75
13 in. Butte 1 00
15 in. Butte 1 75
17 in. Butte 2 50
19 in. Butte 3 50
Assorted 13-15-17 1 75
Assorted 15-17-19 2 50
YEAST CAKE
Magic, 3 doz. 1 00
Sunlight, 3 doz. 1 00
Sunlight, 1 1/2 doz. 50
Yeast Cream, 3 doz. 1 00
Yeast Foam, 1 1/2 doz. 50

Grains and Feedstuffs
Wheat
Winter Wheat Flour
Local Brands
Patents 4 50
Second Patent 3 85
Straight 3 65
Clear 3 25
Graham 3 30
Buckwheat 4 50
Rye 3 25
Subject to usual cash discount.
Flour in bbls., 25c per bbl. additional.
Ball-Barnhart-Putman's Brand
Diamond 1/2s 3 75
Diamond 3/4s 3 75
Diamond 1s 3 75
Worden Grocer Co.'s Brand
Quaker 1/2s 4 00
Quaker 3/4s 4 00
Quaker 1s 4 00
Spring Wheat Flour
Clark-Jewell-Wells Co.'s Brand
Pillsbury's Best 1/2s 4 90
Pillsbury's Best 3/4s 4 80
Pillsbury's Best 1s 4 70
Pillsbury's Best 1 1/4s paper 4 70
Pillsbury's Best 1 1/2s paper 4 70
Ball-Barnhart-Putman's Brand
Duluth Imperial 1/2s 4 60
Duluth Imperial 3/4s 4 50
Duluth Imperial 1s 4 40
Lemon & Wheeler Co.'s Brand
Wingold 1/2s 4 60
Wingold 3/4s 4 50
Wingold 1s 4 40
Olney & Judson's Brand
Ceresota 1/2s 4 80
Ceresota 3/4s 4 70
Ceresota 1s 4 60
Worden Grocer Co.'s Brand
Laurel 1/2s 4 65
Laurel 3/4s 4 55
Laurel 1s 4 45
Laurel 1 1/2s and 1 3/4s paper 4 45
Washburn-Crosby Co.'s Brand
Prices always right. Write or wire Musselman Grocer Co. for special quotations.
Meal
Bolted 2 00
Granulated 2 10
Feed and Millstuffs
St. Car Feed, screened 16 50
No. 1 Corn and Oats 16 00
Unbolted Corn Meal 16 50
Winter Wheat Bran 15 00
Winter Wheat Middlings 16 00
Screenings 15 00
Corn
Corn, car lots 33
Oats
Car lots 27 1/2
Car lots, clipped 30
Less than car lots
Hay
No. 1 Timothy car lots 11 00
No. 1 Timothy ton lots 12 00
Hides and Pelts
The Cappon & Bertsch Leather Co., 100 Canal Street, quotes as follows:
Hides
Green No. 1 7
Green No. 2 6
Cured No. 1 8
Cured No. 2 7
Calfskins, green No. 1 9 1/2
Calfskins, green No. 2 8
Calfskins, cured No. 1 10 1/2
Calfskins, cured No. 2 9
Pelts, each 50@110
Lamb
No. 1 Tallow 4 1/2
No. 2 Tallow 3 3/4
Wool
Washed, fine 18@20
Washed, medium 22@24
Unwashed, fine 12@14
Unwashed, medium 16@18
Furs
Beaver 1 00@3 00
Wild Cat 10@50
House Cat 10@25
Red Fox 25@150
Grey Fox 20@75
Lynx 10@200
Muskrat 2@8
Mink 25@200
Raccoon 10@80
Skunk 15@100

Fresh Meats
Beef
Carcaass 6 @ 8
Forequarters 5 1/2 @ 6
Hindquarters 7 @ 9
Loins No. 3 9 @ 14
Ribs 9 @ 12
Rounds 9 @ 7
Chucks 5 1/2 @ 6
Plates 4 @ 5
Pork
Dressed 4 @ 6 1/2
Loins 4 @ 9
Boston Butts 4 @ 7
Shoulders 4 @ 7
Leaf Lard 4 @ 8
Mutton
Carcaass 7 @ 7 1/2
Spring Lambs 4 @ 10
Veal
Carcaass 8 @ 9
Provisions
Barreled Pork
Mess 14
Back 14 50
Clear back 14 50
Short cut 14 00
Fig 15 75
Bean 14 75
Family Mess 14 75
Dry Salt Meats
Bellies 8
Briskets 8 1/2
Extra shorts 8 1/2
Smoked Meats
Hams, 12 lb. average 9 1/2
Hams, 14 lb. average 9 1/2
Hams, 16 lb. average 9 1/2
Hams, 20 lb. average 9 1/2
Ham dried beef 11 1/2
Shoulders (N. Y. cut) 10
California hams 11
Boneless hams 11
Boiled Hams 15
Picnic Boiled Hams 11
Berlin Hams 8 1/2
Mince Hams 9
Lards—In Tierces
Compound 5 1/2
Kettle 8
Vegetable 6
60 lb. Tubs, advance 1 1/2
80 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 75
Boneless 11 00
Rump 11 75
Pigs' Feet
1/2 bbls., 40 lbs. 1 60
1/2 bbls., 80 lbs. 3 75
Tripe
Kits, 15 lbs. 70
1/2 bbls., 40 lbs. 1 25
1/2 bbls., 80 lbs. 2 25
Casings
Pork 20
Beef rounds 3
Beef middles 10
Sheep 60
Butterine
Solid, dairy 12 1/2@13 1/4
Rolls, dairy 13 @ 14
Rolls, creamery 19
Solid, creamery 18 1/2
Canned Meats
Corned beef, 2 lb. 2 75
Corned beef, 14 lb. 17 50
Boast beef, 2 lbs. 2 75
Potted ham, 1/2s 50
Potted ham, 1/4s 50
Deviled ham, 1/2s 50
Deviled ham, 1/4s 50
Potted tongue, 1/2s 50
Potted tongue, 1/4s 50
Fish and Oysters
Fresh Fish
White fish 9
Trout 9
Black Bass 12
Halibut 16
Cliscoes or Herring 4
Bluefish 10
Live Lobster 20
Boiled Lobster 18
Cod 10
Haddock 7
No. 1 Pickerel 7
Pike 7
Perch 4
Smoked White 9
Red Snapper 11
Col River Salmon 14
Mackerel 16
Oysters in Bulk
Counts 1 75
Ext. Selects 1 60
Selects 1 35
Standards 1 10
Anchor Standards 1 15
Oysters in Cans.
F. H. Counts 35
F. J. D. Selects 30
Selects 25
F. J. D. Standards 22
Anchors 20
Standards 18
Favorite 16
Shell Goods.
Clams, per 100 1 00
Oysters, per 100 1 00
Candies
Stick Candy
Standard 8 bbls. palls @ 8
Standard H. W. @ 8
Standard Tw. @ 8 1/2
Cut Leaf. @ 9
Jumbo, 32 lb. cases @ 7 1/2
Extra H. H. @ 10 1/2
Boston Cream @ 10
Beet Root. @ 8
Mixed Candy
Grocers. @ 6 1/2
Competition @ 7
Special @ 7 1/2
Conserve @ 8 1/2
Royal @ 8 1/2
Ribbon @ 9
Broken @ 8 1/2
Cut Leaf @ 9
English Rock @ 9
Kindergarten @ 9
French Cream @ 9 1/2
Dandy Pan @ 10
Hand Made Cream mixed @ 15 1/2
Crystal Cream mix. @ 13
Fancy-In Bulk
San Blas Goodies @ 12
Lozenges, plain @ 9 1/2
Lozenges, printed @ 10
Choc. Drops @ 11 1/2
Eclipse Chocolates @ 14 1/2
Choc. Monumentals @ 14
Ceylon Chocolate @ 13 1/2
Gum Drops @ 5
Moss Drops @ 9 1/2
Lemon Sours @ 10
Imperials @ 10
Ital. Cream Opera @ 12
Ital. Cream Bonbons 20 lb. pails @ 12
Molasses Chews, 15 lb. pails @ 14
Pine Apple Ice @ 12 1/2
Maroons @ 12
Golden Wafles @ 12
Fancy-In 5 lb. Boxes
Lemon Sours @ 55
Peppermint Drops @ 60
Chocolate Drops @ 65
H. M. Choc. Drops @ 80
H. M. Choc. Lt. and Dk. No. 12 @ 90
Gum Drops @ 30
Licorice Drops @ 75
Lozenges, plain @ 55
Lozenges, printed @ 60
Imperials @ 60
Molasses @ 60
Cream Bar @ 60
Molasses Bar @ 65
Hand Made Creams @ 80
Cream Buttons, Pep. and Wint. @ 85
String Rock @ 85
Wintergreen Berries @ 60
Caramels
No. 1 wrapped, 3 lb. boxes @ 50
Penny Goods @ 55@60
Fruits
Oranges
Florida Russett 3 25@3 50
Florida Bright 3 25@3 50
Fancy Navels
Extra Choice @
Late Valencia @
Seedlings @
Medt. Sweets @
Jamaicas @
Rodi @
Lemons
Messina, 300s 3 50@3 75
Messina, 360s 3 00@
California 300s 3 00@
California 300s 3 50@3 75
Bananas
Medium bunches 1 75@2 00
Large bunches 2 00@2 25
Foreign Dried Fruits
Figs
California, Fancy @
Cal. pkg, 10 lb. boxes @
Extra Choice, 10 lb. boxes @ 12
Fancy, 12 lb. boxes @ 13
Pulled, 6 lb. boxes @
Naturals, in bags @
Dates
Fards in 10 lb. boxes @
Fards in 60 lb. cases @
Persians, P. H. V. @ 6
lb. cases, new @
Sairs, 60 lb. cases @
Nuts
Almonds, Tarragona @ 19
Almonds, Ivica @
Almonds, California, soft shelled 18@20
Brazilis @ 13 1/2
Fuberts @ 13 1/2
Walnuts Grenoble @ 15
Walnut, soft shelled California No. 1 @
Table Nuts, fancy @ 15
Table Nuts, choice @ 14
Pecans, Med. @ 10
Pecans, Ex. Large @ 11
Pecans, Jumbos @ 12
Hickory Nuts per bu. Ohio, new @ 3 75
Cocoanuts, full sacks Chestnuts, per bu @
Peanuts
Fancy, H. P., Suns 5 @
Fancy, H. P., Flags Roasted @ 7
Choice, H. P., Extras Roasted @
Choice, H. P., Extras @
Roasted @
Span. Shld No. 1 n/w 6 1/2 @ 7 1/2

Window Dressing

The Show Window of the Average Country Store.

A commercial traveler who is one of the most observant of fellows informs us that in a part of his territory, in fact, in the greater part of it, there are few general dealers who pay any attention whatever to show windows. As he puts it: "They throw into the window a few bolts of calico, a last summer's hat and some cheese and crackers and let it go at that." Such windows would be enhanced by the addition of a box of axle grease and a few dry hides.

Why is it that at the beginning of a new century, with the procession of progress marching by the door, headed by the great drum major, "Modern Publicity," the band of "Judicious Advertising" playing inspiring music, any dealer will neglect so important an adjunct to his business as his show windows?

Many of these careless business men treat their windows with about as much consideration as the average farmer treats a hen who will not lay. He never stops to think perhaps it could be made the most paying feature of his advertising plant with proper care and the right course of treatment.

Any hen can be made to lay. All that is required is a little patient treatment.

So with windows. If a window is only 2x4 feet and covered with fly specks of generations of industrious pests, it can be made to pay.

Surprising to learn that any dealer who ever visited a metropolis or read a trade journal should remain on the outer pale of civilization when his neighbors are keeping step with progress. Why are our friends in the small towns so blind to their own interests?

How many of our readers have seen windows piled full of odds and ends, hats, caps, notions, soap, hardware, etc., giving no inkling of the goods sold inside the store, nor with any regard whatever to beauty of arrangement.

The whole window might be mistaken for a storage place of dead wares, unsalable and forgotten.

As the country editor in the backwoods, who is still running a quarter page advertisement in the local column, railroad advertisements of cheap rates to the Chicago World's Fair, simply to "fill up," so also is the merchant who allows his windows to become catch alls for remnants simply "filling up."

Farmer Jones and Squire Smith and all the old-timers who have traded with him for forty years know what he carries. They know every nail keg, every candy jar, every fly specked shoe carton. There is no need to tell them what he carries in stock.

But the new-comer—the man who has moved into the neighborhood—how is he to tell where to apply for shoes? He might pass that store twenty times and gather no information from the windows as to the class of goods carried in the store. He would probably take it for a junk shop, judging from the window.

Suppose a stranger passes through the town and wants a pair of shoes. How is he to tell whether you handle shoes or horse shoes if you have no outward indication? He will naturally size up the front of your store, and if there is no sign or window display in evidence, he will pass on to the next store, and meeting the same conditions there will pass the town up as N. G. But suppose you

have a little window but four feet wide and have a display of shoes in it, that little window cries out to that man's sense of sight, "Here are shoes, just what you are looking for." No chance to pass it up. It confronts him and he can't get away from it.

In every store there is some young, ambitious clerk who has read of windows and their proper treatment. Give him a little scope. Let him try his hand on some new ideas.

Many dealers content themselves with lugging out on the front walk a lot of tin, a sack or two of flour and some cooking utensils. These are planked down every morning and carried in every night. The wear and tear on the goods and the loss of time in carrying them back and forth would soon pay for a good-sized modern window with fixtures and all. We once knew, in the good old days, a dealer whose outdoor display consisted of a pyramid of grindstones, a coil of rope, two plows, a stack of buckets, a row of tin pans hung along the top of the wooden awning, and a case of boots tipped up against the wall. These articles were religiously carried out every morning and back at night for ten years.

Suppose the good old merchant had kept a tally on his time devoted to transporting this array back and forth and figured it at ten cents an hour. He could, in ten years tear out the whole front of his store and put in a solid glass front.

His windows were covered with heavy iron bars and the panes were coated with the dirt and grime of a decade. He was doing business as his father did, only devoting a little more time to cartage perhaps. His grandfather formerly sold goods out of a pack and displayed the line some twenty times a day to the housewife. He had no roof covering his wares, but he left nothing covered up, out of view, under the counter or in the back end of the store. He advertised. His son perhaps had a wagon at first with signs painted on the sides, but his grandson when he succeeded to the business degenerated and left people to guess what sort of a stock he carried.

We know the average store has no facilities for displaying goods artistically, but be it ever so little a display it is needed. All stores have some sort of a window. Let it be but the size of a cracker box it should be clean and show some article of goods to entice trade.

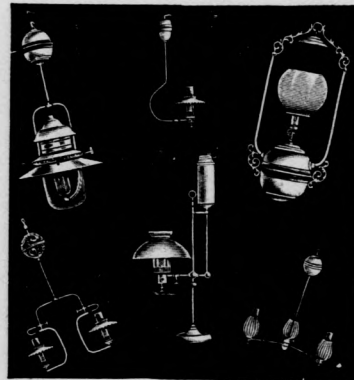
If the keeper has no window he should saw one out and fill it with some sort of a display. One day show shoes, the next boots, and so on until you let every one know what you have to sell.

Perhaps your window is cut up into little square panes. Cut them out. Sell the whole shooting match or put them in your barn and get some modern sashes with wide panes. Make a background of light material with a hinged or sliding door. It should be cut off from the store entirely. Keep out the dust. Make it as wide and deep as possible. Let the top be not higher than the heads of the people standing outside. Paint the whole thing some light color. Get some stands or make them of wood. Now-a-days you can buy them cheaper than you can make them. Study your people and find what will please them. If they like comical "gets ups" give them something funny in your window every week. Make a window card that will tickle them. But back up your cards with good showings of shoes. Let

the people know what you have and never fail to give the price.—Shoe and Leather Gazette.

The American peanut crop averages about 5,000,000 bushels a year, and 22 pounds of the nuts make a bushel. About \$10,000,000 worth of peanuts yearly are consumed, either in their natural form or in candy. The shucks furnish good food for pigs, and the peanut vine forms a first-class fodder for mules. Vast quantities of peanuts are shipped each year to Great Britain and the Continent from both Africa and Asia, where they are converted into "pure Lucca olive oil." A bushel of peanut shells will afford about a gallon of oil, and the meal is used for feeding horses, and is also baked into a variety of bread which has a large sale in Germany and France.

The New White Light Gas Lamp Co. ILLUMINATORS.



More brilliant and fifteen times cheaper than electricity. The coming light of the future for homes, stores and churches. They are odorless, smokeless, ornamental, portable, durable, inexpensive and absolutely safe. Dealers and agents be judicious and write us for catalogue. Big money in selling our lamps. Live people want light, dead ones don't need any. We have twenty different designs, both pressure and gravity, including the best lighting system for stores and churches. Mantles and Welsbach supplies at wholesale prices.

THE NEW WHITE LIGHT GAS LAMP CO., 283 W. Madison St., Chicago, Ill.

Cold Facts Served Hot

with *Dignified Design* or *Catchy Conceit* make *Advertising Profitable*

Tradesman Company ENGRAVERS GRAND RAPIDS, MICH.

How About Fur Overcoats?

If you do not carry them in stock we think it would be a good investment for you.

They are the most satisfactory garment for out-of-door workers and retail for \$12 and up.

BROWN & SEHLER

GRAND RAPIDS, MICH.

William Reid

Importer and Jobber of Polished Plate, Window and Ornamental

Glass

Paint, Oil, White Lead, Varnishes and Brushes

GRAND RAPIDS, MICH.

L. BUTLER, Resident Manager.

Aluminum Money

Will Increase Your Business.



Cheap and Effective. Send for samples and prices.

C. H. HANSON,

44 S. Clark St., Chicago, Ill.



BRILLIANT Self-Making GAS LAMPS
Are not expensive; anybody can have them and get brighter light than electricity or gas, safer than kerosene at about 1/10 the cost. One quart filling lasts 18 hours, giving more light than a mammoth Rochester lamp or 5 electric bulbs. Can be carried about or hung anywhere. Always ready; never out of order; approved by the insurance companies. Third year and more BRILLIANTS in use than all others combined. Write and secure agency for your district. Big profits to agents. BRILLIANT GAS LAMP Co., 2 State St. Chicago

ESTABLISHED 1868

H. M. REYNOLDS & SON

Manufacturers of

STRICTLY HIGH GRADE TARRIED FELT

Send us your orders, which will be shipped same day received. Prices with the market and qualities above it.

GRAND RAPIDS, MICH.

The Clerk's Opportunity.

The reason for the clerk not getting a larger salary is mostly his own fault, he so fears doing more than he is paid for that he continually stands in his own way of promotion.

In the cities of thirty thousand and less the merchants are unable to hire a man specially for the writing of advertisements. He who takes care of the advertisement part must also help in any other manner which may present itself. He must be clerk. Why not reverse it? Why not clerk become advertisement writer during his leisure hours? It will bring business to his store—increase the income of his employer.

The proprietor in time can not fail to feel the increased worth of the clerk. When he realizes that the increased value of the clerk is a permanent affair, up go the wages of the ambitious one.

The fellow who finds time to complain of his compensation is not he who will get higher on the ladder of financial success. Don't wait. Push ahead. Make your presence felt. The advertising world has use for you, if you will only show your worth—prove your ability.

Owing to the lack of the clerk's ambition, the merchant is not getting the necessary aid at present in his advertising. He goes to the newspaper with which he trades and they must help him to keep his advertisement in their columns. Otherwise the advertisement will not pay the merchant. Think of it, the time is not far distant when every country daily from necessity will have an advertisement writing department. The newspaper will not get extra pay for the service—the clerk will. Which shall it be, clerk or newspaper? You want the extra few dollars. Get in and get it. It's yours, if you only accept it. "Where there's a will there's a way." Remember that success comes from service—not otherwise.

Charles R. Baker.

Good Advice to Shoe Salesmen.

Written for the Tradesman.

To be a good salesman one must be a judge of human nature, to some degree at least, and should be able to guess at a glance about what quality the customer requires.

The "French system" of marking is a great advantage, although I heard a lady say not long ago that she thought it "just horrid" the way people were imposed upon by the shoe dealers. She called for a number 6, but could just squeeze into a number 8. Not long ago a young lady came into a certain store and called for a number 2. She was fitted with a 5, a nice snug fit, and went away happy, thinking what a "dainty little foot" she had. Of course, they're not all that way, but it's a weakness with some, especially with the fair sex.

How many of us say and hear day after day, "They run small; you can't always tell by the way they're marked." Often it is almost impossible to make a sale if the shoes are marked in plain figures. By all means use the "French system" of marking.

The salesman should not forget the "shelf warmers." I would suggest placing the later styles on the upper shelves and the old on the lower. They are more apt to go if within easy reach. Don't carry stock over year after year, but work it off. One should be careful to use judgment in this matter. Be sure you satisfy your customers. Never try to palm off an old style on them by making them believe they are "the lat-

est," but rather give them such prices that they may realize they are getting a bargain.

Don't push cheap shoes. Always try to sell a better article than is called for. There is more profit in it for the dealer, and in the end it is much better for the purchaser. Be honest with customers. If asked a question in regard to quality or style of shoes tell the truth always. I know a clerk who has gained many steady customers by doing so. They say, "You can depend upon what he says; he makes no misrepresentations." Keep your stock neat. Know where every shoe is. Don't be above your position, but ever on the alert to make a customer. Make your employer's welfare your interest, and you will become a successful shoe salesman.

A Clerk.

Religion and Business.

A short time ago we received a letter from a subscriber asking what we thought of an idea which he was using. The idea was this: A four-page folder was printed and inserted in the hymn books of one of the local churches. Each page of the insert contained an advertisement of our subscriber. He said the cost was but very little.

We advised our subscriber to go to the expense of taking the advertisement out of the hymn books, and we gave our reasons. We do not think business should be allowed to have any connection whatever with church matters. When you enter a church leave business on the outside. It is not the place for business.

Of course there are hundreds of men who join churches solely for business reasons. And there are hundreds of women who join churches solely for social reasons. We call these men and women hypocrites. Often you will find a hypocrite a director of the church, a vestryman, or a Sunday school superintendent. The only difference between him and the others is that he is a little slicker bluffer than the rest.

Then there are many, many other people who go to church for purely religious reasons. These people are true Christians and are loyal churchmen and women. They hold in contempt the hypocrite when they learn of his real motive in joining the church. They are nice to him, but inwardly they hate him.

Now here comes the case in point. When the true, sincere church goer opens his hymn book and finds an advertisement of a local store, he is shocked. His true religious feeling is shaken. He can not quite comprehend what the trouble is, but he knows that that advertisement has upset him. He does not like to see it in his hymn book, and almost unconsciously he turns against those who have disturbed his religious feelings and who have so openly forced business matters into his religion. He does not like it and becomes prejudiced against the store. This is where the hurt comes in.

Of course, the hypocrites who see the advertisements do not care. They themselves would paste posters on the church walls if they were allowed to do so, and if they thought it would do them any good.

The advertisement in a hymn book we think will make enemies, and many of them, too. Can you afford to have any enemies? Not if you wish to have a prosperous store.—Brains.

It annoys many men to be asked what they think about certain subjects before they have time to think how they think you think they ought to think.

If Unions Ever Boss the Telephone.

From the Chicago Evening Post.

It so happened that the telephone girls finally were organized into a labor union.

"Give me 16 double 5 in a hurry," said the subscriber.

"Pardon me," said the girl at central, "but have you a union card?"

"Certainly," answered the subscriber.

"In a union affiliated with the Federation of Labor?"

"Yes, yes, of course. Hurry up, can't you?"

"Dues all paid up?" persisted the girl.

"Yes."

"Well, give me the number of your union card, and as soon as I can have your assertions verified I shall be glad to make the necessary connections for you."

She Got a New Pair.

Sarcasticus and his wife were going to the theater.

"Will you please go in and get my goats off the dressing table?" said Mrs. S.

"Your goats?" queried the puzzled Sarcasticus. "What fangle have you women got now?"

"I'll show you!" snapped the wife, and she sailed away and soon returned putting on her gloves.

"Are those what you mean? Why, I call those kids."

"I used to," replied Mrs. Sarcasticus, "but they are getting so old I am ashamed to any longer."

He took the hint.

On the Wrong Man.

Bret Harte is so frequently complimented as the author of "Little Breeches" that he is almost as sorry it was ever written as is Colonel John Hay, who would prefer his fame to rest on more ambitious work. A gushing young lady, who prided herself upon her literary tastes, said to him once: "My dear Mr. Harte, I am so delighted to meet you. I have read everything you ever wrote, but of all your dialect verse there is none that compares to your "Little Breeches."

"I quite agree with you, madam," said Mr. Harte; "but you have put the little breeches on the wrong man."

Crockery and Glassware.

AKRON STONEWARE.

Butters	
1/2 gal., per doz.	52
2 to 6 gal., per gal.	6 1/2
8 gal. each	55
10 gal. each	70
12 gal. each	84
15 gal. meat-tubs, each	1 20
20 gal. meat-tubs, each	1 60
25 gal. meat-tubs, each	2 25
30 gal. n. eat-tubs, each	2 70
Churns	
2 to 6 gal., per gal.	7
Churn Dashers, per doz.	84
Milkpans	
1/2 gal. flat or rd. bot., per doz.	52
1 gal. flat or rd. bot., each	6 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.	64
3/4 gal. per doz.	48
1 to 5 gal., per gal.	8
Sealing Wax	
5 lbs. in package, per lb.	2

LAMP BURNERS	
No. 0 Sun.	35
No. 1 Sun.	45
No. 2 Sun.	65
No. 3 Sun.	1 00
Tubular	45
Nutmeg	50

LAMP CHIMNEYS—Seconds	
Per box of 6 doz.	
No. 0 Sun.	1 50
No. 1 Sun.	1 66
No. 2 Sun.	2 36

First Quality	
No. 0 Sun, crimp top, wrapped & lab.	2 00
No. 1 Sun, crimp top, wrapped & lab.	2 15
No. 2 Sun, crimp top, wrapped & lab.	3 15

XXX Flint	
No. 1 Sun, crimp top, wrapped & lab.	2 75
No. 2 Sun, crimp top, wrapped & lab.	3 75
No. 2 Sun, hinge, wrapped & lab.	4 00

Pearl Top	
No. 1 Sun, wrapped and labeled.	4 00
No. 2 Sun, wrapped and labeled.	5 00
No. 2 hinge, wrapped and labeled.	5 10
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)	3 75
No. 2 Flint (80c doz)	4 70

Electric	
No. 2 Lime (70c doz)	3 75
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 58
2 gal. galv. iron with spout, per doz.	2 78
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.	4 95
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 25
5 gal. Pirate King.	9 50

LANTERNS	
No. 0 Tubular, side lift.	4 85
No. 1 B Tubular.	7 40
No. 15 Tubular, dash.	7 50
No. 1 Tubular, glass fountain.	7 50
No. 12 Tubular, side lamp.	13 50
No. 3 Street lamp, each.	3 60

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

Crackers and Sweet Goods

The National Biscuit Co. quotes as follows:

Butter	
Seymour.	6
New York.	6
Family.	6
Salted.	6
Wolverine.	6 1/2

Soda	
Soda XXX.	6 1/2
Soda City.	8
Long Island Wafers.	12
Zephyrette.	10

Oyster	
Faust.	7 1/2
Farina.	8
Extra Farina.	6 1/2
Saltine Oyster.	6

Sweet Goods—Boxes	
Animals.	10
Assorted Cake.	10
Belle Rose.	8
Bent's Water.	16
Cinnamon Bar.	9
Coffee Cake, Iced.	10
Coffee Cake, Java.	10
Cocoanut Macaroons.	18
Cocoon Taffy.	10
Cracknells.	16
Creams, Iced.	8
Cream Crisp.	10
Cubans.	11 1/2
Currant Fruit.	12
Frosted Honey.	12
Frosted Cream.	9
Ginger Gems, large or small.	8
Ginger Snaps, N. B. C.	8
Gladiator.	10
Grandma Cakes.	9
Graham Crackers.	12
Graham Wafers.	12
Grand Rapids Tea.	16
Honey Fingers.	12
Iced Honey Crumpets.	10
Imperial.	8
Jumbles, Honey.	12
Lady Fingers.	12
Lemon Snaps.	12
Lemon Wafers.	16
Marshmallow.	16
Marshmallow Creams.	16
Marshmallow Walnuts.	16
Mary Ann.	8
Mixed Plie.	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.	12
Orange Crisp.	9
Orange Gem.	8
Penny Cake.	8
Pilot Bread, XXX.	7 1/2
Pretzelettes, hand made.	8
Pretzels, hand made.	8
Scotch Cookies.	9
Sears' Lunch.	7 1/2
Sugar Cake.	8
Sugar Cream, XXX.	8
Sugar Squares.	8
Sultanas.	13
Tutti Frutti.	16
Vanilla Wafers.	16
Vienna Crimp.	8

Carbon Oils

Barrels	
Eocene.	@11
Perfection.	@10
Water White Michigan.	@ 9 1/2
Diamond White.	@ 9
Deodorized Stove Gasoline.	@11
Deodorized Naphtha.	@29
Cylinder.	@34
Engine.	@19
Black, winter.	@10 1/2

Telephone Topics.

The Citizens Company's exchange at Lansing is now located in its new permanent quarters, with its new switchboard installed, and its more than 800 phones in service bid fair to become 1,000 by May 1.

The ordinance for a new exchange at Detroit has been approved by Mayor Maybury, and Mr. Martin, the chief factor in the movement, already has a large corps of solicitors taking contracts for the service.

The Macomb County Telephone Co. has been granted a franchise for a new independent plant in Mt. Clemens.

The Citizens Company's new office in Traverse City is occupied, and the exchange there is growing very fast.

The toll lines which the U. S. Telephone Co. (of Ohio) is building in Michigan, in connection with the Citizens Telephone Co., are progressing most favorably. That portion of the line connecting the Citizens exchange at Lansing with the Saginaws, via Owosso, is completed and in service. The line south of Lansing is finished via Mason and Leslie to within the city limits of Jackson, and a large crew of men is busy working south and east from Jackson, via Napoleon, Manchester and Adrian, to Toledo, to which point service will be given on or before April 1.

It is amusing in the extreme to read an evidently inspired article about the local Bell exchange and to discover, right on the heels of what the Boston Herald terms the "refinancing" of the Erie Co., that a wholesale raise of wages of the employes of the company here has been enjoyed, out of compliment to the local management for its good work in so greatly increasing the service in this city "to over 4,000 phones!" It is a fact well known to the informed that the local management had nothing whatever to do with the late contract department, nothing more than the "man in the moon," or any other power. And that alleged raise was a limited matter of decidedly ancient history. But the press bureau probably will be "more conservative" hereafter.

The Boys Behind the Counter.

St. Joseph—Clarence Sanger, who has for several years been a clerk in the employ of Rimes & Hildebrand, has secured a more lucrative position with John V. Farwell & Co., of Chicago.

South Haven—Ed. Reighards has taken a position in Bruen's dry goods store in Kalamazoo.

Houghton—An effort is being made by the clerks to secure an early closing agreement between the storekeepers of Houghton. The plan is to have the business houses close every evening, except Saturdays and pay days, at 6:30 o'clock. Several storekeepers have already signified their willingness to sign the agreement. The early closing movement has been started several times before in Houghton. The last time nearly all the leading stores agreed to the proposition and it went into effect. It was short-lived, however, for in about two days it was declared off because one of the stores in the agreement persisted in keeping open.

Riverdale—Horace Hudson, formerly engaged as pharmacist in the drug store of Parrish & Watson, of Ithaca, has taken charge of the drug store of his father, F. D. Hudson, at this place.

Saginaw—The Retail Clerks' Association has completed arrangements to hold a Midway Carnival at the Army Jan. 14 to 19. A contract has been signed

with Russell, Burgdorf & Co., of Bay City, to furnish all the attractions, which will be secured from various cities throughout the country.

The New Hall Duly Dedicated.

Grand Rapids, Jan. 7.—The members of Grand Rapids Council, No. 131, dedicated their new hall on Lyon street at their last regular meeting. They invited the ladies to meet in the parlors and enjoy themselves for an hour or more with pedro and whist, while the Council held its business meeting in the main hall, and after the meeting was over they opened the doors, rolled up the carpet and enjoyed as nice a little dancing party as one could wish to participate in, all by themselves with their little families—all fellow travelers, all friends, all U. C. T.'s, all brothers and everybody happy. No wonder they made a joyful throng, wending their way homeward "after the ball." Ye few lonely travelers yet outside the fold of the U. C. T.'s, you are not aware of the real pleasures you are missing.

One more royal knight subscribed to our constitution, C. W. Faust, of Traverse City, and seven new applications. The Ball-Barnhart-Putman Co. will please accept our thanks for the cigars, which were smoked with great relish.

We were pleased to see F. Morley and George Gane among us; also the genial face of E. G. Cherryman was conspicuous, and he did himself proud by doing his share in gallantly entertaining the ladies.

We are going to have a male quartette. We have some good timber and Brother Martin is going to train them from low G to high C, so in the near future if the citizens of Grand Rapids are awakened from their slumbers by wailings and strange noises under their gable windows, they can charge the disturbance to the U. C. T. male quartette.

It is up to Davenport, Emery and Sharpe to make arrangements for our next social dance, to be held at our hall Jan. 19. Compton.

Start a Membership Contest and Enjoy a Banquet.

From the Saginaw Courier-Herald.

Last evening at Pythian hall was held the annual meeting of Post F, Michigan Knights of the Grip. There was an unusually large attendance and the Post was started on what promises to be the most successful campaign for new members ever known. The election of officers resulted as follows:

President—John C. Sonnenberg.
Vice-President—B. N. Mercer.
Secretary—Graham Moorehouse.
Treasurer—Rudolph Otto.

Sergeant-at-Arms—C. S. Schaefer.

A membership contest was proposed and adopted, which provides for the present members being divided into two sides, the side having the fewer members at the end of two months to furnish a banquet for the winners. O. C. Gould and Charles H. Smith are the captains of the respective sides.

A complimentary luncheon was given the Post and the traveling men of Saginaw by the Storekeeper, fifty guests being provided with a collation suitable for promoting good fellowship. A rising vote of thanks was tendered the Storekeeper by the company at the conclusion of the banquet. The traveling men also voted to constitute themselves a committee to work for the paper.

A prince of good fellows has been known to make bad fellows of a lot who can not afford to keep the pace with his expenditures.

Some people do not understand more than half that is said to them; but it is better to be half-witted than wholly foolish.

Any man may have faults, but they give a man away when he tries to keep them.

Napoleon made history and was exiled for his pains.

Crosby Held for the Grand Jury.

It is Fred G. Crosby, instead of Bradford Davis, who is under arrest at Chicago, charged with misuse of the mails. He has been held to the grand jury by the United States Commissioner. The defendant was shown to be a member of the firm of Randall, Crosby & Co., produce dealers at 170 South Water street. The right name of the senior member of the firm is said to be Bradford Davis, and, although he has not yet been arrested, the Government officers expect to have him in custody soon. Crosby posed after his arrest as a tool of the principal member of the concern, but it was shown at the hearing that he knew of all the business methods, and helped make arrangements to secure shipments from farmers.

It is said that the concern cleared about \$30,000 through misuse of the mails, and that a number of farmers were practically ruined in their efforts to make a profit on the tempting prices offered.

Nothing Like Diplomacy.

From the Lapeer Press.

One of the well-known clothiers is smoking a pipe these days. He presented it to himself as a Christmas gift. At first his wife objected to its use vigorously. "What do you want to use that ill-smelling thing for?" she asked. "Well," he replied, "I've been smoking up twenty-five cents' worth of cigars every day, while this pipe will cost me only two and a half cents a day. With the money I can save, I'll be able to buy you a handsome new coat next fall." All objections to the pipe have since ceased.

Had Proved It.

From the Scottish American.

A good story was told at an election meeting the other night. An Irishman obtained permission from his employer to attend a wedding. He turned up the next day with his arm in a sling and a black eye.

"Hello, what is the matter," said his employer.

"Well, you see," said the wedding guest, "we were very merry yesterday, and I saw a fellow strutting about with a swallow-tailed coat and a white waistcoat. 'And who might you be,' said I. 'I'm the best man,' sez he, and begorra he was, too."

The man who presses "pants" while his customers wait finds his business in creasing.

Business Wants

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

BUSINESS CHANCES.

A SMALL DRUG STORE FOR SALE CHEAP, with fixtures. Address John I. Crissman, Utica, Mich. 652

LOCATION WANTED IN LIVE TOWN for physician and surgeon. Write Box 7, Prattville, Mich. 646

FOR SALE—FINE HARDWARE STOCK, invoicing \$4,000; doing a fine business; sales \$10,000 to \$12,000 a year; wish to exchange for other business. This is a fine business for one wishing to locate. Address No. 645, care Michigan Tradesman. 645

FORTY ACRES OF IMPROVED FARMING land, well fenced, including good house and barn, 3½ miles from suburban trolley line, to exchange for stock of merchandise. E. D. Wright, care Musselman Grocer Co., Grand Rapids. 644

FOR SALE—HEMLOCK AND PINE standing timber. Address Call Box 98, Newaygo, Mich. 643

FOR SALE—GENERAL STOCK OF GOODS, store building, fixtures and horses, in thriving mining town of Northern Michigan. Address No. 642, care Michigan Tradesman. 642

FOR EXCHANGE—TWO 40 ACRE FARMS, with buildings, in the Fruit Belt of Oceana county, Mich., for a clean stock of dry goods and groceries. Address Lock Box 333, Saranac, Mich. 641

FOR SALE—DRUG STOCK AND FIXTURES complete. Address Box 494, Shelby, Mich. 650

JOB PRINTING—OUTFIT FOR SALE: 7x11 press, type and fixtures; just the thing for merchants who do their own printing; any bright boy can learn in a short time. Address No. 649, care Michigan Tradesman. 649

SHOES AT 40 CENTS ON THE DOLLAR. Have reduced stock from \$2.50 to \$700. Will close at above percentage. Address No. 643, care Michigan Tradesman. 648

NOTHING BUT BARGAINS IN MERCHANDISE stocks wanted. One hundred stocks merchandise and fifty farms for sale or trade. Clark's Business Exchange, Grand Rapids, Mich. 651

WANTED—AGENTS THROUGHOUT Michigan to sell the Furber gaiter back, handmade, unlined shoe, one experienced in selling shoes preferred. Address Mrs. J. Stullfleben, Man-stee, Mich. 640

GROCERY FOR SALE IN ONE OF THE liveliest little towns of about 2,400 population in State; nice clean stock invoicing about \$900 or \$1,000; no expensive fixtures; seven hundred hands employed in town; get paid every week; sell mostly for cash; no indebtedness on goods. Address No. 634, care Michigan Tradesman. 634

NEW SHOE STOCK FOR SALE, \$3,000 worth; cheap if taken at once for cash; best location; best reasons for selling. Address No. 635, care Michigan Tradesman. 635

FOR SALE—FIRST-CLASS HARNESS SHOP stock; a good paying business in a first-class hustling little town beautifully situated; a model; a rare opportunity. For further information address No. 637, care Michigan Tradesman. 637

A YOUNG PHYSICIAN, WHO FULLY UNDERSTANDS administering the Keeley Cure, can learn of a splendid opening in a Southern city. For particulars address Grand Central Hotel, Greeneville, Tenn. 629

WANTED—ENERGETIC COUNTRY printer who has saved some money from his wages to embark in the publication of a local newspaper. Will furnish a portion of the material, take half interest in the business and give partner benefit of long business experience, without giving business personal attention. None need apply who does not conform to requirements, which are ironclad. Zenia, care Michigan Tradesman. 631

FOR SALE, CHEAP—SMALL STOCK readymade clothing. C. L. Dolph, Temple, Mich. 624

MONEY ON THE SPOT FOR GOOD, clean stock of merchandise in Michigan. Address Box 113, Grand Lodge, Mich. 608

WANTED—AN AGENT IN EVERY CITY and town for the best red and olive paints on earth. Algonquin Red Slate Co., Worcester, Mass. 612

FOR SALE—STOCK OF GROCERIES, DRY goods and shoes inventorying about \$2,500, enjoying lucrative trade in good country town about thirty miles from Grand Rapids. Will rent or sell store building. Buyer can purchase team and peddling wagon, if desired. Tern s, half cash, balance on time. Address No. 592, care Michigan Tradesman. 592

FOR SALE—A GENERAL STOCK OF hardware, harnesses, cutters, sleighs, buggies, wagon and farming implements, surrounded by good farming country in Northern Michigan. Must be sold at once. Address No. 595, care Michigan Tradesman. 595

FOR SALE—GENERAL MERCHANDISE stock, invoicing about \$7,000; stock in A1 shape; selling about \$25,000 a year, with good profits; trade established over twenty years; a fortune here for a hustler; terms, one-half cash down, balance one and two years, well secured by real estate mortgage; also store building and fixtures for sale or exchange for good Grand Rapids residence property on East Side; must be free from debt and little perfect. Address No. 520, care Michigan Tradesman. 540

WANTED—MERCHANTS TO CORRESPOND with us who wish to sell their entire stocks for spot cash. Enterprise Purchasing Co., 153 Market St., Chicago, Ill. 585

FOR SALE—DRUG STOCK INVOICING \$2,000, in good corner store in the best town in Western Michigan. The best reasons for selling. Address No. 583, care Michigan Tradesman. 583

FOR RENT—A GOOD BRICK STORE IN good business town on Michigan Central Railroad; good living rooms above; good storage below; city water and electric light. Address Box 298, Decatur, Mich. 588

HOTEL FOR RENT OR SALE—STEAM heat, electric lights, hardwood floors, etc.; located in Bessemer, Mich., county seat Gogebic county. Address J. M. Whiteside, Bessemer, Mich. 523

PARTIES HAVING STOCKS OF GOODS of any kind, farm or city property or manufacturing plants, that they wish to sell or exchange, write us for our free 24-page catalogue of real estate and business chances. The Derby & Choate Real Estate Co., Lansing, Mich. 259

FOR SALE CHEAP—\$2,000 GENERAL stock and building. Address No. 240, care Michigan Tradesman. 240

MISCELLANEOUS.

SITUATION WANTED AS PHARMACIST in drug or general store; best of references. Pharmacist, Box 7, Prattville, Mich. 647

WANTED—POSITION AS TRAVELING salesman. References furnished. C. H. Adams, Allegan, Mich. 636

WANTED—POSITION AS STENOGRAPHER or book-keeper; college references; experience the object. Address No. 620, care Michigan Tradesman. 620

WANTED—SITUATION AS CLERK OR manager of general store. Nine years' experience. Can give good references. Address, J. C. Cameron, Millbrook, Mich. 593

Detroit BUSINESS University EDUCATES

Young men and women for useful life and profitable employment. Superior methods of instruction. Large corps of able men teachers. Occupies elegant building erected for its use. Has had over 33,000 students in attendance now employed in different parts of the world. Has more students in attendance and furnishes more situations to graduates than all other business colleges in Detroit combined. Elegant catalogue furnished on application. Business men furnished with competent bookkeepers, stenographers, etc., free of charge.

WILLIAM F. JEWELL, President. PLATT R. SPENCER, Secretary.

Business University Building, 11-13-15-17-19 Wilcox Ave.

MICA AXLE GREASE

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

ILLUMINATING AND LUBRICATING OILS

WATER WHITE HEADLIGHT OIL IS THE
STANDARD THE WORLD OVER

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.

RUB-NO-MORE

Handled by all Jobbers,
Sold by all Retailers.

SUMMIT CITY SOAP WORKS, Fort Wayne, Ind.

ENGRAVERS BY ALL THE LEADING PROCESSES

PORTRAITS, BUILDINGS,
MACHINERY,
STATIONERY HEADINGS,
EVERYTHING.

HALF-TONE
ZINC-ETCHING
WOOD ENGRAVING

TRADESMAN COMPANY
GRAND RAPIDS, MICHIGAN.

MERCANTILE ASSOCIATIONS

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' Protective Association
President, E. MARKS; Secretaries, N. L. KOENIG and F. H. COZZENS; 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
President, THOS T. BATES; Secretary, M. B. HOLLY; Treasurer, C. A. HAMMOND.

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

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President, CHAS. WELLMAN; Secretary, J. T. PERCIVAL.

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

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

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

Grand Haven Retail Merchants' Association
President, F. D. VOS; Secretary, J. W. VERHOEKS.

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

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President, JOHN G. EBLE; Secretary, L. J. KATZ; Treasurer, S. J. HUFFORD.

Earthenware Meat Tubs

15, 20, 25, 30 gal. All sizes in stock. We can ship promptly. Prices are right. Send us your order.

W. S. & J. E. Graham
GRAND RAPIDS, MICH.

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SIZE—8 1/2 x 14.
THREE COLUMNS.

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

INVOICE RECORD OR BILL BOOK

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

Tradesman Company
Grand Rapids, Mich.

Travelers' Time Tables.

PERE MARQUETTE

Chicago Trains.
Lv. G. Rapids, 7:10a 12:05p 4:30p *11:55p
Ar. Chicago, 1:30p 5:00p 10:50p * 7:05a
Lv. Chicago, 7:15a 12:00m 4:50p *11:50p
Ar. G. Rapids, 1:25p 5:00p 10:40p * 6:20a

Traverse City and Petoskey.
Lv. Grand Rapids... 7:55a 1:55p 5:30p
Ar. Traverse City... 1:15p 6:25p 10:45p
Ar. Petoskey... 4:10p 9:15p

Trains arrive from north at 10:50am, 4:15pm and 11:00pm.

Ludington and Manistee.
Lv. Grand Rapids... 7:55am 1 55p 5:30pm
Ar. Ludington... 12:05pm 5 20p 9:25pm
Ar. Manistee... 12:28pm 5 50p 9:55pm

Detroit and Toledo Trains.
Lv. Grand Rapids... 7:10am 12:05pm 5:30pm
Ar. Detroit... 11:40am 4:05pm 10:05pm
Ar. Toledo... 12:35pm
Lv. Toledo... 7:20am 11:55am 4:15pm
Ar. Detroit... 8:40am 1:10pm 5:15pm
Ar. Grand Rapids... 1:30pm 5:10pm 10:00pm

Saginaw and Bay City Trains.
Lv Grand Rapids... 7:00am 5:20pm
Ar Saginaw... 11:50am 10:12pm
Ar. Bay City... 12:20pm 10:46pm
Ar. from Bay City & Saginaw... 11:55am 9:35pm

Parlor cars on all Detroit, Saginaw and Bay City trains.
Buffet parlor cars on afternoon trains to and from Chicago. Pullman sleepers on night trains.
Parlor car to Petoskey on afternoon trains;
*Every day. Others week days only.

Oct. 14, 1900. H. F. MOELLER,
General Passenger Agent,
Detroit, Mich.

GRAND Rapids & Indiana Railway Dec. 2, 1900.

NORTH Except Sunday
Lv. Grand Rapids... 7:45am 2:10pm 10:45pm
Ar. Cadillac... 11:30am 5:40pm 2:10am
Ar. Traverse City... 1:30pm 7:50pm
Ar. Petoskey... 2:50pm 9:15pm 5:35am
Ar. Mackinaw City... 4:15pm 10:35pm 6:55am
Local train for Cadillac leaves Grand Rapids at 5:20 p m daily except Sunday.

Pullman sleeping or parlor cars on all through trains.
Trains arrive from the north at 6:00 a m, 10:45 a m, 5:15 p m and 10:15 p m daily except Sunday.

SOUTH Except Sunday
Lv. G'd Rapids... 7:10a 12:30p 1:50p 6:50p 11:30p
Ar. Kalamazoo... 8:50a 1:45p 3:24p 8:35p 1:00a
Ar. Ft. Wayne... 12:10p 6:50p 11:45a
Ar. Cincinnati... 6:25p 7:15a
6:50pm train carries Pullman sleeping car to Cincinnati. 11:30pm train carries through coach and Pullman sleeping car to Chicago.

Pullman parlor cars on other trains.
Trains arrive from the south at 6:45 a m and 9:10am daily, 2:00pm, 9:45pm and 10:15pm except Sunday.

MUSKEGON Except Sunday
Lv. Grand Rapids... 7:35am 2:05pm 5:40pm
Ar. Muskegon... 9:00am 3:20pm 7:00pm
Sunday train leave Grand Rapids at 9:15am.
Trains arrive from Muskegon at 9:30am, 1:30pm and 5:20pm except Sunday and 6:50pm Sunday only.

CHICAGO TRAINS G. R. & I and Michigan Central.

TO CHICAGO Except Sunday
Lv. G'd Rapids (Union depot) 12:30pm 11:30pm
Ar. Chicago (12th St. Station) 5:25pm 6:55am
12:30pm train runs solid to Chicago with Pullman buffet parlor car attached.
11:30pm train has through coach and Pullman sleeping car.

FROM CHICAGO Except Sunday
Lv. Chicago (12th St. Station) 5:15pm 11:30pm
Ar. G'd Rapids (Union depot) 10:15pm 6:45am
5:15pm train runs solid to Grand Rapids with Pullman buffet parlor car attached.
11:30pm train has through coach and sleeping car. Phone 606 for information.

Muskegon BUSINESS COLLEGE.

Young men and women admitted any week in the year. Every graduate secures employment. Living expenses low. Write for catalogue.

E. C. BISSON, Muskegon, Mich

Use Tradesman Coupons

"PERFECTION"

We are doing a splendid business in our Perfection Brand Spices because the merchants who handle them find they are as represented—pure and unadulterated. If you are not handling them you should for they are quick sellers and profit earners. Manufactured and sold only by us.

NORTHROP, ROBERTSON & CARRIER,
LANSING, MICHIGAN

Fleischmann & Co.'s Compressed Yeast



Strongest Yeast
Largest Profit
Greatest Satisfaction

to both dealer and consumer.

Fleischmann & Co.,

419 Plum Street, Cincinnati, Ohio.

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



The Guarantee of Purity and Quality in Baked Goods. Found on every package of our goods.

Good goods create a demand for themselves. It is not so much what you make on one pound. It's what you make in the year.

National Biscuit Co.

Grand Rapids, Mich.

Daudt Glass & Crockery Co.

WHOLESALE
Earthenware, China & Glassware
TOLEDO, OHIO

Buckwheat Flour

Made by

J. H. Prout & Co.,

Howard City, Mich.

Has that genuine old-fashioned taste and is
ABSOLUTELY PURE
Write them for prices.

Kinney & Levan

Importers and Jobbers of
Crockery, Glass, Lamps, House
Furnishing Goods
CLEVELAND, OHIO

Crushed Cereal Coffee Cake.

Better than coffee.
Cheaper than coffee.
More healthful than coffee.
Costs the consumer less.
Affords the retailer larger profit.
Send for sample case.
See quotations in price current.

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Marshall, Mich.

From Christmas Until Easter

The most popular evening amusement will be

Leonard's "Combinola"

The great Combination Game Board. 40
games in one. Retails at \$2.25, \$3.25, \$4.25
each. Send for circular and price list.

H. LEONARD & SONS, Grand Rapids, Mich.

Big Tumble In Tumblers!

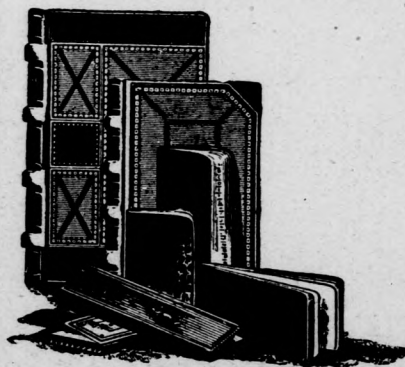
We offer 100 barrels tumblers to the trade at 15c a doz.,
4 kinds banded, (one kind in each barrel), 22 doz. in
barrel, shipped from factory. Mail your orders at
once before they are gone, to

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Ledgers, Journals, Day Books, Bill
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needs in his office. Mail orders
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