

# MICHIGAN TRADESMAN

Volume XIII.

GRAND RAPIDS, WEDNESDAY, JULY 15, 1896.

Number 669

The.....

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Complete, Correct and Prompt Reports. All kinds of claims collected.

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Invested in Tradesman Company's COUPON BOOKS will yield handsome returns in saving book-keeping, besides the assurance that no charge is forgotten. Write

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Save Trouble Save Losses Save Dollars

TRADESMAN COUPONS

## Annual Convention of Northern Michigan Grocers.

One reason why the annual convention was called for Aug. 5 and 6 was that Aug. 5 is the date set for the Republican State convention. While the hotels will be fairly well filled at that time, the half fare rates which will prevail on all the railroads of the State will enable those who wish to attend the convention to get to Grand Rapids under the most favorable circumstances. The convention will convene at 9 o'clock Wednesday morning, Aug. 5, holding an afternoon session and adjourning late in the day to participate in an entertainment feature provided by Grand Rapids people. Another session will be held Thursday forenoon and in the afternoon the guests will join the Grand Rapids grocers in celebrating their annual picnic at Reed's Lake.

Among the interesting features suggested for the entertainment of the guests is a visit to the Morning Market on the morning of Aug. 6. The market will then be at its best, as yellow peaches will begin to arrive in considerable quantities by that time. The Grand Rapids grocers propose to take hold of this feature of the program and chaperone any outside dealers who would like to see how Grand Rapids can handle \$25,000 worth of fruit and vegetables daily in the height of the season.

Among the special topics already assigned are the following:

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

The exemption laws again—Robert Johnson, Cadillac.

Co-operative buying among grocers—N. H. Beebe, Big Rapids.

Money in the potato business—Jess Wisler, Mancelona.

What steps should be taken to secure the re-enactment of the township peddling law?—Hon. C. K. Hoyt, Hudsonville.

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

How the food laws should be enforced—Hon. E. N. Bates, Moline.

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

The Grange and the P. of I.—What next?—John E. Turkow, Morley.

Is it desirable to pay cash for produce instead of store trade?—J. H. Schilling, Clare.

Some rules which dairy and egg shippers should always observe—M. R. Alden, Grand Rapids.

The dead-beat—New thoughts on an old subject—W. D. Hopkinson, Paris.

Excellent Suggestions from President Tatman.

Clare, July 10—I should like to have you call the attention of every member of the Northern Michigan Retail Grocers' Association, and all those who desire to become members, to the advisability of organizing an insurance company within the Association, as I, for one, think we could insure ourselves for about one-half the percentage we are

now paying. I know in our town we have never had any loss on groceries to amount to anything, yet we pay out several hundred dollars yearly for insurance, and would pay more but for the fact that the companies have kept raising their rates until some of us have been compelled to discontinue carrying insurance altogether. Last year the insurance companies raised rates here about 50 per cent. on some of us—making them 4½@5 per cent.—and at that time or about the same time we were improving our fire protection and found that, during the very driest time, our water supply was ample to do better work than ever before in a dry time. I presume what is true in our city is true in other towns as well, and I would suggest that every groceryman compile a correct estimate as to how much loss he has had in the last five years by fire, and also how much insurance he has paid to insurance companies during the same time. By so doing we can readily make an estimate as to what we can do.

I heartily endorse the proposition of Secretary Stowe to drop the name of Northern Michigan and make our Association the Michigan Retail Grocers' Association.

J. F. TATMAN, Pres.

## Jackson Grocers Select Baw Beese as Place of Picnic.

Jackson, July 13—At a meeting of all of the committees and a careful consideration of all the resorts which had been visited and talked of, it was decided to hold the annual outing of the Jackson Retail Grocers' Association at Baw Beese Lake.

The first two excursions given by the Association were held at that resort and were the most successful, in every respect, of any which have been held. While conditions are not so favorable in some ways as in previous years, the Association has reason to expect a grand good time with all of our old friends and many new ones, as there have been many enquiries about our date and destination.

The excursion given by the Jackson grocers is considered the event of the year and people begin to talk of it months in advance. Our method of conducting such excursions, by considering every one who goes with us as a special guest of the grocers and in our care, makes a feeling of safety to themselves and friendship for the grocers.

On the four excursions which have been given we have had about 6,000 people, and we are proud to say that not a single one of our guests has met with accident or injury of any nature.

The question of asking the Grand Rapids Association to meet us at Grand Ledge or some other point convenient to both at some future date has been discussed by some of our members, and it would seem to us as if such meeting might be made an occasion of pleasure and profit.

W. H. PORTER, Sec'y.

## The Grain Market.

To say that the wheat market has been dull would be putting it mildly. There is nothing doing—the market seems to be in a waiting mood. As the reports vary considerably, it is evident that estimators are waiting to see how wheat in the great Northwestern section turns out. As threshing progresses in this locality the yield is somewhat disappointing, as it is not as good as was anticipated. The quality is good, but the quantity is below expectations. The visible increased, as the writer pre-

dicted. The increase came, although it was small, being only 21,000 bushels, while the trade looked for a decrease of 750,000 bushels. The corresponding time last year the visible decreased 2,119,000 bushels. There is now about 6,000,000 bushels more in sight than at the same date last year. The exports are small and the turmoil as regards the white metal seems to have unsettled the grain market in grain centers.

As regards coarse grain, it is the same old story—too many sellers and not enough buyers. While there has not been any reduction in prices, the market barely sustained itself on either corn or oats. The receipts during the week were: wheat, 41 cars; corn, 5 cars and 11 of oats—about the usual amount of wheat and corn, but the receipts of oats were rather above the normal. The mills are not all running this week, owing to some necessary repairs. Price of old wheat is 54c and new 52c.

C. G. A. VOIGT.

## Flour and Feed.

The market, as a whole, is, practically, unchanged for the week. Buyers have been extremely cautious about loading up, as usual at this season of the year, although the volume of trade has been quite satisfactory. Local prices have declined about 10c per barrel.

Clear and low grade flours are in poor demand, due largely to lack of support from the export trade.

The market for millstuffs holds steady. The demand is light and prices are unchanged.

We report a very strong market for ground feeds, meal, etc. A reduction of 5c per cwt. in freight on corn from Chicago to New York, which went into effect July 15, has brought very active buying orders the past few days for spot goods, both corn and oats advancing about 2c per bushel.

WM. N. ROWE.

## Bank Changes.

Chas. S. Felch has been installed Cashier of the Belding Savings Bank, taking the place of Ernest Hills, who has been acting in that capacity, temporarily, for the past two months. For the past three years Mr. Felch has been book-keeper and teller in the Ionia County Savings Bank, at Ionia, where he won recognition by reason of his accuracy and affability.

The Directors of the Hastings National Bank have elected Daniel Striken President, to succeed the late A. J. Bowne. J. T. Lombard was elected Vice-President, in place of Mr. Striker, and Frank Pratt was elected to fill the vacancy on the Board of Directors.

There are some people who go to the devil. There are others who invite the devil to come to them.

There are many men in this world who keep themselves poor by constantly trying to get rich.

If at first you don't succeed, lay it on the other fellow.

Wait for Bushman, of Kalamazoo.

## Shoes and Leather

### Desirability of Sincerity among Business Men.

From Shoe and Leather Facts.

"He is a business man," is an expression frequently heard, and it is usually used commendably. That persons engaged in different occupations unintentionally, and often unknown to themselves, gradually develop certain characteristics peculiar to their particular calling there is no doubt. If, as physiognomists claim, a man and wife often grow to resemble one another, why not a similar effect where one from day to day and year to year follows a particular line of thought or occupation?

In no walk of life is sincerity more desirable than in business, and where this trait exists in a business man it is pretty certain to indelibly stamp itself upon his countenance and general bearing. Of course, in this case, as in all others, there are some sporadic striking exceptions, which simply go to prove the rule. It does not follow that, because a man is actuated by honorable motives, he must constantly endeavor to give outward indication, either by word or deed, that such is the case. In fact, quite the contrary is the case, and too much volubility in the direction indicated is about the best sign whereby to judge that a deception is being practiced. The successful, active, genuine business man of to-day is a man of distinction, which is manifested unconsciously in his bearing. Such a man is naturally envied, although frequently emulated, by the younger aspirants for business prestige. There is a vast deal of difference, however, between a real business air and one affected by some of the younger men engaged in trade, and which occasionally verges on the ridiculous. The young man who endeavors to assume such a "business manner" affects, perhaps, a brusqueness, which he fondly imagines makes him appear the man of affairs. A business appearance cannot be put on. Business is something serious and earnest, and to be successful in it one must be natural and sincere. To acquire the "business manner" it is only necessary to do the work heartily and naturally that one finds to do, carefully avoiding shams of all kinds or anything which savors of insincerity.

There are also a few tradesmen who fall into the unfortunate habit of shamming about their business. One of this class will carry on a conversation with one of his clerks, perhaps, for the benefit, as he imagines, of customers who cannot help but overhear, the object aimed at being to convey a false impression as to the magnitude of the operations of the house. Even if the customer is not quick-witted or intelligent enough to see through such a pretense, as happens much oftener than is supposed, the habit is exceedingly demoralizing upon the clerks who may hear or be a party to it. It is well to put the best foot forward and make the best display possible, but it is equally important that there should be a sound foundation upon which to erect the superstructure. There is no foundation of so much stability as "fact," and, however humble the fact may be, if made the most of, success is almost sure to be attained in the end.

### Handling Rubbers at a Profit.

Correspondence Boot and Shoe Recorder.

During the long winter season, rubber boots and shoes form a very important part in the stock of the shoe dealer. In fact, in my experience, they form nearly one-half of his stock, for if we have the right kind of weather, one-half of the dealer's sales are made up from these goods. That shoe dealers look upon this subject with so little concern is more than I can understand. It is just as important that they should sell rubber boots and shoes as that they should sell leather goods. Usually the first thing that occurs after the first snowstorm is to see some shoe dealer hoisting a sign offering rubber boots and shoes at a profit of from two to five

cents per pair. Then, to offset this, his next competitor offers his goods at cost and thus they begin. Very often rubbers are sold for less than they cost. Another bad thing is that many dishonest shoe dealers will get second, third and fourth-rate rubbers and offer them as first quality goods at a much lower rate than their competitors, who, unless they know the goods that are being sold, cannot compete and they wonder how it is that these goods can be sold at so low a price.

My idea is to put a profit of at least 33 1/3 per cent. on all rubber boots and shoes and sell them at that. In other words, if an arctic shoe should cost you \$1, sell it for \$1.50, and a shoe that costs you \$2 sell for \$3, and a rubber that costs you 50 cents sell for 75 cents, and in this way you can make a profit that will pay you to handle rubber boots and shoes and enable you to pay your store expenses; otherwise, you are paying the expenses of running your store for the fun of selling goods at what they cost you or even less. Is there any business in this? Is there the first particle of enterprise in this? Some dealers may call it enterprise to cut their competitors' throats by disposing of goods in this way. My theory is that what is worth having is worth paying for. If any readers are in localities where there is a strong competition, why are they not smart enough to get the members of the trade to come together to make some definite decision in regard to each season's trade in standard goods of this character? Try it and see if it will not pay in the end.

### Travelers' Pleantries.

Drummer No. 1—Why does that hotel man at Cadillac go around with crutches and his foot tied up?

Drummer No. 2—I think he tries to make us boys believe he's got the gout from high living.

\* \* \*

Grim—A traveling man purchased a thousand Perfectos for \$150, had them insured and smoked them. He then claimed the insurance money on the plea that they had been destroyed by fire.

Sachs—And I suppose he got his money, didn't he?

Grim—No; the insurance people had him arrested for arson.

\* \* \*

New Drummer (who had just been explaining the mysteries of poker)—It looks very easy. I guess one can play it as well as another.

Old Drummer—No; there's a great difference in players. There's the drummer who thinks he can; he is the one who usually loses time and reputation while awaiting his check for expense money.

\* \* \*

A Kalamazoo traveling man has had in his employ a servant girl for several years, and for faithful service promised her an extra month's wages on her wedding day. The girl got married lately to a man of low stature, and the drummer, on his arrival home last Saturday, saw the girl's "hubby" for the first time. Next morning Bridget was serving breakfast and the knight of the grip said:

"Well, Bridget, what a little husband you have got."

"Sur!" exclaimed Bridget, "phwat could yez expect for tun dollars?"

### No Witnesses.

Justice—You are charged with stealing Col. Julep's chickens. Have you any witnesses?

Uncle Moses—I heb not. I don't steal chickens befo' witnesses.

The celebration of the first harvest of silk made in Mexico was held at Irapuato June 29. In the Irapuato district there are now 300,000 mulberry trees devoted to silk culture, and 2,000,000 in San Miguel Allende.

Arrangements are being made at Limoges to celebrate this year the centenary of the introduction of porcelain into France.

### OUR SAMPLES FOR FALL of

## Boots, Shoes, Wales=Goodyear Rubbers,

Grand Rapids Felt Boots, Lumbermen's Socks,

Are now on exhibition at our salesroom, and in the hands of our travelers. Kindly hold for them.

## HEROLD-BERTSCH SHOE CO.,

5 and 7 PEARL STREET.

## Rindge, Kalmbach & Co.,

12, 14, 16 Pearl Street,

Grand Rapids, Mich.

### Our Factory Lines are the Best Wearing Shoes on Earth.

We carry the neatest, nobbiest and best lines of jobbing goods, all the latest styles, everything up to date.

We are agents for the best and most perfect line of rubbers made—the Boston Rubber Shoe Co.'s goods. They are stars in fit and finish. You should see their New Century Toe—it is a beauty.

If you want the best goods of all kinds—best service and best treatment, place your orders with us. Our references are our customers of the last thirty years.

## OUR SHOE DEPARTMENT

Is your stock complete for spring trade? Look it over and write us for samples in Misses and Children's.

Our Bob and May is the best grain shoe made.

For a Kangaroo calf, we can give you one that competition cannot meet.

You ought to see our Berlin Needle toe, Misses' and Childs' Dongola; this is the neatest shoe out for spring.

Our Little Gents' 9-13, 1-2 is on Needle Toe and as tony as any made.

Our Rochester Misses and Childs' Dongola they all swear by. Send us your order for turns 2-5 and 4-8.

## Hirth, Krause & Co.

GRAND RAPIDS.

Can fill your order promptly in any style of

## TENNIS GOODS

you may need. Prices as low as the lowest.

## C. L. WEAVER & CO.,

Wholesale Rubber Footwear Exclusively.

DETROIT, MICH.



### Annual Meeting of the Michigan Hardware Association.

The first annual meeting of the Michigan Hardware Association convened at the Hotel Cadillac (Detroit) last Wednesday afternoon, about fifty members being in attendance.

President Carlton read his annual address, in which he suggested that the Association invite manufacturers to come before the meetings and explain different processes of manufacture. He believed that the retailers should understand the goods they handle.

The Secretary's report showed a growth in membership from twenty a year ago to 100 at the present time. The Treasury was also reported in good condition. The meeting then listened to the reports of various committees appointed at the last meeting. One of these, on extending the membership, reported in favor of admitting traveling salesmen as members. Another on how to stop the sale of hardware by general dealers confessed themselves at a loss.

T. A. Harvey, of Saginaw, read a report in regard to securing the passage of a lien law. He stated that there was no lien law in Michigan worthy of the name. He suggested action with the Lumber Dealers' Association in the matter and the convention pledged itself to support the committee financially to the extent of \$5 per member.

The meeting then decided to admit traveling men engaged in selling hardware and stoves to honorary membership on the payment of \$1. A motion to change the time of the annual meeting to February, instead of July, was voted down.

C. F. Bock moved that the convention present \$50 in gold to Mrs. Minnie, wife of Secretary Minnie, which was carried unanimously.

The convention then elected the following officers for the coming year:

President—Henry C. Weber, Detroit.  
Vice-President—Charles F. Bock, Battle Creek.

Secretary and Treasurer—H. C. Minnie, Eaton Rapids.

Executive Committee—C. M. Chamberlain, Kalamazoo; T. A. Harvey, Saginaw; E. A. Moye, Marquette; J. B. Sperry, Port Huron.

Investigating Committee—W. J. Boyce, Port Huron; S. P. McDonnell, Bay City, and T. Frank Ireland, Belding.

Transportation Committee—T. A. Harvey, Saginaw; J. W. Drury, Detroit; and Sidney F. Stevens, Grand Rapids.

The meeting then adjourned until Thursday morning, when Chas. F. Bock, of Battle Creek, read a paper on the subject, "Good Points for the Welfare of a Hardware Merchant," which is published elsewhere in this week's paper.

E. A. Tillotson, of Saginaw, read a paper on "Improved Methods of Book-keeping." He presented diagrams explaining the system he had given.

In the afternoon Sidney F. Stevens, of Grand Rapids, read a paper on "Clerks," which is published in full on another page of this week's issue.

Fred Zimmerman, of Marine City, read a paper on the relation of the hardware merchant to the sporting trade. A feature of the afternoon's session was the presentation of souvenirs by the Peninsular Stove Co. to the members of the Association. The convention decided to hold the next annual meeting at Battle Creek.

At 4 o'clock the members were carried by special cars to the works of the Michigan Stove Co., where they spent the remainder of the afternoon in inspecting the plant. A lunch was served in the salesrooms to the 150 visitors.

In the evening the members attended a banquet at the Russell House, given by manufacturers and jobbers of Detroit. It was an elaborate affair in every way. Schremser's orchestra furnished the music, while the members of the Association and their hosts, to the number of 200, partook of a splendid spread. The souvenir menus were fine. Col. Henry M. Duffield acted as toastmaster, being introduced by Theodore D. Buhl. The toasts were re-

sponded to as follows: "Michigan Hardware Association," F. S. Carlton; "Michigan," Thomas Spencer Jerome; "Hardware and Finance," Joseph C. Hart; "Competition," T. A. Harvey; "Manufacturers and Jobbers," James Inglis. Harold Jarvis sang two solos, accompanied by G. Arthur Depew. In conclusion the company sang "Auld Lang Syne."

Friday afternoon the members and their wives gathered at the foot of Woodward avenue, where the Sappho was waiting for them. About fifty Detroit manufacturers and jobbers were on the boat to receive them and, after all were on board, the boat moved out into the stream, first going down the River as far as Grosse Isle and then turning back as far up as the Flats. A beautiful view of Detroit and the Canada shore was had and, as the day was beautiful, the ride was thoroughly enjoyed by all, and the members voted it the most pleasant part of the entertainment provided for them by their Detroit friends. At 6 o'clock the boat returned to Detroit and the members returned to their hotels, many of them leaving for their homes that night.

Thus ended the first annual meeting of the Michigan Hardware Association, and it was a great success in every respect. The liberality of the manufacturers and hardware jobbers was on every one's tongue, and they were extended a hearty vote of thanks for their many kindnesses to their guests.

### A Consignment of Politeness.

From the Dry Goods Reporter.

It is a pity that politeness cannot be bottled and kept in stock by jobbers for the use of merchants and clerks who are not naturally endowed with it. Nothing can surpass it for selling goods and winning permanent custom. Even a small consignment of it would save many an establishment that is on the ragged edge of failure.

True politeness, however, is born, not made to order. It is born of a generous and sympathetic heart. It is the natural attitude of him who habitually puts himself in the place of others and looks at things from others' standpoint as well as from his own. That sort of salesman will not wear his politeness like his overcoat, ready to be taken off whenever it gets a little hot. His politeness will not be of the condescending sort, that seems to say: "I will wait on you because I happen to be behind the counter." Neither will it be of the sham kind, that is assumed because it is a business duty. The genuine politeness is no respecter of persons or of times or of circumstances. It comes into play just as liberally and spontaneously with the sale of a spool of thread as with an order for a wedding trousseau. The clerk who has it is on a fair way to become a proprietor, and the merchant who lacks it is more than likely to become a clerk.

No capital ever paid a more liberal per cent. than true politeness. Its returns are certain. It will often supply the lack of money or even of enterprise. Perseverance is about the only thing whose place it cannot fill, at least in part. As it is of the heart and not of the head it cannot be learned from books. But it can be learned by looking life square in the face with a kindly smile. For politeness, after all, is not altogether a matter of what is due to others. It is, in fact, a matter of self-poise and self-respect. The fussy customer who paws over a counterful of goods before buying a paper of pins may deserve to be snubbed, but it will not only be a financial loss to you if you do it, it will be a moral loss as well. A large nature will disdain to be provoked to unpoliteness by a small nature.

It pays to invest in politeness and to reward the clerks who have it most. The salesman who lacks it will drive away more custom than he can ever create.

Emperor William has contributed out of his private funds the sum of 13,000 marks toward the building of a German school in Athens.

## GEO. H. REEDER & CO.

successors to

### REEDER BROS. SHOE CO.

Michigan Agents for

## Lycoming and Keystone Rubbers

and Jobbers of specialties in Men's and Women's Shoes, Felt Boots, Lumbermen's Socks.

Lycoming Rubbers Lead all other Brands in Fit, Style and Wearing Qualities. Try them.



## The Bradstreet Mercantile Agency

THE BRADSTREET COMPANY  
Proprietors.

EXECUTIVE OFFICES—  
279, 281, 283 Broadway, N.Y.

Offices in the principal cities of the United States, Canada and the European continent, Australia, and in London, England.

CHARLES F. CLARK, Pres.

GRAND RAPIDS OFFICE—  
Room 4, Widdicombs Bldg.  
HENRY ROYCE, Supt.

# BOSTON RUBBERS

The Largest and most Complete Stock in the Country.

Lumbermen's and Wool Boot Overs.

Light Rubbers in Newest Styles and Lasts. All Widths and Sizes.

## W. A. MCGRAW & CO., DETROIT, MICH.

EXCLUSIVE RUBBER HOUSE.

## General Stampede

## From the Curse of Credit.

Hundreds of merchants are now abandoning the old-time credit system and discarding the pass book for the cash and coupon book system, which enables the dealer to avoid all the losses and annoyances inseparably connected with the credit business.

If you are a victim of the credit business and desire to place your business on a cash basis, send to us for a catalogue and samples of our several kinds of coupon books, which will be forwarded free on application.

## TRADESMAN COMPANY,

Grand Rapids, Mich.



## Around the State

### Movements of Merchants.

Wayne—Eli Cortrite has purchased the drug stock of Philip Schambers.

Plymouth—J. R. Rauch & Son succeed J. R. Rauch, Agent, in general trade.

New Lothrop—Gillett & Mackinder have sold their grocery stock to Geo. Bullock.

Hart—DeVoist & Devries have purchased the grocery stock of Young & Hubbard.

Gladstone—Swanson Bros., merchant tailors, have been closed under chattel mortgage.

Pontiac—C. J. Payne & Co. succeed Woodard & Payne in the grocery and drug business.

Middleton—The new store buildings of Freeman Salisbury and W. H. Davis are nearly completed.

Northville—L. W. Hutton & Son are succeeded by W. H. Hutton in the grocery and bazaar business.

Albion—Torrey & Encke, dealers in seeds, have dissolved. The business will be continued by Geo. Encke.

Saranac—J. C. Cremin has removed his general stock from Belding to this place, where he has opened for business.

Woodland—Dr. L. E. Benson has sold his drug stock to G. C. Garlick, who will continue the business at the same location.

Hastings—A. E. Renkes has sold his bakery business to Jos. R. Renkes, who will continue the business at the same location.

Saginaw—Mrs. Barbara Phelan, milliner at 211 North Hamilton street, has uttered a chattel mortgage for \$3,000 to Christian Yockey, of Oscoda.

Chase—Kirk Bros. & Co. have sold their branch grocery store at this place to Mrs. C. Torrence, who will continue the business at the same location.

Hillsdale—S. E. Parsons, of Northville, recently purchased an interest in the grocery business of S. Wheeler and the firm name is now Wheeler & Parsons.

Detroit—Sanders & Meldrum, formerly engaged in the grocery business, have dissolved partnership. The business will be continued by Chas. E. Sanders in his own name.

Marquette—F. H. Bigole, who recently purchased the property at Third and Ohio streets, is making extensive improvements, and, when it is completed, he will have one of the finest grocery stores in this city.

Detroit—The millinery and cloak-making business formerly conducted by Hugo Hill has been merged into a corporation, with a capital stock of \$50,000, of which \$30,000 is represented to have been paid in. The stockholders are Wm P. Holliday, 2,308 shares; Bertha Hill, 377; Rudolph Freidenberg, 300; Aaron Mendelson, 10, and Eugene H. Hill, 5 shares.

Port Huron—The general merchandising firm of Martin Bros. & Co., which has been in financial difficulty, has been merged into a new stock company under the name of the Martin Bros. Trading Co. The greater portion of the stock is held by Clarence L. Atkinson, of Detroit. Mr. Atkinson is President, A. S. Martin Manager and Stephen Martin Secretary and Treasurer of the new concern.

Carson City (Gazette)—One of our esteemed friends and an ex-business man in a neighboring town has had

anything but fun trying to collect his old accounts. Becoming thoroughly disgusted with one small matter, he wrote out a receipt as follows and mailed it to the debtor: "Received of Mr. —, a dead-beat, sixty-nine cents in payment of all accounts with me from the birth of Adam to the death of the devil."

Cheboygan (Tribune)—We hear that the Michigan Bell Telephone Co. offers to furnish telephone service free. This is done to run out the Cheboygan Telephone Co., but we do not believe it will succeed. The patrons of the Bell will remember that until W. H. Blake started in to put in a system, \$12 per quarter was as low as service—and the poorest kind of service at that—could be given. The Bell Co. had a monopoly then and its patrons were at its mercy. It is different now, for the Bell monopoly is not only willing to reduce its prices, but is anxious to furnish service free. We do not believe the people of Cheboygan are suckers enough to bite at any such bait.

### Manufacturing Matters.

Mansfield—B. F. Davenport has sold his shingle mill to A. L. Flewelling, of Crystal Falls.

Elsie—W. J. Graham has retired from the firm of Cooley & Graham, proprietors of the Elsie Roller Mill. The business will be continued by H. H. Cooley and E. H. Cooley, under the style of Cooley & Son.

Negaunee—Capt. Samuel Mitchell, who recently bought the Rolling Mill mine here, has put a small force of men at work on the property, which has been idle for many years, and will exploit it thoroughly.

Caro—C. F. Conrad has discovered a vein of manganese five feet thick in the townships of Akron and Fair Grove. He has options on 500 acres of land. The samples which have been assayed contain too much phosphorus for the manufacture of steel, but it is valuable for other purposes. He has also found traces of zinc and iron.

Ishpeming—In view of the decision of the mining companies to reduce forces rather than to attempt to cut wages, and considering the depressed condition of the ore market generally, it is likely that July, the month of strikes, will pass this season without serious labor disturbances. There is little to gain and much to lose for both employer and employee through further tests of endurance of the sort brought about by strikes.

Marquette—The Lake Superior ore shipments for June were the largest on record, the Soo canal traffic breaking all previous June records by nearly 250,000 tons. The east-bound iron-ore tonnage was over 60 per cent. of the total tonnage in both directions passing through the canal during June, and it exceeded 1,550,000 tons. With the ending of June, the ore output of the Lake Superior district has exceeded 100,000,000 gross tons, the total output to the end of 1895 having been 97,556,866 tons.

Marquette—The grading of the line of the Lake Superior & Ishpeming Railway is practically completed and track will be laid at once. Rolling stock is being received for the operation of the line, the locomotives and cars being especially powerful and of the latest type. The ore dock at Presque Isle, North Marquette, is being rapidly pushed to completion, and the road will begin to handle ore in a few weeks, in season to become an important factor in

the Marquette range shipments of the present year.

Ishpeming—The present outlook in the Lake Superior iron-ore trade is a trifle better than it was during the corresponding period of 1893, and that is about all that can be said in its favor. The roseate predictions made by enthusiasts as the result of the spurt in output and consumption during the latter half of last year, with the consequent rapid stiffening in prices, have been fully discredited and, in place of the output of 13,000,000 or even 15,000,000 gross tons which was predicted, the question is whether the output of last year will be exceeded. A continuance of the present depression for any great length of time must result in a lower output than that of 1895. The present situation is better than was the condition of affairs three years ago mainly in that the mining companies and workmen are better prepared to meet times of slackened demand. Both the mines and the miners are now organized—the mining companies with the view of holding together to obtain living prices and the miners with the object of compelling the payment of fair wages. There is still no sign of a break in prices for ores that are in anywise desirable, although the receiving docks at Lake Erie ports are piled mountain high, and a sharp curtailment in shipments from upper ports has been rendered necessary because of lack of room in which to store ore, if for no other reason. The miners have a strong union, cemented by three years of hard times, and there is no indication of a reduction in the present scale of wages, which affords a fair living to those employed. The principal mining companies on all five of the Lake Superior ore ranges are either reducing forces, arranging to do so in the near future, or have already cut down the number of men employed to a practical working basis. In some instances a second cut in forces is being made. In the case of a few smaller mines there has been a complete suspension of work, owing to the small sales made for this year's delivery and to exceedingly dubious prospects for the remainder of the season.

### Meat Dealers of the City to Join the Grocers.

At a meeting of the meat dealers of the city, held at the office of Nelson Morris & Co. the evening of July 6, it was decided to hold an all-day picnic on Thursday, Aug. 6, providing all the meat dealers in the city would agree to close on that day. L. J. Katz was elected chairman of the meeting and P. Hilber was selected to act as Secretary pro tem., while Sol Hufford, A. Stein, Herman Schlichtig, John Eble and Rhine Thomasma were appointed a committee to wait on the butchers for the purpose of securing their signatures to the closing agreement.

Another meeting was held at the same place on the evening of July 13, when the committee reported that all the butchers had agreed to close except two—Frank Padelt, who felt compelled to keep open until noon, and A. B. Wykes, who emphatically declined to have anything to do with the closing movement, asserting that he would keep open all day even if every other store in the city was closed. The report was accepted and adopted, together with some rather uncomplimentary remarks relative to Mr. Wykes, when the following committees were appointed to undertake the management of the picnic:

Printing—W. J. Kling, S. Hufford, J. Oosterveer.

Sports and Prizes—L. T. McCrath, Geo. Klamke, W. Thomasma, Ed. Gal-loway, W. H. Chapman, S. Hufford, G. Waltz, C. Nagel, A. Stein, A. Schuchardt, A. A. Vliaeer, F. Burns, L. Hoelzley, C. A. Bouman, J. J. Freeman.

Grounds—F. W. Burns, John Elbe, L. T. McCrath.

Music—P. Hilber, H. Schlichtig, J. Edie.

Refreshments—L. J. Katz, J. Soper, B. Soper, Geo. Draper, Bob Ordtrain, L. Hoelzley, Chris. Katz, Eugene Beebe, Henry Geibe, Peter Salm.

The selection of a location for the picnic was left with the Committee on Grounds, with power to act. The Committee has not yet announced its decision, officially, but the members state, individually, that the event will be held at Reed's Lake.

A good way to avoid the payment of bills is not to contract them.

Study how to do your duty, rather than how to do your fellow men.

Everything in cigars at Bushman's.

### REDUCED PRICES

## MASON'S FRUIT JARS



Are you prepared for a big demand? If not, order now.

Prices subject to change without notice.

Terms 60 days approved credit or 2 per cent cash to days

### PRICES TODAY:

Pints. Porcelain-lined Cap, 1 doz. in box... \$6 25  
Quarts. Porcelain-lined Cap, 1 doz. in box... 6 50  
½ Gal. Porcelain-lined Cap, 1 doz. in box... 8 50  
Quarts. Porcelain-lined Cap, 8 doz. in box... 6 00  
½ Gal. Porcelain-lined Cap, 6 doz. in box... 8 00  
Caps and Rubbers only, 6 doz. in box... 2 75  
Rubbers, packages 1 gross, (soft black)... 30  
Rubbers, packages 1 g. oss, (white)... 25  
No charge for package or cartage.

### AKRON STONEWARE.

We have full stock all sizes crocks, milk pans, jugs, preserve jars and tomato jugs. Are you prepared for the extra fruit season? Mail orders shipped quick.

### JELLY TUMBLERS.

Tin Tops.



Ass't bbls containing 12 doz. ½ pt., 19c... \$2 28  
Ass't bbls containing 6 doz. ½ pt., 21c... 1 26  
Barrel... 35  
33 89  
½ pint, in barrels 20 doz., per doz... \$ 19  
½ pint in barrels 18 doz., per doz... 21  
Barrels, 35 cents.  
½ pint, in boxes 6 doz., per box... \$1 55  
½ pint, in boxes 6 doz., per box... 1 75  
No charge for boxes and cartage. Prices subject to change without notice. Mail orders to

**H LEONARD & SONS,**  
GRAND RAPIDS, MICH.



## Grand Rapids Gossip

R. E. Hawkes has purchased the drug stock of C. H. White, at 578 South Division street, and will continue the business at the same location.

J. B. Vincent, formerly engaged in general trade at Belding, has engaged in the grocery business at that place. The Worden Grocer Co. furnished the stock.

At a meeting of the Board of Directors of the Grand Rapids Fire Insurance Co., held July 13, a dividend of 3 per cent. was declared, payable July 14. The semi-annual statement, issued July 1, shows a surplus of \$48,327.34.

Every indication points to a large attendance of retail grocers on the occasion of the annual meeting of the Northern Michigan Retail Grocers' Association next month. Grand Rapids grocers are proverbially hospitable and will, undoubtedly, make ample preparations for the proper entertainment of their guests.

The Morning Market on Tuesday was the largest of the season, the wagons extending along the line of South Ionia street from Oakes street to Wealthy avenue—a distance of four blocks. The market Wednesday was not so large, the heavy rain during the night having prevented many of the growers from getting to market until after the morning rush was over. Peaches, apples and potatoes have assumed the importance of staples, while cherries have almost entirely disappeared and raspberries are on their last legs, selling as low as 3c per qt. Celery is arriving in small quantities, but is small in size and not as inviting in appearance as it will be a little later in the season. A peculiarity of the situation this season is the small number of consumers who visit the market regularly in search of their daily supplies. It was expected that the slowness of the times would impel many heads of families and housekeepers to patronize the market, but, for some reason, which neither the grocers nor growers are able to explain, the number has diminished, instead of increased, greatly to the satisfaction of both grocer and grower. The change is a welcome one all around, as it enables the grocer to buy freely without fear of having a good share of his purchases left on his hands and the average grower has never taken very kindly to the petty trade of the basket brigade. Considering the nearness of Grandville avenue to the market, it would naturally be expected that many of the customers of the grocers on that street would buy direct of the growers, but, as a matter of fact, such grocers as A. Brink assert that their fruit and vegetable trade has never been so large as it is this season.

### Purely Personal.

Geo. A. Bunting, general dealer at Hamburgh, N. Y., is spending a week with his brother, C. C. Bunting.

Bert Coon, who clerks in his father's shoe store at Rockford, was married July 11 to Miss Metta Reynolds, of the same place.

Ned. Wheeler, prescription clerk in John R. Fox' drug store, at Cedar Springs, has gone to Ludington to take a similar position.

Will A. Gunn, of the Gunn Folding Bed Co., is to return to Europe the latter part of July to look after the foreign trade of the company.

A. W. Griffith, formerly general man-

ager of the Butler Co., at Butler, Ind., has made a three years' engagement to take charge of the bicycle department of H. Scherer & Co., at Detroit.

Dr. Chas. S. Hazeltine, President of the Hazeltine & Perkins Drug Co., has taken a beautiful cottage at Mackinac Island for the summer and spends considerable time with his family at that resort.

Chas. H. Libby, the South Division street grocer, puts in a considerable portion of his time at Woodville nowadays, looking after the interests of the Kinney estate, of which he is one of the executors.

T. A. Walker, formerly book-keeper for H. A. Britt, has taken the local agency of the Pabst Brewing Co., of Milwaukee. He will use the building formerly occupied by the Grand Rapids Storage and Transfer Co.

Niels P. Christensen, the Ludington dry goods, clothing and shoe dealer, is spending a couple of weeks at the St. Louis sanitarium, in hopes of obtaining relief from the rheumatism, which has rendered his back decidedly uncomfortable for several weeks.

Benj. Schrouder, Secretary of the Michigan State Pharmaceutical Association, has issued a handsome 48 page program of the proceedings of the annual convention to be held at Mackinac Island Aug. 4, 5 and 6. The publication is carefully compiled and beautifully printed, reflecting much credit upon the gentleman whose accuracy and good judgment rendered such a result possible.

Robert Johnson, the Cadillac grocer, who has been spending a couple of months in his native Sweden, is expected home about July 20, having sailed from Hamburg on the Fuerst Bismarck on July 10. C. C. Bunting received a letter from him Monday, written from Copenhagen, in which he asserts that he has enjoyed his visit hugely, but expresses the belief that Sweden has few advantages for an aspiring business man, compared with Michigan.

W. L. Freeman and W. F. Blake (Worden Grocer Co.) went to Rockford Monday to take part in the annual fishing excursion chaperoned by E. E. Hewitt. With a view to preventing a repetition of his previous experience, when he walked around Kent county several hours in a dazed condition in search of Rockford, Mr. Blake took three compasses and a guide, while Mr. Freeman took the precaution to ward off the incursions of mosquitoes and flies by smearing himself over with an ill-smelling compound which caused him to resemble a cross between Sitting Bull and Scar Faced Charley. The outcome of the trip was that none of the party caught any fish, Hewitt insisting that the bad luck was due to the odor pervading the atmosphere in the vicinity of Mr. Freeman, which tended to drive the fish to drink in deeper water.

### Why He Knew.

Grocer—Yes, I've had a grocery store in this block about 19 years.  
Parker—I thought so. My landlady bought a pound of butter here yesterday.

An association of tradesmen, who are formally allowed to use the royal arms as an advertisement, has been formed in England in order to prosecute people who put up the signs "under royal patronage," and display the lion and the unicorn, with no warrant to show for it.

Money crawls towards us but flies away.

### The Grocery Market.

Sugar—The only hope for the domestic refined market is the foreign market, which at present is very dull and lifeless, with no apparent hope of becoming anything else. The domestic raw market is also plunged in the prevailing dulness. The Trust is buying very little raw sugar. The consumptive demand is only fair to middling, the peach season not having fairly opened yet. Slight fluctuations are occurring, with no apparent reason except the whim of the man who manipulates the market for the American Sugar Refining Co.

Provisions—There was a decided reduction in the marketing of hogs last week, the Western packing returns indicating a total of 245,000, compared with 340,000 the preceding week, and 160,000 for the corresponding time last year, implying a reduction of 95,000 compared with the preceding week, but an excess of 85,000 over the supply for the corresponding period last year. The depression in prices still continues. While the supply of hogs has been largely reduced, it continues so much in excess of last year that little of strengthening sentiment is to be secured from this source. Packers offer product freely but not pressing, and the current absorption appears to be of liberal proportions. It is not in order to count on a scarcity of hogs this season, but there is good reason for the view that henceforward there are not likely to be excessive offerings. In most localities stock is now closely marketed. In the central regions the outlook for the future does not appear to be suggestive of larger supplies than last year. In regions west of the Mississippi the indications are that there is an abundance of young stock, implying that the supply for the coming winter will be enlarged in comparison with last year. Present prices of product for delivery next January reflect an expectation of hogs as low as about \$2.75 per 100 pounds, Chicago basis. With pork for September delivery at Chicago down to \$6.65, lard \$3.72½ per 100 pounds and short rib sides \$3.62½, it would appear that there is little room left for further contraction—but, on the other hand, it may be observed that this was seemingly the case when values were materially higher than now—and, again, the query may naturally arise as to what there is yet in sight for the near future to bring about a radical change in the situation in favor of higher values?

Cheese—The outlook on cheese for a month or six weeks to come does not give promise of any better prices than are now current. Buyers point to the recent heavy declines in grain and provisions, and claim that cheese is bringing more money than any other staple product of the farm at the present time. The conditions which now prevail in all departments of business do not encourage putting stock into cold storage and, although this may hamper the market somewhat this summer, it may prove a blessing in the fall. Speculation seems to be entirely dormant, and the market, such as it is, stands entirely on its own merits. If stock can be kept moving during the hot weather, and low prices will induce a limited consumption, it will be all the better for the fall trade.

Rice—In view of the fact that domestic grades are getting scarce and imports of foreign grades are only about a third of what they were last year, the general tendency of the market must, nec-

essarily, be toward higher prices. This view of the situation is fortified by recent advices from Japan which report a long spell of unseasonable, stormy and wet weather, and, if it should continue much longer, it is feared that the rain necessary during and after the transplanting period of the new rice plants may fail and prevent a good growth of this cereal. Consequently, the outlook in Japan is at present rather gloomy, and rice prices are, accordingly, much higher, especially for forward contracts. The position of the Japanese market is decidedly strong, with an upward tendency.

Salt—The Michigan Salt Association has reduced the price of common fine to 40c, which is claimed to be so near the cost of production as to leave no margin for the manufacturer. The reduction in price to this figure is said to be due to the importation of foreign salt (which ocean vessels take as ballast), which is encroaching on the field of Michigan saltmakers between here and the seaboard.

Lemons—The market is badly demoralized, but shipments are now being diverted from American ports and good stock should soon become good property. As showing the extent of the demoralization, it may be stated that an entire cargo of lemons was sold in New York last week at 90c, which barely served to pay the freight and duty.

Oranges—Direct shipments of Mediterranean fruit have ceased, in consequence of which more firmness in values is displayed. Considering the enormous supply of domestic fruit, the demand for oranges is extremely good.

### Special Meeting of the Retail Grocers' Association.

At a special meeting of the Grand Rapids Retail Grocers' Association, held at Retail Grocers' hall, Monday evening, July 13, President Winchester announced the following special committees for the annual picnic:

Sports—Julius J. Wagner, Frank P. Merrill, Fred W. Fuller.

Badges—John Smythe, E. A. Kernen, C. W. Mulholland, Cornelius Saie.

Program—B. S. Harris, A. Brink, H. M. Liesvelt.

Judges—Wm. Killeen, Edward C. Jenkins, Fred W. Cole.

Reception—B. Van Anrooy, John Witters, A. Brink, E. J. Herrick, J. Geo. Lehman, Carl Mangold, Peter Lankester.

On motion of A. Brink, the report of the President was approved and the committees confirmed.

On motion of B. S. Harris, the method of distributing the badges was referred to the Committee on Badges.

A member suggested that a uniform price be made on fruit jars, to govern all transactions by grocers and crockery dealers. The discussion which followed disclosed the interesting fact that the trade in this staple is very irregular, some grocers reporting an unusually large trade, while others have had scarcely any demand. The matter was thereupon laid upon the table until the next meeting.

Letters were read from grocers at Muskegon, Grand Haven, Holland and Zeeland, announcing their intention of joining their Grand Rapids fraters in celebrating the tenth anniversary picnic of the latter.

Frequently, when you sign a note "as a mere matter of form" you have to pay it as a matter of necessity.

Cyclone value in Gillies' (New York) Our Jar brand Japan tea. Visner, agent.

The Dodge Club cigar is sold by F. E. Bushman, Kalamazoo.

Ure Unkle is at Bushman's.



## Bicycles

### Bicycles as Vehicles.

Written for the TRADESMAN.

While much has been said upon the status of the bicycle as a conveyance, the ideas obtaining upon the subject still seem very crude and indefinite. The fact that it was long esteemed a toy by most people leaves an impression that it still occupies, in some degree, the position of a plaything. Its development has been so rapid that it introduces new conditions requiring precedents to be established, and requiring a new education of the people who must come in contact with it and who must make way for it.

A local paper, commenting on the claim made by the owner of a wheel which had been injured in an accident that the wheel should be recognized as a vehicle, cautions wheelmen against emphasizing such claims too strongly, lest they be taken too literally and the bicycle subjected to all the restrictions and regulations of other vehicles. It seems to me that such cautions are scarcely needed. If the wheel is a vehicle its positive classification and regulation as such cannot work injury to its interests.

The wheel is unquestionably a vehicle and should be subject to the rules governing vehicles. They should be required to keep their proper places in suitable streets; they should be required to obey the "rule of the road" in passing other vehicles, and they should be subject to the same suitable limitations as to speed in municipal streets. But it is hardly fair to make these broad assertions without some specifications as to the peculiarities of these vehicles.

It is an element in this discussion that the wheel comes to the claims of its position in vast numbers. On this account it has the right to demand recognition and accommodation. With the claim of numbers it has the right to demand that, in the preparation and management of highways, there shall be such modifications as will make them suitable thoroughfares for such vehicles. If all wayfarers were pedestrians, the streets would need to be only broad sidewalks. If streets were used only for dray wagons, a granite pavement would be all that is needed. If for bicycles, still a different modification would be necessary. As it is, there must be as suitable accommodations for each as is possible with a proper recognition of the requirements of the others. And this in proportion to the numbers.

In classing the bicycle as a vehicle it does not necessarily follow that it should be accorded the same space for its passage in the highway that is required for a furniture van. Nor should the rider of a wheel attempt to claim such space. The driver of a furniture van is entitled to sufficient space for the passage of his vehicle and no more. It is the same with the wheelman, and he has no right to assume and maintain a position in the street which will monopolize more room than he needs.

In limitations of speed there should be the same restrictions, subject to the peculiarities of the different vehicles. Eight miles an hour is as high a limit as should be given in busy city streets, but a heavily loaded railway van should be called to account long before it attains that limit. They are both vehicles; but there are differences in vehicles which should be recognized.

The wheel should keep its place in

suitable streets. If the streets are not suitable, as unfortunately is the condition in the transition from the streets which sufficed, in a manner, in ante-cycle days, to the streets which shall accommodate the new element, it may be necessary to resort to the makeshift of permitting the use of sidewalks where it may be done without encroaching too much upon the rights of pedestrians. In consideration of the number and importance of the claimant for accommodation, it is not fair to forbid its use in impassible streets, especially when walks are comparatively clear. And in availing itself of this avenue the wheel does not lose in any degree its character of a vehicle.

In short, the wheel is entitled to accommodation and recognition in the streets in proportion to its importance and needs. The pedestrian, the carriage, the dray wagon, are entitled to the same—no more and no less. When new elements enter into the problem of street accommodation, rules and regulations should be modified to meet the new conditions—in fine, the streets are for all subject to the rules of common sense. NATE.

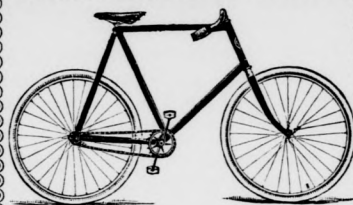
### News and Gossip of Interest to Dealer and Rider.

A rider who "kept tab" on himself for twenty miles last Sunday came to the conclusion, as the result of his experience, that wheelmen often go much faster than they suppose. "I wasn't trying to make a record, or to do my best, or anything of that kind," he said. "In fact, the things that I abominate in riding are records, century runs and all other things that tend to exhaust or needlessly weary people on the wheel. Last Sunday afternoon I had about thirty miles to do, and it was my not very definitely formed intention to do it in about three hours. I could do that without special effort, I knew, because for the greater part of the way I should be on nearly level macadam. The first seven miles, or a little more, however, were over country roads, through a somewhat rolling country, and near the beginning was a hill more than half a mile long, with a pretty good grade. I had gone up that hill once before, but then I walked. I expected to walk part of the way this time, but, finding that I could ride it, I stuck to the saddle all the way to the top. It was not a very prudent thing to do, especially as I had got up from the table only about half an hour before. But it did me no harm, though I was pretty well winded when I reached the level road. It is a road considerably used by wheelmen, and I was able to strike out at a good gait. On three or four little hills I had to slow down considerably. When my cyclometer had reeled off ten miles I looked at my watch, and found that just fifty-two minutes had elapsed since I started. At the end of the next ten miles I found that it had taken me forty-nine minutes; so that I had done the twenty miles in 101 minutes. That is a gait of twelve miles an hour. It seems to me that it was pretty good for a middle-aged man, especially as more than a third of the distance was over ordinary country roads. Bear in mind, please, that I put forth no special exertion. In view of this experience, it seems to me that I could easily ride fifteen or sixteen miles an hour on a good road without in any way overdoing it, and I believe that most riders often attain a much higher speed than they are aware of."

Have you ever tried to pass a drunken man who was walking on a sidepath or narrow road edge in front of you? If you have, you will probably be extra cautious the next time you overtake such an obstacle. Polite riders refrain from ringing their bell when on a sidepath and pedestrians are in front of them; they slow up and request the privilege of the passing, and acknowledge the favor with a kindly "Thank you." On a road edge, however, it seems all right to give a warning with the bell. That is what a certain rider did a few days ago when he found a man obstructing his way. The man heard the bell and swung himself out of the way. Just as the wheelman passed, however, he gave a lurch and nearly swung back against the bicycle, at the same time uttering some remark that was not intelligible to the rider. The latter congratulated himself on his narrow escape from a bad spill, and resolved to give pedestrians of uncertain proclivities a little wider berth in the future.

\* \* \*

Everybody familiar with cross-country riding knows what a road edge is, and knows, too, that in many places the roads would be impassable, or nearly so, if it were not for a hard strip a few inches wide on one side or the other. On roads where many bicycles pass such a strip may be followed for miles, crossing and recrossing the road, as circumstances suggest. Now, there are drivers of horses who seem to take peculiar delight in getting their vehicles and teams on the hard road edge. Some of them may carelessly give no thought to the matter; others, from pure malice, seem to do their best to cut up the extemporized cycle path and make it



### BICYCLE DEALERS

Write for prices on our

## WOLVERINE

A wheel that you can retail at \$50 to \$60 and make good margins.

Also write about our

"AMERICA"  
"WORLD" and  
"PREMIER"

\$100 wheels.

## ADAMS & HART,

WHOLESALE AND RETAIL BICYCLES,  
GRAND RAPIDS.

## BUILT for BUSINESS

It always pays to buy the best, and doubly so when the best costs no more than one not so good. The

## GARLAND

is the highest type of standard high grad bicycles. Being one of the handsomest and prettiest wheels, it is the lightest and strongest.



We want a few more good live agents. It is worth your while to write us for catalogue and discounts. First come, first served.

## C. B. METZGER,

SUCCESSOR TO

## PENINSULAR MACHINE COMPANY,

GRAND RAPIDS, MICH.



rough and uneven. They can get their fine work in best just after a rain. There are some roads not far from Grand Rapids which have been almost spoiled for wheeling by the action of such drivers. The imprints of wagon wheels on a road edge are bad enough, but the shoes of horses do more to make wheeling uncomfortable. These malicious horsemen seem to think that bicyclists have no rights worthy of respect.

\* \* \*

The sale is being pushed of a saddle pad which has been found by some people to dispose of the whole saddle question, although it is unwise for one man to judge of the value of such a device from the experience of another. The pad is simply of felt, covered with pigskin, and is made of two lobes, which can be laced as closely together as is wished. It is fastened with strong thongs, which should be firmly laced across the bottom of the saddle. One form of the pad is merely fastened around the saddle, but this is more likely to slip than the other. The pad may be made to order, and should be wide rather than long.

\* \* \*

It seems to be a fact that the bicycle is ousting the dog from his old-time place as an outing companion with men. Whether large or small, a dog may, with the best intentions in the world, become a danger to his owner by running against the wheel, or by causing an accident in some similar way. In the country one sometimes notices a dog running with a bicyclist, but on the city thoroughfares they are generally tabooed. Besides the trouble they might cause, few dogs can live with a bicycle for a ten-mile run, and they would be utterly done for on a longer journey. The men who once took pride and pleasure in their dogs as companions on pedestrian jaunts are now wheeling, and their canines have vanished. So it seems that dogs are suffering from the rivalry of the machines as well as the horses.

#### Used His Own Book-keeping System. Stroller in the Grocery World.

I was down in a little town in Delaware last week and took a lesson in book-keeping. I had been vain enough before to think that I knew a little about the subject, as I had graduated from a business college, but when this retail grocer got through with me, I was willing to admit that my knowledge of book-keeping amounted simply to colossal ignorance. I had the immense satisfaction, though, of seeing him tripped up by his own system. "Systems" don't always work, you know.

The way I came to accumulate this valuable information on the subject of book-keeping was rather peculiar. It seems that a traveling business college, or something like that, had just come to town, and had rented G. A. R. hall for a series of evening lessons. The "professor" was just distributing circulars announcing this as I entered the store, and I found the grocer reading one.

When he'd read it through he threw it down with a snort.

"Stuff and nonsense!" he ejaculated. "What is?" I asked.

"Why this rot about book-keeping! book-keeping!!! book-keeping!!! They tell you a man has to have about a thousand books, and they've all got to be ruled a certain way, and a young dude has got to stand behind the counter and attend to 'em, else you can't succeed in business. Why—!"

"You certainly believe in book-keeping, don't you?" I broke in, for I was surprised to hear a man publicly disavow his belief in it. You often see grocers too shiftless to keep a set of books, but not often will you find one to admit that he doesn't believe in it.

"Not in the regular kind I don't; no, sir," said the grocer. "I don't believe in havin' a lot of books to bother over. Keep your accounts in the simplest way you can, I say. There ain't no use for a whole library of books."

"What system of keeping accounts do you use?" I asked.

"Me own," he said, proudly. "I been using it for several years now, an' it's just perfect. Don't keep a book. Easy as falling off a log."

He walked me back to a little desk he had in a corner and opened a drawer. It was filled with paper slips, about four inches long by three inches wide. They were covered with figures and looked as if they'd been sliced up from wrapping paper. The grocer dived his hand in and brought out a great lump of them.

"Just wait now," he said, "till I show you."

I waited and waited. He mused around the papers a while, and finally started to explain.

"Now, when a customer buys anything," he said, "I chalk her down on one of these slips and stick her in this here drawer. There she stays until the bill is paid. When I get me money the slip comes out, and I tear her up. There you are. No big books, no book-keeper, no nothing. I go right along as easy as you please."

"When a customer's account runs along for several months," I said, "and you accumulate a lot of slips, don't you attempt to classify them or keep them together?"

"Tain't necessary," said the inventor of "easy" book-keeping methods; "they're all right there."

"Then, when a customer wants a bill," I persisted, "you have to paw over all those slips, get all that special customer's out and add them all up, do you?"

"No pawin' about it," said the grocer, tartly. "They're all right here together, ain't they?"

"Mr. Jones," just then said a lady's voice behind us, "please let me have our bill right away. I've got to catch the 2.30 train, and I want to pay it before I go. Please hurry."

It was then 2 o'clock.

Well, the inventor of his own book-keeping system set to work. Talk about pawing! He glombed over that pile of dirty, mused little slips, hunting frantically for those belonging to the lady. He accumulated quite a pile as he went along, but he kept hunting and the lady grew impatient.

"Do hurry," she said. "I've only a very little time."

The grocer pawed even more wildly around the drawer. The perspiration began to trickle down the back of his neck.

"I can't find last Monday's order," he said. "I know you got something that day, for I put it up myself. Do you remember what it was?"

"Oh, no!" said the lady, with emphasis. "You can't expect me to keep books for you. Don't you do any book-keeping?"

"Oh, yes," said the grocer, while he pawed and pawed. "You see, I use me own system, an'—"

"Well, I'll just have to go if you don't hurry," said the lady.

"Well, we'll let last Monday's order go till another time," said the grocer, hurriedly. "I'll give you a bill for the others. It'll only take a minute to add 'em up."

There were twenty-three of them, for I counted them.

"Two and two's six, three are seven and one's fourteen," began the grocer, getting more rattled every minute.

"Have you got to add my whole bill up?" said the lady, icily.

"Y—yes, ma'am," said the grocer.

"Well, I won't wait; that's all there is to it!" ejaculated the lady. "You'll just have to go without your money. I expect to be out of town fully three months, too. And it's your own fault." Then she marched out and the grocer sat down dejectedly in his chair, ashamed to look around at me.

"I wonder if the book-keeping class will have many scholars," I said by way of conversation.

"How the mischief do I know!" snapped the grocer, testily, as he caught my grin. And I got out. The next time I'm in that town I'll go in there to see whether he's ever made out that bill yet.



**WHAT** WILL make any article of daily use popular with the people? Advertising will do it temporarily; a cheap price will win for a while; good bright salesmen can work up a demand for most anything—from a yellow dog to a hole in the ground; but unless the article itself has actual merit, these all fail in the end. People condemn it and the money spent in advertising it is wasted. So we say **merit**, first, last and all the time, backed up by judicious advertising and reasonable prices and the efforts of competent, honest salesmen, will make any article permanently popular.

Nearly two years ago we undertook the task of introducing to the trade of Michigan "Ceresota." From the start it has been a success. For two years people have had the best of opportunities to find its weak spots, but they have not found them yet, because there are none. It never disappoints either dealer or consumer. It does all we say it will—not sometimes, but always—and that is why it is to-day the leading flour in the State of Michigan.

**OLNEY & JUDSON GROCER CO.,**  
SOLE DISTRIBUTERS.

## DEPRESSED TIMES AND DEPRESSED PRICES

"Where are we at?" is puzzling the brains of many a merchant at the present time, but "Where are we drifting to?" is a more serious question.

It begins to look very much like a fight for existence and prudent merchants are keeping close to the shore, buying only what they cannot get along without and paying cash for all purchases.

We are not accepting any new credit accounts, but sticking close to our platform and we are gratified at the results. We have received more cash mail orders the past 10 days than ever before.

We repeat our offer of a handsome onyx table with every order for three one-half chests of tea. We have also added a new line of cigars, put up in a handsome, attractive manner, to sell at \$35 per M. In order to introduce them rapidly we will give the table with 500 cigars. We guarantee entire satisfaction.

We have just picked up a line of Japan teas to sell at 12 cents, good fair leaf and style, weighing 70 pounds; it is a decided bargain.

We quote Extra Fancy lemons at \$3.75 per box, Fancy at \$3.25 per box. Both lots are 300's. We also quote our Bon Ton cheese at 64 cents and rolled oats (Douglas & Stuart's) at \$2.40 per barrel. All standard brands of roast and canned beef, 2's, at \$1.75 per dozen. Special lot of one-half pound cans potted meats at 70 cents per dozen. Armour's 1's at 35 cents per dozen; 1/2's, 75 cents per dozen. This beats Armour's own price, but we are over-loaded and want to sell. Armour's Brawn at \$1.60 per dozen. Terms, as usual, cash, with order in current exchange.

**THE JAMES STEWART CO., Limited,**  
SAGINAW, MICH.





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E. A. STOWE, EDITOR.

WEDNESDAY, - - - JULY 15, 1896.

#### TROUBLE AHEAD FOR ENGLAND.

Although Great Britain has apparently succeeded, for the time being, in securing the support of Germany, Austria and Italy for her designs in the north of Africa against the opposition of France and Russia, it is the general opinion in Europe that eventually England will have to face the united opposition of the continent, owing to the universal jealousy felt because of her constant colonial expansion, particularly in Africa.

The success of the British policy in the Soudan would place Great Britain in possession of the most fertile portions of the Dark Continent, and, assuming that Egypt will continue as a British dependency, there would then be an uninterrupted strip of British territory extending from the Mediterranean Sea to the Cape of Good Hope, with numerous side extensions to the coast line. Such a British empire in Africa would mean the absolute preponderance of English trade and English influence throughout the length and breadth of the Dark Continent, and the untold wealth of that country of vast undeveloped resources would go to further enrich British capitalists and strengthen the financial supremacy of London.

Very naturally, this prospect is not pleasing for the continental powers of Europe to contemplate, and no less an authority than Sir Charles Dilke declares that in less than ten years they will all combine against England. Sir Charles is an authority on international affairs, and his statement just referred to, which appeared in a recent publication, has given our British cousins serious food for reflection. Great Britain must engage in a struggle against Russia, France and Germany combined, he declares, and this struggle may commence at any time within the next decade, with Egypt as the ostensible cause, but the real motive is the jealousy entertained because of British colonial expansion.

Although foreseeing a similar outcome, Mr. Gladstone advises that the government abstain from increasing the armament, and conciliate foreign sentiment by a more conservative foreign policy, presumably by retiring from Egypt. On the other hand, Sir Charles Dilke, a more ardent opponent of the present Tory government than the Grand Old Man himself, urges that Great Britain hold herself free from any

alliance that might prove illusive and devote herself to the development of her defenses.

That the British people are disposed to adopt Sir Charles Dilke's advice is proven by the cheerfulness with which the largely increased expenditures for military and naval purposes are accepted. England sees the struggle ahead and is undoubtedly preparing by wholesale increases in her naval armament and also by greatly strengthening the defenses at Gibraltar and Malta and at other strategic points. Extensive docking and repairing facilities for her ships are being prepared at various stations distant from home and the necessary supplies for troops and ships are being steadily accumulated.

Discussing Sir Charles Dilke's predictions, the Spectator asks, What role will America play in the event of such a struggle? The answer to that question is not difficult. This country will be an interested but neutral spectator, ever ready to offer its good offices as mediator, but at the same time prepared to sell all sorts of supplies, whether provisions or war material, to the parties engaged in the fight. This is scarcely the outcome that the sentimental advocates of a general union of all the English-speaking people would desire, but it is the naked and unvarnished truth notwithstanding, and our British cousins would do well not to count on us for anything but such supplies as they are able to pay for.

#### TRADE CONDITIONS.

It was impossible that the action of the Chicago convention could do otherwise than cause increased inactivity in trade, for a short time at least, and the wonder is that the effect was so slight. Considering the usual season of mid-summer dullness, it is a question whether any permanent effect can be attributed to the action considered by many to be unfavorable to financial confidence. The adjournment of the convention was followed by a slight recovery in some staples. The great drawback seems to be the continued conservatism of buyers, who seem to have resigned themselves to the hand-to-mouth policy.

The iron situation continues the unfavorable features of persistent combinations against nominal demand. There is much speculation as to how long they can continue to hold their prices against the increase of outside competition, which the comparatively high price is producing. The average of prices is about the same as last week.

Textiles are not at all satisfactory, although there is, finally, a strengthening of demand for prints, as a result of the unprecedentedly low quotations and the curtailment of output. It would seem that low ebb has at last been passed. Woolens show no improvement, the activity being confined to dress goods.

The tendency in cereals is still in the wrong direction. There was a slight recovery in wheat the first of this week, but it seemed to be speculative and was again followed by a decline.

Boots and shoes continue their activity but with less favorable prospects.

Stock values have improved, notwithstanding the unfavorable political situation, but demand continues very dull, as a result of the hot season probably.

Bank clearings show a decided falling off—11 per cent.—falling again below the billion point. Failures, on the other hand, have diminished—219 against 229 for preceding week.

#### CONVENTIONS AND BUSINESS.

The common saying that it is the unexpected that happens is as true in politics as in other avenues of human activity. For many weeks the decisions of the two great national conventions have been awaited by the business world with the confident expectation that they would settle much of the uncertainty which has tended to increase the general stagnation.

Instead of such a consummation the conventions resulted in a new and unexpected array of party lines, defined upon questions of national financial policy. Each of them suffered division during their sitting by practical secessions of a large minority, and no one can foretell with any certainty as to the popular strength to be developed on either side. The situation is still further complicated in that the conventions yet to follow, of the populists and the American national silver league, and other organizations of similar character, will introduce new elements of uncertainty.

In the business world these developments have brought disappointment. It was scarcely logical, perhaps, to expect the declarations of the conventions to bring a more settled condition, when party platforms are only the propounding of questions to be submitted to the tribunal of a popular vote, yet in this instance such an expectation seemed to be general, and the dullness is intensified by the feeling of disappointment.

It is the habit of business to look to the immediate future. In American business, especially, questions likely to delay the return to immediate prosperity are apt to bring impatience and discouragement. It is the opinion of the Tradesman that in the long run it will be better that these questions shall have a hearing and decision by the people. Such discussion will result in better understanding and definitions of the financial situation. The claim by each party that theirs is the sound money doctrine will develop into truth, if it is not already so, in that no great party achieving ascendancy will ever put forth other than sound money, backed by the credit of the nation.

The sessions of the conventions could not be otherwise than depressing to business, as they engrossed all attention. Occurring in the dullest midsummer season, the effect is given more importance than it deserves. Foreign speculation is scarcely disturbed, prices of securities are maintained, and there seems to be no danger of financial reaction. The Old World buyers seem to have full confidence in the "sound money" integrity of the nation.

#### RELATIVE NAVAL STRENGTH.

It is known in a general sort of way by the people of the United States that their navy has made rapid strides during recent years, and that, as a consequence, the country has risen somewhat in the list of naval powers. Few, however, have any knowledge of the real place the United States now holds in point of naval strength, and these few might be accused of undue patriotism were they to express their views on the subject.

Lord Brassey, the editor of Brassey's Naval Annual, one of the approved authorities on naval matters, may be accepted as a disinterested critic, so far as the American navy is concerned. In his latest annual, that for 1896, Lord Brassey places the United States fourth on the list of naval powers, being preceded only by Great Britain, France

and Russia, and immediately preceding Germany, Italy and Japan in the order named. Lord Brassey points out that the United States ranks fourth in the matter of annual naval expenditure, including new building, and he claims that the annual expenditure is a fair criterion of the relative position of the various nations with respect to naval strength.

The eminent British authority points out that the United States is steadily increasing its naval strength and is evidently determined to rival the most powerful of the European fleets. He admits that the new vessels constantly added to the American fleet are powerful ships in every respect and are capable of holding their own with the best of their respective classes in European navies. He especially praises our new battle-ships and our magnificent fleet of powerful cruisers.

It is difficult to group the various classes of vessels in the different fleets so as to afford a good comparison of the relative strength of the navy of each nationality compared with the others, owing to the difference in the fighting power of ships of nominally the same class. Taking the statistics in their widest meaning, the comparison is as follows: In battle-ships and armored vessels generally, including armored cruisers and coast-defense ships, Great Britain, 81; France, 57; Russia, 42; Italy, 22; Germany, 35, and the United States, 32. In cruisers, protected and unprotected, Great Britain, 83; France, 25; Russia, 6; Italy, 17; Germany, 8, and the United States, 34. These figures show that the United States possesses a splendid fleet of cruisers, which more than offsets the slight deficiency noticeable in the number of armored ships. It should also be remembered that all of the American battle-ships are of the latest and most powerful type, while many of those in the European fleets are obsolete.

In order to make our fleet thoroughly effective, the further additions to be made must be mainly battle-ships, torpedo gunboats and torpedo boats. With double the number of battle-ships we now possess, and a sufficient supply of torpedo boats and torpedo boat destroyers, the naval defenses of the country would be in a secure shape, and could be so maintained at a moderate annual cost.

The Tradesman feels called upon to commend, most heartily, both the letter and spirit of the paper on "Clerks," published elsewhere in this week's issue. The author of the paper, Mr. Sidney F. Stevens, has been actively identified with one of the largest mercantile establishments at this market for nearly twenty years and is peculiarly fitted to discuss the subject intelligently, from the standpoint of both observation and experience. No clerk can follow Mr. Stevens' suggestions without becoming more valuable to his employer, and no employer can carry out the spirit of Mr. Stevens' remarks without coming into closer relation with his employee.

Study the issues of the campaign from the standpoint of business judgment. Better to let your party follow you than to blindly follow your party.

Practice reciprocity with your clerks. Do good things for them in return for the good services you expect them to render you.



**DEAD LEVEL OF SOCIALISM.**

The American polity is essentially democratic in that it guarantees to every individual the right to make the best use of his faculties possible. The rights of individuals are specially guarded, and each person has laid open to his competition the highest honors and the largest rewards which the republic can afford.

The republican system is essentially a system of competition. It opens to each individual the right to enter a race for the improvement of his condition, and, by conferring rewards upon each in proportion to his excellence attained through his own exertions, it encourages to this competition.

It is in these respects that all Americans are equal. They are not equal in natural endowment, for such equality is beyond human power to bestow; but they are equal in the opportunity to do their best and to secure the highest rewards that are due their persistent and well-directed exertions in every worthy walk of life.

These somewhat prosaic statements are here dwelt upon so that it may be easily understood what are the true principles of a real republican system of government. Let it be understood, then, that it is a condition in which there are no privileged or favored classes or individuals, but in which each individual must be judged by his works or by the fruits of his works.

The direct opposite of this democratic system is the socialistic idea which is based on the belief that all individuals are born on a plane of equality, and that this equality should be maintained throughout their lives and under all circumstances. Therefore, competition of all sorts is forbidden. No man must be paid according to his services, and no man's superior talents or other excellences must be recognized. All must be paid alike, without regard to talents or the results they accomplish, and all must be treated alike in every way.

In such a system, competition being destroyed, there is no longer any incentive to special exertion or a cultivation or display of talents. There can be no such thing as honor or distinction, because all are to be kept at the same dead level.

The intellectual and moral stagnation of such socialism would be indescribable, and it is so entirely contrary to human nature that no such system has ever existed among human beings in any country or in any age, save in a very small way and for very limited periods, and it never can; but the greatest practical difficulty in the maintenance of any system of political socialism is that it requires a powerful and despotic government to keep the masses of the people down to the low level of equality of condition. The persons who would be placed over a socialistic government would be above all the restraints and limitations laid on the masses, hence they would constitute governing and privileged classes. Such a government would require a despotic ruler, while his principal officers would amount to an aristocracy of favored persons.

Thus it is that every governmental system in which there is a king or emperor and a nobility is an evolution of socialism. The socialistic theory of absolute equality for all the people of the country must always remain a theory, because it can never be worked out in practice. Thus it is that, when the American socialists of to-day de-

mand that all the railways and telegraphs and the property of other great private corporations be seized by the Government and operated for the benefit of the whole people, the first requisite is a powerful government that can execute such a decree.

When it is demanded that all the wealth in the Union shall be divided out equally to each head of population, so that every individual may have an equal chance, it is necessary, to carry such a scheme into operation, that there shall be a strong central government with a powerful army; and when it is insisted that the money of the country shall be reduced in value one-half, so that creditors, public and private, may be robbed of one-half of the money due them, it will be seen that no such scheme of general spoliation can be imposed upon the people, save by force.

It, then, becomes a subject for the most careful consideration by the American people that to-day, 120 years since their forefathers started out to form a pure democratic governmental system, a tremendous effort is being made to overthrow the republican and to establish in its place a despotic socialism, whose object is to destroy all individual competition, to repress all the genius and talents and noble aspirations and worthy ambitions of the people, and to drag them down to the same dead level, a level which can never rise above the abilities and achievements of the weakest and the least worthy.

Even if any socialistic theory were admirable as such, it can never be put into practice. Every such attempt begins with a bloody and terrible mob, and it ends with a bloody and terrible despotism. The several French revolutions are pregnant examples, and there are no exceptions to the dreadful rule.

One of the standing troubles of manufacturers and jobbers is the unsatisfactory returns made by many of their traveling salesmen. The cry is heard on all sides how hard it is to get efficient traveling men, and both agree that they cannot make money with inefficient, low-priced salesmen. They are willing to pay good prices, because it pays them to do so. All agree that inexperienced men are a source of trouble and vexation, but they are forced to experiment with these because they are unable to secure others. The demand for good salesmen at present is larger than the supply, and it would be strange if in a few years there would not come forward young men who are anxious to master the science of representing a well-managed business house. Unlike the professions, the supply does not exceed the demand. The salesman's calling is one which offers great advantages, and is one which, when adopted and practiced competently, brings better rewards than many others. Many take it for granted that selling goods is within easy reach of everybody, and because of the scarcity of good material the ranks of salesmen are recruited from those who cannot help but be detrimental to the business. No one should be blamed for being ambitious, but should not proper training be a requisite for a position? No trade is acquired without first serving an apprenticeship, and why should not those who wish to ascend the ladder of commercial fame be willing to commence at the lowest round. If those who intend to adopt commercial pursuits would first secure a good common school education, and then place themselves in training in some reliable, progressive commercial house, where they could be properly qualified in the art of selling goods, they would, in time, if natural ability were not lacking, be able to creditably and profitably represent a house on the road.

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BULK WORKS at Grand Rapids, Muskegon, Manistee, Cadillac, Big Rapids, Grand Haven, Traverse City, Ludington, Allegan, Howard City, Petoskey, Reed City.

Highest Price paid for Empty Carbon and Gasoline Barrels

### HAS NO EQUAL

FOR CARRIAGES AND HEAVY WAGONS



Keeps axles bright and cool. Never Gums.

1 lb.	TIN BOXES	4 doz. in case.	25 lb. Wooden Pails.
3 lb.		2 doz. in case.	
5 lb.		2 doz. in case.	

Scofield, Shurmer & Teagle,  
GRAND RAPIDS.



**The Ideal Credit Man.**

Webster defines trade as "buying and selling for money;" but the merchant of to-day recognizes something more than this, and, if he were asked to put into a single sentence the scope of business, would doubtless say, "Trade consists in buying and selling, and getting your money." He knows that the selling does not end the matter; that there still remains the vital and so often difficult thing, the getting the money—the collection of accounts due for credit sales.

Whether or no it be true that the proportion of credit to cash sales is increasing, there is no question that the conditions governing credit have greatly changed.

I judge, from descriptions of the early days given by those who have been identified with the growth and prosperity of our long-established houses, that our merchants then enjoyed a personal and often intimate acquaintance with their out-of-town customers, who came to the city once or twice a year to pay their bills, buy fresh stock, and arrange terms of credit.

This great expansion of trade and the rapidity of our present business methods demand a prompt and systematic inspection and approval of orders before shipment, as well as the care and collection of accounts. A special "Department of Credits" has been organized in response to this demand, and is now well recognized as an essential and important factor in the commercial problem of to-day.

The subject of credits has been too often and too ably treated for me to say anything new anent the subject; but perhaps it may be of interest to try and sketch the ideal credit man, not

just the one we know, perhaps, but the kind of man who would be rightly and fully equipped, by nature and education, for this responsible position.

The ideal credit man of my mind's eye is a genial fellow, with pleasant voice and smile, with a bearing and manner that take none of the decision, but all of the sting, out of that harsh word "No," who thus saves many a cash order for his house. He eats three good meals a day, and his digestion is perfect. He avoids mistakes of judgment sometimes by holding over a knotty case until after dinner.

He is a man free from prejudice and of even temperament. Now, a good honest prejudice is the saving grace of some men at certain times! But I am quite sure my ideal credit man is not one of the men, and I am even more sure that, when he is at his desk, that is not one of the times.

My man is on good terms with the salesmen, one whose judgment commands their respect, and thus insures a co-operation that is of the greatest value. There is, of course, a wide difference in salesmen; but the credit man who does not properly value their reports makes, it seems to me, a double error.

First, when the salesman has found that his opinions carry no weight, his reports grow more meager; and he soon fails to report even vital facts bearing on changed conditions of his clients. Then again he will seek little or no new trade, except in the so-called "gilt-edge" class. Now, the profits are not made on this class. The edge—the narrow margin of profit—is more in evidence than the "gilt." When an honest young fellow, a former clerk of the "gilt-edge" man, starts out for him-

self, with plenty of push, perhaps, but small means, the salesman thinks "I will not call on him yet. Reports would be slim, and my recommendation would not count for anything. If I should sell him, the order would probably be turned down. Next year he will be in better shape." So he is, and sticks to the man who filled his first orders.

My ideal credit man believes in the help the salesmen can give him, and makes them understand that in return he expects their best and constant attention to the matter of keeping him informed as to the progress of their customers.

He is a most inquisitive fellow—this friend that is all in my mind's eye.

I like to hear him talk a few minutes with a buyer, about his town, his business, the crops, the weather, immigration (anything except politics and religion—these never.) When the talk is over he knows the man's nationality, age, and birthplace; when he came to his present locality; if he is single or married, and the size and make-up of his family; how he lives as to economy and thrift; his probable capacity as a business man. He has an opinion as to whether his honesty goes clear through, so that a hard knock would only bring it out the clearer; or if it is the fair-weather kind, that an ill wind would blow away.

Of course, the above, in addition to the formal statement on which the man thinks he has based his credit—but what a valuable addition to the real basis of judgment!

Now, how would a healthy, genial man, unprejudiced, firm, and searching, such as I have tried to outline, conduct the department in his charge?

I think he would always have in mind

the central fact that his position was a judicial one, yet would combine the function of jury with that of judge, and apply the fundamental laws of credits, always after due consideration of all obtainable facts bearing on the case at hand. Beyond a question he would have industry and a thorough system of gathering his facts and arranging them in concise and convenient form.

His decisions, standing on a good, broad foundation like this, and supported by his ever-enlarging experience, would, I think, be generally correct; they should not, and probably would rarely, if ever, be questioned or reversed. He would handle his accounts, when opened, with reference to the peculiarities of the customers, even to their whims, so far as possible; with that wise concession of trifles, with a flexibility of rules, that could not fail to give his house an additional hold on the trade.

The other branch of work handled by the credit department—collections—I shall only touch upon. I shall only mention this problem: How shall we keep constantly and systematically before us all the collections needing attention?

Now, when a matter comes up in the buying or sales department, it is considered and disposed of—an order booked, a letter written, an entry made—the thing is done.

But when an account matures, and is not paid promptly (we do have some of this kind), and the case is one where actual forcing by legal process is not desirable, the trouble begins after draft returns, and one letter of excuse is received and stamped "Void" by Time; the customer, who was a "Ready Letter Writer" complete in himself, when

## THE QUESTION OF THE DAY

## GOLD OR SILVER?

It will require close study and deep thought to decide which is the better. This means wear and tear of the system.  
Brace up on good

## ROASTED COFFEE

and be happy.

## JAMO=BISMARCK=CAROVI

The three leading brands in the State and the best that can be produced for the money. Increase your trade by handling them. Free samples of **JAMO** and **BISMARCK** to introduce them.

## W. J. GOULD &amp; CO.,

Importers and Coffee Roasters,

DETROIT, MICH.



ordering and sending in his complaints, suddenly becomes deaf, dumb, blind, and paralyzed, so far as any reply to letters is concerned.

The correspondence becomes, not letter and answer, but a one-sided affair. Now, how shall we keep all these matters in hand and not allow them to lag? And how shall we hold our temper and not write a hot letter, only to find that the man was really not to blame in this case, though the last ten men were?

To go back once more to my ideal, he would be a good correspondent, of an interesting style—one whose letters would draw replies from the most indifferent debtor by the variety and ingenuity of their argument, yet he would not say the thing to be later regretted. He would still be the same inveterate fact-hunter as before, and base his handling of a collection on the actual situation of the debtor, as well as on the condition of his own account.

Much is justly said in favor of prompt action on past due claims, and I do not wish to be understood as advocating a policy of delay, but I take a conservative view of this matter; and particularly I do not believe in the prevalent practice of organized collection agencies, who, on receipt of any unfavorable information, gather up all the claims they can find, swoop down on the luckless debtor, and swamp him at once.

The convenient listing of profit and loss and suspended accounts and claims in attorney's hands is another interesting problem to meet. We find that work on this, the hardest branch of collections, is greatly facilitated by a plan under which all these matters may be filed together, yet the live ones readily separated at any time. We are, therefore, using a system of separate sheets for each debt, arranged for filing in binders like order sheets; these can be sorted out so as to handle only those needing attention, thus avoiding the necessity of having the great bulk of dead matter mixed with them, as in the case of the old profit and loss book or suspended ledger. Nothing helps so much toward good work on old accounts as to separate the hopeful from the hopeless cases.

Another excellent feature, now to be found almost everywhere, is plenty of desk and table room, so that matters under consideration may be wholly kept from current orders and letters. By the use of a special desk all papers and files to be consulted in reference to a pending matter may be left spread open until the case is disposed of—independent of the shower of fresh mail that is always coming down on the credit department. Much time and annoyance are saved by having room to work.

I suppose that I ought to say, in this connection, that my ideal credit man would always keep his desk cleaned up and in perfect order; but as I do not want to make him an altogether superhuman being, a sort of demi-god, admirable, but hopelessly above us and unattainable, I will not add this to the number of his virtues.

SAMUEL L. SEWALL.

#### A Cool Suggestion

To your customers is an attractive fan, with your advertisement neatly printed thereon. The Tradesman Company is prepared to furnish you with fans, at the lowest prices consistent with good goods. Send for samples and prices.

Bushman has the cigars.

#### Evolution of the Wooden Indian.

From the New York Press.

For forty years, and perhaps half a century, the Indian has been the sentinel of the cigar store. The practice of using these figures, though possibly it may have originated in America, is not confined to this country. The head of a firm in Broadway which makes nearly all the metal show figures of the country saw these advertisements in Scotland forty years ago. They weren't Indians—probably there's not a redman's figure in insular or continental Europe—but Highlanders in kilt and plaid.

Before the war wood was the material used and there was an old sculptor in Detroit whose business was to carve the figures out of dismantled spars and masts. But wood weathers. It checks and splits and warps. Colors weren't as fast in those days as now, and the paint needed frequent renewal or the face resembled that of an actor who has used his handkerchief without discretion. Some of these wooden fellows cost \$200 or more. Then came the era of iron, and, though heavier, metal figures are indestructible. Trade in them cannot increase because of the necessity of renewal, for there is no such necessity. While the redman remains the staple figure for tobacco advertising purposes, yet many dealers like variety. A stand frequented by lovers of the national game may have a life-size John Ward, for instance. Puck is a favorite. La Africana and the little negro also find sale. So does the Moorish Queen. Of the unusual subjects there are the Goddess of Liberty, a page and a Kaffir, smoking. Indians, as a rule, take no personality. The names of the celebrated warriors, Tecumseh, Red Jacket, Osceola, Black Hawk, Captain Jack, presumably the Modoc, sometimes appear, and occasionally Pocahontas, though Powhatan is forgotten. The Indian has two familiar attitudes—one with hand shading the eyes, as if looking for the return of the kind-hearted Columbus, and the other with a bunch of cigars in the outstretched hand. Often weapons are grasped, an ugly-looking club, knotted and gnarled, or a bow and quiver, or a spear. A fascinating figure is that of the Old Nick, with his tail curled beneath his cloven hoofs and a characteristic leer.

#### From a Purchaser's Standpoint.

W. S. Hamburger in Printers' Ink.

There is probably no article so widely advertised to-day as the bicycle—certainly none so poorly advertised. When we reach the bicycle advertising pages of a magazine we wander through a fog of inane catch-lines and weird posters, seeking in vain for an ad that throws some light on what we really want to know about a wheel. We find that some wheels are built like a clock, others like a J. P. Jones' pistol, and still others are built on a tin basis. Incidentally we learn that "if the rims are shrimp pink, it's a Smith," and "if the front fork is half gilded, it's a Brown," and that "that name-plate means Jones," but what good does that do us?

An advertisement is intended, first last and all the time, to give information about an article that will lead the public to buy that article. This fact seems to have been lost sight of by the writers of bicycle ads. No reasonable man will buy a wheel simply because he fancies the color of its rims or the shape of its name-plate. The natural questions for him to ask are: "What does it weigh? Is it easy to propel? Will it wear out quickly? Is it easy to adjust? Has it any special features to recommend it?" These are the questions you must answer in advance. There are two classes of people who are reached by a bicycle ad—those who are thinking of buying their first wheel, and old riders who want a new wheel. Both classes want all the information you can give them about your wheel—the first, because they cannot decide without the information; the second, because they will naturally buy a modern pattern of their old wheel unless you can convince them yours is better.

## NEW 1896 CROP



New 1896 crop JEWELL CHOP JAPAN TEAS just arriving. Rich, delicious, delicate. Quality this year finer than ever before. Many jobbers throughout the country still have on hand a large stock of 1895 crop, private chop mark Japan Tea, and must unload them on you or the other fellow. This is not the case with us. Not a pound of old Jewell Chop Japan Tea in stock. Buy Jewell Chop Teas of us, and you will get JUST WHAT YOU BUY, nice, tender leaf, fragrant 1896 crop tea.

I. M. CLARK GROCERY CO.

OF COURSE YOU HANDLE

## LION COFFEE

For Sale by All Jobbers.

SEE PRICE LIST ELSEWHERE.

EVERY PACKAGE 16 OZ. NET

WITHOUT GLAZING.

Perfectly Pure Coffee.



WOOLSON SPICE CO.

TOLEDO, OHIO, and KANSAS CITY MO.

Michigan Spice Company's "Absolute" Teas, Coffees, Spices and Baking Powder have a wide-spread reputation.

## Beware of Imitations!

We are the sole owners of the trade mark "Absolute," and are the original and only lawful importers of "Absolute" Teas, and also the only lawful manufacturers of and jobbers in "Absolute" Coffees, Spices and Baking Powder.

We caution importers, manufacturers and dealers not to use our said trade mark, and give notice that we will protect our said trade mark against infringements, and admonish dealers to beware of teas, coffees, spices and baking powder branded "Absolute" not manufactured and put up by us.

## MICHIGAN SPICE CO.,

SOLE PROPRIETORS AND MANUFACTURERS OF  
THE "ABSOLUTE" BRAND.



## Dry Goods

"NOT A TRUST."

### New Deal of the Table-Oilcloth Manufacturers.

The table-oilcloth manufacturers have had a varied experience in their efforts to eliminate from their trade the effects of individual competition for business. They have had ironclad combinations of all the most prominent concerns represented in the East and they have had various "understandings," but some how or other neither combinations nor understandings have proved effective. It has always been a source of weakness that some Western and other manufacturers have been "outside the pale," free to adapt themselves to whatever circumstances might arise, and always affording the excuse for some one or other of the parties in concord to break away from their self-assumed obligations. Accusations and recriminations have, from time to time, appeared to be the principal outcome of the various agreements. Nevertheless, undismayed by past experiences, another venture in the direction of controlling the market has been made, which will, it is asserted, prove more workable, more enduring and more remunerative to all concerned in it than any of its predecessors.

It will, at all events, include a much fuller representation of the manufacturers of table and enamel oilcloths than before, as the previous disturbing element has been almost entirely eliminated, there being, in fact, but two concerns in the business who have not given in their adhesion, and these, so the members of the new combination say, have never been noteworthy for adherence to any agreement upon list of prices. In all, fifteen manufacturers have joined the new movement. The fundamental departure from previous schemes is the formation of a clearing-house, through which all the business of the combination, except manufacturing and its needful provisions, and actual selling are to be transacted. The various firms have a percentage standing in the clearing-house, and the proceeds of their aggregate business are to be divided among them pro rata. There are no restrictions upon manufacturers as to the extent of their output nor upon individual enterprise; neither would a manufacturer, should he deem it prudent to shut down his works, forfeit his right to his percentage of any profits the others might have made. The clearing-house is in Boston; its President is George Hughes, of Atha & Hughes, and its Vice-President, A. M. Cole, of the Western Linoleum Co., Akron, Ohio. This combination, which, with fine discrimination, is declared by its members "not a trust," has opened the new season by advancing prices on 5-8 marbles and fancies 10c, and on 6-4 15c over the spring list; and has adopted a rebate system to protect the larger buyers. The terms of rebate and the new price list are as follows:

All handlers of table-oilcloths are allowed the following rebates on quantities taken during the season ending November 30: On purchases of from 100 to 250 pieces a rebate of 10 per cent. is allowed; on purchases of from 250 to 500 pieces a rebate of 10 and 5 per cent. is given, and all over 500 pieces a 10 and 10 per cent. rebate is allowed. The same rebates of similar quantities are also given on shelf-oilcloths; while in stair-oilcloths a 10 and 10 per cent. rebate is made on purchases of 25 rolls or over.

Rebates are payable September 15 on all purchases between June 1 and September 1, and December 15 on all purchases between September 1 and December 1.

The following is a list of the new prices for fall of table, stair and shelf oilcloths:

For 5-4 fancies, \$1.75 per piece, old price \$1.65; 5-4 marbles, \$1.85 per piece, old price \$1.75; 6-4 fancies, \$2.60, old price \$2.45; 6-4 marbles, \$2.70, old price \$2.55; 15-inch stair-oilcloth, 5½c per yard; 18-inch stair-oilcloth, 8½c per yard; 12-inch shelf-oilcloth, 12 yards, 52½c per yard; 15-inch shelf-oilcloth, 12 yards, 80c per yard; 18-inch shelf-oilcloth, 12 yards, \$1 per yard; 5-4 damask fancies, \$2.35 per piece; 5-4 damask marbles, \$2.45 per piece; 6-4 damask fancies, \$3.35 per piece; 6-4 damask marbles, \$3.45 per piece; 5-4 black and wood covers, \$2.40 per piece; 6-4 black and wood covers, \$3.15 per piece; 5-4 white cashmere covers, \$2.40 per piece; 5-4 brocade covers, \$2.25 per piece; 5-4 white cashmere muslin, \$2 per piece. Terms cash: 4 per cent. 10 days, 2 per cent. 30 days, net 60 days. Invoices will date from day of shipment.

A trade discount of 20 per cent. will be allowed on enameled goods, which will be deducted from the bill.

### The Thread Amalgamation.

Authentic information concerning the fusion of the cotton-thread interests of England and Scotland is now derived from a circular issued by the directors of the J. & P. Coats Company to the stockholders, and from it the public is now in a position to know on what lines the scheme is to be carried out. For technical reasons the result is to be accomplished by the purchase by J. & P. Coats of the concerns of Messrs. Clark, Messrs. Jonas Brook & Bros. and Messrs. James Chadwick & Brother. To effect these purchases about four millions sterling will be required, and this is to be raised by the creation of additional preference and ordinary shares, 125,000 of the latter and 50,000 of the former. The directors do not state the respective prices at which the different businesses are to be acquired, but that will be learned later. Holders of ordinary shares will have the right of preferential allotment, in the proportion of three new shares to ten existing shares. Messrs. Clark and Messrs. Jonas Brook & Bros., it is said, will take two millions between them in ordinary shares at the issue price. All the concerns are to have representation on the board, and when the amalgamation is completed it will be the strongest thread combination ever perfected and will undoubtedly be a powerful factor in the mercantile world.

The expected benefits to be derived from the amalgamation are stated in the following extract from the directors' circular: "The aggregate profits will be largely increased by the benefits which must necessarily result from the amalgamation of the four concerns. It is not intended to sell at higher prices than those charged by the various companies when they were separate, but a marked improvement in values will necessarily take place in markets where they have been unduly depressed by unhealthy and excessive competition. Quite apart, however, from such readjustment of selling prices, large savings will result, not only in the cost of manufacturing, but also in the cost of distribution, and the directors feel confident that the shareholders have reason to congratulate themselves upon the success which has attended the negotiations."

### Stick to Retail Trade.

Young father (anxiously)—Is it a boy or a girl, nurse?

Nurse—It's three of 'em, sir! Three lovely boys!

Young father—Good gracious! This comes of marrying a girl whose father was in the wholesale line of business.

The yield of peaches in Delaware this season is estimated at 6,600,000 baskets.

## IF INTERESTED IN CAPS

... write to ...

## Detroit Cap Mfg. Co.,

Originator of Novelties.

210 Jefferson Ave.,

DETROIT, MICH.

Our fall and winter line, which comprises 500 styles in Mens. Boys, Ladies and Children's goods, now ready for inspection.

Our cards of **fleeced back**, twills and ducks, wrapper styles, heavy prints, 29 to 30 inches wide, are ready to show. These goods were very popular last fall and no doubt will be again, as they make the best house robes. Colors are all acid discharge, dyed in the piece, and are fast colors. Patterns are Persians, stripes and small neat figures. Place your order early.

## P. STEKETEE & SONS,

GRAND RAPIDS.

Trimmed Canton Sailors, for children, in all colors, price \$1.50 per dozen.

Untrimmed Yak Sailors for ladies and misses, price \$1.25 for colors, \$1.50 for white.

We are offering a good cloth Tam O'Shanter in all colors at \$2.50 per dozen. Send for sample order.

## CORL, KNOTT & CO.

Importers and Jobbers of Millinery

20-22 N. Division St.,

Grand Rapids.

## HAMMOCKS

\$7.00 to \$42.00 per dozen.

## Voigt, Herpolsheimer & Co.,

Wholesale Dry Goods

Grand Rapids, Mich.



### Honesty That Stood the "Silver Jingle" Test.

Written for the TRADESMAN.

"Honesty is the best policy." Yes, so they say. But why is it the best policy? Ah, there's the rub. Ask any average business man if he thinks that honesty is really the best policy, and he will tell you he does most assuredly think so. But why? Is it because his grandmother taught his mother and his mother taught him to think that way; or, is his conviction the result of practical tests made in the conduct of business affairs? "Actions speak louder than words," and this loud acting voice of the business world proclaims, today, in tones that cannot be misunderstood, that the best policy is that which will gather up the greatest amount of wealth in the least space of time and with the least possible friction. This is the policy business men adopt, because they think it is the best policy; and, as they say that honesty is the best policy, it holds that this must be the policy of honesty. What is this preferred policy of honesty? How is it measured and defined? By conscience, in the light of high heaven? No. It is gauged by the limitations, provisos and interdictions of a humanly devised statutory code; and, hence, any man who refuses to take one cent more than the law allows him to take, and who will give up to another every last thing of value which the law will not permit him to keep, passes current as an honest man, all wool and yard wide.

In digging among the fossil remains of old pioneer times in this old Long Point country, I have dug up the memory of one man who not only "professed" a belief in honesty as being the best policy, but who passed through the fire of a "silver jingle" test, proving his faith by his good works. Of course, this man lived a hundred years ago, before the flickering rays of the torch of modern civilization had penetrated the human skull. His ideas, therefore, were primitive and crude—so crude, in fact, that such insignificant matters as "personal honor" and "moral obligations" were looked upon by him as things of greater importance than a plethoric pocketbook or a deposit certificate.

This man's name was Job Loder. He was born in Sussex county, New Jersey, a little before the colonies declared their independence. He learned the trade of a wheelwright and mill builder; and, when the time came to commence the battle of life, he was over ambitious to make himself useful. This business impetuosity and his inexperience made him an easy victim of adverse circumstances, and about the close of the century he found himself hopelessly in debt. Now, if this should happen to an honest man in New Jersey to-day, the law would not permit his creditors to lay their hands on his home if it did not exceed \$1,000 in value, and they would be compelled to leave him \$200 worth of personal property besides. And, what is better still, his creditors would have to content themselves with what remained, and the insolvency laws would call it a square deal and put the unfortunate debtor on his feet and thus enable him to make another start in life. But it wasn't so a hundred years ago, and Job Loder, leaving everything he had for his creditors to quarrel over, ran away. He came to the new Upper Canada settlement at Long Point, where he found a promising field in which to exercise his more than ordinary talents.

In 1803, he kept an inn on Turkey Point, and this inn was made judicial headquarters for all London District until the new courthouse was erected. The courts for all that vast region extending between the Niagara and Detroit River settlements were held at Job Loder's tavern. Mr. Loder took the contract for building the first jail and courthouse, and became the first jailer in all this region of country. He built nearly all the pioneer mills in the settlement, at first on contract and afterwards with his own means. He added merchandising to his mill-building and mill-operating business; and, while the Nineteenth Century was yet in its swaddling clothes, he had succeeded in amassing considerable wealth.

And now comes the best part of the story. His old New Jersey debts were all outlawed, and, even if they were not, they were non-collectible here. But the moral obligation remained, and it was beyond the power of man to wipe it out by statutory enactment. Job Loder thoroughly believed that honesty is the best policy, and his faith was a living principle that impelled him to action. Accordingly, he advertised, in a New Jersey paper, that he would be at Newton, the county seat of Sussex county, at a certain time, for the purpose of paying all claims in full, together with interest, that were outstanding against him. When the day arrived, he was there and paid "every man his due." They gave him a grand ovation, which was no more than he deserved, for a man like Job Loder is entitled to, and will command, the homage of his fellows. Before leaving Newton he purchased the finest covered carriage in the market, and in it he rode out of his native State, back into the new land of his adoption.

It is safe to assert that no man ever enjoyed a carriage ride of 500 miles with a keener relish than did Job Loder on that occasion. How his heart must have swelled with emotions of gratitude, as he looked up through the treetops into the ethereal blue beyond and thought of what he had done and what he would yet do! What a burden had been lifted from his honest heart! And how bright shone the sun, and what a melody of music was poured into his ears by the feathered songsters as he journeyed through the forest! How gently was he rocked by the elastic steel beneath the cushioned seat, as the carriage rolled over the rough and uneven way!

Did he regain a sum equal to the amount he thus voluntarily paid out? Most assuredly he did, and much more besides. He returned to the settlement with the finest turnout ever seen in old Norfolk previous to that time; and the consciousness of having performed his duty well and truthfully gave him such a renewal of courage and quickening of business faculties that he was enabled to accomplish far more and reach a higher degree of prosperity than would have been possible had he failed to comply with the dictates of conscience. Every business venture proved successful and he made money rapidly. He became a business headlight in the early development of the country, and was respected by all with whom he came in contact, for his honorable, straightforward manner of transacting business. He finally went to Hamilton, where he built a steamboat and carried on a large business.

E. A. OWEN.

Vittoria, Ont

## You can't fool The people all the time

You buy inferior bakery goods because they are cheap and the salesman who sells them is a "good fellow," but the trade will soon learn which grocer keeps the best goods and will patronize him. **Is it not so?**

## Sears' Superb Fruit Coffee

- • • • • { Sells on its merits
- • • • • { Retails profitably at a low figure.
- • • • • { Is in constant demand.
- • • • • { Is an all-around cake for every occasion.

## Not a Single Slow Thing about It.

It is not made from poor flour, inferior fruit and rancid butter, but will bear the strictest analysis. Its pleasing flavor recommends it to everyone.

## THE NEW YORK BISCUIT CO., GRAND RAPIDS.

## Change of Location

The Stimpson Computing Scale Co. begs to inform the trade that they have recently re-organized their company under the laws of the state of Indiana, with a capital stock of \$100,000, and that they are now building a new factory in the city of Elkhart, Ind., and which will be ready for occupancy the 15th of June. The officers of the new company are H. E. Bucklin, Pres.; Isaac Grimes, Vice-Pres.; Mell Barnes, Sec. and Treas.; Edwin Finn, General Manager. After the 15th of this month our address will be Elkhart, Ind.

Very truly yours,

Stimpson Computing Scale Co.,  
ELKHART, IND.

## HARDWARE CLERKS.

## Excellent Advice to Both Employer and Employee.

Every employer of labor should run his business on business principles, have a well defined system, live up to it and not, by too much indulgence, spoil young men who might otherwise become valuable clerks and develop into good business men themselves. All clerks should have a fair education, be good penmen and good mathematicians. Legible writing and correctness in figuring are always appreciated by the employer. In addition to these necessary qualifications, clerks should possess as much other knowledge as their circumstances in life have permitted them to obtain. A clerk who is interested in the welfare of his employer is never without work.

In my experience as a merchant, I have come in contact with many qucer clerks. The smart clerk is not a desirable one to have. The one who always sees customers when they come in the store, who tries to sell them what they want and, if he finds he has not just the article, endeavors in a gentlemanly way to find something else which will answer the purpose and thus makes a sale—this clerk is always in demand. Clerks should, also, keep close watch of stock, in order to know always what is on hand and thus be in a position to answer promptly when an enquiry is made. By being well posted on goods in stock he will, if he is the right kind of a person, be of great assistance in working off unsaleable goods and will also be able to dispose of lines which are being dropped, of which only a few of a kind may be left. In no way can a clerk be as useful as in keeping his stock clean and in good shape. When old stock is not watched and moved, a merchant will soon have a large quantity of goods on hand which are of no benefit, except to be invoiced from year to year. If his clerks had been watchful and interested in their work, this class of goods would have, generally, grown less and less, and soon would have disappeared altogether.

In nine cases out of ten, the clerk who does not succeed has no one to blame but himself. In the average store, he has every opportunity to know almost everything his employer knows, and if during the day he is too busy to gain this knowledge, he can go back evenings and gather up. The trouble with a great many is, however, that they are indifferent to their employers' interests; they have no desire to do more than is required of them; they take more interest in base ball and other amusements than in their business; they watch the clock for meal time, as well as closing time, and then, when the end of the year comes, ask for more pay and wonder why they do not get it. Every one should be ambitious to succeed in his vocation and to do this he must be persevering and careful in his work, acquire all the knowledge he can in reference to his special line and he will find his efforts are appreciated by his employers. How often have I seen a clerk, when a customer comes into the store and asks for an article, lay it out for him, then cock his elbows on the show-case or counter look out in the street or read a paper—all this as if all his interest in the matter were ended and, if the customer bought, he made the sale to himself. There are too many such clerks and they are not the ones who succeed. The progressive clerk is always on the lookout. He

keeps the show windows in attractive shape, changes them often, keeps saleable goods in front, and, in fact, handles everything just as though he owned the institution. Clerks should be temperate in their habits, not smoke or read papers during business hours, and never leave the store without getting permission. They should be polite to customers, anxious to assist them with their bundles, always thank them for their patronage and invite them to call again. We are all of us customers of somebody and we notice and appreciate the clerk who treats us politely and seems just as thankful for a 5 cent sale as for one of \$5.

Your employees should be given to understand that your success depends largely upon them and upon the way in which they handle your trade and watch your interests. They should be asked for suggestions and you should let them know that such suggestions will be considered at all times, and acted upon, if deemed advisable. In this way, the employer will get many good ideas and the clerk, seeing he is something more than a machine, will take redoubled interest in the business. Clerks should always be looking for something to do and in almost any store it will not be difficult to find it. When not waiting on customers, let them look through the stock to see what is needed, clean up damaged goods, and in many other ways improve the condition of the store. One thing a clerk should never do, and that is to jump and begin work at something the minute he sees the "boss" coming. "They catch on" and it does not benefit the clerk. While all employers want their clerks to be absolutely perfect, they must remember that we are all human and that none of us are perfect. Any clerk who attends faithfully to his business and studies the interests of his employer in every way is entitled to a certain recognition. He should be encouraged and shown that his efforts are noticed and appreciated. This recognition should not be in words only, but he should be given a proper salary, depending on the volume of your trade and your success in business. In a word, if you are a clerk and would be a success in life, "Whatsoever thy hand findeth to do, do it with thy might." Be alert, faithful and conscientious in your work and you will surely succeed, for there is "always room at the top."

In regard to the arrangement of stores, it is difficult to speak in more than a general way, for every store is of a different size and shape, and what would suit one case would not answer at all in another. Stores should be kept neat and clean, boxes should be used for goods when possible, and everything should be sampled and priced. If one's store is large enough he should have as complete a line as possible on his first floor, for by so doing he is enabled to handle his trade with much more rapidity than when it is necessary to run up or down stairs a dozen times a day. A prominent hardware merchant, in talking with me on this subject, said, "This matter was brought to my attention with a great deal of force a year or so ago by one of my clerks. He went quietly to work to find out how many things were called for which were not kept in the main salesroom, and when he had completed his investigation, he came to me with his report. Much to my surprise, the report showed 380 articles which were kept up or down stairs. Of course, when these articles were called for, the clerk had to leave

OTTO C. J. BERNTHAL

JOHN T. F. HORNBERG

## New York Electro Plating &amp; Mfg Co.

Electro Platers in GOLD, SILVER, NICKEL, BRASS and BRONZE; also LACQUERING. Gas Fixtures Refinished as Good as New.

West End Pearl St. Bridge.  
3 doors South of Crescent Mills.Citizens Phone, 1517.  
GRAND RAPIDS, MICH.

## Weatherly &amp; Pulte,

99 Pearl St.,  
GRAND RAPIDS.

Plumbing and Steam Heating; Gas and Electric Fixtures; Galvanized Iron Cornice and Slate Roofing. Every kind of Sheet Metal Work.

Pumps and Well Supplies.  
Hot Air Furnaces.

Best equipped and largest concern in the State.

## Save Your Potatoes

The Potato Bug is abroad  
in the land.

We have

The Eclipse Sprinkler

The Globe Sprinkler

The Bartholomew Sifter

Get in your order early so as not  
to get left.

Foster, Stevens &amp; Co.,

GRAND RAPIDS, MICH.

Use Tradesman Coupon Books and Avoid Loss



the main salesroom and either take the customer with him or have him wait until he could bring the goods. While the location of a great many of these items could not be changed, we went to work and reduced the number by some 275 and so made it that much easier to wait on our trade." His remarks surprised me and I wonder how many of us would find the same conditions existing in our own stores if we investigated. By the way the merchant also said, "This clerk is one of the few who push themselves to the front and he is now getting a salary of \$3,000 a year, but not with us."

SIDNEY F. STEVENS.

#### Good Points for the Welfare of a Hardware Merchant.

After forty-one years of hard work in the hardware business, I am still striving to get near the top round of the ladder; and, as I have never forgotten my first impression of a prominent sign in Messrs. Pratt & Co.'s store, where I began my hardware career in 1855—"Time is Money"—I will be brief. There are many essential points leading to a retail hardware merchant's welfare and success:

1. Every one should be disposed to extend to his competitor at least the same confidence and respect that he himself feels entitled to. He should always be ready to accommodate and thus pave the way to the prevention of unprofitable competition.

2. We should never lose the respect of our employees; never humiliate them by correcting their conduct harshly in the presence of customers; better pay them a little more than we think they earn than a little less than they imagine themselves entitled to. In so doing, if they are of the right stuff, they will work harder and more faithfully for our success than otherwise. Young men who choose the hardware business for their living are usually strong, mentally and physically. They are not dudes, but soon realize, or soon find out, that handling hardware means work.

3. A successful hardware merchant must possess good judgment. He must be more diligent, more progressive and up-to-date than any other dealer, for there are more frequent changes in values, more new inventions, more decided differences in quality and practical utility in hardware than in any other line of trade.

4. He should take an active interest in the growth and general prosperity of his town or city, but better not be an active politician. One cannot successfully conduct a hardware business and extensively cultivate a taste for art, literature or music. There are not enough hours in one day to enable any man to be a good musician and a practical hardware man. I would not discourage a taste for such accomplishments in others, but prefer that my clerks and tanners should not be members of a brass band or orchestra.

5. As cleanliness is next to Godliness, our stores should always be kept as clean and inviting as possible for all classes of customers. Goods should be kept presentable, free from dust or rust. We should never allow goods to be put on our shelves indiscriminately; that is to say, slop buckets or cuspidores should not be found on the same shelf with cooking utensils. We should ourselves—and insist on having our salesmen—be polite alike to considerate and unreasonable customers. Never misrepresent an article in price or quality and, if anything is found defective or unsat-

isfactory, better make it right and thus retain the trade and confidence of the customer.

6. A great help in maintaining adequate profits, for which we are all anxious, is in buying goods on which we can get exclusive sales; but never try to get goods in an underhanded way for which your neighbor has the agency. I believe it is desirable to stick to one maker in any line, so far as possible, and not buy several brands of nails, tacks, screws, locks, shovels, stoves, tinware, cutlery, etc. We should study the requirements of our customers, and yet aim to educate them to buy goods "How good?" rather than "How cheap?" We should keep our assortment as complete as possible and not be obliged to say to a customer a second time, "We are just out."

7. We should be on friendly terms with the traveling man, for from him we can obtain past, present and prospective changes in the market. He will give his friends bottom prices. Every intelligent traveler will appreciate the courteous reception due a gentleman. He should not be snubbed.

8. Finally, we, the retail hardware dealers of Michigan, will enjoy our prosperity best if we will do by others, including our competitors, employees, jobbers, manufacturers, traveling men and customers, precisely as we would have them do by us under like circumstances.

CHAS. F. BOCK.

Battle Creek, Mich.

#### Character Tells the Story.

"The accident of birth has very little to do with the success of any man," says ex-Mayor Thomas N. Hart, of Boston. "If a boy has character and the disposition to do and be something, it doesn't make any difference where he is born. If he is brought up in the country it won't be long before he will be found making a place for himself in the city; and if he is brought up in the city, he will rise from one thing to another until he achieves a position of independence."

"I believe the boy who starts in the city has the better opportunity for success. Of course, the boy who is born rich and never leaves school until he is twenty-one years old finds it pretty hard to begin at the place where the boy of fourteen began, and the city will offer a great many temptations to such a young man which it may be very difficult to resist. But the boy who is fortunate enough to be born poor and to graduate from the college of practical business life will find the city the more certain place to rise in."

"The city boy who works hard at the bench or the counter all day, and has in mind a definite purpose and end, has no more chance to indulge in frivolous amusements than the country boy who works hard all day on the farm. On the other hand, the city boy is meeting men of ideas and ripe experience every day; he is in a position to observe at first hand the methods that lead to success, and if he has any gumption at all, he can easily find the road that leads to prosperity. Moreover, he has the advantage of the great educational institutions of the city—like the public libraries and art museums—and if he is interested in any great industry—like railroad, for example—he can find all the information he wants about it."

"It may be a good thing for a boy with more money than he knows what to do with to be born and bred in the country, where, to some extent, he may be kept out of harm's way; but a boy without money and with the necessity of carving out his own fortune has a better chance in the city than in the country, and as he struggles along in the little shop or store he gets what no college ever can give him—habits of thrift and industry, business judgment, familiarity with the methods of the commercial world and common sense as applied to the practical affairs of life."

#### Hardware Price Current.

AUGERS AND BITS	
Snell's.....	70
Jennings', genuine.....	25&10
Jennings', imitation.....	60&10
AXES	
First Quality, S. B. Bronze.....	5 50
First Quality, D. B. Bronze.....	9 50
First Quality, S. B. S. Steel.....	6 25
First Quality, D. B. Steel.....	10 25
BARROWS	
Railroad.....	\$12 00 14 00
Garden.....	net 30 00
BOLTS	
Stove.....	60
Carriage new list.....	65 to 65-10
Plow.....	40&10
BUCKETS	
Well, plain.....	\$ 3 25
BUTTS, CAST	
Cast Loose Pin, figured.....	70
Wrought Narrow.....	75&10
BLOCKS	
Ordinary Tackle.....	70
CROW BARS	
Cast Steel.....	per lb 4
CAPS	
Ely's 1-10.....	per m 65
Hick's C. F.....	per m 55
G. D.....	per m 35
Musket.....	per m 60
CARTRIDGES	
Rim Fire.....	50& 5
Central Fire.....	25& 5
CHISELS	
Socket Firmer.....	80
Socket Framing.....	80
Socket Corner.....	80
Socket Slicks.....	80
DRILLS	
Morse's Bit Stocks.....	60
Taper and Straight Shank.....	50& 5
Morse's Taper Shank.....	50& 5
ELBOWS	
Com. 4 piece, 6 in.....	doz. net 60
Corrugated.....	dis 50
Adjustable.....	dis 40&10
EXPANSIVE BITS	
Clark's small, \$18; large, \$26.....	30&10
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List	
New American.....	70&10
Nicholson's.....	70
Heller's Horse Rasps.....	60&10
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16.....	17
Discount, 75.....	
GAUGES	
Stanley Rule and Level Co.'s.....	60&16
KNOBS—New List	
Door, mineral, jap. trimmings.....	70
Door, porcelain, jap. trimmings.....	80
MATTOCKS	
Adze Eye.....	\$16 00, dis 60&10
Hunt Eye.....	\$15 00, dis 60&10
Hunt's.....	\$18 50, dis 20&10
MILLS	
Coffee, Parkers Co.'s.....	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	40
Coffee, Landers, Ferry & Clark's.....	40
Coffee, Enterprise.....	30
MOLASSES GATES	
Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	30
NAILS	
Advance over base, on both Steel and Wire.	
Steel nails, base.....	2 80
Wire nails, base.....	2 85
10 to 60 advance.....	50
7 and 6.....	65
4.....	90
3.....	1 20
2.....	1 60
Fine 3.....	1 60
Case 10.....	65
Case 8.....	75
Case 6.....	90
Finish 10.....	75
Finish 8.....	90
Finish 6.....	10
Clinch 10.....	70
Clinch 8.....	80
Clinch 6.....	90
Barrel 75.....	1 75
PLANES	
Ohio Tool Co.'s, fancy.....	@50
Sciota Bench.....	60&10
Sandusky Tool Co.'s, fancy.....	@50
Bench, first quality.....	@50
Stanley Rule and Level Co.'s wood.....	60
PANS	
Fry, Acme.....	60&10&10
Common, polished.....	70& 5
RIVETS	
Iron and Tinned.....	60
Copper Rivets and Burs.....	60
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27 10 20	
"B" Wood's patent planished, Nos. 25 to 27 9 20	
Broken packages 1/4c per pound extra.	
HAMMERS	
Maydole & Co.'s, new list.....	dis 33 1/2
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30c list 70
Blacksmith's Solid Cast Steel Hand 30c list 40&10	

#### HOUSE FURNISHING GOODS

Stamped Tin Ware.....	new list 75&10
Japanned Tin Ware.....	20&10
Granite Iron Ware.....	new list 40&10
HOLLOW WARE	
Pots.....	60&10
Kettles.....	60&10
Spiders.....	60&10
HINGES	
Gate, Clark's, 1, 2, 3.....	dis 60&10
State.....	per doz. net 2 50
WIRE GOODS	
Bright.....	80
Screw Eyes.....	80
Hook's.....	80
Gate Hooks and Eyes.....	80
LEVELS	
Stanley Rule and Level Co.'s.....	dis 70
ROPES	
Sisal, 1/2 inch and larger.....	5 1/2
Manilla.....	9
SQUARES	
Steel and Iron.....	80
Try and Bevels.....	
Mitre.....	
SHEET IRON	
Nos. 10 to 14.....	com. smooth. com.
Nos. 15 to 17.....	3 30 2 40
Nos. 18 to 21.....	3 45 2 60
Nos. 22 to 24.....	3 55 2 70
Nos. 25 to 26.....	3 70 2 80
No. 27.....	3 80 2 90
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.	
SAND PAPER	
List acct. 19, '86.....	dis 50
SASH WEIGHTS	
Solid Eyes.....	per ton 20 00
TRAPS	
Steel, Game.....	60&10
Oneida Community, Newhouse's.....	50
Oneida Community, Hawley & Norton's 70&10&10	
Mouse, choker.....	per doz 15
Mouse, delusion.....	per doz 1 25
WIRE	
Bright Market.....	75
Annealed Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 25
Barbed Fence, painted.....	1 90
HORSE NAILS	
Au Sable.....	dis 40&10
Putnam.....	dis 5
Northwestern.....	dis 10&10
WRENCHES	
Baxter's Adjustable, nickeled.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	80
Coe's Patent, malleable.....	80
MISCELLANEOUS	
Bird Cages.....	50
Pumps, Cistern.....	80
Screws, New List.....	25
Castors, Bed and Plate.....	50&10&10
Dampers, American.....	40&10
METALS—Zinc	
600 pound casks.....	6 1/2
Per pound.....	6 1/2
SOLDER	
1/2@1/2.....	12 1/2
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
TIN—Melyn Grade	
10x14 IC, Charcoal.....	\$ 5 25
14x20 IC, Charcoal.....	5 25
20x28 IC, Charcoal.....	6 25
14x20 IX, Charcoal.....	6 25
Each additional X on this grade, \$1.75.	
TIN—Allaway Grade	
10x14 IC, Charcoal.....	5 00
14x20 IC, Charcoal.....	5 00
10x14 IX, Charcoal.....	6 00
14x20 IX, Charcoal.....	6 00
Each additional X on this grade, \$1.50.	
ROOFING PLATES	
14x20 IC, Charcoal, Dean.....	5 00
14x20 IX, Charcoal, Dean.....	6 00
20x28 IC, Charcoal, Dean.....	10 00
14x20 IC, Charcoal, Allaway Grade.....	4 50
14x20 IX, Charcoal, Allaway Grade.....	5 50
20x28 IC, Charcoal, Allaway Grade.....	9 00
20x28 IX, Charcoal, Allaway Grade.....	11 00
BOILER SIZE TIN PLATE	
14x56 IX, for No. 8 Boilers, per pound.....	9
14x56 IX, for No. 9 Boilers, per pound.....	

## TINWARE.

We carry a full stock of  
Pieced and Stamped Tinware.

WM. BRUMMELER & SONS

Manufacturers and Jobbers of TINWARE.

Dealers in Rags, Rubbers, Metals, etc.

260 S. Ionia St.

Grand Rapids, Mich.



## Getting the People

### Property Rights in Advertising Cuts.

Are there any? If advertising cuts cannot be copyrighted, as such, does the law recognize any right in them which it will protect? The Supreme Court of Pennsylvania seems to furnish a favorable answer in its comparatively recent decision of the case of Shaw vs. Pilling, 34 Atl. Rep. 446. This was an action brought to recover for the infringement of a trade-mark. The parties sued not only used the name which the other had adopted, but also the exact pictorial representation of the article itself. It was not an accidental resemblance, but an admittedly intentional copy, the excuse offered therefor being that the parties supposed the name was a merely descriptive one, which they might use, and, as to the picture, that there was a custom of the trade for dealers to "borrow" each others' cuts for advertising purposes. This, the court says, may have been entirely true, and what the parties did they may have done ignorantly and innocently; but their acts were susceptible of a different interpretation, and it was for the jury to say what was their true intention. The judge could not have taken this question from them, nor could he have instructed them, says the Supreme Court, that such a custom, if proved, would be a defense. No custom of other people, even in the same trade, it declares, can excuse one man's taking another's property without his consent. Here the court seems to recognize property rights in advertising cuts. What remains is to show damages by their invasion. And in this case the court further holds that it was proper for the plaintiff to give evidence of the falling off of his custom concurrently with the defendant's beginning to use the trade-mark. The same rule ought to apply as well where the complaint is a wrongful appropriation of an advertising cut, not strictly speaking a trade-mark. The logic of this decision is clear.

### Grasping Chances.

Richard Wallace in Printers' Ink.

One of the greatest gifts in the art and practice of advertising is that mental activity which is quick to grasp opportunities and rapid in availing one's self of them. There are always chances floating by on the ocean of life, grand opportunities for making a distinct and individual hit in one's own business, and while all may be said to be keeping their eyes open for them, there are few who "take them at the flood" and utilize them for their own commercial benefit. The multitude miss the chances until they have passed. The up-to-date advertiser should be a close student of current events. He should be particularly well read in "news," and have a good discernment and discrimination as to probable occurrences following present facts. He must look at everything that is occupying the public mind, from an advertising standpoint. He should turn and twist every popular whim to his own advantage. He should not only keep abreast of the times, but in advance of them if he can do so. Every local happening or event of national importance should be pressed into his advertising service, and the more appropriate the application of the subject the more admired will the ad be.

It requires keen penetration to detect the advertising possibilities of a startling piece of news, for instance. The ability to seize upon the vital point and the skill to adapt it for personal use are rare qualities among ordinary advertising men. A good advertisement, like a witty saying, depends on the element of surprise for its success. To win the spontaneous applause and admiration of the people, a clever application of some popular topic to one's own business is all that is needed, but

few succeed in doing this to any marked degree.

Sometimes the trend of public events will make golden opportunities for the advertiser if he could only see and utilize them, but many such bright chances are thrown away because he is lacking in the necessary perceptive qualities.

### Cigarette and Tobacco Advertising.

H. D. Morrison in Printers' Ink.

The bitter competition started among certain leviathans of the tobacco trade has been a potent factor in the increased output of prepared tobacco. The circle of competitors has, of course, enlarged, taking in, as a natural consequence, all those whose pocketbooks were hurt, and it may now be said that there are two distinct factions represented—one struggling for supremacy, the other for existence. Naturally, one of the greatest factors used in this struggle for publicity and profit has been advertising, and considerable of the spectacular sort has been indulged in. Tobacco men, as a rule, long for immediate returns, and spend sometimes more freely than wisely in attempts to secure it. The "immediate-returns" longing, of course, is not confined to tobacco men, but it reaches magnificent proportions with them. Following the lead, but not copying the careful, conservative method of one large firm engaged in the cigarette industry, which made a most marked success through its unusual plan of sample distribution, millions upon millions of sample cigarettes during the past twelve months have been scattered broadcast by other firms, and, for all practical purposes, wasted.

Indeed, in every kind of tobacco advertising there seems to have been, with but few exceptions, a marked dearth of anything but wasteful ideas conceived and followed.

The coupon craze reached its zenith in this line of business—and, at its best, was but a profitless luxury.

Few cigars are happily advertised. The mediums for profitable advertising are so very, very limited—and the public so well, to put it bluntly—ignorant. A name—an attractive box—the shape of a cigar—the color of the wrapper—a dealer's insistence—almost anything but quality. Some names are very well known, but to the mass a cheap cigar from a costly brand box would have the proper quality, and possibly one patron in one hundred knows the difference between a domestic and an imported cigar. The majority judge their smoke by the price they pay for it, or the price supposed to have been paid for it, if a gift.

The retailer must be carefully considered in all advertising looking toward the success of any brand of cigar or anything else not sold to customers in the original package. In a measure, but not to so considerable an extent, he also figures in the sale of cigarettes and smoking and chewing tobacco, and because of it the amount of money credited to advertising—which goes merely as pap to the dealer, in gifts, premiums and even cash—is absolutely immense.

In smoking and chewing tobacco the regular stereotyped methods for advertising have made good showing, and offer, in my opinion, broad possibilities, an example of which was shown in some very clever work which has been done of late in the advertising of chewing tobacco.

The public is most fickle and most uncertain. A style of advertising that would do for cigars would not do for cigarettes, or chewing and smoking tobacco, and vice versa. In fact, each year seems to bring demands for new methods. This always seems odd to outside advertising men, but it is so. To my way of thinking, many tobacco men make the mistake, first, of not realizing the effectiveness of dignified advertising for superior goods, and, second, of wanting too much too quickly.

Tobacco advertising seems to be trending toward two mediums, viz., newspapers and schemes to get at the consumer. Both are effective according to how, when and where used.

If you want a GOOD Cracker ask your grocer for

**CHRISTENSON'S XXX BUTTER**  
**CHRISTENSON BAKING CO.**

Manufacturers of Crackers  
and Sweet Goods.....

GRAND RAPIDS,  
MICH.

TRY HANSELMAN'S

**Fine Chocolates and Bon Bons**

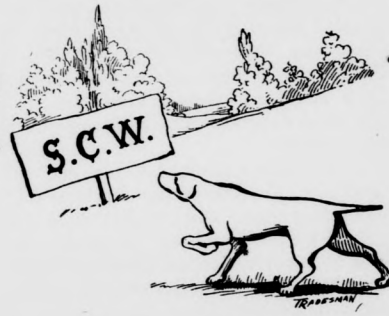
Goods which are sure to please. Once used always used. Sold by  
all dealers. Also fruits, nuts and fireworks.

**HANSELMAN CANDY CO.,**

KALAMAZOO, MICH.

Will you allow us to give you

**A POINTER**



The S. C. W. is the only nickel cigar. Sold by all jobbers traveling from Grand Rapids. We do not claim this cigar to be better than any 10 cent cigar made, but we do claim it to be as good as any 5 cent cigar that is sold for a nickel.

Parisian Flour

**Parisian Flour**

**Lemon & Wheeler Company,**

SOLE AGENTS.

**Parisian Flour**

Parisian Flour

**USE SOAP**

**ATLAS**



**SOAP**

Is what you should  
advise your customers.  
People who have  
used it say it is the BEST.

**LAUREL FLOUR**

Once Tried—Always used

Laurel is meeting with the success we predicted for it. Those who are using it say it is the best Spring wheat flour they have ever had. Those who are not can be easily convinced if they will give it a trial. We are exclusive agents.

**WORDEN GROCER CO.,**  
GRAND RAPIDS, MICH.



## Commercial Travelers

### Michigan Knights of the Grip.

President, S. E. SYMONS, Saginaw; Secretary, GEO. F. OWEN, Grand Rapids; Treasurer, J. J. FROST, Lansing.

**Michigan Commercial Travelers' Association.**  
President, J. F. COOPER, Detroit; Secretary and Treasurer, D. MORRIS, Detroit.

**United Commercial Travelers of Michigan.**  
Chancellor, H. U. MARKS, Detroit; Secretary, EDWIN HUDSON, Flint; Treasurer, GEO. A. REYNOLDS, Saginaw.

### Michigan Division, T. P. A.

President, GEO. F. OWEN, Grand Rapids; Secretary and Treasurer, JAS. B. MCINNES, Grand Rapids.

### Gripsack Brigade.

Too much politics is always bad for business.

There is room for all conscientious workers on the road.

If you have the blues, keep 'em to yourself. Your trade don't want 'em.

The Salvation Army of commerce—the traveling salesmen of the country.

There are lots of people made great by the dollars of their daddies. These are the people that are born great.

It is a herculean task, in these days of keen competition, to secure customers and it is still more difficult to hold them.

It is the commercial traveler's business to nurse his customers and if he treats them right he will soon control a healthy trade.

The commercial traveler speaks from experience and without prejudice, and hence his judgment carries its weight with his trade.

In nearly every case where a salesman talks shop he feels that he is not a success, and imagines every one knows it, but hopes to remove this idea by loud talk of his sales. The shop talker is about the most tiresome fellow one meets on the road.

The intelligent newspaper man realizes that the commercial traveler stands shoulder to shoulder with him in his daily work, devoted to the education of the people and the development of the grand commercial and industrial resources of this great country.

B. E. Grainger, who has represented the Ball-Barnhart-Putman Co. along the line of the Kalamazoo division of the Lake Shore Railway, is succeeded by Chas. P. Reynolds, who was formerly engaged in the grocery business at 1262 South Division street, corner of Burton avenue.

The men who are now traveling through the State report trade everywhere as disposed to follow the hand-to-mouth policy, that is, buying, but buying lightly, although stocks are low on seasonable goods. This is probably a very good policy in its way if combined with judicious foresight, instead of being carried too far.

Pitch readily and willingly into your work and your firm will appreciate your every effort, while the "high-toned" commercial traveler who quibbles about what is and what is not his place to do will get the cold shoulder. By taking an interest in your employer's success you let him know that he may place reliance on your acts.

A. D. Baker and P. F. Delahunt, accompanied by their wives, left Monday for Detroit, whence they board the India, of the Anchor line, for Buffalo, where they expected to arrive this morning. Mr. and Mrs. Delahunt will proceed to Cuba, N. Y., where they will remain a couple of weeks with friends. Mr. and Mrs. Baker will remain a few days with friends at Niagara Falls and then proceed to Rochester, where they will complete their summer vacation.

### SUCCESSFUL SALESMEN.

Mrs. Wm. R. Allen, Representing E. W. Gillett in Michigan.

Emma Liquori Nabb was born at Lawrenceville, Ill., Nov. 19, 1854, her grandparents being English on her father's side and French on her mother's side. She resided at Lawrenceville until the death of her father, which occurred in 1865, when the family removed to Vincennes, Ind., and she was placed in the Catholic school known as St. Mary's of the Woods, near Terre Haute, whence she graduated at the age of 16. For the next four or five years she taught in the grammar grade and ward schools of the public schools of Vincennes, when she spent a year in charge of special classes in penmanship and elocution at Gallia Academy, at Gallipolis, Ohio. At this time she was attracted to Chicago by the alluring inducements held out to stenographers,



but finding, later on, that the business was not so lucrative as she had expected, she accepted a position offered her by J. M. Hill, of the National Weekly, as special writer and advertising and subscription solicitor. She subsequently followed the avocation of book-keeper for several years, being one year in the employ of Shourds & Storey and three years in the employ of R. W. Buchanan. It was during this time that she met her husband, Wm. R. Allen, who, at that time, was an expert accountant for the Remington Sewing Machine & Fire Arms Co., their marriage occurring on Dec. 22, 1878. With the exception of a year at Salamanca, N. Y., and one and a half years at Racine, Wis., they have resided in Chicago ever since. Their removal to Salamanca was to enable them to engage in the manufacturing business, which was unsuccessful. During the time they resided at Racine, Mrs. Allen was regularly employed on the staff of the Racine Journal and acted as resident correspondent for the Chicago Times, in which capacity she won the signal distinction of receiving the commendation of the late Wilbur F. Story, who, at that time, was the uncrowned king of Chicago journalism.

Mr. and Mrs. Allen then entered the employ of Geo. A. Misch, manufacturer of art glass, Mrs. Allen taking the position of assistant book-keeper and occasionally representing the house on the road for the purpose of securing special orders. Finding the avocation of traveling salesman far from distasteful, she decided to enter regularly upon the career of road representative, despite the opposition of her relatives and the advice of her friends, and three years ago she engaged to represent the Chicago house of Jos. Burnett & Co. in Minnesota and Wisconsin, and a year

later engaged to travel for the Price Flavoring Extract Co. in Illinois. In March of this year she changed to E. W. Gillett, taking the trade of Michigan as her territory. After her first trip in her new field, she asserted that she found the Michigan grocery trade possessed of higher average intelligence and courtesy than the trade of other states in which she had traveled, and expressed her determination to stay by the trade of Michigan as long as it stayed by her. She has come to be a familiar figure with both the wholesale and retail grocery trade, covering the former in the cities and the latter in the smaller towns.

Mrs. Allen is a member of the Belden Avenue Presbyterian church, Chicago, in which her husband is an elder, and in the Sunday school of which she taught a young men's bible class until a year ago. Her family includes her mother and an adopted daughter, now nearly 13 years of age, whom she is educating as a musician.

Mrs. Allen attributes her success to the readiness of the trade to "recognize the efforts of an honest woman to earn an honest living in an honest way." She started out on the assumption that a woman can travel on the road and still retain her self-respect and womanly dignity, and three years' experience has served to deeply ground her belief in this theory. In proof of the statement that a woman can travel alone in these days without fear of insult or injury, Mrs. Allen is pleased to acknowledge that she has yet to meet the first unpleasant experience, either from the trade or from her fraters on the road.

Sincere in statement, vivacious in conversation, with a fund of anecdote always on tap, respectful in address, persistent in accomplishing the work she undertakes, Mrs. Allen certainly has reason to regard her record as a salesman with pride and her future with composure.

The Dodge Club cigar is sold by F. E. Bushman, Kalamazoo.

### No Advanced Prices on Tinware from Leonard's.

The attention of the trade is called to the strong combination of all tinware manufacturers, and to the usual advance in price, which is, of course, the object of all such combinations. In this connection Messrs. H. Leonard & Sons of this city formally announce that, owing to their orders being placed several months ago in anticipation of such a probable combination, they are receiving large shipments of **Stamped and Pieced Tinware** at the lowest prices ever made on these staple goods.

In consequence of this they will not advance their prices at the present time, and they invite the attention of all dealers to their quotations in this line. Should their catalogue not be at hand they will send one on request to regular dealers only.

**MICHAEL KOLB & SON,**  
Wholesale Clothing Manufacturers,  
ROCHESTER, N. Y.

Mail orders promptly attended to or write our representative, **WILLIAM CONNOR**, of Marshall, Mich., to call upon you and you will see a complete line for all sizes and ages or meet him at Sweet's Hotel, Grand Rapids. He will be there from Thursday, July 30th, to Thursday, Aug. 6th. Customers' expenses allowed.

## COMMERCIAL HOUSE

Iron Mountain, Mich.  
Lighted by Electricity. Heated by Steam.  
All modern conveniences.  
**\$2 PER DAY.**  
IRA A. BEAN, Prop.

## HOTEL BURKE

G. R. & I. Eating House.  
**CADILLAC, MICH.**  
All modern conveniences.  
C. BURKE, Prop. W. O. HOLDEN, Mgr.

### Cutler House in New Hands.

H. D. and F. H. Irish, formerly landlords at the New Livingston Hotel, at Grand Rapids, have leased the Cutler House, at Grand Haven, where they bespeak the cordial co-operation and support of the traveling public. They will conduct the Cutler House as a strictly first-class house, giving every detail painstaking attention.

PUREST 10 CENTS BEST  
GREEN SEAL  
SELL THESE  
**CIGARS**  
and give customers good satisfaction.



## CLIFTON HOUSE

Michigan' Popular Hotel.  
Remodeled and Refitted Throughout.  
Cor. Monroe and Wabash Aves.,  
**CHICAGO.**

Moderate rates and special attention to Detroit and Michigan guests. Located one block from the business center. Come and see us.

**GEO. CUMMINGS HOTEL CO.,**  
Geo. Cummings, Pres.  
Geo. Cummings is an Honorary member of the Michigan Knights of the Grip.

**BLANK BOOKS**  
**INKS**  
**MUCILAGE**  
**STEEL PENS**  
And all Office Supplies.  
**Lyon, Beecher & Kymer,**  
Successors to EATON, LYON & CO.  
20 and 22 Monroe St.  
**GRAND RAPIDS.**



## Drugs==Chemicals

### STATE BOARD OF PHARMACY.

One Year—C. A. BUGBEE, Traverse City  
Two Years—S. E. PARKILL, Owosso  
Three Years—F. W. R. PERRY, Detroit  
Four Years—A. C. SCHUMACHER, Ann Arbor  
Five Years—GEO. GUNDRUM, Ionia  
President, C. A. BUGBEE, Traverse City.  
Secretary, F. W. R. PERRY, Detroit.  
Treasurer, GEO. GUNDRUM, Ionia.  
Coming Meetings—Marquette, Aug. 7 and 8.  
Lansing, November 4 and 5.

### MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

President, GEO. J. WARD, St. Clair.  
Vice-Presidents: S. P. WHITMARSH, Palmyra;  
G. C. PHILLIPS, Armada.  
Secretary, B. SCHROEDER, Grand Rapids.  
Treasurer, Wm. DUPONT, Detroit.  
Executive Committee—F. J. WUBZBURG, Grand Rapids; F. D. STEVENS, Detroit; H. G. COLMAN, Kalamazoo; E. T. WEBB, Jackson; D. M. RUSSELL, Grand Rapids.

### The Drug Market.

Acetanilid—No change in prices, and small demand.

Acids—Salicylic, small and unimportant demand has resulted in unsettled and irregular prices. Tartaric has declined, as the result of competition. Oxalic, jobbing request is limited, values being 7¼@7½c according to quantity. The market is quiet but fairly steady in regard to other descriptions.

Alcohol—The market is without special feature, moderate quantities of grain moving fairly at reduced prices. Good demand for wood.

Arsenic—Demand quiet but the feeling is firm, owing to continued foreign demand.

Balsams—Good demand for consumption has resulted in strong prices for all varieties. Peru is still dull but demand is fair. Only small demand from consumers for Canada fir.

Barium, Nitrate—As stocks are light, the market is firm. Good demand for small lots.

Beans—Mexican stock in first hands is held at extreme figures, and there is a good demand for consumption of all varieties of vanilla. Tonka are quiet, there being no new features. Angostura, prices only nominal for new crop.

Caffeine—Movement only of a jobbing character, with market quiet and values nominal.

Cassia Buds—Are in good request and a firm feeling prevails.

Cocaine, Murate—Limited inquiry and no particular change in prices since last week.

Cod Liver Oil—Primary markets exhibit marked improvement and holders here report business good so far as desirable grades are concerned.

Cream Tartar—Fresh competition has resulted in an unsettled feeling. Manufacturers have reduced quotations.

Cubeb Berries—Market dull and quotations are characterized as barely steady.

Cuttle Fish Bone—Moves somewhat freely as to jobbing orders. Market steady.

Essential Oils—Anise is weak, the light demand being, in part, due to lower offerings from primary markets. Spot quotations on cajeput have been advanced. The stronger feeling is in consequence of higher lay down cost from the East Indies. No further change in citronella and values are nominally steady. Clove is lower.

Flowers—Good demand for German chamomile. Only small sales reported in American saffron. Arnica, unsettled and nominal.

Gums—Of the bicycle variety seem to be in first-class demand by fourth or fifth-class wheelers. If one may judge

from observation, prices are not likely to receive a black eye for lack of home consumption, the disgusting habit showing no indications of "slumping off." Asafoetida, as well, is finding quite a good consuming outlet. Camphor is somewhat steadier, the demand being fairly good. Kino is active for the season. Gamboge is weaker, prices having been reduced.

Leaves—Fair jobbing request for short buchu—steady. Holders of senna maintain firm views, although the market is somewhat quiet. No noteworthy features for other descriptions.

Lycopodium—Demand active, in spite of the fact that stocks are large and that prices are not advancing.

Manna—Market quiet with no change in quotations.

Opium—Values show an advance since last week, both here and in primary markets, there being quite a better feeling—possibly owing to the increase in the suicidal mania, though some are disposed to doubt this as the true reason, rather regarding the increased consumption as merely a spasmodic flurry, to be quickly followed by a reaction.

Roots—The firmer market for ipecac, indicated by cable advices from London, has made no special change in prices this side the Pond, and the demand is not heavy. Jamaica ginger, supply is light.

Seeds—Not much consuming demand for Italian anise, there being an easier feeling. The different grades of canary are moving in a jobbing way only, there being no quotable change in values. Cummin is fairly steady, the request being limited. Italian fennel, slow demand, prices a shadow lower. German rape, steady, call being for only small parcels. Celery easier, demand being but small for this season of the year.

Spermaceti—Nothing more doing, quotations same but somewhat nominal—such is the state of the market.

Sponges—Small demand, spot market quiet, but there seems to be quite a steady feeling on the part of holders, prices remaining about the same for desirable grades. Primary markets report nothing new.

Sugar of Milk—No change, market irregular.

Strontia, Nitrate—A good seasonable demand continues. Very light available spot stock, the market retaining a firm undertone.

### The Value of Talk.

Chas. Paddock in Printers' Ink.

In estimating the value of newspaper and magazine advertising, it is well to take into consideration one of its most important results, and that is talk. The ad that provokes favorable public comment has, of necessity, a greater value than the ad which lacks that power. When you are asked by several people if you have seen So-and-So's advertising, and hear it creditably criticised, you may rely upon it that the advertiser is getting his money's worth and that he has made a distinct hit.

Creating popular talk is, in fact, the great secret of successful advertising. It is not sufficient that your ad shall be well written and well set. Unless it is odd enough, striking enough, convincing enough to excite talk, to make people speak to their friends about it and point to it as a "good thing," it will not have that wide-spread, far-reaching influence which some of the best modern advertisements enjoy.

The easiest way to create talk among the fair sex is to advertise goods that appeal most particularly to ladies, at "bargain" prices. A certain quality being understood, let a low figure be put upon the articles, and you have im-

mediately let loose the feminine tongue. Mrs. Jones tells Mrs. Smith that Stacy's is offering \$1.25 silks at 79c, and Mrs. Smith tells Mrs. Robinson, and when Mrs. Robinson calls on Mrs. Brown that afternoon the shopping news is repeated again, and so it goes on from one gossiping center to another. The original ad in the paper is like a stone thrown in a pool of water—it causes gradually increasing ripples all around until the entire pond is influenced by the agitation. The talk, once started, spreads rapidly, and the first value of the ad is increased a hundredfold.

But how many ads are there written having the power to cause such talk? They are certainly few and far between, and the reason for this is not far to seek. The value of talk is not properly appreciated. Announcements are not prepared with the ulterior motive of creating popular comment. The reader only is considered, not the talker. Impressions are not made deep enough. The eye is captured, the attention drawn, but no special interest is created, and the ad is forgotten as soon as read. It is essentially ephemeral in its character, and is really not worth talking about. Consequently it has the fate of

all things that are common—its individuality is lost.

It is almost as easy to make men talk about an advertisement as to interest the ladies in it. Americans appreciate novelty of style and diction, and they are truly the greatest admirers of good advertising in the world. Cater to the current popular taste when designing and preparing your ad, and you are almost certain to succeed in pleasing the people, and that in itself will cause talk, which cannot fail to find for you many more customers than you would otherwise have.

### Illustrated Advertising.

Drop a postal card to the Michigan Tradesman for a catalogue of many new and attractive cuts of different sizes which can be used in your advertising displays and obtained at very small expense.

The Dodge Club cigar is sold by F. E. Bushman, Kalamazoo.

## PECK'S HEADACHE..... POWDERS

Pay the Best Profit Order from your Jobber

## Druggists' Profits!

### CONGDON'S

### Cider Saver and Fruit Preservative

Guarantees to save Fruits and Cider sweet and pure flavored. Largest Cider Mills in the world endorse it. Leading Jobbers have it.

Send for circulars to manufacturers, J. L. CONGDON & CO., Pentwater, Mich.

## SMOKE THE HAZEL

50 CIGAR

Hand made long Havana filler. Send me a trial order. Manufactured by

WM. TEGGE, DETROIT, MICH.

## WE CREATE THE DEMAND

This ad. below will run in all the leading State papers.



Pays the Druggist a Handsome Profit.

Order of your Jobber.

### The Etiquette of Gum Chewing.

More properly speaking there are certain rules, not etiquette as some would have it, to be observed in abstracting the sweetness and reducing the obstinacy of a stick of gum. In the first place one should have an object in view. It is more than probable that chewing gum merely to keep the jaws in operation will not produce any marked benefits. If one is troubled with disordered stomach, however, the right kind of gum will not only correct the trouble, but keep the breath from becoming offensive. There is but one gum made that is really meritorious as a medicinal gum, and that is Farnam's Celery & Pepsin. Mr. J. F. Farnam of Kalamazoo, Mich., is the most extensive grower of celery in the world, and his knowledge of that toothsome plant has been turned to account in the form of the pure essence of celery which he has incorporated with pure pepsin into chewing gum. Celery is a splendid nerve remedy and pepsin is equally valuable for stomach disorders. To use this gum regularly after meals there can be no question as to the ultimate recovery from indigestion or any other form of stomach trouble. Druggists and dealers generally are finding a ready demand. The trade is supplied by all good jobbers.

## Batavia Crushed Fruits and Fruit Juices

the best in the world, guaranteed

ABSOLUTELY PURE.

Write for price list to

Sprague, Warner & Co., CHICAGO, ILL.,

Sole Agents for the United States.



### Advanced—Opium.

**Declined**—Salicylic Acid, Tartaric Acid, Cream Tartar, Linseed Oil, Alcohol, Oil Anise, Oil Cinnamon, Oil Cloves.

Morphia, S.P. & W.	1 65¢	1 90	Sinapis	②	18	Linseed, boiled	38	43
Morphia, S.N.Y.Q. & C. Co.	1 55¢	1 80	Sinapis, opt.	③	30	Neatsfoot, winter str	65	70
Moschus Canton.	②	40	Snuff, Maccaboy, De Voës.	③	34	Spirits Turpentine.	33	40
Myristica, No. 1.	65¢	80	Snuff, Scotch, DeVo's	③	34	<b>Paints</b>	<b>BBL.</b>	<b>LB.</b>
Nux Vomica...po.20	②	10	Soda Boras	7	10	Red Venetian.	13½	2 ②
Os Sepia	15¢	18	Soda Boras, po.	7	10	Ochre, yellow Mars.	13½	2 ②
Pepsin Saac, H. & P.	②	1 00	Soda et Potass Tart.	26¢	28	Ochre, yellow Ber.	13½	2 ②
Picis Liq. N.Y. ½ gal. doz.	②	2 00	Soda, Carb.	1½¢	2	Putty, commercial.	2½	2½ ②
Picis Liq. quart.	②	1 00	Soda, Bi-Carb.	3½¢	5	Putty, strictly pure	2½	2½ ②
Picis Liq., pints.	②	85	Soda, Sulphas	③	2	Vermillon, Prime American.	13¢	15
Pil Hydrarg...po. 80	②	50	Spts. Cologne.	③	2 60	Vermillon, English.	70¢	75
Piper Nigra...po. 22	②	18	Spts. Ether Co.	50¢	55	Green, Paris.	15	24
Piper Alba...po. 35	②	30	Spts. Myrcia Dom.	②	2 00	Green, Peninsular.	13¢	16
Plix Burgun.	②	7	Spts. Vini Rect. bbl.	②	2 41	Lead, Red.	5¼	5¼ ②
Plumbi Acet.	10¢	12	Spts. Vini Rect. 5 bbl	②	2 46	Lead, white.	5¼	5¼ ②
Pulvis Ipecac et Opli	1 10¢	1 20	Spts. Vini Rect. 10gal	②	2 49	Whiting, white Span	②	70
Pyrethrum, boxes H. & P. D. Co., doz.	②	1 25	Spts. Vini Rect. 5gal	②	2 51	Whiting, gliders.	②	90
Pyrethrum, pv.	27¢	30	Less 5c gal. cash 10 days.			White, Paris Amer.	②	1 00
Quassia.	8¢	10	Stychnia, Crystal.	1 40¢	1 45	Whiting, Paris Eng.	②	1 10
Quinia, S. P. & W.	37¢	42	Sulphur, Subl.	2½¢	3	cliff	②	1 40
Quinia, S. German.	30¢	40	Sulphur, Roll.	2¢	2½	Universal Prepared.	1 00¢	1 15
Quinia, N.Y.	35¢	40	Tamarinds	8¢	10			
Rubia Tinctorum	12¢	14	Terebenth Venice.	28¢	30			
Saccharum Lactis pv	24¢	26	Terebroma.	42¢	45			
Sanguis	3 00¢	3 10	Vanilla	9 00¢	16 00			
Salangin Draconis.	40¢	50	Zinci Sulph.	7¢	8			
Sapo, W.	12¢	14	<b>Oils</b>					
Sapo, M.	10¢	12	Whale, winter.	BBL.	GAL.			
Sapo, G.	②	15	Lard, extra.	70	70			
Siedltz Mixture.	30	22	Lard, No. 1.	40	43			
			Linseed, pure raw.	36	41			

Paint your buildings with

# Prepared Paint

Made by A. M. DEAN,

306 N. BURDICK ST., KALAMAZOO, Mich.

Write for samples and pr. ces.

It is the most durable

paint made

Paint your buildings with  
**Prepared Paint**  
Made by A. M. DEAN,  
306 N. BURDICK ST., KALAMAZOO, Mich.  
Write for samples and prices.  
It is the most durable  
paint made.

# HAZELTINE & PERKINS DRUG CO.

## Importers and Jobbers of

# DRUGS

## Chemicals and Patent Medicines

Dealers in

# Paints, Oils and Varnishes

Full line of staple druggists' sundries.  
We are sole proprietors of Weatherly's Michigan Catarrh Remedy.  
We have in stock and offer a full line of **Whiskies, Brandies, Gins, Wines, and Rums.**  
We sell Liquors for medicinal purposes only.  
We give our personal attention to mail orders and guarantee satisfaction.  
All orders shipped and invoiced the same day we receive them. Send a trial order.

**HAZELTINE & PERKINS DRUG CO.**  
GRAND RAPIDS.



# GROCERY PRICE CURRENT.

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

AXLE GREASE.	
Aurora.....	doz. gross 6 00
Castor Oil.....	doz. gross 7 00
Diamond.....	doz. gross 5 50
Frazer's.....	doz. gross 9 00
IXL Golden, tin boxes	75 9 00
Mica.....	doz. gross 8 00
Paragon.....	doz. gross 5 50

BAKING POWDER.	
Absolute.	
1/4 lb cans doz.....	45
1/2 lb cans doz.....	85
1 lb cans doz.....	1 50
Acme.	
1/4 lb cans doz.....	45
1/2 lb cans doz.....	75
1 lb cans doz.....	1 00
Bulk.....	10
Dwight's.	
1 lb cans per doz.....	1 50
JaXon.	
1/4 lb cans 4 doz case.....	45
1/2 lb cans 4 doz case.....	85
1 lb cans 2 doz case.....	1 00
Home.	
1/4 lb cans 4 doz case.....	35
1/2 lb cans 4 doz case.....	55
1 lb cans 2 doz case.....	90
Our Leader.	
1/4 lb cans.....	45
1/2 lb cans.....	75
1 lb cans.....	1 50

BATH BRICK.	
American.....	70
English.....	80

BLUING.	
CONDENSED PEARL BLUING	
1 doz. Counter Boxes.....	40
12 doz. Cases, per gro.....	4 50

BROOMS.	
No. 1 Carpet.....	2 00
No. 2 Carpet.....	1 65
No. 3 Carpet.....	1 50
No. 4 Carpet.....	1 20
Parlor Gem.....	2 00
Common Whisk.....	85
Fancy Whisk.....	1 00
Warehouse.....	2 25

CANDLES.	
Hotel 40 lb boxes.....	9 1/2
Star 40 lb boxes.....	8 1/2
Paraffine.....	9

CANNED GOODS.	
Manitowoc Peas.	
Lakeside Marrowfat.....	1 00
Lakeside E. J.....	1 30
Lakeside, Cham. of Eng.....	1 40
Lakeside, Gem, Ex. Sifted.....	1 65

CATSUP.	
Columbia, pints.....	4 25
Columbia, 1/2 pints.....	2 50

CHEESE.	
Amboy.....	@ 8
Acme.....	@ 8
Elsie.....	@ 8
Gold Medal.....	@ 8
Ideal.....	@ 8
Jersey.....	@ 8 1/4
Lenawee.....	@ 8
Riverside.....	@ 8
Sparta.....	@ 8
Brick.....	@ 10
Edam.....	@ 10
Leiden.....	@ 20
Limburger.....	@ 15
Pineapple.....	@ 20
Sap Sago.....	@ 18

Chicory.	
Bulk.....	5
Red.....	7

CHOCOLATE.	
Walter Baker & Co.'s.	
German Sweet.....	22
Premium.....	31
Breakfast Cocoa.....	42

CLOTHES LINES.	
Cotton, 40 ft. per doz.....	1 00
Cotton, 50 ft. per doz.....	1 20
Cotton, 60 ft. per doz.....	1 40
Cotton, 70 ft. per doz.....	1 60
Cotton, 80 ft. per doz.....	1 80
Jute, 60 ft. per doz.....	80
Jute, 72 ft. per doz.....	95

CLOTHES PINS.	
5 gross boxes.....	45

COCOA SHELLS.	
20 lb bags.....	2 1/4
Less quantity.....	3
Pound packages.....	4

CREAM TARTAR.	
Strictly Pure, wooden boxes.....	35
Strictly Pure, tin boxes.....	37
Tartarine.....	25

COFFEE.	
Green.	
Rio.	
Fair.....	18
Good.....	19
Prime.....	21
Golden.....	21
Peaberry.....	23

Santos.	
Fair.....	19
Good.....	20
Prime.....	22
Peaberry.....	23
Mexican and Guatemala.	
Fair.....	21
Good.....	22
Prime.....	24
Fancy.....	24

Maracaibo.	
Prime.....	23
Milled.....	24
Java.	
Interior.....	25
Private Growth.....	27
Mandehling.....	28
Mocha.	
Imitation.....	25
Arabian.....	28

Roasted.	
Quaker Mocha and Java.....	32
Toko Mocha and Java.....	28
State House Blend.....	25
Package.	
Arbuckle.....	21 30
Jersey.....	21 30

LION COFFEE	
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IN 1 lb. PACKAGES, WITHOUT GLAZING.  
16 Full Ounces Net.

Cases 100 lbs. Equality Price  
Cases 60 lbs. (less 2c per lb.)

Cabinets 120 lbs. Same Price.  
90c Extra for Cabinets.

McLaughlin's XXXX..... 21 30  
KOFFA-AID.



3 doz in case..... 5 35

Extract.

Valley City 1/4 gross..... 75  
Felix 1/4 gross..... 1 15  
Hummel's full 1/4 gross..... 85  
Hummel's tin 1/4 gross..... 1 43

CONDENSED MILK.  
4 doz. in case.



N. Y. Condensed Milk Co.'s brands.

Gail Borden Eagle..... 7 40  
Crown..... 6 25  
Daisy..... 5 75  
Champion..... 4 50  
Magnolia..... 4 25  
Dime..... 3 35



Peerless evaporated cream 5 75

COUPON BOOKS.	
"Tradesman."	
1 books, per 100.....	2 00
2 books, per 100.....	2 50
3 books, per 100.....	3 00
5 books, per 100.....	3 00
10 books, per 100.....	4 00
20 books, per 100.....	5 00

"Superior."	
1 books, per 100.....	2 50
2 books, per 100.....	3 00
3 books, per 100.....	3 50
5 books, per 100.....	4 00
10 books, per 100.....	5 00
20 books, per 100.....	6 00

"Universal."	
1 books, per 100.....	3 00
2 books, per 100.....	3 50
3 books, per 100.....	4 00
5 books, per 100.....	5 00
10 books, per 100.....	6 00
20 books, per 100.....	7 00

Above prices on coupon books are subject to the following quantity discounts:	
200 books or over.....	5 per cent
500 books or over.....	10 per cent
1000 books or over.....	20 per cent

Coupon Pass Books.

Can be made to represent any denomination from \$10 down.

20 books..... 1 00  
50 books..... 2 00  
100 books..... 3 00  
250 books..... 6 25  
500 books..... 10 00  
1000 books..... 17 50

Credit Checks.

500, any one denom'n..... 3 00  
1000, any one denom'n..... 5 00  
2000, any one denom'n..... 8 00  
Steel punch..... 75

DRIED FRUITS—DOMESTIC

Apples.

Sundried..... @ 3 1/4  
Evaporated 50 lb boxes..... @ 6 1/4

California Fruits.

Apricots..... 9 @ 11  
Blackberries..... 5 1/2 @  
Nectarines..... 5 1/2 @  
Peaches..... 5 @ 14  
Pears..... 8 1/2 @  
Pitted Cherries..... 8 1/2 @  
Prunelles..... 8 1/2 @  
Raspberries..... 8 1/2 @

California Prunes.

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

Raisins.

London Layers..... 1 10 @ 1 30  
Loose Muscatels 2 Crown..... 4 1/2  
Loose Muscatels 3 Crown..... 5  
Loose Muscatels 4 Crown..... 6

FOREIGN

Currants.

Patras bbls..... @ 3 1/4  
Vostizbas 50 lb cases..... @ 3 1/2  
Cleaned, bulk..... @ 5 1/4  
Cleaned, packages..... @ 5 1/4

Peel.

Citron Leghorn 25 lb bx..... @ 13  
Lemon Leghorn 25 lb bx..... @ 11  
Orange Leghorn 25 lb bx..... @ 12

Raisins.

Ondura 29 lb boxes..... @  
Sultana 1 Crown..... @ 2 1/4  
Sultana 5 Crown..... @ 2 1/2  
Valencia 30 lb boxes..... @

EGG PRESERVER.

Knox's, small size..... 4 80  
Knox's, large size..... 9 00

FARINACEOUS GOODS.	
Biscuitine.	
3 doz. in case, per doz.....	1 00
Farina.	
Bulk.....	3
Grits.	
Walsh-DeRoo Co.'s.....	2 00
Hominy.	
Barrels.....	3 25
Flake, 50 lb. drums.....	1 50
Lima Beans.	
Dried.....	4
Macaroni and Vermicelli.	
Domestic, 10 lb. box.....	60
Imported, 25 lb. box.....	2 50
Pearl Barley.	
Empire.....	2 1/2
Chester.....	1 1/2 @ 2
Peas.	
Green, bu.....	90
Split, per lb.....	2 1/2
Rolled Oats.	
Rolled Avena, bbl.....	2 80
Rolled Avena, 1/2 bbl.....	1 55
Monarch, bbl.....	2 55
Monarch, 1/2 bbl.....	1 40
Private brands, bbl.....	2 40
Private brands, 1/2 bbl.....	3 20
Quaker, cases.....	3 25
Oven Baked.....	2 25
Lakeside.....	2 25
Sago.	
German.....	4
East India.....	3 1/2
Wheat.	
Cracked, bulk.....	3
24 2 lb packages.....	2 40

Fish.	
Cod.	
Georges cured.....	@ 4
Georges genuine.....	@ 5
Georges selected.....	@ 6
Strips or bricks.....	6 @ 9
Halibut.	
Chunks.....	
Strips.....	
Herring.	
Holland white hoops keg.....	55
Holland white hoops bbl.....	6 50
Norwegian.....	
Round 100 lbs.....	2 30
Round 40 lbs.....	1 10
Sealed.....	10
Mackerel.	
No. 1 100 lbs.....	13 00
No. 1 40 lbs.....	5 50
No. 1 10 lbs.....	1 45
No. 2 100 lbs.....	8 00
No. 2 40 lbs.....	3 50
No. 2 10 lbs.....	95
Family 90 lbs.....	
Family 10 lbs.....	
Sardines.	
Russian kegs.....	55
No. 1, 100 lb. bales.....	10 1/4
No. 2, 100 lb. bales.....	8 1/4
Trout.	
No. 1 100 lbs.....	5 50
No. 1 40 lbs.....	2 50
No. 1 10 lbs.....	70
No. 1 8 lbs.....	59
Whitefish.	
No. 1 No. 2 Fam.....	
100 lbs.....	7 25 6 25 1 90
40 lbs.....	3 20 2 80 1 06
10 lbs.....	88 78 34
8 lbs.....	73 65 30

FLAVORING EXTRACTS.	
Jennings'.	
D. C. Vanilla.....	2 oz..... 1 20
2 oz.....	1 50
4 oz.....	2 00
6 oz.....	3 00
No. 8.....	4 00
No. 10.....	6 00
No. 2 T. 1.....	2 00
No. 3 T. 2.....	2 00
No. 4 T. 2.....	4 00
D. C. Lemon.....	
2 oz.....	75
3 oz.....	1 00
4 oz.....	1 40
6 oz.....	2 00
No. 8.....	2 40
No. 10.....	4 00
No. 2 T. 8.....	3 50
No. 3 T. 1.....	3 50
No. 4 T. 1.....	5 00

Souders'.	
Oval bottle, with corkscrew.	
Best in the world for the money.	
Regular Grade Lemon.	
2 oz.....	75
4 oz.....	1 50
Regular Vanilla.	
2 oz.....	1 20
4 oz.....	2 40
XX Grade Lemon.	
2 oz.....	1 50
4 oz.....	3 00
XX Grade Vanilla.	
2 oz.....	1 75
4 oz.....	3 50

FLY PAPER.	
Tanglefoot.	
"Regular" Size.....	
Less than one case, per box.....	32
One to five cases, per case.....	2 75
Five to ten cases, per case.....	2 65
Ten cases, per case.....	2 55
"Little" Tanglefoot.	
Less than one case, per box.....	13
One to ten cases, per case.....	1 45
Ten cases, per case.....	1 40

FURNITURE

Cleaner and Polish.

Henderson's "Diamond."

Half Pint..... 1 75  
Pint..... 3 50  
Quart..... 5 40  
Half Gallon..... 7 75  
Gallon..... 14 40

GELATINE.

Knox's sparkling..... 1 10  
Knox's acidulated..... 1 20

GUNPOWDER.

Rifle—Dupont's.

Kegs..... 4 00  
Half Kegs..... 2 25  
Quarter Kegs..... 1 25  
1 lb cans..... 30  
1/2 lb cans..... 18

Choke Bore—Dupont's.

Kegs..... 4 00  
Half Kegs..... 2 25  
Quarter Kegs..... 1 25  
1 lb cans..... 34  
1/2 lb cans..... 18

Eagle Duck—Dupont's.

Kegs..... 8 00  
Half Kegs..... 4 25  
Quarter Kegs..... 2 25  
1 lb cans..... 45

HERBS.

Sage..... 15  
Hops..... 15

INDIGO.

Madras,



## SALT.

## Diamond Crystal.

Cases, 24 3-lb boxes.....	1 60
Barrels, 100 3 lb bags.....	2 75
Barrels, 40 7 lb bags.....	2 50
Butter, 56 lb bags.....	65
Butter, 20 14 lb bags.....	3 00
Butter, 280 lb bbls.....	2 50

## Common Grades.

100 3 lb sacks.....	2 60
60 5 lb sacks.....	1 85
28 11 lb sacks.....	1 70

## Worcester.

50 4 lb. cartons.....	3 25
115 2 1/2 lb. sacks.....	4 00
60 5 lb. sacks.....	3 75
22 14 lb. sacks.....	3 50
30 10 lb. sacks.....	3 50
28 lb. linen sacks.....	32
56 lb. linen sacks.....	60
Bulk in barrels.....	2 50

## Warsaw.

56-lb dairy in drill bags.....	30
28-lb dairy in drill bags.....	15

## Ashton.

56-lb dairy in linen sacks.....	60
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## Higgins.

56-lb dairy in linen sacks.....	60
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## Solar Rock.

56-lb sacks.....	22
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## Common Fine.

Saginaw.....	68
Manistee.....	68

## SODA.

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

## STARCH.

64 10c packages.....	5 00
128 5c packages.....	5 00
32 10c and 64 5c packages.....	5 00

## Diamond.

64 10c packages.....	5 00
128 5c packages.....	5 00
32 10c and 64 5c packages.....	5 00

## Kingsford's Corn.

20 1-lb packages.....	6 1/2
40 1-lb packages.....	6 1/2

## Kingsford's Silver Gloss.

40 1-lb packages.....	6 1/2
40 1-lb boxes.....	7

## Common Corn.

20-lb boxes.....	5
40-lb boxes.....	4 1/2

## Common Gloss.

1-lb packages.....	4 1/2
3-lb packages.....	4 1/2
6-lb packages.....	5 1/2
40 and 50 lb boxes.....	2 1/2
Barrels.....	2 1/2

## SUMMER BEVERAGES.



## Wild Cherry Phosphate.

"Little Giant" case, 28 15c bot-	2 50
"Money Maker" case, 24 25c and	5 00
24 15c bottles.....	5 00

Free with above, Large Bot-

tle, Easel and Advertising Mat-

ter.

Concentrated Extract for Soda

Fountain, per gal..... 2 00

Root Beer Extract, 3 doz case,

\$2 25, per doz..... 75

Acid Phosphate, 8 oz., per

doz..... 2 00

Beef, Iron and Wine, pints, per

doz..... 3 00

## TOBACCOS.

## Cigars.

G. J. Johnson's brand



S. C. W..... 35 00

H. & P. Drug Co.'s brand.....

Quintette..... 35 00

Clark Grocery Co.'s brand.....

New Brick..... 35 00

Michigan Spice Co.'s brand.....

Absolute..... 35 00

## SOAP.

## Laundry.

Gowans & Sons' Brands.

Crow..... 3 10

German Family..... 2 15

American Grocer 100s..... 3 30

American Grocer 60s..... 2 75

Mystic White..... 3 80

Lotus..... 3 90

Oak Leaf..... 3 60

Old Style..... 3 20

Happy Day..... 3 10

Henry Passolt's brand.



Single box..... 3 00

5 box lots, delivered..... 2 95

10 box lots, delivered..... 2 85

25 box lots, delivered..... 2 75

## JAXON

Single box..... 3 00

5 box lots, delivered..... 2 95

10 box lots, delivered..... 2 85

Lautz Bros. & Co.'s brands.

Acme..... 3 25

Cotton Oil..... 5 75

Marseilles..... 4 00

Master..... 3 70

Jas. S. Kirk & Co.'s brands.

American Family, wrp'd..... 3 33

American Family, plain..... 3 27

Thompson & Chute's Brand.

Single box..... 3 00

5 box lot, delivered..... 2 95

10 box lot, delivered..... 2 85

25 box lot, delivered..... 2 75

Allen B. Wrisley's brands.

For special quotations on

Old Country ask traveling man.

Doll, 100 bars..... 2 50

Good Cheer 60 1-lb..... 3 90

## WOLVERINE

Single box, delivered..... 3 25

5 box lots, delivered..... 3 00

10 box lots, delivered..... 2 90

25 box lots, delivered..... 2 80

## Scouring.

Sapolio, kitchen, 3 doz..... 2 40

Sapolio, hand, 3 doz..... 2 40

## TABLE SAUCES.

Lea & Perrin's, large..... 4 75

Lea & Perrin's, small..... 2 75

Halford, large..... 3 75

Halford, small..... 2 25

Salad Dressing, large..... 4 55

Salad Dressing, small..... 2 65

## VINEGAR.

Leroux Cider..... 10

Robinson's Cider, 40 grain..... 10

Robinson's Cider, 50 grain..... 12

## SUGAR.

Below are given New York

prices on sugars, to which the

wholesale dealer adds the local

freight from New York to your

shipping point, giving you

credit on the invoice for the

amount of freight buyer pays

from the market in which he

purchases to his shipping point,

including 20 pounds for the

weight of the barrel.

Cut Leaf..... 5 37

Domino..... 5 25

Cubes..... 5 00

Powdered..... 5 00

XXXX Powdered..... 5 12

Mould A..... 5 00

Granulated in bbls..... 4 75

Granulated in bags..... 4 75

Fine Granulated..... 4 75

Extra Fine Granulated..... 4 87

Extra Coarse Granulated..... 4 87

Diamond Confection..... 4 75

Confection Standard A..... 4 62

No. 1..... 4 37

No. 2..... 4 37

No. 3..... 4 37

No. 4..... 4 37

No. 5..... 4 25

No. 6..... 4 18

No. 7..... 4 12

No. 8..... 4 06

No. 9..... 4 00

No. 10..... 4 00

No. 11..... 3 94

No. 12..... 3 87

No. 13..... 3 81

No. 14..... 3 56

No. 15..... 3 31

## WICKING.

No. 0, per gross..... 25

No. 1, per gross..... 30

No. 2, per gross..... 40

No. 3, per gross..... 75

## Fresh Meats.

## Beef.

Carcases..... 5 @ 6 1/2

Fore quarters..... 3 @ 4

Hind quarters..... 6 @ 8

Loins No. 3..... 9 @ 12

Ribs..... 7 @ 9

Rounds..... 5 1/2 @ 6 1/2

Chucks..... 4 @ 5

Plates..... 2 1/2 @ 3

## Pork.

Dressed..... 4 @ 4 1/2

Loins..... 6 @ 5

Shoulders..... 5 @ 6

Leaf Lard..... 6 @ 6

## Mutton.

Carcases..... 5 @ 6

Easter Lambs..... 7 @ 8

## Veal.

Carcases..... 5 1/2 @ 6 1/2

## Candies.

## Stick Candy.

Standard..... 6 @ 7

Standard H. H..... 6 @ 7

Standard Twist..... 6 @ 7

Cut Leaf..... 7 1/2 @ 8 1/2

Extra H. H..... 6 @ 8 1/2

Boston Cream..... 6 @ 8 1/2

## Mixed Candy.

Standard..... 6 @ 7

Leader..... 6 @ 7 1/2

Conserve..... 6 @ 8

Royal..... 6 @ 7 1/2

Broken..... 6 @ 7

Cut Leaf..... 6 @ 7

English Rock..... 6 @ 8 1/2

Kindergarten..... 6 @ 9

French Cream..... 6 @ 10

Dandy Pan..... 6 @ 13

Valley Cream..... 6 @ 13

## Fancy In Bulk.

Lozenges, plain..... 8 1/2 @ 8 1/2

Lozenges, printed..... 12 @ 14

Choc. Drops..... 12 @ 14

Choc. Monumentals..... 12 @ 13

Gum Drops..... 6 @ 5

Moss Drops..... 8 1/2 @ 8 1/2

Sour Drops..... 8 1/2 @ 8 1/2

Imperial..... 9 @ 9

## Fancy In 5 lb. Boxes.

Lemon Drops..... 60 @ 50

Sour Drops..... 60 @ 50

Peppermint Drops..... 60 @ 50

Chocolate Drops..... 60 @ 50

H. M. Choc. Drops..... 60 @ 50

Gum Drops..... 60 @ 50

Licorice Drops..... 60 @ 50

A. B. Licorice Drops..... 60 @ 50

Lozenges, plain..... 60 @ 55

Lozenges, printed..... 60 @ 60

Imperial..... 60 @ 60

Mottos..... 60 @ 65

Cream Bar..... 60 @ 60

Molasses Bar..... 60 @ 60

Hand Made Creams..... 80 @ 90

Plain Creams..... 60 @ 80

Decorated Creams..... 60 @ 90

String Rock..... 60 @ 60

Burnt Almonds..... 1 25 @ 55

Wintergreen Berries..... 60 @ 55

## Caramels.

No. 1 wrapped, 2 lb. boxes..... @ 30

No. 1 wrapped, 3 lb. boxes..... @ 45

No. 2 wrapped, 2 lb. boxes..... @ 45

No. 2 wrapped, 3 lb. boxes..... @ 45

No. 3 wrapped, 2 lb. boxes..... @ 45

No. 3 wrapped, 3 lb. boxes..... @ 45

No. 4 wrapped, 2 lb. boxes..... @ 45

No. 4 wrapped, 3 lb. boxes..... @ 45

No. 5 wrapped, 2 lb. boxes..... @ 45

No. 5 wrapped, 3 lb. boxes..... @ 45

No. 6 wrapped, 2 lb. boxes..... @ 45

No. 6 wrapped, 3 lb. boxes..... @ 45

No. 7 wrapped, 2 lb. boxes..... @ 45

No. 7 wrapped, 3 lb. boxes..... @ 45

No. 8 wrapped, 2 lb. boxes..... @ 45

No. 8 wrapped, 3 lb. boxes..... @ 45



## CANNED GOODS.

## What Is the Matter with the Canned Goods Trade?

Boston Broker in New England Grocer.

This is almost a stereotyped question asked by about every buyer of the above named article that a seller meets. I can only answer by saying that times have been and still are so hard that those who, when business was better, bought these luxuries of the retailer, by the case or by the dozen and took them home, where they were used without stint, now go to the grocery and buy a single can—this done perhaps twice in a week and many times not even once; this causes the retailer to wonder when he is to dispose of the ten or twenty and perhaps fifty cases that he bought two months before, saying to himself: "Why, I ought to have sold them all out, and been ready to buy as many more by this time. I am tired looking at that pile of canned goods over there." Soon a favorite salesman comes along and offers him more of the same sort at a lower price than he paid for those he had on hand. The grocer cannot see for the life of him (he thinks to himself) how such slow times can last much longer, and still thinks that perhaps he had better have another small lot to even up with. He buys it and keeps on doing the same thing until he has his store plum full of a dead stock of canned goods of all kinds. He does not stop buying either, for soon a packer of corn, peas, tomatoes, beans, etc., comes along and says to Mr. Grocer: "Why do you not sell off your canned goods? Ah, I see the reason; you have a lot of corn piled up there that you bought of High Price & Co. Why, I sold that firm that very lot and you have to put a price on it so high that it stops the sale. I have no doubt but what you paid them at least eighty cents per dozen for it." The grocer unwittingly tells just what he did pay. This gives the packer his text to preach from and he says at once: "I will sell you the same corn at ten cents a dozen less (I can do this as I paid it myself) than you bought it of H. P. & Co." This seems so very low that the grocer takes twenty-five to fifty cases more of it, when, in fact, he had on hand twenty-five to fifty cases more than he wanted. This process is carried on from day to day, until the grocer finds himself, when he comes to think seriously of his stock, more than overloaded, with continued hard times and poor trade and an overstock—is there any wonder that he asks, What is the matter with the canned goods trade? This reprehensible business, which is actually done, of packers going about through our towns and cities offering their products to retailers, should have the cold shoulder turned upon it by all jobbers in all places. One other point which cannot pass my notice is the fact that too many poor goods are packed. Jobbers have to buy for self-protection the cheapest corn, peas, tomatoes, etc., that are put up. They want cheaply packed corn, they want second quality of peas and tomatoes, etc. John Smith & Co. have to buy them in order to compete with John Jones & Co. Now, if they would give this idea of turning out second-class goods a fair thought, that might answer in some degree the question of "What is the matter with the canned goods trade?" The average consumer of about all kinds of products of the soil asks for and wants the best the retail grocer has to sell. Take it, for instance, on a can of tomatoes or peas or peaches which the grocer has just bought at a great bargain. In comes a buyer in a hurry for a can of peas. It is handed out and taken home. Now, what has this consumer? Why, simply a can about two-thirds full of peas of about all kinds, sizes and colors, from the handsome and healthy looking green pea to the doubtful white, interspersed with many black and unsightly-looking things that have the shape of peas only. Now, this is a can of second peas (the best was called for), which pea eaters are going to eat just as few of as they can. This sort of business is carried on in about all kinds of canned

goods that are packed and sold. The buyer calls for the best, and gets the best of the kind—but the kind is n. g.

All retail grocermen have canned goods that there is no question about, but three-fourths of their customers want the best thing, but will not pay for it, so the seller has to put out a cheaply put up article to compete with his neighbors. If our wholesale grocers would make up their minds not to sell any canned goods other than standard packed red ripe tomatoes, and standard or fancy sweet corn, or well-selected green peas, peaches, etc., and other goods in the line, with care, and with a view of turning out the best goods only, and such as would be acceptable to all consumers, in my opinion there would not be quite so many asking, "What is the matter with the canned goods trade?" although the times are dull, it is admitted.

About every retail grocer, and many wholesale dealers as well, are carrying an overstock of canned goods, perhaps not more than they ought to have on hand in good flourishing times, but in such times as we are having now, and have had for the past two years, they get an overstock before they are aware of it.

Again: Wholesale dealers here, and all over our land, are doing what, as a rule, they must sooner or later drop off from altogether, and that is the useless custom of buying "futures." There may be some excuse for those dealers who must have a certain pack of some packer's product. We shall have to excuse such cases, but this wholesale buying of the product of almost any packer, whether it is a famous packer or not—this is what calls my attention to the matter. Why not let the packer carry his own product? See the money that has been lost within the past two years by those who have bought goods of the kind we refer to in this article. In my opinion it would count hundreds of thousands of dollars in New England alone. These losses are discouraging to dealers, and no wonder we hear, every once in a while, of one who is going to quit the business.

In conclusion, I will say, buy your goods as you want them. There is no doubt but what you can get all you want of any kind at any time of the year. If they do not have them in Maryland or in Maine, they have them piled up and ready to sell in Pennsylvania, New York, Ohio and Illinois.

## Look Out for Swindlers.

The Tradesman again feels called upon to caution shippers of all kinds of produce to look out for new concerns which are springing up in this and other markets for the sole object of robbing some one. They hang out their shingles and get up fine stationery, write letters and circulars by the thousand, and make all kinds of propositions to get goods into their hands, for which they never intend to pay. Reputable houses doing business on the same street see enough to know that a swindle of the worst form is contemplated, yet are powerless to stop it. The responsibility rests very largely with shippers, and we urge again the necessity of having no business dealings with any firm which cannot give the best of references as to financial standing and business qualifications.

Liverpool has a city ordinance forbidding the use of the streets to vehicles displaying advertisements. A man who undertook to show an advertisement on a bicycle was recently fined under this law.

**Office Stationery**  
LETTER, NOTE AND BILL HEADS  
STATEMENTS, ENVELOPES, COUNTER BILLS.  
**TRADESMAN COMPANY.**  
GRAND RAPIDS

## Prompt Returns for Consignments of

## Dressed and Live Poultry, Veal, Butter and Eggs.

Our Prices are Lowest on . . .

Home Grown Celery,  
Georgia Water Melons,  
Nutmeg Melons.

Personal attention to all orders.

**ALLERTON & HAGGSTROM,**  
GRAND RAPIDS, MICH.**WATERMELONS**  
**NEW POTATOES** **BANANAS**

Lowest market price guaranteed. Produce consignments solicited.

**STILES & PHILLIPS,**  
Wholesale Fruits and Produce,  
GRAND RAPIDS.**MOSELEY BROS.,**  
WHOLESALE DEALERS.**New Southern Potatoes, Onions, Cabbage, Watermelons**Fancy 300 and 360 Size Lemons. Egg Cases and Egg Case Fillers.  
Bushel and Half Bushel Baskets and Covers. Send us your orders for baskets. Can make delivered price baskets and covers carlots.

We handle all kinds Field Seeds. Buy Beans carlots or less. Send us your orders.

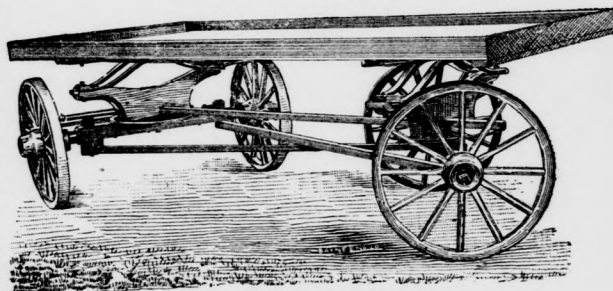
**MOSELEY BROS.,** 26 to 32 Ottawa St., Grand Rapids, Mich.**NEW POTATOES****NEW CABBAGE****GEORGIA WATERMELONS****NUTMEG MELONS**

We are Headquarters.

**BUNTING & CO.,**

20 and 22 Ottawa St.,

GRAND RAPIDS, MICH.

**SPECIAL ORCHARD WAGON**

The above cut represents our new style of orchard wagon, recently invented and patented by our President, Capt. Chas. E. Belknap. It met with immediate recognition at the hands of fruit growers and fruit dealers, who hailed it as a necessity.

This wagon is in every way adapted to the work for which it is intended, and combines strength and durability with cheapness of price. No fruit grower should be without one of these wagons. For special quotations, address

**BELKNAP WAGON CO.,**  
GRAND RAPIDS, MICH.



GOTHAM GOSSIP.

News from the Metropolis---Index to the Market.

Special Correspondence.

New York, July 11.—"Mark my words," says one who thinks he knows, "we will have the dulllest four months this country has ever seen from now on." This is important, if true. There are other opinions—millions of 'em—and they are all freely given; but it seems to run about 16 bad opinions to 1 good one as to the future of trade. This is at first sight, however, and it is likely that, after all, the old ship is not foundering. Speaking of the grocery jobbing trade during this week, however, it is not extremely lively. The "boys" are down to see the fireworks at Coney Island, and the principals are off, and the buyers are absent, and only the office boy is flourishing. Prices, so far as can be ascertained, show not the slightest tendency to advance, and on some things the trend is the other way.

Among the great staples coffee remains about as last reported. Buyers exhibit no great amount of anxiety and take only enough for present wants. No. 7 Rio has been quoted as low as 12½c, closing at 13c, and the outlook is for no present advance. The amount of Rio Coffee afloat is about 396,000 bags, against 511,000 bags last year. Mild coffees are meeting with a very limited request and the enquiry for invoice lots is almost entirely suspended. For first-class goods the quoted rates are about as they have been for a long time.

Sugar is meeting with better demand than last week and, in fact, the supply is not equal to the demand and many will have to wait a few days for the fulfilling of their orders. No. 10 soft sugar advanced 1-16c Thursday, but the rest of the list is practically unchanged, granulated at the moment being worth 4½c. Importers of raw have not been very active, as they hesitate to sell to refiners at the prevailing rates. Muscovado, 96 deg. test, is worth 3½c in open market.

For highest grades of teas the demand is pretty fair—good enough, in fact, to take all that is worthy the name at remunerative prices. Unfortunately, the great mass of tea is not worthy. Sales at auction have been dull and the amount offered this week is rather less than usual.

The rice market presents about the usual features. Prices are firmly held and practically show no change. Reports from Japan are of rather a gloomy character. Advices received by one of our leading importers from that country state that the weather has been very unseasonable. Cold and wet have prevented a good crop's being gathered and the importations to this country are only about a third as large as last year. No further supplies from Japan are looked for now until November.

Spices are unchanged. For some lines it is claimed there is increased enquiry and that prices show some strengthening. No large sales are reported, the amount changing hands being only sufficient to supply present wants.

Molasses is steady and quotations are practically unchanged from the prices made some time ago. The demand is not very active, but something is doing in the better sorts—enough to prevent complete stagnation. Prime to choice New Orleans open kettle is worth 32@37c.

Syrups are dull. Buyers show very little life and the whole market is moving in the most listless manner. Dealers hope to see a better condition of affairs as soon as fall trade sets in.

In canned goods, no interest is exhibited, either in spot or futures. The outlook is excellent for an enormous pack of almost all kinds of fruit and those best posted do not seem to anticipate much, if any, higher prices.

Lemons are doing better among fresh fruits and the market has shown a decided improvement. Still, prices are about the same and the great quantity of inferior stock here militates against any advance for the better grades. Oranges are scarce, but there are enough

to go around, for the demand is scarcely worth making mention of. Bananas are selling in about the usual demand.

In dried fruits nothing is doing except in the smallest way. Fancy new evaporated apples are worth 6¼c. A few small transactions have taken place for future delivery at about 5½c.

Butter is dull, with light demand at 15c for the fanciest Western creamery. It is easy to purchase at this figure and no surprise would be occasioned to learn that still lower rates had been made.

Cheese is working out in a very gradual manner, with large full-cream State held at 6¼c and small size at 7c. The export demand is light, although it has been rather more active than last week.

Eggs are in light request, with some sales of Michigan reported as having been made at about 12½c. Nearby State are worth 14@15c.

Beans and peas are steady at about unchanged quotations. New choice pea beans are worth \$1.05. Marrow, \$1.10.

"There is one feature of life in New York that always amazes me," said a Western merchant the other day, "and that is the large idle class that one finds here. Your parks are filled with idle men, able-bodied fellows, most of them, and one may find them there at all hours of the day. They fill the benches, and they don't look as if they wanted work. Down around the piers there is always a crowd of idle men. The benches at Battery Park are filled with them. They impress me as being professionals in the art of killing time. How do they live and where do they sleep? We are led to believe that New York is a busy city, where every man is rushing around attending to his own affairs. As a matter of fact, your idle class is larger in proportion than is that of the lazy little town from which I came. I have gone on excursions from here to the seaside resorts on week-days, and I have always found a lot of men on board. How does it happen that they can knock off work in the middle of the week and take these trips? I do not refer to tramps, of course, but to the men who live in the cheapest kind of tenements, but who have some sort of a home and enough to eat and to wear. It looks to a stranger who visits your parks and your excursion boats as if about half of your big population was made up of idlers."

The wonder of Wall Street for the past few days has been the celerity with which the structure on the site of Pinkerton's old offices has been erected. In just one week the iron frame of a sixteen-story building was put up, and now the stone men are on the hustle to keep up with such a record. After a while we will be reading about skyscrapers that go up in a night. A house has been built in a day here already.

The Western Electric Company has filed plans that call for a \$1,000,000 building at the corner of Bethune and West streets. On account of avaricious lease holders the big structure will be reared in sections. The new style of architecture enables builders to do this sort of thing without much trouble. In fact, the tenants who hold out for big bonuses get the worst of the argument in the long run.

One new scheme on Coney Island, and probably the cleverest catch-penny ever seen there, is attracting much attention. It is what is known as the "burning spring," and is situated in a little house near the gate of the chute. It is a bubbling spring which, when a match is touched to it, bursts out into flame and continues to burn until extinguished. There are dozens of other novelties new to the island this year, some of them fakes and some in their way meritorious. Coney is more pretentious than ever, but I advise sight-seers to scratch it on hot Saturdays and Sundays, unless they hanker after a tight squeeze on ship and ashore.

There is talk of a movement looking to close the big Brooklyn dry goods houses at 5 o'clock in the afternoon during the summer months. Such satisfactory results have followed the Saturday half holiday that some of the merchants and the employees feel encouraged in

making a further attempt to reduce the working hours. All the merchants agree that they have lost nothing by closing Saturday afternoons. If the sister city goes in for shortening the summer hours of toil the merchants here will undoubtedly follow suit. Then the shop girls will have more time to devote to the bicycle, the roof garden and Coney Island.

Satisfied customers are good advertisers. Such are the customers who use Robinson Cider Vinegar, manufactured at Bensor Harbor, Mich. You can buy Robinson's Cider Vinegar from the I. M. Clark Grocery Co., Grand Rapids.

NO MORE BROKEN EGGS  
Every Grocer Who Uses



(No. 1 Holds One Doz. Eggs.)  
**THE DUPLEX EGG CARRIER**  
In which to deliver eggs to customers  
**SAVES MONEY.**

Every family should have a Duplex in which to keep eggs in ice boxes or refrigerators or on pantry shelves. For sale by all wholesale grocers and jobbers in woodenware.

GEO. H. CLEMENTS, 42 River St., Chicago.

Order

Fancy Lemons,  
New Celery,  
Water Melons,  
Bananas,  
Fruits and  
Vegetables

..... OF .....  
**F. J. Dettenthaler,**

117 and 119 Monroe street,  
Grand Rapids

**F. J. ROHRIG, Jr.,**  
Wholesale and Retail Dealer in  
**COAL and WOOD---FLOUR and FEED**  
**HAY and STRAW.**

Re-cleaned Oats a Specialty.

Mack Ave. and Belt Line,

DETROIT.

WHITE PLUME CELERY

Finest Flavor. Just coming.

**OSCAR ALLYN,**

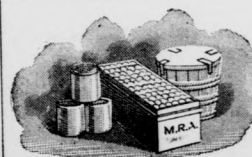
Sole Agent for Grand Rapids,

106 CANAL STREET.

CHOCOLATES AND BON BONS

In large or small package—quarters, halves, pounds or five pound boxes. Just the thing for Summer Resorts and fine trade generally. An endless variety of the toothsome dainties to be found at the manufacturers'.

**A. E. BROOKS & CO.,** 5 AND 7 SOUTH IONIA STREET,  
GRAND RAPIDS.



**M. R. ALDEN**  
COMMISSION **BUTTER and EGGS** EXCLUSIVELY  
98 S. DIVISION ST., GRAND RAPIDS.



Three Prizes

Given in connection with

**Knox's Egg Preserver.**

\$25 to the man who packs the most eggs with Knox's Preserver and gives the longest and best test, \$15 to the second best and \$10 to the third best.

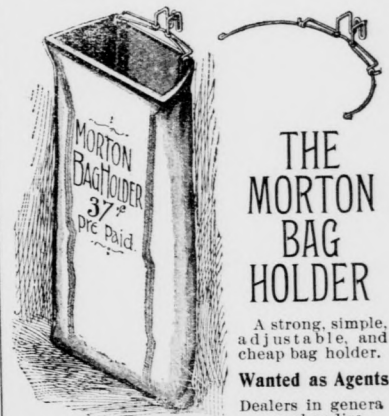
Now you have a double chance to make money. Send for booklet.

**CHAS. B. KNOX,**

Manufacturer,

**JOHNSTOWN, - NEW YORK.**

Also maker of the celebrated Knox Gelatines, the only pure Gelatines made.



THE MORTON BAG HOLDER

A strong, simple, adjustable, and cheap bag holder.

Wanted as Agents  
Dealers in general merchandise.

PRICE. One, prepaid ..... \$ 37  
One Doz., prepaid ..... 2 00

**STAR MFG CO., KALAMAZOO, MICH.**

FRUIT and VEGETABLES

are good and very cheap.

Send your orders to

**Henry J. Vinkemulder.**  
GRAND RAPIDS, MICH.

Guaranteed that prices will be right.

I want you for a customer



## Fruits and Produce.

Apples—Eating varieties are represented by Sour Boughs and Duchess, which command \$1.50 per bbl. Red Astrachan, an excellent cooking variety, bring \$1@1.25 per bbl.

Beets—10c per doz. or 30c per bu.

Blackberries—Cultivated command Butter—Best grades of dairy are decidedly stronger, owing to the lessened receipts, due to the drying up of the pastures. Fancy dairy now commands 12c, while cooking stock ranges from 6@10c. Factory creamery is in better demand at 15c.

about \$1 per crate of 16 qts. Wild are in fair demand at 25c per crate less.

Cabbage—Home grown bring \$5@6 per 100. The heads are good size and the quality is excellent.

Cucumbers—25c per doz.

Corn—Green, 12c per doz. for home grown.

Currants—Cherry command 65c per 16 qt. case. Small red are in strong demand for preserving purposes at 50c per crate.

Eggs—Receipts continue large, but the quality does not improve. Country shipments command 7@8c, according to quality and condition, but fancy candled stock easily brings 9c. Among the subjects which will be brought up for discussion at the coming convention of the Northern Michigan Retail Grocers' Association is the desirability of country dealers' candling their eggs when taking them in or before sending them to market. Under the present system of handling eggs, the merchant pays for many eggs which the setting hen has abandoned in disgust, then increases his loss still further by paying the freight on them to market. This is hardly in line with good business methods and it is well that the matter should be discussed fully and freely, with a view to adopting more improved methods in handling this staple product. New York quotations imply "loss off," as it is an invariable rule of the New York trade—if the Tradesman is correctly informed—to throw out all eggs not up to grade and render no account of sales therefor. Eggs not graded up carefully are lumped off by the case, instead of being sold by the dozen.

Muskmelons—75@80c per doz. for Little Gems.

Onions—Dry, 75c per bu. Green, 10c per doz. for Silver Skins.

Peaches—Alexanders are in their prime this week, bringing 50c@51c per bu. The latter price secures stock of excellent flavor and unusual size, some of the offerings being exceptional in the latter respect. Early Rivers will begin to come in this week, probably commanding about \$1. They are not good sellers, but early Michigans, which are expected to begin coming in soon, will meet the demand for a fairly good peach on the basis of about \$1.50 per bu.

Peas—Marrowfat, 40c per bu.

Potatoes—Home grown or Illinois are in good demand at 35c per bu.

Radishes—China Rose command 10c per doz.

Raspberries—Black, 50@60c per crate of 16 qts. Red, 60@75c per crate of 16 qts.

Seeds—Hungarian and Common German Millet bring 60@75c per bu.

Tomatoes—Home grown are now in evidence, bringing \$2.50@3 per bu.

Watermelons—Georgia stock is in ample supply on the basis of 15@18c, according to size and quality. Missouri stock is expected to arrive this week and will be in better condition, owing to the fact that it is not so long on the road.

Whortleberries—\$2 per bu. for choice dry stock.

## Important Announcement from the M. C. T. A.

Detroit, July 7—At an adjourned meeting of the Michigan Commercial Travelers' Association, held at the Hotel Cadillac in this city July 3, the Committee appointed at the regular annual to submit a plan for graded assessment submitted their report (a copy of which was previously mailed to you), which

was received, and the Committee discharged. After discussing the matter pro and con, and comparing the figures of graded assessment societies with the plan now in force by the M. C. T. A., it was found that our Association gives its members better insurance at a lower cost than any of our sister organizations. Therefore, it was decided, by an almost unanimous vote (there being only one vote in the negative) to indefinitely postpone any further action on said report. Therefore, there will be no change. Your Board of Trustees wish to call your special attention to the Secretary-Treasurer's report herein enclosed, also to the fact that our Association is furnishing its members with first-class insurance at the low rate of \$14 per thousand, or 1 4-10 per cent., while the cost of graded sister assessments averages 1 3/4 per cent., all of which is favorable to our plan of doing business. We wish, also, to impress upon each and every member the importance of increasing our membership, and that it is a duty each one owes to himself, his family and his brother members to see that he adds at least one new member to our roll before the close of the year. In making this effort you are but placing a safeguard around those near and dear to you. From a purely selfish standpoint you cannot afford to ignore these facts.

Do your duty and our beloved Association will increase in usefulness.

JNO. A. MURRAY,  
JNO. MCLEAN,  
JOS. T. LOWRY,  
GEO. B. HUTCHINGS,  
G. S. VALMORE,  
L. WILLIAMS,  
Board of Trustees.

The financial report, to which the Board of Trustees call attention, is as follows:

Reserve fund.....	\$13,500.00
Beneficiary fund.....	5,000.00
Expense fund.....	\$93.24
Total.....	\$19,393.24

## Experience of a Veteran Merchant with the Credit System.

Sault Ste. Marie, July 13—If giving my experience of the credit system is worth anything to any of your readers, I am very glad to do so. Having had about twenty years' experience, I have, finally, come to the spot cash system.

I have experienced the ups and downs of a business career and for a long time I have considered that the system of credit is like throwing dice. It may come out all right—and it may not. However, the chances are decidedly against you. I don't care how careful a merchant may be, he is sure to get some long-winded or no-pay-at-all accounts on his books. We all know how it is. A man dislikes to refuse a person a few dollars' worth of goods, and again, when the bill has crawled up to a respectable amount, the merchant does not like to shut down, for fear he will make his customers angry and thus not get the account until the man is ready to pay it; and in hundreds of instances it is not paid at all. Many merchants consider themselves sharp, but I have yet to find the man who is sharp enough for the class which make it their business to work the merchant for a bill, never expecting to pay. They have their system down fine. A few of such customers will cause a wreck with the merchant, unless he has a big bank account to back him. I, for one, am done with such business. One week ago I opened up a spot cash system. I lowered my prices and will not deliver goods without the cash, and my advice to those who are in trouble over this credit system is to shut down, for I think that the goods on the shelves are worth more than any man's account. Sell your customer a coupon book at a fair reduction for spot cash, and if you don't soon find yourself a happier man, I miss my guess. I find that, if I can get the customer to use the coupons for telephone orders, they are very handy, as the delivery man is not bothered in making change and no risk is run with your delivery man.

N. C. MORGAN.

## Association Matters

## Michigan Hardware Association

President, HENRY C. WEBER, Detroit; Vice-President, CHAS. F. BOCK, Battle Creek; Secretary-Treasurer, HENRY C. MINNIE, Eaton Rapids.

## Northern Mich. Retail Grocers' Association

President, J. F. TATMAN, Clare; Secretary, E. A. STOWE, Grand Rapids; Treasurer, J. WISLER, Mancelona.  
Next Meeting—At Grand Rapids, Aug. 4 and 5, 1896.

## Traverse City Business Men's Association

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

## Grand Rapids Retail Grocers' Association

President, E. C. WINCHESTER; Secretary, HOMER KLAIP; Treasurer, J. GEO. LEHMAN.  
Regular Meetings—First and third Tuesday evenings of each month at Retail Grocers' Hall, over E. J. Herrick's store.

## Owosso Business Men's Association

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

## Jackson Retail Grocers' Association

President, BYRON C. HILL; Secretary, W. H. PORTER; Treasurer, J. F. HELMER.

## Alpena Business Men's Association

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

## Lansing Retail Grocers' Association

President, F. B. JOHNSON; Secretary, A. M. DARLING; Treasurer, L. A. GILKEY.

## WANTS COLUMN.

## BUSINESS CHANCES.

FOR SALE—NICE CLEAN STOCK OF drugs and fixtures. Will invoice about \$1,500. Will be sold extremely cheap. F. E. Turrell, Bellaire, Mich. 64

FOR SALE CHEAP—ON ACCOUNT OF THE death of the owner, the W. D. Ballou drug stock, located at 545 Ottawa street, is offered for sale very cheap. The stock is well selected and the store has an established patronage. Rent reasonable. For further particulars enquire on the premises. 63

FOR SALE—A BAKERY, DOING WHOLE-sale and retail business. Best location in Grand Rapids. Address S. A. Potter, 500 South Division street, Grand Rapids, Mich. 52

FOR SALE—GOOD PAYING GROCERY store and stock in thriving town. Address E. D. Goff, Fife Lake, Mich. 51

FOR SALE—RETAIL GROCERY ON ONE OF the best corners in Grand Rapids. Liberal terms if well secured. I want to retire from active business. Grand opportunity for grocery man. Address C. K. Gibson, 559 Cherry street.

\$25 CASH WILL BUY A REMINGTON typewriter in first-class condition. Thum Bros. & Schmidt, Grand Rapids, Mich. 54

EXCEPTIONAL OFFER—THE BUSINESS men of Dorr offer a two-story frame mill building and two acres of ground to an experienced miller who will erect an engine room and equip the plant with power and roller process machinery. Address J. C. Neuman, Dorr, Mich. 67

FOR SALE—STAPLE AND FANCY GROCERY stock, involving about \$1,400, located in live Southern Michigan town of 1,200 inhabitants; good trade, nearly all cash. Reasons for selling, other business. Address No. 907, care Michigan Tradesman. 907

## MISCELLANEOUS.

WANTED—REGISTERED PHARMACIST. Address No. 62, care Michigan Tradesman. 62

TO EXCHANGE—FIRST-CLASS FARM OF 135 acres, one mile from live city Central Michigan, for stock of merchandise or store building. Address G. D., care Michigan Tradesman. 66

WANTED—LOCATION FOR HARDWARE store in good town with good surrounding farming country. Address No. 65, care Michigan Tradesman. 65

WANTED—STOCK OF GENERAL MERCHANDISE in exchange for 160 acres of finest hardwood timber land in Wexford county, Michigan, close to Grand Rapids & Indiana Railroad, and two mills valued at \$2,000. Address Lock box 46, Reed City, Mich. 61

WANTED—TO EXCHANGE GOOD GRAND Rapids real estate for stock of merchandise. Address No. 969, care Michigan Tradesman. 969

A COMPLETE DRUG STOCK AND FIXTURES, to exchange for real estate. Will inventory about \$1,500. Duntun Rent & Collection Agency, Grand Rapids. 59

WANTED—AN ASSISTANT REGISTERED pharmacist. Address No. 57, care Michigan Tradesman. 57

BRICK STORE FOR RENT, NASHVILLE, Mich. Best opening in State for general stock. Address W. A. Aylsworth, 79 Clark street, Chicago, Ill. 56

BUTTER, EGGS, POULTRY AND VEAL Shippers should write Coughle Brothers, 178 South water Street, Chicago, for daily market reports. 26

WANTED TO CORRESPOND WITH SHIPPERS of butter and eggs and other seasonable produce. R. Hirt, 36 Market street, Detroit. 951

WANTED—SEVERAL MICHIGAN CENTRAL mileage books. Address, stating price, Vindex, care Michigan Tradesman. 869

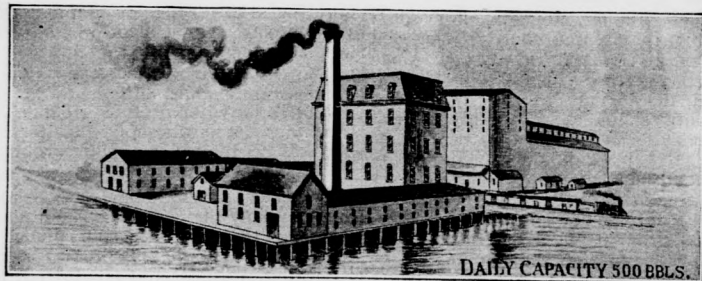
## Strictly Modern Milling Plant

Manufacturing the best Dakota and Minnesota

## HARD SPRING WHEAT FLOUR

in the world. Owned and operated by

JOHN H. EBELING, GREEN BAY, WIS.



DAILY CAPACITY 500 BBLs.

## DON'T WRECK YOUR BUSINESS

For the want of a little foresight. To buy where you can buy the cheapest is not always safe. You might not notice the difference in the quality of a high grade Minnesota Patent Flour and that of a slightly inferior Flour, but it may be enough to sink you.

Buy where you will be protected. We guarantee our Flour to be made of the choicest Dakota and Minnesota Hard Spring Wheat, uniform in quality, and that it will make more and better bread than any other flour on the market.

Write us for samples and delivered prices. We want your orders and will combine High Grade Goods with low prices to get them.

Correspondence solicited.

JOHN H. EBELING,  
Green Bay, Wis.