

# MICHIGAN TRADESMAN

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ESTABLISHED 1896.

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## THE DANGER OF OCEAN TRAVEL.

Although the improvements of the past decade have greatly reduced the danger of disaster at sea, an occasional accident, accompanied by great loss of life, serves to remind the world that perfection has not yet been reached by any means in the adoption of precautions against such occurrences. Passenger ships are now larger, stronger and better equipped than ever they were; but in one very important particular the danger of ocean travel has been increased, namely, the liability to accident through collision.

Notwithstanding the selection of ocean lanes and routes which vessels follow when proceeding in a given direction, the vast numbers of ships using the ocean highways and the high rate of speed maintained render the liability to collision greater than it has ever yet been. Most of the most serious disasters at sea, of recent years, have occurred through collisions, and yet no attempt has been made to limit the speed of vessels during thick and foggy weather, nor are the rules of the road so rigidly adhered to as to secure the general adoption of separate routes for vessels going in different directions.

Only recently two of the largest transatlantic steamers came near colliding while plowing through a fog at a high rate of speed. The vessels approached within six or seven hundreds yards before they became visible to each other, and it was only by skillful and prompt manoeuvring that an accident was avoided.

If the practice of keeping up a very high rate of speed, irrespective of the weather, must, of necessity, be kept up, then more stringent rules must be adopted to compel vessels plying in opposite directions to follow routes sufficiently wide apart to minimize the danger of collision. In time science might probably also lessen the danger by discovering some means of detecting the proximity of approaching vessels by some other agency than vision.

The other perils of the sea, such as storms, dangerous rocks and reefs and the like, are being guarded against by greater perfection in marine architecture, greater skill on the part of ships officers, and by a better system of charts, lights and beacons. The improvement in this respect is progressive and steady, and is supervised as carefully as could be wished.

## THE CLEVELAND BOYCOTT.

The central labor union of Cleveland has declared a boycott on every firm in that city which furnishes employment to members of the state militia. This action is due simply to the fact that the militia was ordered out to suppress the rioting incident to the strike at the Brown hoisting works. While the members of the union are at liberty to refrain from patronizing the firms they propose to boycott, they may fail to convince the public that their action is logical and not prompted by sympathy with law breakers as such.

The Cleveland riots were a very serious menace to the peace and order of

the city. When the militia was called out the disturbances were of a character that entirely eliminated from the situation the original question of the hoisting works strike. Various streets were in possession of mobs which the police were unable to disperse. While the rioters may have included strikers, by far the larger portion of them was composed of that element found in large cities which is always awaiting an opportunity to get even with the police for keeping it in check, to raise a row for the sake of fighting, or to precipitate plunder. The militia was ordered out to suppress this element, and it did so with less bloodshed than there had been in many other cities under similar circumstances. The soldiers simply obeyed orders, and any one of them who had refused to do so would have laid himself liable to court-martial. So far as the employers of these citizen soldiers when they are off duty are concerned, it is difficult to see how they are even remotely connected with either the strike, the riots or the measures taken to restore order. If it wants a logical boycott the central labor union should declare one against the State of Ohio, as it is the real employer of the militia. It should place under the ban every legislator who voted money for the support of the national guard, and every taxpayer who contributed his allotted share of that money.

The total eclipse of the sun, which occurs on Aug. 9, is attracting wide attention among the astronomers of various countries. The line of totality, which is the narrow strip on the earth's surface where the moon will be seen to completely cover the sun, begins in the North sea, crosses the northern part of Norway and Lapland, the island of Nova Zembla, Siberia and the Japanese island of Yesso, and ends in the midst of the Pacific ocean. Observing parties will be stationed at two or three places in Norway and Lapland, Nova Zembla, at three points in Siberia and in Japan. At least half a dozen different nationalities, including, of course, American and English, will be represented among the observers. The chief object in observing a total eclipse of the sun is to increase our knowledge of the sun itself. When it is hidden by the moon great coronal brushes and streamers of light are seen around it, and these will be carefully photographed and their spectra will be studied for the purpose of learning more satisfactorily than we now know what causes them and what they are composed of. There is no astronomical event that arouses greater interest than a total eclipse of the sun.

The new \$1 silver certificates mark a departure in the system of designing paper money. They bear the portraits of a number of eminent Americans, instead of being limited to a single one as heretofore.

A. J. Miller, a wealthy merchant of Frankfort, Ind., has offered to give \$50,000 to anyone who will restore his sight, lost three years ago by a stroke of paralysis.

## The Manchester Ship Canal.

United States Consul Grinnell says: It seems now there is more ground for hope that the shipment of our meats and food products direct to Manchester by the ship canal will increase materially within a short time; first, because the burden of the completion of the canal and the auxiliary works now falls wholly upon the city, i. e., the ratepayers, and as the rates are already reckoned somewhere about twenty-five per cent. of the rentals, and already 2s. more to the pound added to the present rates is in sight (and as yet the ship canal cannot earn its working expenses, and nearly £500,000 of overdue interest is totally unprovided for), and as many expensive aids to the working of the canal have yet to be finished and paid for, the great Manchester merchants and warehousemen will nearly all of them become advocates for business for the canal, and, second, the "lairages," as the Manchester corporation calls the abattoirs, or the "foreign animals wharf," as the Manchester Ship Canal terms the buildings and inclosure for the receipt, rest and slaughter of cattle from the United States, are ready.

## He Lost Confidence.

The little fellow was taught to believe that prayers were answered, and so when the bicycle fever struck him, he concluded to pray for a wheel. In the firm belief that the prayers would be answered, he counted the days intervening until the recurrence of his birthday, an occasion upon which he hoped to have his prayer answered. His mother meant to see that the bicycle was produced, but she heard of so many accidents that she was fearful of seeing such a wee little fellow riding a bicycle, and so she purchased a tricycle and placed it outside the little fellow's room.

On the last supplication, prior to his birthday, the little fellow grew piteously eloquent in his plea, and promised to be painfully good if the wheel was delivered. In the morning, jumping out of bed, he rushed into the hall in search of the wheel, and found a tricycle outside his door. For a moment his face wore a puzzled look, and then in tones of deepest disgust he wailed, "Oh, Lord, don't you know the difference between a bicycle and a tricycle?"

## The Latest Dodge.

"A drummer of my acquaintance got the advantage of me the other day in a very simple way," said a prominent grocerman of Syracuse. "He came into my store in a hurry, and apparently angry, and demanded his umbrella. I told him that his umbrella was something about which I knew nothing."

"Look here now," said he; "you know where that umbrella is, and I want it."

"I know nothing about your umbrella," I answered.

"Then I began to get a little angry, as he was apparently in earnest, and stated that he came in with an umbrella and wanted to know where it was. By this time a large number of men standing around were thoroughly interested. 'I'll bet you a dollar,' said he, 'that I came in here with an umbrella, and will leave it to yourself.' When the bet was taken, he pulled a miniature umbrella out of his pocket, and I was compelled to acknowledge that I was the loser."

The United States exported to Europe last year only 9,437 bushels of rye, valued at \$5,340. The fact that rye is a leading product in Germany, France, the Scandinavian Peninsula and Russia accounts for the small exports.



### How a Pennsylvania Grocer Achieved Success under Discouraging Circumstances.

From the Grocery World.

In a good-sized country town not many hours' ride from Philadelphia is a retail grocer who has achieved a larger measure of success than the average retailer, under conditions which seemed no more favorable to success than those which fall to the lot of the average grocer. In order to get an insight into the difficulties this grocer encountered when he started in business, and the methods by which he has achieved success, a representative of this journal called upon him a few days ago.

"I was just reading about a man who built up a trade of \$1,000 per month by soliciting," remarked the grocer. "Now, there's nothing wonderful about that. I could knock the spots off it myself. In fact, I did a good deal better than that when I started in business myself four years ago."

"But then, you were pretty well acquainted with the people, were you not?"

"No, sir, I was a perfect stranger in the town; and more than that, I started without a dollar, and now, thank heaven, my stock is my own."

"How could you start in business without a dollar; what do you mean?"

"I mean that I had no money of my own, but I borrowed \$500."

"Did you not think you were running a big risk when you set up in the grocery business with borrowed money?"

"No, I didn't feel that way at all, even though I had very little experience in the business. It was like this with me: I saw men who carried on things in a very unbusinesslike way making a living out of groceries; and I was sure that if they could make a living doing things in their way, I could make money doing things in my way."

"But you say you had little experience in the business. How could you tell what you could do?"

"That's so, but then I knew a good deal about general business principles. I used to work in John Wanamaker's and that's an education in itself. What I learned there was worth more to me than my salary. You see, this is the kind of a man I am: I never go into anything unless I see daylight at the end of it. I know just where I'm going to land before I jump. It didn't take me long to pick up the business, and my wife is a smart little woman and soon understood how to run the store while I was out soliciting."

"How do you tackle people when you go hunting for orders? Do you carry samples?"

"No, very seldom. I only take samples once in a while. I can go out and take orders for new goods on the strength of my word. People trusted me because I always told them a straight story, and made a point of promising nothing I couldn't fulfill, and I'm very prompt in everything. You know, if you deceive people once, they don't generally give you a chance to do it a second time. Another thing, I don't cry for orders or try to work on people's sympathy. That makes them tired. I always sell my goods on their merits."

"Of course, you didn't invest all your money in stock when you started, did you?"

"Yes, every dollar, and I kept dealing with the same firm for two years, until they played me a mean trick, and then I settled with them and quit."

"How long did it take you to pay off the \$500?"

"I paid it off at the end of a year, with interest; and I could go out and borrow another five hundred before six o'clock, and I wouldn't have to give my note for it, either. But mind you, I don't abuse privileges like that."

"Are you ever short of cash?"

"Oh, I'm always short; but never so short that I can't pay my bills inside of ten days. In that way I take advantage of every discount, and I lay by my discounts and never touch it unless on special occasions."

"Well, if you are always short of money, what about your profits?"

"As fast as I make a dollar I invest it in stock."

"Pretty hard times, these. You suffer like the rest, I suppose?"

"When business doesn't come in to me I go out and fetch it in. There's no use in sitting down to worry and wear the seat out of your pants. That's what some people do when times are bad, but I'm not built that way; I only hustle the harder."

"You do a cash business, of course?"

"I started that way, but I'm like a good many others, I have gone into credit. What can you do when a customer who has been giving you cash for a long time gets into a tight place and asks for a little time?"

"Have you lost much since you commenced?"

"I don't think I have dropped more than \$100 in four years. I look after my accounts carefully and don't trust every Tom, Dick and Harry. I am troubled quite a lot by mill hands who want credit, but I always ask them where they were dealing last, where they are working and what means they have. If I feel doubtful I tell them to get an order from the mill, and I seldom see them again. I know very well, before I tell them, they can't get the order, but it is an easy way to get rid of them without hurting their feelings."

"Do you cut prices on anything?"

"No, I let the other fellows do that. When you start cutting you have to keep it up, and it doesn't help you in any way. It attracts only one class of customers—the people who are always on the lookout for cheap stuff; and when you stop cutting, these people go to some one else who is playing 'cheap John.' Cutting brings down upon you the suspicion of the wholesalers; and everybody knows something must be wrong when a man is selling goods at a loss."

"There's something I want to ask you. I don't know whether it is a fair question or not. Would you mind telling me what that mean trick was that the wholesale firm played on you?"

"Oh, no, I won't tell you anything about it. It might hurt them, and I wouldn't do anything to harm my worst enemy. We pass through this world only once, and we can manage to get through quite well without injuring either friend or foe."

"Well, now, that's quite right, so I won't insist upon your telling me about the affair. But you will be willing to answer this question: Would you advise a young fellow who wants to begin for himself to do as you did—borrow capital?"

"I would not. Several tried to imitate me, but there is only one of them in business now, and I hear nothing about him. One man from the country, a mill hand, used to call and hang around my store often, and finally he concluded I was coining money, and what did he do but open a grocery store in another part of the town, but before he was at it a year he sold out and went back to the country, with little money, but plenty of experience."

### Justified His Offense.

"Prisoner, the charge against you is that you struck this man repeatedly, knocking him down and injuring him severely. What have you to say for yourself?"

"I did it, your Honor. He put an advertisement in the paper offering to sell a light, easy business in a good neighborhood for \$2,000. I went twelve miles to see him and found the light, easy business was keeping a retail grocery store. Did your Honor ever keep a grocery store?"

"I did—years ago. Officer, discharge the prisoner. I'll pay the costs of this case myself."

### Victims of Progress.

"Somebody has invented a tablet to facilitate writing on railroad trains."

"Things are getting so that a traveling man won't have any excuse left for not writing letters to his wife."

"Time doesn't seem to go as fast earning money as in maturing a note."

### Clerks' Associations.

From the Grocery World.

One of the best ways in which a clerk can improve his position, his knowledge of the grocery business and his chances for future success, is by binding himself together with other ambitious clerks in an association. The success which has been attained by the organizations of clerks all over the country has been fully as great, relatively, as that which has characterized the grocers' associations themselves. Frequently there are several grocers' clerks in a town a majority of which are willing to join any movement which promises improvement to themselves. Not all will be willing, because not every clerk is ambitious to make something of himself. From such small beginnings as this we have known to come powerful State associations, which were a power in protecting the interests of the clerks who composed it.

One of the first lessons which clerks will learn as they enter the business arena is that in association lies the merchant's greatest strength. A dozen merchants working for one end can do what no one of the twelve, each working in his own way and at variance with the others, can do. A number of clerks, banded together in an association, can achieve ends which are impossible to individual effort.

Every once in a while the Grocery World publishes in its Association News the details of a movement made by clerks to recommend early closing and various other reforms in the grocery business. In every instance we have seen, when the matter was approached in a fair-minded, argumentative way, the request was successful. The average grocer, even though he be not a member of any association himself, will look with vastly increased respect upon a clerk who is a live, working member of an association. It is prima facie evidence of a progressive spirit and a desire for advancement.

There are many ways in which an association can be of service to clerks. To begin with, there is the strength which comes from unity. Clerks need to be protected sometimes; occasionally there is a dictatorial, unjust grocer who fails to treat his employes as he himself would like to be treated. None of the grocers who read the Grocery World, of course, are to be classed thus, as they are too often compelled to read precepts on the subject. Then when there is an association of grocers in the same town, an adjunctive association of clerks will greatly strengthen their hands and help grocers and clerks alike.

The discussion of live business topics at the meetings of such an organization has never yet failed to be profitable. The writer knew a clerks' association once which engaged a professor of book-keeping to give one lesson every two weeks. The course lasted several weeks, and when it ended every clerk who took it was an expert book-keeper, and several at once took advanced positions with their employers. Another course taken by the same association was one in business law. In this the ordinary legal precepts which apply between ordinary every-day business transactions were elucidated and explained, and the result was that each member of that association was vastly better equipped to meet the questions which came up in his employer's and his own business than any young man could possibly be without such instruction. Of course, it is possible for a young and ambitious man to acquire this knowledge alone, but it is very much more difficult. The companionship of others renders application easier, for one thing, and the various mistakes which every beginner makes can be instantly detected, while a beginner, studying alone, is liable to persist in them until he has them firmly ground into his mind and finds them difficult to uproot. Solitary study is infinitely better than none at all, but study among a number is vastly better even than this.

The idea of a clerks' association is not an organization that shall constitute an opposing force to employers' interests, but one that shall go hand in hand

with the grocers in making the grocery business more profitable and relieving it from some of the evils which come from excessive competition and insufficient progressiveness.

### May Use His Own Name.

From the Commercial Bulletin.

An important decision has recently been rendered in the appellate division of the Supreme Court of New York relating to the right of a person to use his own name in his business.

It will be remembered that some time ago a corporation with which was connected Oscar A. De Long, a manufacturer of hooks and eyes, was enjoined from using Mr. De Long's name, on the ground that such use was an injury to another concern in part composed of men bearing the same name. The decision rendered last week was produced by a suit brought to prevent Mr. De Long from using his own name in the hook and eye business, even when that business was conducted by himself alone, the claim being made that, by loaning the use of his name to the corporation against which an injunction had been obtained, he had forever forfeited the right to use his name in any way in the hook and eye business.

The decision was adverse to the plaintiffs, the courts in the previous suits having recognized the legal right of every man to use his own name and a distinction having been drawn between the use of a personal name by an artificial body as a corporation and the use of such name by the individual himself. The court held that the use of a personal name in such cases is assumed by the corporation but belongs by right to the individual, and while the use of such name by a corporation would be prohibited, it does not follow that an individual could be prevented from using his own name in his business. The decision says, among other things:

"We do not think that, if Oscar A. De Long had used his own name on his cards in his own business, the plaintiffs would have a cause of action against him, nor do we see that the fact that there had been a suit brought and an injunction obtained against a company to which he loaned his name militates against his ability to resume his original right to engage in business on his own account and in his own name."

This decision is of general importance in trade. The Appellate Court of New York is in position to be right on this point, but, frankly, the decision appears to be unjust. When an individual's name becomes of value in trade, and that name goes with the business, in all honor it would appear as if he was as much debarred from its further use in that line of business as if the name was a special trade mark. We yield to the Appellate Court of New York, however.

### Converted to Cash.

An old-time grocer of Albion has issued the following circular announcement to his trade:

Albion, July 31—Having formed a company and decided to adopt a cash system on Aug. 1, we take this opportunity of notifying you. For nineteen years, J. E. Perine has carried on a credit business, but, considering the great competition, we believe we can make this change to your advantage as well as our own.

The advantages are: first, it will permit us to take advantage of the market at all times; second, to make lower prices than a credit system permits; last, but not least, at the close of each day your accounts, as well as ours, will be paid.

Our prices shall not only be lower than heretofore, but we will sell our \$3, \$5, \$10 and \$15 coupon books at a liberal discount for cash in advance.

Thanking you for your past favors and hoping to merit a continuation of your patronage, we remain,

J. E. PERINE & Co.

Vultures have no sense of smell. Carcasses kept out of their sight are never detected by them.



**Important Information for the Members of the M. C. T. M. A. A.**

Grand Rapids, Aug. 3—It may occur to you that we are calling Assessment No. 7 rather soon after making Assessment No. 6. In that event an explanation is due you.

We have been particularly unfortunate in meeting with a great many losses, which we have tried to pay promptly. This has depleted our treasury and, to take care of future claims promptly, we find it necessary to again call on you for \$2 to cover Assessment No. 7.

We are pleased to call your attention to the fact that our Board of Directors has appointed a new President. Jos. S. Hart, our former President, found his business so pressing that he felt he could not give the Association the time required, and resigned in favor of A. F. Peake. Mr. Hart has done yeoman service for the Association and resigns only because he has the welfare of the Association at heart and feels that it needs some one who can give it closer attention.

Concerning Mr. Peake, I will say that, in securing him for President, we have one who is amply qualified for the position. As ex-President of the Knights of the Grip, and at the present time one of its directors, he has the confidence of the traveling fraternity; and we are bound to forge to the front among accident associations.

You will, also, notice on our literature that we have three new names on our Board of Directors, every one of whom are workers and are enthusiastic for the success of the Association. F. M. Tyler, the chairman of the Board, is one of the directors of the Michigan Knights of the Grip. Geo. F. Owen is Secretary of the same organization, having served thirty-one years as a traveling salesman. It is safe to say that he is one of the best known travelers on the road to-day, being universally popular with the traveling fraternity. Geo. J. Heinzelman, our third new director, is a well-known traveler and one of the most energetic and popular men on the road.

Concerning the old members of the Board of Directors, we can say that they are tried and true and have been the mainstay of our Association in the past. They will all work in harmony and we expect our ranks to fill very rapidly in the future.

Concerning the bicycle indemnity claims, it is safe to say that not over 10 per cent. of our members ride a wheel, but for the past year fully 50 per cent. of the claims presented have been from this source, and we are compelled, in justice to the other 90 per cent. of our members, to conform to the action of the Eastern—and in fact, all leading mutual accident associations of the country—and make bicycle riding a hazardous risk; and in the future we will pay only one-half of the regular benefits for accidents of this nature. Kindly bear this in mind and, if you ride a bicycle, you cannot help but admit the justice of the action of our Board of Directors in taking this action.

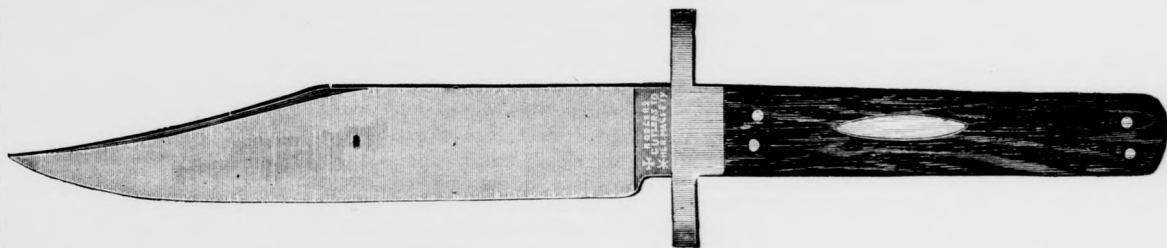
Now, in conclusion, we ask you to try to send us in at least one new member inside of the next thirty days. You can do this easily—will you please try?

Fraternally yours,  
J. H. McKELVEY, Sec'y.

In a bulletin issued by Prof. Snyder, of the Minnesota Agricultural College, he makes a point of interest to the housewife. He shows that, when potatoes are peeled and started boiling in cold water, there is a loss of 80 per cent. of the total albumen, and where they are not peeled and are started in hot water this loss is reduced to 2 per cent. A bushel of potatoes, weighing sixty pounds, contains about two pounds of total nitrogenous compounds. When improperly cooked one-half of a pound is lost, containing six-tenths of a pound of the most valuable proteids. It requires all of the protein from nearly two pounds of round beefsteak to replace the loss of protein from improperly boiling a bushel of potatoes.

Love in a cottage is all right, but the cottage shouldn't be mortgaged.

# CUT TO THE QUICK



Owing to the introduction of improved labor saving machinery, which enables us to materially reduce the cost of the output of our coupon book department, we have decided to put the knife into three grades of our coupon books and make a sweeping reduction in the price of our Tradesman, Superior and Universal grades to the following basis:

50 books, any denomination,	\$ 1.50
100 books, any denomination,	2.50
500 books, any denomination,	11.50
1,000 books, any denomination,	20.00

Notwithstanding the reduction, we shall hold the quality of our output up to its present high standard, making such further improvements from time to time as will add to the utility and value of our system.

We shall still follow the practice of the past dozen years in pre-paying transportation charges on coupon books where cash accompanies order.

We are the only manufacturers of coupon books who stand back of our output with a positive guarantee, paying \$1 for every book of our manufacture found to be incorrectly counted.

The trade are warned against using any infringements of our coupon systems, as the manufacturers will protect their rights and the rights of their customers, and will prosecute all infringers to the full extent of the law.

Since engaging in the business, a dozen years ago, we have spent thousands of dollars in perfecting our system and bringing it to its present high standard of excellence, having put in special machinery for nearly every department of the work, and keeping constantly employed a force of skilled workmen who have had many years' experience in the coupon book business. We still lead the world in the manufacture of special coupon books for special purposes, and solicit correspondence with those who use, or wish to consider the adoption of, something more elaborate than our regular books.

## Tradesman Company,

GRAND RAPIDS, MICH.



## Around the State

### Movements of Merchants.

Dayton—A. A. Lamb has sold his general stock to A. L. Wood.

Orion—Shoemaker & Bell succeed Jacob Shoemaker in the meat business.

Monroe—Fred C. Nadeau succeeds Nadeau & Navarre in the furniture business.

Calumet—Kingston & James succeed D. Kingston & Co. in the meat business.

Flint—Marshall & Kennedy succeed W. M. Marshall in the wall paper and picture business.

Quincy—Friedman & Co. will move their general stock to Springfield, Ohio, about August 10.

Bay City—The C. H. Ueberroth Co. succeeds the Ellis Ueberroth Co. in the crockery business.

Kalamazoo—Michael Dietrich has sold his boot and shoe stock to the P. Appledorn Shoe Co.

Vogel Center—M. T. Bos has purchased the hardware and implement stocks of Walter Smit.

Standish—A. G. Babcock, proprietor of the Babcock Columbian Bazaar, has removed to Chesaning.

Saginaw, E. S.—The Ellis Ueberroth Co. is succeeded by the C. S. Ellis Co. in the crockery business.

Saginaw, E. S.—Chas. Foster & Co. succeed the Charles Foster & Ewen Co. in the furniture business.

Hillsdale—Ferris & Singer, dealers in notions and crockery, have dissolved. C. E. Singer continues the business.

Homer—A. M. Dubois has moved his grocery stock from Union City to this place and will continue the business.

Marquette—Hoard & Carter continue the bicycle and electrical supply business formerly conducted by F. H. Hoard.

Jackson—The Tokyo Tea Co. has opened a prize tea store in the store formerly occupied by Harris' dry goods store, on West Main street.

Detroit—The C. E. Smith Shoe Co. has secured the agency for the Suedicor & Hathaway Co.'s line of shoes in Michigan, Ohio and Indiana.

Alpena—Michael O'Brien has purchased the stock of boots and shoes which was recently taken from J. B. Buleau on a chattel mortgage.

Holly—C. E. Humphrey, formerly clerk for C. A. Wilson, has bought out the drug stock of W. A. Tuttle and will continue business at the old stand.

Jackson—Seaman Bros. have purchased the stock of groceries and fixtures of Fenton & Smith, on Francis street, and will continue the business.

Hastings—Henry Roe has purchased the interest of Fred Cassidy in the meat market firm of Cassidy & Roe. The new firm will be known as Roe & Son.

Allegan—H. Stein & Co. have sold the A. Lipper & Co. dry goods stock to John C. Stein & Co., who will continue the business at the same location.

Jackson—Riley & Harrison have purchased the grocery stock of Carroll & Smith, at 106 Cooper street, and will continue the business at the same location.

Sidnaw—F. L. Mead has retired from the general merchandise firm of J. C. Corbin & Co. The business will be continued by J. C. Corbin under his own name.

Manistee—C. A. Waal recently sold the stock of the New York shoe store at assignee's sale to Frank Blaczyk for \$2,380—about 75 per cent. of its appraised value.

Jackson—J. V. Hoover has purchased the stock of groceries and fixtures of H. C. Ranney, corner of First street and Greenwood avenue, and will continue the business.

Albion—J. E. Perine, for nineteen years a "credit" grocer, has admitted his sons—Roy and Fred—into partnership with him and from now on will sell for cash only. The style of the new firm will be J. E. Perine & Co.

Allegan—Colored people here are boycotting the Grange store because two sons of Martin Stegeman, the manager, uttered sentiments that were considered insulting to the colored race during a recent high school debate on "Colonization."

Manton—Joseph Berry and Richard Sanford have formed a copartnership under the style of Berry & Sanford and purchased the Olaf Brink grocery stock, which they have removed to the building formerly occupied by Mr. Berry as a meat market.

Monroe—Napoleon Nadeau, who embarked in the grocery business here when 21 years of age, subsequently conducting the furniture business, having been an active merchant fifty years, died Aug. 1, leaving a widow, two sons and two daughters to survive him.

Carson City—At the auction sale of the W. A. Palmer saloon property, his old residence and lots and \$2,000 stock in the Carson City Electric Light Co. were bid in by Geo. Darling, of Detroit, at \$1,550—\$750 for the saloon property, \$600 for the residence and \$200 for the stock.

Belding—Croarkin & James have sold their clothing stock to H. W. Dixon & Son, who will remove it to Battle Creek and conduct the clothing business in connection with their dry goods establishment. Messrs. Croarkin and James will return to Dexter, where they have business interests.

Flint—The Citizens' Commercial and Savings Bank of this city has begun suit against W. H. Wilson & Son, lumber dealers of this city and Harrison, for nearly \$30,000. Last spring the bank was secured by taking real estate and chattel mortgages for nearly this amount. Some of the obligations became due a few days ago and H. C. Spencer, Cashier of the Bank, made a demand for the personal property in the city here and a few days later went to Harrison to foreclose his mortgages there. While in that city Wilson & Son began a damage suit against Mr. Spencer for \$25,000. The papers were served upon Mr. Spencer in Clare county, which will oblige him to go there to defend his suit.

Charlotte—C. S. Shipman, of Sturgis, recently purchased the boot and shoe stock of W. C. Hubel, in this city, paying \$2,200 therefor. Hubel represented to Shipman that the stock was all paid for, but no sooner had Shipman taken possession than creditors of Hubel began to arrive in town and attached portions of the stock for claims for various amounts until every dollar's worth of goods was taken out of the store. As soon as the transfer of the stock was made from Hubel to Shipman, the former left town, and has not been heard from since. It is reported that he is in Canada, and an effort will be made to bring him back. The amount of claims which have been presented amount to about \$7,000.

### Manufacturing Matters.

West Bay City—Kircher & Neuman succeed Kircher & Ueberroth in the planing mill business.

Alpena—Moench & Sons are erecting a hide house 40x100 feet, adjacent to their tannery. The firm is receiving fifty loads of bark per day.

Menominee—Only a few of the thirty-two mills on the Menominee River are running nights. Too much lumber is being sawed during daytime to suit the owners, as they cannot sell the lumber they have already cut.

Menominee—E. M. Smith is the new manager of the supply department of the Menominee Iron Works. He is a thorough mill supply man, having been for years with the Eau Claire Mill Supply Co., Eau Claire, Wis.

Zeeland—P. Elenbaas, Bro. & Co. have purchased the business formerly conducted under the style of De Pree & Elenbaas and are to rebuild the planing mill and manufacturing establishment recently destroyed by fire.

Holton—C. L. Emens has transferred his interest in the Emens Brick Co. to P. J. Connell, of Muskegon. Mr. Emens has been commissioned Deputy Gt. Com. of the K. O. T. M. and will leave for the Upper Peninsula, to remain there permanently.

Arcadia—The Starkie Lumber Co. has quite a lot of hardwood on the docks and only about 200,000 feet of hemlock, which is sold. It has a quantity of hemlock logs in the water, but has sold the cut of about 1,000,000 feet of the logs, which will make quite a hole in its stock.

Marquette—The Dead River Mill Co. had five camps started and was cutting roads and preparing for an active season's work, but regarded the outlook as so unfavorable that it has pulled up the camps and probably will put in no logs this winter, depending on the logs it already has in the river for next season's sawing.

Bay City—The Saginaw Bay Towing Co. filed articles of incorporation Saturday. The company has a capital stock of \$300,050, which is held by the stockholders as follows, in shares of \$50 each: Benjamin Boutell 2,999, Peter C. Smith 2,999, Dudley W. Case 1, Lorenzo S. Boutell 1, Thomas P. Dunningan 1. The company is authorized to tow vessels and handle rafts. The company has sixteen tugs, twenty-two sets of lake booms and chains, and, in fact, a complete rafting outfit. The company is incorporated for fifteen years.

Houghton—The Franklin mine, which has been one of the leading copper producers of Lake Superior for the last thirty years, is nearly at the end of its existence, unless the efforts now being made to develop mines upon property recently purchased should prove successful. It has been known for the last four years, or since the acquisition of the Pewabic mine by Thomas F. Mason and the sale of that property to the Quincy, that the life of the Franklin mine was short. The strike of the Pewabic lode, on which all three of the mines named are opened, is such that the vein dips under the boundary, leaving the Franklin and making into the Pewabic, now known as the North Quincy, and a portion of the Quincy mine. The Franklin has worked close to the boundary and for several years the copper produced has been obtained principally by what the miners term "scramming," which means that the pillars left to support the mine are robbed and the odds and ends of mineral left in various parts of the mine are removed, systematic and persistent search being kept up for copper deposits of small size or which were overlooked in the earlier

and richer days of the mine. The manner in which Graham Pope, the local agent of the Franklin, has been able to keep up the production of the mine when there apparently was nothing left under ground worth bringing up is a decided credit to his persistence.

Hancock—The Tamarack and Osceola companies have completed their new coal shed and hoists on Dollar Bay and the first cargoes of coal will be unloaded this week. The shed has a capacity of 75,000 tons of soft coal and will receive between 50,000 and 60,000 tons this season, that amount being the present requirement of the Bigelow-Lewisohn interests in Houghton county, which include the Tamarack, Tamarack, Jr., Osceola and Kearsarge mines, the Tamarack and Osceola mills on Torch Lake and the smelter and rolling mills of the Tamarack-Osceola Copper Manufacturing Co. at Dollar Bay. Heretofore the coal has been received at the docks on Torch Lake adjoining the mills, where the facilities for both storage and handling were crude and inadequate to the extensive operations carried on. Torch Lake is an arm of Portage Lake, and the narrow arm of water connecting the two has been dredged and straightened by a corporation chartered for the purpose, but which is actually the Calumet & Hecla Company, which charges 10 cents a ton toll on all coal shipped to Torch Lake points and still higher tolls upon other classes of merchandise. A merchandise dock in connection with the coal shed at Dollar Bay will enable the Bigelow interests to receive all freight there, thus saving \$6,000 annually upon coal receipts alone, and several thousand dollars upon miscellaneous merchandise. As the cost of the shed was only \$30,000 complete, the investment is profitable. The automatic devices for unloading vessels and for loading cars from the shed will save several thousand dollars additional every year, as coal can now be handled for about 2 cents a ton, actual labor cost, and the rail freights charged by the Hancock & Torch Lake Railroad will be the same from the new shed as from the old ones.

### Increase in Business Corporations.

Almost every new enterprise is introduced as a corporation, and many of the ventures floated are swindles, but the percentage of the latter is small compared to the number annually seeking corporate existence in England. According to official figures the registration there is at the rate of 4,300 per annum, and fully 50 per cent. of the companies have an ephemeral existence. There are 20,000 business corporations in the United Kingdom at the present time, with the capital stock fully paid up and placed at 1,000 millions sterling. The retail trade is following the wholesale and manufacturing industries into corporate form, because enterprise can be extended, and it affords an opportunity for employes to co-operate with employers. The system has been abused in England, probably for the reason that considerable idle capital is always seeking investment, and the rate of interest is so low in regular channels that the stock of a promising company is eagerly sought after. The people in the United States are more conservative, and consult a prospectus many times before deciding to purchase. A new corporation must be sound in every way to influence capital here.

Gillies' New York Teas, all kinds, grades and prices. Phone 1589. Visner.

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

Just employes are the product of just employers.



## Grand Rapids Gossip

Stiles Bros. succeed S. P. Swartz in the lumber and planing mill business at the corner of First avenue and the G. R. & I. Railroad.

The net earnings of the Grand Rapids Gas Co. during June were \$6,638, against \$4,855 last year, an increase of over 36 per cent. The gain for the first six months of this year over the same period last year was nearly 14 per cent.

The Entertainment Committee having in charge the annual picnic of the Grand Rapids traveling men has arranged to give the dance at the Lakeside Club Saturday evening on the completion of the festivities at Alger Park in the afternoon.

Badges for the grocers' picnic are kindly furnished by the H. J. Heinz Co., of Pittsburg. As the number of badges is limited, the Committee on Badges announce that first come, first served. The Committee will be on hand at the Lake at 9 o'clock Thursday morning.

Chas. N. Remington and Alonzo P. Ewing have formed a copartnership under the style of Remington & Ewing for the purpose of conducting a merchandise brokerage business at Kalamazoo, Battle Creek, Lansing and Jackson, with headquarters at the latter place. Mr. Ewing will divide his time between the jobbing points named, Mr. Remington devoting his entire time to his Grand Rapids business, the same as heretofore.

Everything points to a large attendance at the tenth annual picnic of the retail grocers and the first annual picnic of the meat dealers, at Reed's Lake to-morrow. The preliminary arrangements have been perfected and nothing but bad weather can militate against the success of the occasion. So far as the Tradesman's information goes, every grocery store in the city will close its doors, except, probably, the Morse and Wurzburg department stores, and every meat dealer will be closed except A. B. Wykes, the Monroe street butcher.

### The Grocery Market.

**Sugar**—The European markets have strengthened up considerably during the past week, in consequence of which higher prices on refined are not entirely unexpected. Granulated is now on about the same basis as a year ago, when the statistical position was much less favorable than it is now. Present prices are considered low in view of the fact that August and September are about the most active months in the year.

**Provisions**—There has been some further reduction in the marketing of hogs, although there is still an increase compared with the small movement a year ago. Western packing for the week was 200,000, compared with 225,000 the preceding week and 135,000 for the corresponding time last year, making a total of 6,425,000 since March 1, against 5,350,000 a year ago. Prices are lower, showing a decline of 15@20 cents per 100 pounds at the close compared with a week ago. The manufacture of meats has been so much reduced that it is now far short of current consumption—probably about two-thirds—and stocks at the centers should show a tendency toward lower supplies. The manufacture of lard is manifestly well maintained relatively, although now much

reduced. Reference has been made that packed lard has been selling at prices as low as unpacked short rib sides. To this interesting characteristic of trade conditions may be added the fact that, at the current price of cotton oil, say 21½c per gallon at northern packing points, and 4 cents per pound for oleostearine, it costs 20 cents per 100 pounds more, including package, to make lard compound than steam rendered lard. The market has made some new records for hog product the past week, but is now in a little better condition, and possibly may not become further depressed. The speculative interest has been centered in pork and lard, and it is understood that in both articles there are large contracts for future delivery. It is an old-time saying that the Chicago market might be expected to decline in proportion to the extent of the outside "long" interest—and it has been apparent for some time past that the outside "long" interest has furnished the occasion for the declines which have been surprises to the trade this season.

**Cheese**—The Utica Herald says: A curious feature of the make this year is the fact that, although the shrinkage has not been anything like so heavy as it was last season, the actual amount being manufactured at the present time is less than it was on the corresponding date in 1895. We doubt if feed is as short as it was then, and certainly the country is far from being as dry and parched, but the conditions do not seem to be favorable for making milk. The weather is either excessively hot or uncomfortably cool and these sudden alterations affect cows unfavorably. Flies are very bothersome, there is not much succulence in the pasturage and it is hardly time as yet for green fodder. So the yield of milk is small and factories generally are making only one-half to two-thirds as much cheese as they were making three years ago. Many factories are making only five cheese a day which used to make eight or ten, and the large establishments which were accustomed to turn out from twenty-five to twenty-eight a day now produce only fourteen to seventeen.

**Rice**—No new features have developed during the past week and prices are easily maintained. All reports from the domestic crop are to the effect that it will closely approximate that of the previous year in the matter of quantity and be away ahead of it in quality.

**Lemons**—An average advance of 25 @37½c per box has taken place on the seaboard, due to a continuance of the hot weather. The higher range of values has started shipments to this country again.

### The Grain Market.

While there was considerable trading during the past week, prices were well sustained and are at about the same point as one week ago. All reports warrant a higher range of prices. The reports regarding the yield are very disappointing as to the present crop. The heavy rains did considerable damage to the wheat that was stacked. What is in barns is all right, but, owing to the poor stacking, a great deal of the wheat has become sprouted and many of the stacks are very green. Missouri reports 6,000,000 bushels less than last year. Ohio, Indiana and Kentucky report a deterioration in the wheat crop—cause, the same as in this State.

The receipts in the Northwest remain heavy and exports are rather light.

To offset this the exports from India were only about one-third of what they were last year at this time, while from Argentine they were a trifle less than one-half as much as last year. Putting it more plainly, India exported 3,000,000 bushels, against 10,500,000 last year, and Argentine 16,550,000 bushels, against 35,400,000 bushels the corresponding date last year.

The visible showed a decrease of 405,000 bushels—about what was expected. The visible is now 46,734,000 bushels, against 35,517,000 bushels last year.

The present political turmoil does not have any good effect on trade, as capitalists are waiting to see which party will be victorious; that is, whether the white or the yellow metal will come out ahead. While the business men in general want the yellow to win, the unexpected often happens, and it may be so in this case.

Corn dropped about 1c during the week, while oats show a gain of about 1c. The advance in oats was caused by the wet weather, while the same forced the price of corn down.

Millers are paying 57c for wheat, against 68c at the corresponding date last year. Not much wheat is moving at present. I hope to be able to report a better movement soon.

The receipts during the month were 181 cars of wheat, 43 cars of corn and 23 of oats. During the week, the receipts were 32 cars of wheat, 4 cars of oats but none of corn—rather a poor week for grain receipts. C. G. A. VOIGT.

### Flour and Feed.

The flour market remains practically unchanged for the week; nevertheless, there has been a better demand, principally for the higher grades, and flour buyers have shown more interest in the market than for some time past. Trade on the lower grades continues light, and as new wheat flours are now being offered quite freely, the difference in value between the high and low grades has widened somewhat.

Millstuff has been very dull, and the demand has been light, although sufficient to absorb the output from day to day.

There is some improvement to be noted in ground feed and prices are very strong. The trade will need to use considerable caution about handling feed which contains a mixture of new oats, as the new oats are in very poor condition, being damp, badly colored and of very unsatisfactory quality.

WM. N. ROWE

### Purely Personal.

Frank E. Pickett, the Wayland general dealer, came to town on his bicycle Monday and returned by the same conveyance.

Meroney & Gerber have purchased the drug stock of F. F. Dallas, at Wolcottville, Ind., and will continue the business at the same location.

Walter C. Glines, State agent for Fleischman & Co., was in town last week on his way to Traverse City, whither he went on a combined business and pleasure trip.

Frank L. Merrill, the South Division street grocer, Adelbert Simons, city salesman for Nelson Morris & Co., and Ben. Allen, of Byron Center, have erected a handsome summer cottage at Green Lake, Allegan county. The cottage is 14x20 feet in dimensions, two stories, with kitchen and bath rooms detached.

All the insurance companies having policies on the life of the late Alex. A.

Knopfel, the Bay City merchandise broker, have paid except the Travelers' Insurance Co., which proposes to contest the payment. Suit has, accordingly, been brought against the company by the estate to recover on a \$1,500 policy.

Gilbert L. Thomas succeeds Alonzo P. Ewing in a clerical position at Ball-Barnhart-Putman Co.'s. Mr. Thomas was book-keeper for the former banking house of C. W. Chapin & Co., at Stanton, for seven years, since which time he has been identified with Hall & Graham, of Grand Ledge, and G. H. Behnke, of this city.

### Securing a Profit on Sugar.

In a recent interview in the Grocery World Finley Acker expressed the opinion that there was no reason in the world why the retail grocer should not make a profit on sugar. His explanation of the fact that comparatively few do make a profit on it was that sugar-cutting had become a habit. Grocers seemed to instinctively choose it when they for any reason wished to scale the price of an article down.

There is a limit to the facilities for cutting possessed by any one article. For instance, when a retailer sells a pound of granulated sugar for a cent, as some have done, nobody is going to cut the price to ¼ cent, so sugar must be dropped as the cutting medium. Some other article will be taken and the same slashing process followed. Isn't it plain that one after another of the grocer's staple lines must go down in the whirlpool of cutting if the process is continued? It is simply a case of "You cut, I cut, and when you have cut as low as you can on one thing, I'll cut on some other thing." And so it goes.

The grocer who sets out to gain trade by cutting prices is in the position of the man who vainly sought to gain public attention by every ordinary means and finally adopted the ruse of standing on the roof of a high building and throwing half dollars into the street below. He gained the attention he desired, but at what a cost! The grocer can unquestionably gain trade by cutting prices, but what earthly good will it do him?

### Advance of Metal Roofing.

Manufacturers, jobbers and dealers in metal and galvanized iron are agitated over the state of the market of these two commodities, says a trade paper. The officers of the metal roofing trust have informed their selling agents that the prices on all kinds of metal roofing will advance about 15 cents per square on August 1.

A movement is on foot among the manufacturers of galvanized iron looking to a renewal of the agreement which was entered into a year ago, by which this product was advanced in price nearly one-third in a fortnight, and from present indications a deal to this end will be consummated during the next few days. Notices of withdrawal of discounts have already been sent out, and local dealers are scrambling for a supply of galvanized iron before the market rises.

### Welcome to Grand Rapids!

The Tradesman heartily welcomes the members of the Northern Michigan Retail Grocers' Association who come to Grand Rapids this week for the purpose of holding their third annual convention, and expresses the hope that their stay here may be productive of pleasure and profit to all concerned.



## SUNDAY CLOSING.

## How Stringent Laws Affect Sanitation and Morals.

The criminal and police laws of a country assume the duties of protecting public health and public morals. Every inhabitant has the right to carry on business and to engage in the pursuit of happiness without restraint, just so long as his operations do not interfere with, or injuriously affect, any other person. The moment somebody else's rights and privileges are invaded, the person so injured is entitled to protection.

A failure to make this distinction has caused much confusion among those who have undertaken to advocate the maintenance of personal liberty. It is true that every man possesses the natural right to do with himself and his own what may seem good to him; but, should he endanger or damage the rights, the person, or the property of any other person, in a savage state of society he would be subject to violent retaliation at the hands of the injured parties, but in a community where government undertakes the protection of the people, he would soon become a subject for the application of the police laws.

Under these conditions a man whose private residence is kept in a state so filthy and vile that it may send out the infections and emanations of disease, and thereby becomes a source of danger to others and a menace to the health of the neighbors, becomes a proper subject for the interference of the police and sanitary authorities. The law will not pretend to force individuals to practice personal cleanliness or personal morality; but if they should attempt to impose their filth on others, or to make a show of their lewdness, or to propagate physical or moral disease, they will soon find themselves in the hands of the law.

A man may personally consume, by preference, adulterated liquors and impure food, but the moment he attempts to sell such articles to others he violates the laws. The function of government is not to enforce by penalties the personal practice of morality and religion, but it undertakes to protect all the people over whom it has jurisdiction from the invasion, interference and attacks of all who would attempt to violate the religious rights of others, or to propagate immorality by indecent acts or by the circulation of obscene books and pictures.

It is well known that, where people of both sexes are crowded together in dwellings or workshops, without facilities or opportunities for necessary privacy, not only does the health, but also the morals of such persons suffer seriously. Whatever damages the health and morality of any considerable numbers of people is a proper subject for judicial inquiry, and upon the demands for the protection of people so exposed all governments have made regulations for the construction of tenement houses and factories so far as the protection of health and morals go.

Nothing is more beneficial to the working masses than that they should have holidays protected by law, during which the people may enjoy such rest and diversions as they may desire or be able to secure. To wash off the dust of toil, to array one's self in clean clothes and to enjoy a day of rest or recreation once in seven days is probably the greatest blessing the law confers on the working man. To spend the day at

home with his family, or to be able to take them out for a little excursion or other pleasant diversion, is the crowning feature of the day.

To this end the law requires all places of business, with the exception of such avocations as are necessary to the good of society, to be closed on Sunday, so that the toiling millions may have a day of rest and recreation. The law does not undertake to regulate any individual's habits on that day, or on any other. If he be a drunkard he may drink all he will or can get; but the law orders the closing of the barrooms on Sunday, and he who proposes to spend that day in besotted intoxication is at perfect liberty to supply himself with the material the day before.

Why should it be claimed that a law which closes the barrooms on Sunday is an invasion, a violation, of personal liberty? Whose liberty does it violate? Not that of the man who wants to drink on Sunday, because, knowing the law, he can provide himself on Saturday with a bottle or a jug. The man who is able to spend Sunday in a barroom drinking and playing cards is able to buy a bottle of whisky or a few bottles of beer on Saturday. If a man who works six days in the week has not on Saturday night enough to support his family and leave something over for whisky or beer, he has no business in a barroom, and, if he goes there on Saturday night to debauch himself and spend the wages which belong to the support of his wife and children, there ought to be a law to punish him, although there is none. The Saturday all-night and the Sunday barrooms catch the spendthrifts, who, having earned a little money, hasten to rob their families and to spend it in drink. This is a great wrong done to society which ought to be stopped by law, and is stopped if the Sunday closing law be enforced.

But this law was not intended for that purpose. It was not intended to stop men from drinking, nor does it. The Sunday drunkard has his jug. It was intended to give every workingman and woman a Sunday rest, and, if honestly enforced, it will do it. The men who work in barrooms are human beings. Does anybody think they do not want a Sunday rest, Sunday with their families, Sunday among the green trees of the country, or even of a park in the city? The proprietors of barrooms, with a very few exceptions, would be glad to have a regular and universal Sunday closing. They are like other men, and would enjoy a day of recreation away from business; but, if their competitors keep open on Sunday, they feel bound to do so. They cannot afford to let their customers wander off to other houses, and so they feel bound to keep open on Sunday if their business competitors do so.

Then the remedy for all the troubles that have been caused by unfaithful law officers, in connection with the shameful neglect of the Sunday closing, is to enforce the law impartially and punish offenders summarily. Let there be no favoritism. Let there be no privileged classes in this matter. The law applies to the rich men's clubs precisely the same as it does to the barrel-houses on the levee, where the poorest classes drink. Nothing has done so much harm as the idea that the higher classes could defy the law with impunity. If the time shall ever come when rich men can successfully defy the law, then the poor men cannot be blamed for rising up in their terrible anger and destroying the courts and the officials whose criminal and corrupt administration could make such a state of things possible. Let the law be enforced, no matter who may be affected by it.

FRANK STOWELL.

## Business an Education.

Written for the TRADESMAN.

It is a common observation that business is an education, yet few seem to realize to what an extent the saying is true. Many business men whose opportunities for the instruction of the schools were limited long continue to express regret that they were compelled to undertake the work of life with so small a preparation in "academic halls." While I would not underrate the value of the work of the schools, I am of the opinion that in many, if not most, cases, such regrets are misapplied—that there has been acquired an education that is not only of more value in the business career, but is no less broadening to the character, is no less a suitable preparation for dealing with economic, social, even intellectual problems than would have resulted in spending too many of the most useful years in school life.

Character, habits and modes of thought form most rapidly in the earlier years of manhood. If all those years are spent in school life, the student becomes "a school man." Now, while school men form a very excellent class, one which the world could hardly spare, and one which may offer desirable ambitions for a young man, it is yet a poor preparation for the exigences of business, and I will venture the assertion that, on the average, the man who has been through the school of business is better prepared to take position as a political or economic leader than the man with the school equipment. As evidence of my assertion note the proportion of professional men who are successful in the management of affairs. The minister, who spends more time in school preparation than any other, perhaps, is the poorest equipped for business. The member of this profession who can keep his accounts intelligibly, who can make out a commercial paper of the simplest kind correctly, is a curiosity. And how few of these ever take the lead in economic or political affairs. The doctor usually acquires sufficient knowledge of business routine to make his charges and prepare his bills. The proportion of these who become leaders of men is still small. The profession of the lawyer is supposed to include the science of business, and naturally there is a larger proportion who learn to manage affairs, but it is a question whether even the profession of the law gives a more effective equipment than the same years spent in practical business.

The value of business as a means of education has greatly increased in this country during recent years. More liberal business methods have a broadening influence upon the mind. Every business man recognizes the value of experience as a traveling salesman as a means of education, and many see to it that their sons are given an opportunity to study in this school.

The broadening influences of modern times manifest themselves in many ways. Perhaps the most significant and most noticeable are the increased liberality and co-operation between competitive dealers. In my early recollection the relations between such were frequently of the most narrow and jealous description. There was no co-operation; the business of each was decry by the other, and if there was a restraint exercised sufficient to prevent open hostility, it was about all that could be expected. Especially was the feeling of enmity prominent in the case of the

newcomer who essayed to share the business of his rival—such an one was accounted little less than a robber.

Business education has changed all this. Competition still continues but the bitter elements have been eliminated. Instead of the jealous, growling isolation of the dealer, we see co-operative organizations providing for the interchange of information as to credits and other matters of mutual benefit. The intrusion of the new comer is now received with less concern. Broader ideas enable the dealer to see that there may be a benefit in the competition—that it may be the means of spurring him to greater effort, and thus the trade of the locality be increased even more than to meet the requirements of the new comer. The narrow ideas of the past could see only what trade was actually received which was thus to be divided. The ideas of the present show that it is necessary to enlarge the diameter of the circle of tributary custom but a short distance to double its area. The beginning of success to many a merchant, has been the spurring influence of increasing competition, for it seems that the lesson of pushing business without some spurring influence is about the latest to be learned.

Business is an education. The men of affairs in public life are oftener the graduates of a business career than of the schools. So, instead of deprecating the lack of education, take inventory of your mental, moral and intellectual powers, and see if you have not an education. If it is found deficient, see if there are not means at hand to remedy the deficiency.

W. N. FULLER.

## The Hardware Market.

General trade is only fair, but it is the time of the year when dealers are not very busy, as everybody is at work and no one has time or inclination to buy anything except such goods as are immediately wanted. There is, also, a tendency among the trade generally to pursue a conservative course and buy only what they can sell and only sell to those who can meet their bills promptly. This is a good plan to follow and one that most jobbers and manufacturers are adopting. But little change in prices is noted, as no one is disposed to force sales; and, as prices are now at rock bottom, no one seems anxious to go beyond that.

Wire Nails—Contrary to general expectation, the Nail Association in recent session affirmed the present price on wire nails for the month of August. It was thought by many that a reduction would be made, but it is evident that the Association considers itself strong enough to hold the market up to the present figures. We quote wire nails at mill, \$2.65, and from stock, \$2.85.

Barbed Wire—As but little is moving, very little unevenness in price is noticed. No effort is being made to push sales, consequently prices are well maintained. We quote painted wire at mill, \$1.65; and galvanized, \$2.

Window Glass—Good assortments are now very scarce and the recent advance is firmly held. As the time is approaching for the adjustment of wages with the glass workers, the future price will largely depend upon whether an advance is granted them. We do not look for glass to be any cheaper.

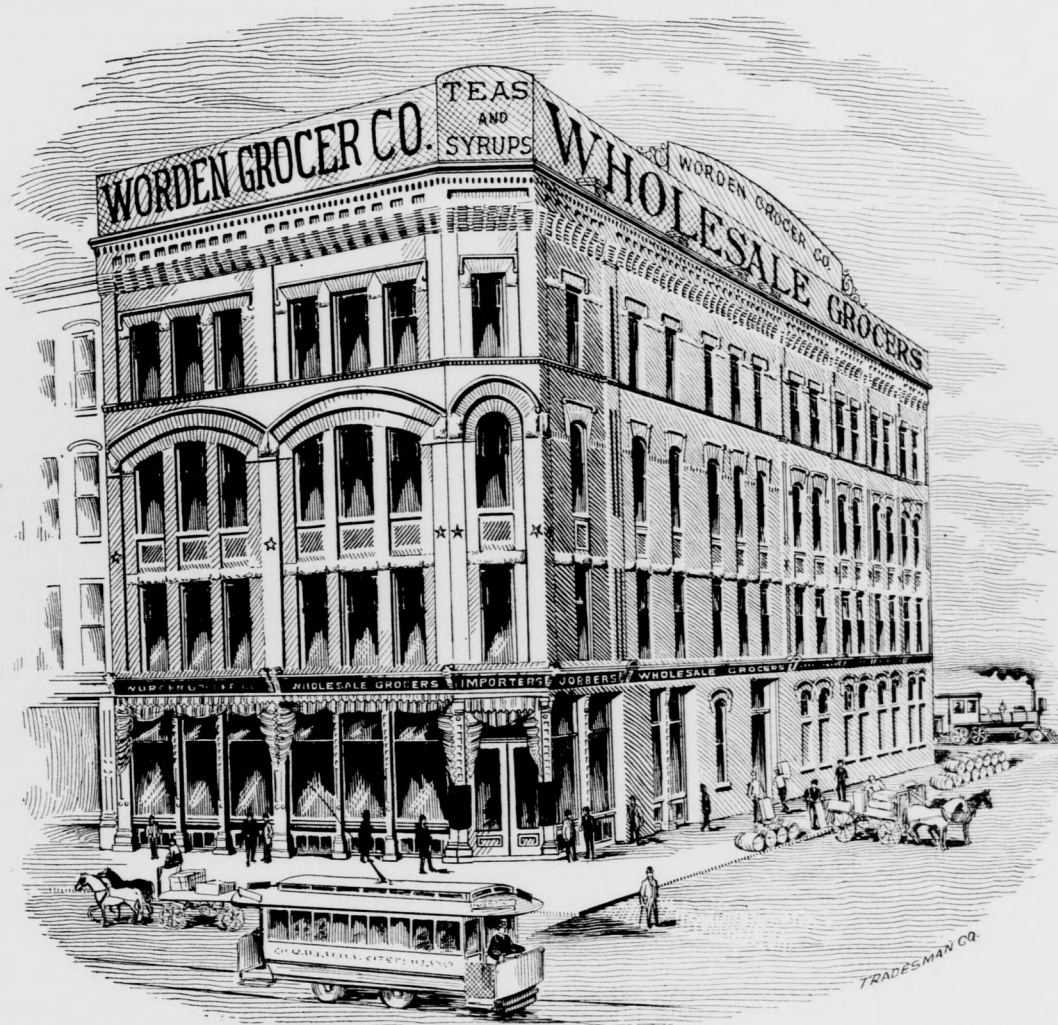
Apple Parers—The demand is something remarkable. Jobbers and manufacturers have sold out and reordered. We quote Rocking Table parers at \$5 and Little Star parer, corer and slicer at \$4.



# WORDEN GROCER CO.,

Importers and Wholesale Dealers,

Grand Rapids, Mich.



We carry a general line of groceries and can guarantee excellent values in high grade as well as low priced goods, although our specialty is fine goods.

# MICHIGAN TRADESMAN

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E. A. STOWE, EDITOR.

WEDNESDAY, - - - AUGUST 5, 1896.

## TRADE CONDITIONS.

While the effect of the action of the bankers in coming to the rescue of the Treasury reserve has resulted in apparently improved conditions at the great trade centers, there is yet little show of actual improvement. The natural dullness of the season, with the political complications, is a sufficient cause for the continued stagnation. The sensation of the week in financial circles is the Moore failure, affecting the Diamond Match and New York Biscuit stocks. It is yet too early to predict the extent of the complications likely to result, but it is thought there will be nothing more serious than a loss of the speculative part of the values of those stocks.

The iron situation is even less satisfactory than last week. The necessity of a reduction in the prices of the combinations is so imminent that there is scarcely any business except through middlemen at cut rates. Pig and Bessemer are both weak, the latter being quoted at \$11.50 at Pittsburg.

Textiles repeat the same old story of stagnation at low prices. The movement for fall trade in both cottons and woollens is very unsatisfactory. Demand for boots and shoes is beginning to slacken.

The most favorable indications seem to be found in the grain trade. While low freight rates have resulted in still further decline in corn, it is less than other lines of trade would seem to indicate, while there has been a positive strengthening in wheat with a small advance. The demand for export is unexpectedly good.

Failures have increased, 294 against 280 last week, and bank clearings have still further declined to \$811,000,000.

## CONVERTING WITH BULLETS.

One of the most prominent leaders in the Homestead riots, four years ago, was John McLuckie, a labor leader who had filed the office of burgess of that borough. Mr. McLuckie's prominence in that murderous conspiracy, as in the case of Debs of Pullman infamy, gives him a notoriety and prestige which gain him the audience of labor circles about the country. He is now devoting his energies to creating prejudice against the Carnegie Company on account of the accusations which have been made against it of furnishing defective armor plates to the Government. His efforts, according to his explanation, are prompted, not by a patriotic

interest in the welfare of the Government, but by a desire for revenge upon the great steel corporation.

In a recent speech before the central labor union of Haverhill, Mass., Mr. McLuckie took occasion to enlarge upon the proper methods of securing converts to the doctrine of unionism. Reasoning from analogy, he asserted that, if the Government had the right to compel the South to return to its allegiance, the unions have the same right. His exact language on this point was as follows:

In 1892 the men at Homestead had 300 Winchester rifles, now they have 3,800, and they are ready to use them if occasion requires. In the late war, the North compelled the seceding states to return to the Union by force of arms, and in a like manner the labor unions ought to compel workmen out of the union to come in by shot and shell, shooting them down in case they do not come in, so that the capitalists cannot use them. The Government investigation of the armor for frauds was hung up in the Senate through the efforts of Senator Quay, Carnegie's tool.

While these sentiments were applauded quite freely, the union refused to endorse them by formal action. The expression of such incendiary propositions will not fail to evoke applause in most union gatherings, but the numbers of those ready to endorse them are constantly diminishing. This result is not only being brought about by the spread of intelligence, but it is hastened by such utterances as the foregoing. If such blatant anarchists could express their sentiments more extensively, it would soon create a disgust among the decent rank and file of labor organizations which would work ill to the influence of labor demagogues.

## FIXING THE RESPONSIBILITY.

The railroad wreck which took place, a few days ago, near Atlantic City, is one of the most serious which has occurred in recent years. As a result of a collision between an express train and a heavy excursion train at a crossing, 45 people were killed and as many more injured.

That carelessness was the real cause of the accident there can be little doubt, as the invariable rule requiring all trains to stop before reaching crossings should, if observed, have prevented any such accident as that which occurred. The large number of persons killed, and the indescribable wreck of rolling stock which resulted, proved that the express, which crashed through the excursion train, must have been running at a good rate of speed.

There seems to be considerable difficulty experienced in fixing the responsibility for the accident. The engineer of the express, who could probably have thrown more light upon the occurrence than anyone, is dead, having died at his post of duty, while the railroad officials, for obvious reasons, are not making public the results of their investigations.

There certainly should be some general supervision over the running of trains and some standard of efficiency for railroad employes. The equipment of railroads should also be under inspection. Accidents should be as carefully investigated where railroad trains are concerned as are disasters at sea or upon inland navigable waters. Were the railroad aware that full responsibility for every accident would be fixed by a careful investigation by officials appointed for the purpose by Government, there would be fewer accidents and, naturally, less loss of life.

## THE MANCHESTER CANAL.

Much has been said and written about the alleged failure of the Manchester canal. It is true that it met with more or less adversity at the outset, as frequently happens in the case of large enterprises. With a very commendable display of pluck, the people of Manchester did not permit their energies to flag because of early discouragements, but only exerted themselves the more to achieve the success which they confidently believed should follow the opening and maintenance of the canal.

Systematic and energetic work is now steadily accomplishing what was proposed when the canal was built. The traffic passing through the waterway is steadily increasing, the totals for the month of June of the present year being the largest for a single month since the opening of the canal, on Jan. 1, 1894. The steady growth of the traffic of the canal is shown by grouping the monthly totals into periods of six months. The showing made during each of the five half-years since the opening of the canal is as follows, figured by tons:

First half-year.....	262,000
Second half-year.....	425,000
Third half-year.....	481,000
Fourth half-year.....	605,000
Fifth half-year.....	668,000

It is scarcely fair to gauge the benefit accruing to Manchester solely by the tonnage shown to have passed through the canal. The waterway, by connecting Lancashire directly with the rest of the world, has compelled the railroad running between Liverpool and Manchester to make materially lower rates to successfully compete. In this way the spinners and other manufacturers of Lancashire have saved considerable money on the transportation of their raw material. Thus the canal has been quite as great a benefit as a regulator of freights as it has as a promoter of direct trade with foreign countries.

Although all sorts of produce pass through the canal, cotton is the most important single item. During the past season, 120,713 bales of American cotton passed through the canal, as well as 67,501 bales of Egyptian cotton. The next season is sure to show an increase in the volume of cotton handled in the canal, as the facilities for direct communication between Manchester and the cotton ports will be greatly improved.

## EUROPEAN SELFISHNESS.

The reason why the Turks are able to massacre the Christian subjects of the Sultan of Turkey with entire impunity, and without interference from the European powers, was demonstrated in a very striking manner by an incident which recently happened in connection with the insurrection in Crete. Benevolently disposed people in Great Britain had subscribed a considerable sum of money for the relief of the sufferers in Crete. In order that they might be assured that the money should reach the people it was proposed to benefit, they requested the British Consul in the island to distribute the money.

No sooner was it known that the British Consul was to act as the representative of the British Relief Committee, than all the European powers energetically protested to Lord Salisbury, claiming that, were the representative of the British government allowed to disburse money, Great Britain would be given an undue advantage over the other powers, because the Cretans would, in all probability consider that the relief they received came from the British government, and not from individuals;

hence they would be favorably disposed towards British interests.

This incident proves the utter lack of confidence existing among the European powers, and the keen jealousy which they entertain one of the other. No single power will be permitted to bring pressure to bear upon the Sultan of Turkey, and there can be no concert of action, because all fear that the advantages resulting would not be so divided as to benefit them at the expense of others. This is a melancholy situation of affairs indeed, as it makes it plain that but little can be done to aid the unfortunate Christians within the Turkish Empire, and absolutely nothing in the way of punishing the Constantinople government, which is at the bottom of all the trouble.

## THE FLOW OF IMMIGRATION.

One would naturally imagine that the smaller margin of profits to be made in this country and the greater difficulty experienced in securing employment would operate as a check upon immigration. Such does not appear to have been the case, however, as the statistics for the fiscal year ending June 30 show that there was a considerable increase in the immigration during the year, notwithstanding the fact that the laws regulating immigration and excluding undesirable persons were more rigorously enforced than ever before.

According to the statistics of the Treasury Department, the total number of immigrants who arrived in this country during the fiscal year just closed was 343,267, as compared with 258,536 during the fiscal year 1895. This represents an increase of not far from a third as compared with the figures of last year. The whole number debarred and returned during the year was 3,037, as follows: Paupers, 2,010; contract laborers, 776; idiot, 1; insane, 10; diseased, 2. Those returned within one year because of their having become public charges numbered 238. The number debarred and returned in 1895 was 2,596. It is worthy of note, as indicating the race character of the new immigration, that both Italy and Austria-Hungary sent more immigrants than the United Kingdom, while Russia stood fourth on the list as a source of the new additions to our population.

One of the necessary results of compulsory education is the truant-school—an educational prison in which children have to study behind walls and grated windows, because either they or their parents have been disobedient to the law. In London there is quite a number of these houses of detention, in which the young are fitted for future occupancy of a prison cell, and are trained in acquaintance with the social benevolences. In New York they are coming to find that the law cannot be enforced without them, but there is a very natural hesitancy about establishing them. The objections made to them turn chiefly on the use which selfish parents may make of them to get rid of their children. This is true, for even the free school is too much regarded by such parents as a means to get the children out of the way for a great part of the day. It is due to this feeling that school hours are far too long, and that every attempt to reduce them is resisted from home. But even this abuse is a trifling matter compared with the effect of such schools on the human material crowded into them, and habituated to dispense with home and freedom in its earliest years. The school cannot afford to have the prison as its background.



**BISMARCK AS AN ORACLE.**

Although Prince Bismarck, once the arbiter of the destinies of Europe, has passed out of the active arena of public affairs, his opinions are still listened to with the respect that his unique personality and brilliant career naturally command. Although in retirement, Bismarck is not forgotten, nor has he altogether lost touch with the drift of international affairs, in the shaping of which he was formerly such an adept.

The latest significant pronouncement of the aged statesman is his comment on the Franco-Russian alliance. He recognizes that such an alliance exists, but he attributes it entirely to a community of selfish interests rather than to a formal compact to act together on each and every occasion. "Russia wants India," says Bismarck, "and France wants the Soudan." England is the obstacle in the way in both instances, hence their mutual ambitions, he contends, would have drawn France and Russia together to oppose a common foe even without the formality of a treaty.

Bismarck points out that England will not yield India, and it is apparent to every one that she is now engaged in actively achieving the conquest of the Soudan, with a view to permanently holding that rich section of Africa, thus making Egypt untenable for any other European power. Bismarck thinks that England does not feel capable of coping single-handed with France and Russia combined, and is casting about for allies. Against making an alliance with England, he solemnly warns both Germany and Austria, his opinion evidently being that the humiliation of England would be of advantage to the rest of Europe.

While Bismarck's diagnosis of the situation in Europe is, undoubtedly, correct, it is none the less clear that Emperor William is not disposed to follow his advice. That Germany has regretted the aid given Russia and France against Japan in the Far East at the close of the recent war is an open secret; and, during the dispute over the disposition of the surplus fund belonging to the Egyptian debt, Germany and Austria sided with England against France and Russia. While it is possible that, in the event of war with Russia and France, England might be without other active allies than Italy, there is every reason to believe that covertly both Germany and Austria would work against the Franco-Russian alliance with a purpose to openly intervene should the coalition become too formidable.

The public men of Great Britain are fully alive to the prospect of being compelled to ultimately combat single-handed against Russia and France, and that they are industriously preparing is shown in the anxiety to increase the navy to a force capable of coping, not merely with Russia and France, but with a third antagonist as well. The Soudan is being invaded and will, no doubt, be conquered. In that wonderful country England will find a vast horde of soldiers ready to her hand, and that she will know how to use them the marvelous metamorphosis accomplished in Egypt proves beyond a doubt.

Russia's ambitions in the direction of India are well known. She has already pushed her outposts to the very frontier of that rich Eastern Empire, and no further advance in that direction can now be made without a declaration of war. England, on her part, has not been indifferent to Russia's po-

sition in Central Asia, and every precaution has been taken to bar her further progress.

If, therefore, Bismarck's prediction is correct, namely, that the acquisition of the Soudan and India is the real object of the Franco-Russian alliance, then the long-awaited upheaval is imminent indeed, as a further step, either in the direction of India or Egypt, on the part of Russia or France could mean nothing short of war. A crisis has been but narrowly avoided on several occasions within recent years, but the next cause of friction may not be so easily arranged. Unquestionably, the conflict of interests between Russia and France on the one hand and the British Empire on the other, is the most imminent danger now menacing the peace of Europe, and other European authorities besides Bismarck have recently expressed that belief.

**NEW USE FOR THE WHEEL.**

The extensive use into which the bicycle has come as a means of recreation and healthful exercise has developed many others to which it can be put in which mere pleasure plays no part. Among the most important of these utilitarian employments of the bicycle is its adoption as an adjunct of the military service.

In Europe the bicycle has long been in use for military purposes, the various European war departments having conducted numerous experiments with it so as to fully test its usefulness. Most European armies now have a bicycle corps for couriers and scouting service. Practical experiment has led to the adoption of special makes of bicycles constructed with a sole view to the needs of the military service, the arms and supplies to be carried and the difficulties of travel to be overcome.

The United States army has been slow to take up the bicycle, as it is slow in the adoption of every modern appliance in the art of war. There is now a prospect, however, that a bicycle corps will be established and some form of military wheel adopted. A small detachment has been equipped with bicycles at one of the Western posts, and extensive experiments are to be conducted so as to thoroughly test the power of the bicycle to cover long distances in the courier service, and to operate in difficult and hilly countries, transport the necessary weight of arms and supplies and otherwise endure the strain of active field service.

The various states will, no doubt, follow the army in adopting the bicycle for the courier service, not in the ridiculous way in which some so-called bicycle corps have been formed in a few states, where large numbers of enthusiastic bicyclists have formed organizations out of all proportion in point of numbers to the regular armed force maintained, but on a sensible and practical system. All that each state will need will be a small force of couriers and scouts, as it is manifestly absurd to suppose that any large force of troops could be transported and manoeuvred on bicycles, either in the streets of large cities or in the open country. The practical utility of the bicycle should be considered by the military authorities, and not the temporary enthusiasm of the devotees of the wheel.

Every person has artistic ambition. He is eager to become so well fixed that he can draw a check that will be honored.

**TO ASSIST RECIPROCITY.**

The delegation of American manufacturers who set out nearly a month ago to make a tour of the South American republics, for the purpose of seeking out new markets for American products and manufactures, has arrived in Brazil, and will at once begin the investigations which are the avowed objects of the journey.

The original idea was to travel to the different South American countries on board an American warship, but the Navy Department would not listen to such a proposition, as the Government was in no way disposed to commit itself to the alleged objects of the proposed enterprise. The political motives underlying the movement were but thinly veiled—so thinly, in fact, that it was clear to everybody that an attempt was to be made to prepare the way for a revival of the reciprocity treaties under which the country prospered for two or three years.

If the manufacturers who are now in South America imagined that there was the slightest chance of reviving the reciprocity treaties, they might as well have stayed at home, as there is, at present, no basis upon which such treaties could be negotiated, and, even if Mr. McKinley were to secure election to the presidency, there would still be the insurmountable barrier presented by the Senate to be overcome.

If, on the other hand, it is proposed to extend American trade with the South American countries, the manufacturers now visiting those countries would do well to make a careful study of the goods that are required, the system of packing and the methods employed by European merchants in pushing the South American trade. Of more importance than any other point is a careful study of the system of credit allowed by the Europeans. Unless we can sell to South America upon as easy terms as Europe does, it will be difficult for us to actively compete.

**MODERN WEAPONS.**

Considerable interest has recently attached to experiments which have been made by expert medical men and others well versed in such matters for the purpose of determining the efficiency and destructiveness of modern military rifles. It was, until recently, claimed that the modern rifle, having a great initial velocity, a very long range and a projectile of very small caliber, would prove a humane weapon to the extent that the wounds inflicted would be less difficult to heal and treat surgically than wounds inflicted by the old-style rifles, with their large projectiles and jagged penetration.

The bullets fired by the modern guns are long and narrow, pointed with steel and coated with a nickel and copper alloy. It was thought that such projectiles would pass through the human body with the least damage to bones and tissues, thus inflicting wounds which would be easier of treatment on the field and more readily curable in hospital. It was, of course, admitted that the percentage of killed outright would be larger, owing to the greater range of modern weapons, and the probability that at close range a single ball would penetrate several bodies before being stopped.

Recent experiments conducted in this country, by firing the Krag-Jorgensen rifle now used by the army at corpses of men and animals, created the impression that not only would the de-

struction of life be very great through the perforation of vital organs, but the percentage of serious and fatal wounds would be greatly increased because of the terrible destruction to bone and tissue produced by the passage through the body of these high-power bullets. Instead of the small, almost imperceptible wounds that were expected, the very reverse was found to be the case.

The Spanish surgeons connected with the army in Cuba have also reported interesting results from their observation of the effects of modern high-power rifles. The Spanish army uses the Mauser rifle, a modern arm of great effectiveness. The surgeons find that the bullets from the Spanish rifles are terribly destructive when fired at close range, the great velocity causing the bullets to produce frightful wounds. It appears that the rapid passage of the bullets through the bodies of those hit produces very much the same results as the perforation of a closed box filled with liquid or semi-liquid. Apparently an internal explosion takes place which makes wounds fatal which, if inflicted with the old weapons, would have been scarcely serious.

On the other hand, the Spanish surgeons found that wounds inflicted from a long range showed none of the terrible symptoms which those produced by bullets fired at close range displayed. At long range, the Mauser bullets make small, clean wounds, readily treated on the field and rapidly cured in hospital. It is, therefore, only at long range that the Mauser rifle is a humane weapon.

It must be admitted that the modern rifle is very destructive to human life. As war is meant to be destructive, the modern arm is, no doubt, the most available instrument; but science and humanitarians should cease claiming that it is humane since practical experiment has proven that it not only kills a larger number of combatants than the old weapons, but renders the loss very much heavier from what might be considered, ordinarily, non-fatal wounds.

Detroit—The Improved Match Co. has commenced suit in the Wayne Circuit Court against the Diamond Match Co. for \$150,000 damages. The plaintiff company, whose plant was burned last spring, in which three lives were lost, is outside of the "match trust" and claims that the defendant has entered into a conspiracy with other companies in the trust to ruin the plaintiff's business.

Lansing—W. B. Stone, of Detroit, has purchased the interest of W. C. Brown in the planing mill and lumber business of W. B. Stone & Co. and proceedings instituted by Stone for an accounting have been discontinued. Harry L. Stone will be associated with his father in the management of the business under the firm name of W. B. Stone & Son.

The traveling public has genuine esteem for the hotel which allows neither telegrams nor letters to unnecessarily hang fire. The prompt delivery of these things to guests speaks volumes for the management and no one appreciates this fact more than the commercial tourist.

Very serious illness may often be traced to sleeping in a damp bed. To test it lay between the sheets a hand mirror. If it is at all blurred or misty, take off the sheets and sleep between the blankets.



## BUTCHERS IN LINE.

## Local Meat Dealers Organize an Association.

The retail meat dealers of the city recently issued a call for a meeting to consider the subject of forming a local organization. The meeting was held at the office of the Michigan Tradesman last Thursday evening, when it was unanimously decided to proceed to organize for offensive and defensive purposes, and the following constitution and by-laws were adopted:

## PREAMBLE.

Whereas, Comparison of ideas and methods and concert of action are essential to the well-being of the meat trade; and

Whereas, We believe that an organization will accomplish these objects; therefore

Resolved, That we, retail meat dealers of Grand Rapids and vicinity, duly assembled on July 30, 1896, do hereby organize ourselves into such an Association and adopt the constitution and by-laws following:

## CONSTITUTION.

## Article I—Name.

The name of this organization shall be the Grand Rapids Retail Meat Dealers' Association.

## Article II—Objects.

The principal objects of this Association shall be as follows:

1. To reform trade abuses.
2. To increase acquaintanceship and foster the highest commercial integrity among those engaged in the meat trade.
3. To promote the proper observance of all National holidays and more frequent intervals for rest and recreation.
4. To take concerted action against discriminations by wholesale dealers and others.
5. To induce equitable insurance rates and settlements.
6. To secure immunity from inferior and adulterated goods, short weights, counts and measures, fictitious brands and labels and misrepresentation in public and private.
7. To influence legislation in favor of better collection laws, affording more safety to creditors in general.
8. To introduce the cash system wherever practicable.
9. To guard against unnecessary extension of credit to unworthy persons, through the interchange of information gained by experience and otherwise.
10. To prevent the jobber selling at retail to consumers.
11. To discourage the demoralizing practice of cutting in prices and encourage the maintenance of legitimate profits.

## Article III—Membership.

Section 1. Any individual engaged in the meat business in Grand Rapids or vicinity may become a member of this Association on the two-thirds vote of the members present at any regular meeting, by paying to the Secretary the sum of \$1 membership fee, and agreeing to pay \$1 annual dues in advance and any assessments which shall be voted by the Association to meet expenses.

Sec. 2. Each individual member shall pay the membership fee and annual dues and be entitled to one vote. Firms may join by paying the membership fee and annual dues and be entitled to one vote. In the event of differences of opinion between partners, the vote of the firm may be received by halves, thirds or quarters, as the case may be. The membership of a firm binds every member of that firm to conform to the rules, regulations and actions of the Association and its authorized committees.

Sec. 3. Every person becoming a member of this Association shall be honorably bound to conform to the rules, regulations and by-laws.

Sec. 4. Any member of this Association who shall neglect or refuse to pay his dues, or any assessment ordered by the Association, for three months after such sums become due shall thereby forfeit his membership.

## Article IV—Officers.

The officers of this Association shall consist of a President, a Vice-President, a Secretary, a Treasurer, a Sergeant-at-arms, an Executive Committee of five members (of which the President and Secretary shall be two), a Committee on Trade Interests of three members, an Arbitration Committee of three members, an Entertainment Committee of three members and a Legislative Committee of three members. The officers and Executive Committee shall be elected by ballot and hold office until their successors are elected. At the first regular meeting subsequent to the annual meeting, the President, subject to the approval of the Executive Committee, shall announce the remaining committees, who shall hold office until their successors are elected.

## Article V—Duties of Officers.

Section 1. The President shall preside at all meetings, if present; and at the annual meeting he shall present a report of the proceedings of the Association for the year, its present condition, and any suggestions for its future management which may be gained from his experience.

Sec. 2. In the absence of the President the Vice-President shall preside.

Sec. 3. The Secretary shall receive all moneys due the Association from any source, and pay the same to the Treasurer, taking his receipt therefor; keep a record of all meetings; conduct all correspondence; keep a list of all members in a book provided for that purpose; notify all committees of their appointment; also perform such other duties as may be required of him by the Executive Committee, which shall decide upon a suitable compensation for his services.

Sec. 4. The Treasurer shall receive all moneys from the Secretary, giving his receipt therefor; pay all bills on the presentation of vouchers signed by the President and Secretary, and report the condition of the treasury at each regular meeting.

Sec. 5. The Sergeant-at-arms shall have charge of the rooms of the Association, and shall see that no one is present at the meetings except members in good standing, unless by special permission of the Association.

Sec. 6. The Executive Board shall have general management of the Association, and shall have charge of all matters pertaining to the Association not otherwise assigned; shall audit all bills against the Association; shall be authorized to employ legal services whenever necessary, shall appropriate such sums for the proper prosecution of the work of each committee as may be deemed necessary, and shall make a detailed report at each regular meeting of the Association. No member of the Board shall receive a salary, but actual expenses incurred in prosecuting the work of the Association shall be paid out of the general treasury.

Sec. 7. The Committee on Trade Interests shall report at each meeting such observations and information upon that subject as may seem to them of interest to the Association.

Sec. 8. The Committee on Arbitration shall settle all differences arising between members, and also have power to settle, in behalf of the Association, any question arising between members and those not members. Their decision as between members shall be final.

Sec. 9. The Committee on Entertainment shall present some interesting subject at each meeting, and shall have charge of all entertainments given by the Association not otherwise provided for.

Sec. 10. The Committee on Legislation shall have charge of all matters pertaining to local legislation.

Sec. 11. Both officers and committees shall, at any time, make such recommendations to the Association as may seem to them to be desirable.

Sec. 12. Whenever required to do so, the Secretary and Treasurer shall give bonds, in such sums and form as the Executive Committee may prescribe, with sureties satisfactory to the Committee, which bonds shall be filed with

## Did You Ever

Have a good customer who wasn't particular about the quality of her flour? Of course not. We offer you a flour with which you can build up a paying trade. The name of the brand is

## GRAND REPUBLIC

And every grocer who has handled the brand is enthusiastic over the result, as it affords him an established profit and invariably gives his customers entire satisfaction. Merchants who are not handling any brand of spring wheat flour should get into line immediately, as the consumer is rapidly being educated to the superiority of spring wheat over winter wheat flours for breadmaking purposes. All we ask is a trial order, feeling sure that this will lead to a large business for you on this brand. Note quotations in price current.

BALL-BARNHART-PUTMAN CO.  
GRAND RAPIDS.

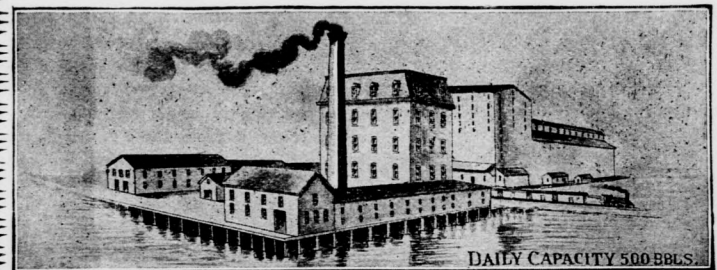
WE CAN FURNISH you with strictly high grade Minnesota Hard Spring Wheat Flour, that will give your trade perfect satisfaction in every way.

WRITE US FOR DELIVERED PRICES.

## BRANDS

"Ebeling's Best," "Crescent,"

"Cream of Wheat," "Vienna."



Correspondence Solicited.

JOHN H. EBELING,

GREEN BAY, WIS.



the President after having been approved by the Committee.

Article VI—Compensation.

No compensation for services shall be paid any officer except the Secretary.

Article VII—Meetings.

Sec. 1. The annual meeting of the Association shall be held on the second Thursday of each January.

Sec. 2. The regular meetings of the Association shall be held on the second Thursday of each month. Special meetings shall be called by the President on the written request of five members.

Article VIII—Amendments.

This constitution and by-laws may be altered or amended by a two-thirds vote of those present at any regular meeting, provided a written notice of such alteration or amendment has been presented at the preceding regular meeting.

Article IX—By-laws.

By-laws not in conflict with this constitution may be established for the government of the Association on the two-thirds vote of the members present at any meeting.

BY-LAWS.

Article I—Quorum.

Five members shall constitute a quorum for the transaction of business.

Article II—Order of Business.

1. Reading minutes of the last meeting.
2. Admission of new members.
3. Reports of standing committees.
4. Reports of special committees.
5. Reading of correspondence.
6. Unfinished business.
7. New business.
8. Good of the Association.
9. Election of officers and appointment of committees.
10. Report of Treasurer.
11. Adjournment.

Article III—New Members.

The President, Secretary and Treasurer shall constitute a committee to solicit the membership of meat dealers who have not joined the Association.

Article IV—Rules of Order.

Questions not governed by this constitution and by-laws shall be decided according to Roberts' Rules of Order.

On motion of Albert Stein, it was decided to waive the annual dues for the remainder of this year and take in charter members until January 1 on payment of the membership fee.

Election of officers resulted in the election of the following:

- President—L. J. Katz.
- Vice-President—Albert Stein.
- Secretary—Philip Hilber.
- Treasurer—S. J. Hufford.
- Sergeant-at-arms—Herman Schlichtig.

The President, Secretary and Treasurer—who constitute the Membership Committee—were instructed to make a thorough canvass of the meat trade of the city, with a view to securing the applications of as many meat dealers as possible.

Don't Be Too Ambitious at the Beginning.

From the Grocery World.

One of the cardinal sins which an ambitious young grocery clerk is likely to commit is that of plunging into business for himself without proper resources. One of the leading commercial agencies of the country has stated that at least half the failures in business are due to insufficient capital. It is true that the acquiring of more capital will postpone the embarking in business for some months, possibly years, but if the postponement means success, where the earlier start means failure, the more desirable alternative is plain.

Nobody can blame a young clerk for wanting to engage in business for himself. It is the natural consummation of an ambition which every young man ought to have. The direct aim of every boy or young man who connects himself with a grocery store should be to learn

the business with a view of some time becoming a grocer himself. Only a man totally devoid of ambition can content himself with being a clerk all his life.

No clerk should allow his ambition to cloud his common sense, however. Manifestly, you can't do business without money, and if you haven't enough, infinitely better wait until you have it than to take the plunge prematurely and have it mean certain failure. The man who engages in any business without enough money to see him through the starting period is hampered from the very start. He needs to plan various projects to get his business on a firm footing, but this he is prevented from doing by the necessity of keeping his mind constantly on the ways and means to meet this bill or that one. A business man, especially he who newly engages in business, and has to create a trade where there was none before, should have his mind clear to push things. No mind can be clear when the constant wear and tear of money matters is upon it.

The amount of capital necessary to engage in the grocery business varies with the location. A very fair stock of groceries can be secured for \$1,000, and a supply of staple articles can be gotten for much less. Some neighborhoods wouldn't take fancy groceries anyhow, so their purchase would be money wasted. Others would want them, and their absence would make the stock manifestly incomplete. Unless the young man who engages in business for himself—that is to say, if he starts an entirely new store—has an income outside the revenue from the store, he should have enough money to keep him at least a year.

No new store is at once self-supporting unless it is started under very unusual circumstances. We have known young men with a few hundred dollars to put every dollar into stock and fixtures, and then expect the store to bring them in enough money to live on. A new business should not be required to support a family for at least one year after it is started. All the money which is gotten out of it should be put immediately back again, in making improvements and in increasing the general business. Certain circumstances will, of course, alter these principles. Where there is no particular competition, the business will, of course, pay better from the start than where extensive competition has to be fought.

There is no worse fate than that of a young man who goes into business without a little reserve fund to tide him over his time of hustling for trade. Such a man has a millstone about his neck, which in nine cases out of ten will drown him. The retail grocery business is full of small worries. These alone are enough to contend with without the anxiety over insufficient funds. The clerk who leaves a sure salary, even though it be smaller than he thinks he could make in a store of his own, to open a new store on an insufficient sum of money, will regret it all his life.

Every clerk who reads our paper knows that our hobby is doing a cash business. Everybody will admit that a much smaller capital is required when both purchases and sales are made for cash than when both are done on credit, in which case a much larger reserve capital must be had to tide the merchant over until his outstanding accounts are collected. We believe positively that it is possible to do a cash business on half the capital required by a credit business, and for this reason would earnestly commend every young man proposing to enter business for himself to carefully consider the merits of the two systems. The starting of a cash business will require a reserve fund for personal support until the business becomes self-supporting, as its growth will be slower than that of the credit business. But, after it is once secured, provided right methods have been used, it is there to stay, and the grocer possesses a degree of independence which is impossible under the average credit business.

Bushman is coming with cigars.

# WE MAKE A SPRING

wheat flour excelled by none. Our sales have increased rapidly during the last year, and wherever our flour has been used it has given the best of satisfaction.

Hundreds of grocers in Michigan handle our winter wheat flour, and we would like to have all of them who sell any spring wheat flour at all order some of our "Crosby's Superior" the next time they send in an order. We guarantee the quality.

## VALLEY CITY MILLING CO.

GRAND RAPIDS, MICH.

## O. E. BROWN MILL CO.

SHIPPERS OF

# FLOUR, GRAIN, BALED HAY

In Carlots.

Western Michigan Agents for Russell & Miller Milling Co. of West Superior, Wis.

Office 9 Canal street,

Grand Rapids.

# Silver Leaf Flour

Manufactured by MUSKEGON MILLING CO., Muskegon, Mich.

## CHRISTENSON'S XXX BUTTER CHRISTENSON BAKING CO.

Manufacturers of Crackers and Sweet Goods.....

GRAND RAPIDS, MICH.

If you want a GOOD Cracker ask your grocer for



## Shoes and Leather

### Evil Effect of Countermanding Orders —How the Abuse Has Grown.

From Shoe and Leather Facts.

A group of Western salesmen who represent some of the most prominent shoe manufacturers in the trade called at the Boston office of Shoe and Leather Facts last week and asked Facts' representative to embody in an article some facts regarding the countermanding of orders, so as to let the retailers know, through the columns of the journal, the peculiar position in which they are putting the salesmen by cancelling or countermanding orders after they have been given in a bona fide manner. These salesmen were quite incensed and spoke in no uncertain terms regarding what they consider the ill-treatment they are receiving at the hands of some retailers. Although they frankly acknowledged that some of the instances given are isolated cases, they said they were given to show common-sense retailers just how badly these things are when put in their worst light. The names of the salesmen are not stated because they say that they are not representing their houses in this matter, but simply themselves.

One of them said: "Why, this question is one of more moment to the trade than all the silver and gold and free trade vs. protection questions put together. I'll bet that the countermands of salesmen who travel out of this city alone will be upwards of half a million of dollars. The invariable rules of my house given to all its salesmen for next season require us to get signed orders and they will know what is what. I believe that this question has not been discussed fully before, because some trade journals are afraid that they will antagonize the retailers who are subscribers for their journals; but I believe that, when the retailers begin to understand that their credit is injured by this sort of procedure, they will be more careful. Certainly, when business is in such a state as it is to-day, the retailer must know that a reputation as a countermander will make the manufacturer careful about selling to him, and thus his credit is hurt."

Another salesman broke in and said: "Why, I had a retailer in Texas who bought a bill of goods of me (I don't remember the exact amount, but I think about \$2,500 worth) and bought a like bill of the next man who came along. The third representative of an Eastern house found him with stock enough ordered ahead, so he did not dare to order more. Salesman No. 3 had samples which he did not want his competitors to have; as he knew that my house would not consent to his cancelling of orders, the poor salesman No. 2 had to take it. Salesman No. 3 told me of this incident, and, as I happened to meet salesman No. 2, I informed him. Although he had not heard from the house, he immediately went back to that town and sold this man's competitor the same bill he had formerly sold his regular customer. I tell you I have quit this exclusive sale business. It hurts. The next time I went to that town this same man came to my sample-room, and I told him frankly I had no time to waste with him. He asked me if he had not always paid his bills. I replied, 'Yes, but you are a dirty countermander, and after I have put in my time with you I don't know whether I have sold to you or not.'"

A third salesman then broke in as follows: "Oh, say, Jim, isn't that putting it pretty strong? I'll tell you though what actually happened to me. I sold a man a bill of goods, and the house wrote him asking what reason he could give for desiring to cancel his order. His answer was that I had an understanding with him that he could cancel or countermand the order, and he finally said he had it from me in black and white. Of course, the old man came to me in a rage, and with very expressive language wanted to know why I did business in such a way. It so happened that I had not been with this house

long, although I had been selling shoes seventeen years. It made me angry. I told my employer how it was, and also told him I had a little reputation of my own to sustain, and that I would consider it a favor if he would allow me to answer that letter personally. I wrote that retailer that the cancelling of the order was a very small matter, although the goods had been cut and were on the floor, but I should consider it nothing more than a simple act of manliness for him to write the house and tell them frankly that he had lied about me. He sent my letter back to the house and said I had insulted him, and the old man wrote him that he would not believe him if he took an oath on a stack of Bibles, or words to that effect. Look at the bad position these matters put the salesman in."

The fourth salesman here broke into the conversation and said: "Boys, I don't think it is always the fault of the buyer. In the big department stores and other like places they are given a certain sum of money to buy with. I want to tell you a little experience of my own. I sold a large order and, just as the goods were about ready to ship, along comes a letter cancelling the order. The house asked me about it and wired them that the goods were shipped to-day and wrote them that, inasmuch as the goods were all made to their sizes, with their name on them, they would be a total loss and that they would save further trouble by discounting the bill. The money was paid, and I was sent over to square matters."

"When I arrived the buyer told me there were reasons which I could not understand in regard to that matter. He said: 'The proprietor came in one day, after taking stock, and asked me how much stock I had ordered ahead, and I told him. He said cancel the orders. I tried to explain, but all he said was cancel them. I did so. When I received your letter I went to him with it in my hand, and he gave me a scolding for not explaining it to him after I had tried to.' So you see it was not the buyer's fault, after all, and I think that it may be true that there are many such cases. Of course it is hard on us, but we don't have to stand the expense, and there is no job in the world that does not have its bad points, and I presume that this is one of them. We came here to-day to try to do ourselves some good, rather than harm, and our idea is to let the retailers know, through the columns of this journal, the ill effects of this system, in order that they may guard against them. You may say that any retailer is supposed to know his business, and when he gives an order for goods he ought to know whether he wants them or not. This is true; but there are times when a countermand is a great help to him. To be sure, from our standpoint, we think he ought to have foresight enough to know about these things beforehand."

"This system has been brought about by salesmen who are over-anxious to sell goods. Supposing we have not had a very good week and want to send in a good report, we naturally offer every argument that comes to mind to effect a sale, and when a man says he does not know about this, we are very apt to say that it will not make any difference with him, for, if he finds he can't carry the goods, we will fix it for him—anything to get his order. We then turn it in as bona fide and half think so ourselves. I believe that a great deal of this trouble comes from the fact that the salesman goes to his sample-room each day with the idea of selling all the goods he can, and he has his mind made up as to just what he wants to sell the retailer; the retailer comes in without any idea whatever on the subject, except that he is open to conviction. I almost think sometimes that the retailer is hypnotized. You fellows may laugh at me, but you will acknowledge that the salesmen to-day who are reckoned most successful are those who can convince a man through a conversation which is almost hypnotic in its influence, that he (the salesman) knows it all, while the retailer often blindly follows what he thinks is sound advice."

"To be sure, he ought to stand squarely up to whatever bargain he has made. Why, we have all seen retailers, after they have given orders on this and that sample, ask the salesman to let them know the total amount of the order, and when they found out how much it footed up they stood aghast. I think there are many retailers who are thoroughly honest, who, after they have had time for sober second thought and figuring as to what their orders amount to, have to cancel some of the orders or go under. You will say that this sort of a man is weak and ought to know better, but how often do you find the most successful business men in this same predicament."

It is not true in every case that a countermand is given just because leather has gone down, or the style has changed. You must give every devil his due. The only remedy I can see is in each step in the trade to be careful; that is for the retailer to be careful not to go beyond his depth and for the salesman to be careful about trying to make

a reputation at the expense of his house; for the house to have confidence in the salesman and to be assured that it is not always policy to sell large orders; to think that its salesman has an idea of what a man ought to buy. I think, too, that a salesman working on a commission basis is the worst thing that can happen along this line. If a house gets a good man, it should pay him what he is worth, and never allow the matter of commissions to distort his work. This cuts a great figure in this case, more than some people are aware of. I know it by actual experience."

The above argument rather seemed to set the assembled "knights of the grip" to thinking, and as the conversation dropped at this point, it appeared as if they generally agreed with the last speaker.

#### Ice for Refrigerator Cars.

You can get it of Consumers Ice Co., Grand Rapids, Mich.

## 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 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.

## GOODYEAR GLOVE RUBBERS

We carry a complete stock of all their specialties in Century, Razor, Round and Regular Toes, in S, N, M and F widths, also their Lumberman's Rubbers and Boots. Either Gold or Silver will suit us—what we want is your fall order for Rubbers.



## HIRTH, KRAUSE & CO.,

GRAND RAPIDS, MICH.



**GOTHAM GOSSIP.**

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

New York, Aug. 1---July was a soul-depressing month, so far as the weather was concerned, except the very last day, which gave promise of better conditions. The great amount of humidity and rain caused goods to deteriorate very fast in some lines and the losses in fruits and fish, particularly, have been large.

Trade? Well, like the snakes in Ireland, there is none. At the moment we find something of a lull in almost every store, wholesale or retail. Of course, in the big department concerns the casual visitor will notice no decrease in the crowds, but there is, unquestionably, a smaller volume of business being done. The prevailing uncertainty among business men was reflected when it was found impossible to dispose of New York City bonds, interest payable in gold, at 3½ per cent. Here is a bond that is backed by all the taxable wealth of the city going begging! Is it a harbinger of worse things to come? Luckily, the dismal feeling is not partaken of by many and, while profits have shrunk to a point that is almost nil, there is enough left to pay expenses, and when the tide turns—as turn it must—what a rush there will be for everything!

Coffee had one good day and five bad ones since last week. Lower prices have not particularly stimulated demand and buyers seem to be very careful not to buy for day after to-morrow. Transactions taking place to-day are about 50 per cent. lower in price than a year ago. Receipts at primary points are fairly liberal. The amount afloat is placed at 432,050 bags, against 512,216 bags at the same time last year.

For refined sugar there is a fair demand. Deliveries are prompt and the week has shown very little change in condition, prices remaining as a week ago. There is a firmer feeling for raw sugars, caused by firmer European reports.

The tea market seems to be gradually getting into better shape. It is hard to see any tangible proof of this, but during the week there have been some fairly good sales. A respectable number of small orders have come to hand from out of town and it is to be hoped that conditions will continue to improve.

A good many small orders for rice and a few good sized ones have kept the market in good condition. Interior dealers have sent in a few carlot orders and, altogether, the outlook remains very encouraging. Prices are about unchanged.

The general market in spices remains pretty much unchanged. Sales have been made at the old rates and in about the usual quantities. Singapore pepper, 5@5¼c; Amboy cloves, 10½@11c; allspice, 5¼c.

Molasses are steady and what sales are taking place are on a firm basis. The demand, however, is by no means large, although dealers always look for a dull period until about Sept. 1. Prices are, practically, unchanged.

Syrups are quiet. The demand is exceedingly slow and is only for the smallest quantities. Prices are, practically, the same as last week.

In canned goods the chief topic this week is the discussion that has been caused by the Alaska salmon packers demanding gold payments for their products. "It won't jibe," say our dealers, and it is a matter which causes considerable irritation. It goes to show the prevailing uncertainty. The corn remaining over in Harford county is very light in amount and the market is well cleaned up in other sections. The pack promises to be light. The same is true of tomatoes. The situation here is one of midsummer dullness and brokers are finding plenty of time for vacations.

There is a little better demand for lemons, oranges, etc., but the supply seems to be sufficient to prevent any increase in rates. California fruits are here in great abundance and the market presents few features of interest.

Dried fruits are exceedingly dull and we have about as quiet a market as we have ever experienced. Prices drag in the dulllest way possible. New crop California raisins are selling at about 3½c for 4-crown f. o. b.

For butter there is a better demand and for really fine grades the prevailing quotations are firmly adhered to. Best Western creamery is worth 15c. State creamery, 11½@14½c.

With moderate receipts and a pretty good demand the outlook for cheese has improved since last week and dealers are adhering to prevailing quotations with considerable firmness.

The arrivals of eggs are showing a large proportion of off stock and the heated term has played havoc with any quantity of eggs which started out with the very best intentions not over a week ago. State, 13@13½c.

Lard has made a new record, touching 34-10c during the week and closing at 3½c. There was quite an active demand for pork for export and 1,200 barrels were bought to be sent abroad on Friday. New mess, \$7.25@8.25.

Pea beans are weak at \$1; choice marrow, \$1.12½@1.15; medium, \$1.

**Better Eggs Wanted.**

From the New York Produce Review.

The time will come when the great waste of eggs which now occurs between the hen and the consumer during the heated months will be greatly lessened. It must be so. It is bad business this buying of poor eggs and paying freight and expenses on them only to have them become absolutely worthless in transit and bring nothing but dissatisfaction to buyers and injury to trade.

Probably it is safe to estimate that the average loss on the eggs arriving in New York during the past five weeks has been not less than 3 doz. to the case. It may have been more. But at that rate we figure the astonishing fact that, out of the 242,542 cases received during the five weeks ending July 25, the loss would amount to 727,626 doz. or 24,254 cases.

Figure up the total cost of stock, cases, packing and freight on that amount of eggs and see what a drain is sapping the profits of the egg trade. No wonder shippers complain. But is not the remedy largely in their own hands?

How shall the wedge be entered to start a cure for these losses? It will not do to lay all the blame on the method of selling—to say that the remedy lies in forcing buyers to take these poor, bad eggs at the price of good ones. It can't be done. The thing must be cured at the beginning. It must be by throwing the poor, badly heated eggs out at the start. Such should not be bought, and it seems to be only the undue competition between packers which results in their purchase and shipment. If producers and storekeepers knew that they could sell to packers only good sound eggs, there would be incentive to take care of the goods and market when fresh as possible.

If we are wrong in our conclusion, we should like to know why.

**Peculiar Suit Brought in the French Courts.**

France, having turned to the suppression of public immorality, is introducing some ingenious innovations. Two gentlemen have just brought suit against a publisher for "breaking and entering the moral side of their homes." The man published two medical books of an improper nature, dangerous to youth, and had been prosecuted for offending public morality, but had been acquitted. He then began to send suggestive circulars advertising his books to young boys and girls, whose home addresses he had in some way obtained. The public prosecutor would do nothing against him, on account of his previous acquittal, when a father and a school teacher brought this suit, in the hope of obtaining a judicial interpretation, or perhaps a stretch of the law, that will protect their homes.

**SECRETS OF TRADE.**

**Interesting Ruling by the New York Supreme Court.**

In a recent case in the appellate division of the New York Supreme Court it was stated to be the law that where the owner of a process or invention for manufacturing goods has kept the process or invention secret from all persons except confidential employees, the Court will aid him to restrain those who have been his former employees from exposing or using in a rival establishment the knowledge which they had acquired while acting as such confidential employees.

The rule has been before laid down that a right which is valuable because of secrecy is to be protected by the law from any impairment through abuse of trust placed in confidential servants. The law raises in such cases an implied contract that a person who holds a confidential relation to his employer will not divulge any trade secrets imparted to him or discovered by him during such employment.

While the court is careful to foster and encourage open and legitimate competition, it is against good morals and a breach of trust, which the law will restrain and prevent, for an employe to take an improper advantage of the knowledge he has acquired by reason of the confidential relation. The decision commends itself as enforcing principles of justice and common fairness in the dealings of business men.

In North Carolina the court recently considered the question whether or not a dentist is a physician. The case arose under a statute of that State prohibiting the sale of liquor on Sunday unless prescribed by a physician. A person went to a dentist complaining of an aching tooth and insisted on having a prescription for a pint of whisky, which the dentist finally gave.

The court held that a physician is one authorized to prescribe for and treat diseases, and a dentist one who performs

manual or mechanical operations to preserve, cleanse, extract, insert or repair teeth. The court naively remarks that there are thirty-two teeth in a full set, each one of which might ache on Sunday, and if dentists came within the term physician under the statute in question, toothache might become more alarmingly prevalent than snake bites.

One of the latest schemes presented to the insurance commissioners of the various states for their approval is that of a company formed for the purpose of selling coffins on the installment plan, with a shroud and a funeral procession thrown in.



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**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.

**WOONSOCKETS AND RHODE ISLANDS RUBBER FOOTWEAR**

New and improved PERFECTIONS and HURONS, With extra heavy soles. Will wear like Iron.

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Send for new catalogue and list of jobs.

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

**RUBBERS**

A Complete Line of Lumbermen, Snag Proof and Light goods, in every style and width made, by the

**BOSTON RUBBER SHOE CO.**

The largest and most complete stock in the country.  
Nothing but Rubbers.



## TEA IN AMERICA.

Visit to the Only Plantation in this Country.

Correspondence Grocery World.

It has often been asserted and, perhaps, with some degree of pardonable pride, that the United States is capable of producing anything that can be grown in the soil of any other country. The diversity of climate, our wide range of latitude and longitude and our close proximity to the tropics have made us a nation without a peer in the matter of natural wealth.

But, sweeping as the foregoing assertions may seem, they cannot be considered radical in the face of the truth that tea, a product which, until the past few years, has been thought unacclimatable with us, is being successfully grown in South Carolina.

In order to satisfy myself as to the value and extent of the undertaking, I recently paid a visit to the plantation.

Leaving Charleston over the South Carolina and Georgia Railroad, the town of Summerville, distant twenty-three miles, is reached in about forty-five minutes.

Summerville is among the most progressive of the smaller towns of South Carolina, and upon arriving there on such a mission one would imagine that one could detect the rich flavor of the oriental plant wafted on the lazy air. Inquiring for Pinehurst, the Mecca of my pilgrimage, the "cullud gen'leman," everywhere so much in evidence, and who was supposed to be able to wield the lash with the glee of an Irishman upon a jaunting car, was deputized to conduct me there.

The two-mile drive to Pinehurst was uneventful, the darkey uncommunicative except the usual "Yis, boss," and "Dunno, sah," in reply to questions of mine, which were evidently more troublesome than serious.

The entrance to Pinehurst is most picturesque, leading through an avenue walled on either side by stately pines, and the profuse flora of the surroundings

gives to the place a dreamy, fascinating appearance. Dr. Shepard, the genial proprietor and manager of the estate, met me in the reception room, and upon learning the object of my visit volunteered to show me over the plantation. Here, for the first time, I looked upon a tea plantation owned and operated by an American and within the domain of Uncle Sam and without the ordinary adjunct of the pigtail. I felt so enthusiastic over the outlook that I felt like saying, "China be blanked! we can live without China now;" but a sense of the presence of the company I was then keeping restrained me, and a look at my wilted shirt bosom led me to think that, after all, the Chinaman might still be useful. That part of Pinehurst set apart for the cultivation of the tea plant covers an area of twenty acres, and most of the trees, especially those of the late planting, present a very healthy appearance.

My curiosity prompted me to nip off some of the leaves, chew and smell them, but there was nothing in the experiment that would lead me to believe, had I accidentally picked them anywhere else, that these were the primitive essentials of this world-wide beverage. In a very painstaking way the doctor proceeded to give me a detailed history of tea-growing at Pinehurst:

"The first tea plant in this section," said Dr. Shepard, "was set out by the French botanist, Michaux, in 1804, at Middleton Barony, on the Ashley River, and distant from Charleston some fifteen miles. The publications of the United States Patent Office and the United States Department of Agriculture record the results of many subsequent attempts to inaugurate an American tea industry. The little patches and, in some instances, larger gardens which have resulted from these attempts have produced tea of fine flavor, although very generally devoid of that strength of infusion which appears to constitute a most desirable quality for very many tea-drinkers.

"It may be presumed, however, that

this failure in pungency was largely due to defective curing, and especially to inadequate rolling of the leaf, in consequence of which the cup qualities of the tea were not fully developed. So far as is generally known, it remained for the National Department of Agriculture to begin, about fourteen years ago, the first serious attempt to produce American commercial tea on a scale sufficiently large to arrive at a decisive result. Even after the enterprise was well under way, Commissioner George B. Loring, in his report for 1883, ventured the opinion that 'the climatic conditions are not favorable for it,' and this, combined with other circumstances, caused the total abandonment by the Government of the gardens which it had established at great expense on a portion of the Newington plantation, and only a mile or so distant from Pinehurst farm, which also constituted a part of the same large estate.

"Thus far we have established at Pinehurst very fair tea gardens from choice imported Chinese and Japanese seed. From them we have produced both the green and black teas. There are also a number of gardens raised from hybrids, introduced many years ago by the Government. The hybrid," explained the doctor, "is the plant produced from the mixture of the two species—the Assamese and Chinese varieties."

"How many kinds of tea plants have you growing, doctor?" I asked.

"Practically but three—the Assam variety, the China and then the hybrid or mixed variety," and he pointed out the different bushes, ranging from 2 to 5 feet in height.

"How much tea per year do these plants produce?"

"Two ounces for each bush," said the doctor; "that is, two ounces of the cured article."

The trees presented a display of bright young leaves, so different from the older leaves that one would readily recognize they were not of the same growth.

"These," said the doctor, "are what are called 'flushes.' The flushes are produced by the planter's stripping the tree of the greater part of its foliage, which is usually done in the cold season. With the advent of warm weather nature throws out from every branch a vast number of tender shoots and leaves. These are plucked while young, and are the very choicest pickings and make the finest tea when cured."

The colored children from the school which the doctor generously supports are taught to do the picking, and care is taken that only the unexpanded leaf buds at the end of the shoot which come with the early flushes are nipped.

"What is the object of taking this undeveloped leaf bud?" I asked.

"This makes the much-valued 'Pekoe tip,'" replied the doctor, "which all of the better grades of black teas possess."

I then asked to see the curing house, and while on our way there I made inquiries regarding the climate necessary to the proper growth of the tea plant.

"Our climate here is malarial," said the doctor, "and that condition exists in a large measure in every tea-producing district in the East. Tea requires a damp, hot climate, a plentiful rain supply and no extremely cold weather. The pines you see are intended to give shelter to the young plants in the winter and early spring. In the uplands of Ceylon and India, and even at an elevation of 4,000 to 7,000 feet on the sides of the Himalayas, some very fine teas are grown, but these are not reckoned to an very great extent among the commercial teas of the world."

We have arrived at the curing house. Once inside, the interior presents a scrupulously clean appearance.

The first floor is devoted to the packing and shipping of the cured article, the second to the process of curing itself.

"Explain to me, please, your method of curing."

"Well," said the doctor, "the first step is the withering of the fresh leaf.

## 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.



This is done by thinly spreading out the leaf on floors or trays so that every pound shall cover about ten square feet. Each pound of finished tea represents four and one-fifth pounds of fresh leaf, so you will see that sufficient floor space to do the withering on would be, in itself, an expensive item.

"We make up for lack of that by using these trays you see suspended from the ceiling. Withering requires a light, airy room, having the direct sunlight excluded. Now, as to the rolling, in this process, the oily cells in the leaf are broken up and the juice is expressed on the surface of the leaf, where it becomes foamy from the action of the air and the continued rolling. Then oxidation begins."

"What do you mean by oxidation?" I interrupted.

"Oxidation was formerly, but erroneously, called fermentation, and by it are developed the strength and, in part, the flavor of the tea. Additional flavor and fragrance are added by the final 'firing' or drying." The doctor then explained to me how the "Little Giant" rolling-machine does its work. In rolling the leaf, a capable man can handle thirty pounds a day. The "Little Giant" does as much in half an hour.

"As the future of tea-growing upon a paying basis in this country depends a great deal on our ability to compete with the Asiatic laborer, it must, for the present at least, be considered out of the question to try to produce the cheaper grades, but we are now producing an article of merit among the higher grades that is the admiration of experts the country over."

"Do you think the United States will ever be able to grow tea on a paying basis?"

"That depends. We must, first of all, determine what varieties are best suited to our climate and cure only the better grades."

"Can your gardens be said to be on a paying basis?" I inquired.

"Well, not exactly. This, at the best, has been only an experiment, but I feel that we are getting around on the safe side. This year's yield has been 1,500 pounds, and I have already placed it all and could have sold three times that amount if I had had it."

I was then shown a sample of a fine black (Pekoe tipped) and was surprised at the style and its evident perfection in the cup qualities.

"Doctor," said I, "I have heard many merchants express a want of confidence in American tea, but they must do it through ignorance."

"That article," said he, "finds a ready sale in the retail market at \$1 a pound and upward, and those who have used it think it good enough to use regularly."

"Do you think the time will ever come when sufficient tea can be grown here to supply our own market?"

"Not for many years to come, at any rate. At the present rate of production of this plantation, and this being about the only one in the country, you will at once see that such a thought, with us, is, at present, out of the question. Our first aim is to produce a tea in competition with the very best grade grown, and for the present let the cheaper grades run their own course."

**How Tea Was First Introduced into This Country.**

Tea was first introduced into this country in exchange for ginseng root. This herb was at first bartered, weight for weight, for sycee silver. Then silver gave way to tea, and at least two old Philadelphia families made large fortunes in the trade. Then Americans paid \$3 a pound for tea which to-day they get for 50 cents. Tea is said to have been known in China 5,000 years ago. In the ninth century a Japanese beggar stole some of the seed and conveyed it to Japan, and the temple which was built at Osaka in his honor is still to be seen by the tourist. As a medicine it spread to Persia, Tartary and Russia, to which last country it was carried across the desert on camel back. Then, in the sixteenth century, the Dutch brought it home with them, and

a present to an English nobleman resulted in its being boiled and served with the roast as a vegetable. Just before the invention of the steamship, prizes to the value of \$15,000 were offered by English importers for the first ship to arrive every season with the new crop, and lookouts were placed at the Nore to hurry the news by courier to London, the crews working day and night in the passage from China.

**Heart in Advertising.**

John C. Graham in Printers' Ink.

There is no success in any walk of life without earnestness. The few chance exceptions merely prove the rule. Determined perseverance can move mountains. A weak spirit accomplishes nothing. The best business in the world can fail from lack of energy in its managers. And if there is any one branch of business that needs all the sincere enthusiasm that can be infused into it, it is advertising.

No half-hearted policy can be expected to succeed. The attainment of any difficult object requires hard work and persistence. And the hand and head cannot work very successfully without heart. It is the spirit that moves the physical part of us. The will accomplishes more than the body.

There is no use starting any advertising campaign in a half-hearted manner. Better leave it alone than begin weakly or without the proper equipment of faith, hope and a good heart for advertising. Enthusiasm must be aroused in yourself first before you can expect to infuse it into the public. If you have a good thing to sell you ought to know it best. In communicating that knowledge to others impart your faith at the same time. Be enthusiastic in praise of your goods, but let sincerity dictate the enthusiasm. Show your own belief by heart in your advertising.

Start with determination, proceed with energy, persevere with unflagging zeal, and you will be rewarded with success, provided, of course, that your matter and methods are right. But no matter how good your ads may be in wording and display, no matter how skillful your methods, unless the merits of your goods and your firm faith in advertising them are parts of your business creed, you need not look for successful results. If you believe in your advertising put all your heart in it. If you don't believe in it you are foolish to throw away your money in a speculation concerning which you have doubts.

**Some Business Advice.**

From the Trade Magazine

Let the business of everybody else alone and attend earnestly to your own; don't buy what you don't need, or feel certain you can create a demand for; use every hour to advantage, and study to make even leisure hours useful; think twice before foolishly spending a shilling; remember you will have another to make for it, and should you spend as fast as you make, you need only hope for a treadmill existence; look after your business largely in the spirit of light-heartedness; buy judiciously, sell fairly and keep a close eye to the profits; look after accounts closely and regularly; if you find an error trace it out, and keep stirring slow accounts; should a stroke of misfortune come upon you, retrench, work harder, but never fly the track; confront difficulties with unflinching perseverance and good humor, and they will disappear like fog before sunshine.

**Hard to Comprehend.**

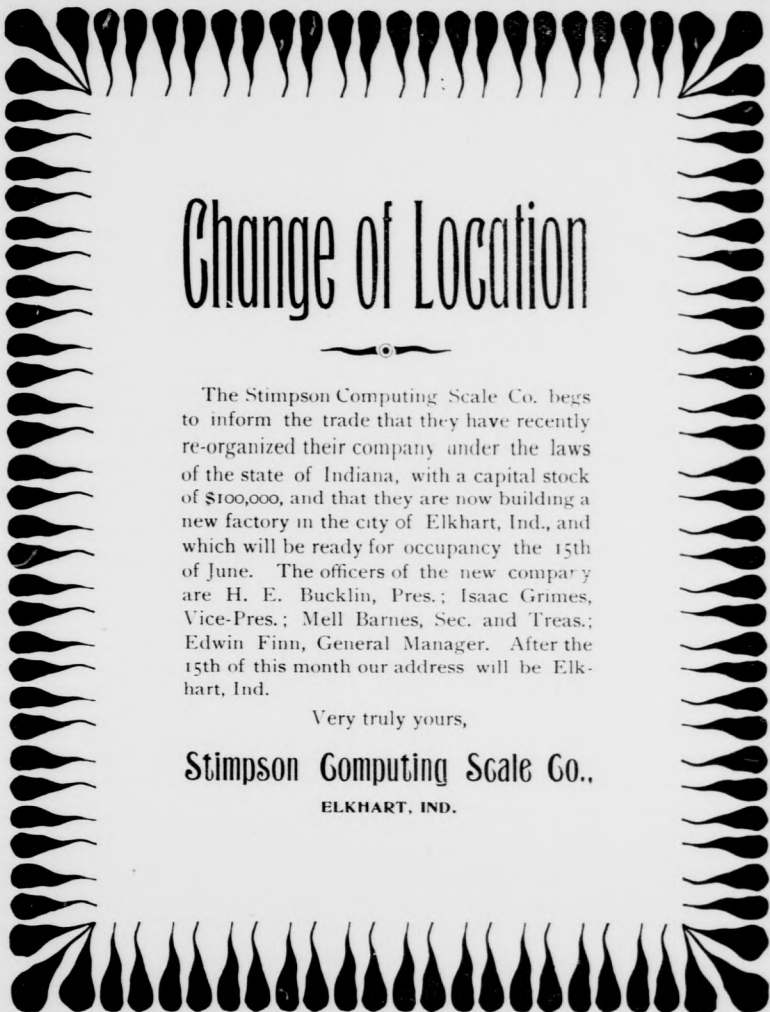
The underlying principles which govern feminine fashions are sometimes hard for the masculine mind to comprehend. An exchange relates that a man went with his wife while she bought some dress goods.

"This stuff," he said, "is pretty, and would make you a good dress."

"That!" said the wife in contempt; "nobody is wearing that now."

"Then how about this?" asked the husband, indicating another sort.

"Oh, that wouldn't do at all. Everybody's wearing that!"



**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.

**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.**

## Bicycles

News and Gossip of Interest to Dealer and Rider.

The bicycle manufacturers who have sold their outputs for this season have now turned their attention to the discussion and arrangement of plans for the '07 wheel. There will be quite a number of changes in next year's wheel. It seems likely that the climax, so far as lightness is concerned, has been reached, so that the new models next year will vary little in weight from those of this season. The demand for brakes this year, it is said, will compel the manufacturers to fit their '07 wheels out with this accessory, leaving it to the option of the purchaser whether he wishes a brake or not. The aversion of some riders to the present style of brake seems likely to result in the introduction of some new attachments which will be effective in bringing a bicycle to a stop and at the same time not mar the outlines of the wheel. The demand for gear cases on wheels is also likely to compel recognition from the manufacturer. It is expected that some of the big manufacturers will provide light-weight gear cases for riders similar to those in use in England. Gear covering is a great convenience and help to riders, and while it possibly adds from one-half to one pound weight to a bicycle, its value overcomes the drawback. A great number of small changes are also anticipated.

\* \* \*

When purchasing the first wheel, bicycle riders are almost invariably hampered a good deal and put to considerable discomfort by the advice of bicycle instructors and friendly riders as to the proper adjustment of various parts of the wheel and also as to the needful accessories. Experts say that this practice of friendly advice is calculated to dishearten riders at the outset. An old-time wheelman says: "Advice in the selection of a new bicycle is very good, but let no rider select saddles, gears, and other fittings-out of the customary equipment unless he has had some practical experience. In riding, one must feel all right in every way, to be perfectly satisfied that he has his wheel at its proper adjustment. What will suit one rider will by no means satisfy a friend. Take the saddle adjustment, for instance. Some friend will insist that your saddle should be attached to the forward part of the saddle post instead of the rear, because possibly some well-known racing man adopts the former method. It may be well to experiment with such a suggestion, but it is best for riders to try the saddle well forward and again well back, and then select the satisfactory position. Too short a reach from the saddle to the pedals is a characteristic error. Such an attitude as results from this mistake is hopelessly absurd in appearance and the cause of a terrible strain on the muscles, while stiffness, cramp and weariness are its inevitable consequences. Sitting too far back is also a great fault with riders, and it compels a long pull forward to the handle bars, which leads to the 'scorcher's hump.' The use of toe clips is advocated by some riders as being essential to both comfort and safety. With racing men toe clips are really needful, but with the average rider they seem useless. A close-fitting bicycle shoe will aid in maintaining a strong pressure upon your pedal, while the constant use of toe clips in due

time develops incorrect action. This season there has been a great demand for high gears. As a result, new riders are advised not to use any gear less than 72. In accepting this advice riders are apt to become thoroughly discouraged in their initial rides. A new rider will find a 68 gear the most satisfactory for all-round work at first. A wise rider will pay no heed to the suggestions of his friends at the start. Let him select the ordinary stock wheel and regulate it, after some practice, to suit his own needs, and he will have a very satisfactory mount."

\* \* \*

It is expected that the seventeenth annual championship meeting of the League of American Wheelmen, which will be held in Louisville from Aug. 10 to 15, will be the most important meeting in the history of the organization. The '06 meet club of Louisville, under whose management the meet will be held, expects a great gathering, and has arranged to entertain 25,000 visiting wheelmen. This year unusual interest is manifested in the meet.

### The Druggist and the Wheel.

From the Pharmaceutical Era.

Any paper of whatever class or denomination is hardly up to date unless it makes occasional reference to the bicycle as a factor, and a very important and insistent factor, too, in present trade and business evolution and development. Everyone rides a wheel and the influence of the wheel has created new lines of business and most materially altered existing trades. The bookseller does not sell so many summer novels as he has been wont to do, the tobacconist notices a decided effect upon his custom, the livery man has idle horses in his stables "eating their heads off," the country tavern has come upon a period of rejuvenation and prosperity, stone quarries in Vermont are shutting down because, by reason of the demand for better streets, there is no longer so strong a call for paving stones, the preacher and his hearers ride to church upon bicycles, the summer resorts are catering to bicycle custom to avert bankruptcy, saloonists report a falling off in the demand for intoxicants—in a thousand ways and in a thousand directions is the wheel a most potent agency in affairs domestic, business, political, in this year of grace. Every trade, every avocation, feels it, for weal or woe; with many it is wheel or whoa.

But the most significant effect of all, and that upon which we are to be congratulated, is that the wheel is a promoter of sobriety and correct living; it is giving to all its devotees better health and greater strength of mind and body, and thus is laying up a reserve fund of incalculable value for both the present and the future.

We have said everyone rides a wheel. The druggist (every day in increasing numbers) is a rider. For the first time in his life almost he is induced to get out in the fresh air, for invigorating, enjoyable exercise, away from the mind and body-dwarfing environment of the drug store, and is not this a good thing? But his business, also, like that of all other merchants, is affected by the wheel. No other single agency is contributing so greatly toward the popularizing of the soda fountain, with its list of "soft drinks," which with the cyclist have replaced (if he ever used them) beer and the stronger alcoholic beverages. (We say nothing of the stimulated demand for arnica and liniments and bandages and the like, occasioned by the vicissitudes encountered by the embryo rider or the misfortunes of the adept.) It is pleasant to note that the druggist has recognized his opportunity in time to profit from it, and even the city drug store, like the country pharmacy, supplies wheel-racks and repair facilities for the convenience and necessities of wheelmen. This is as it should be. The wheel is here to stay, and no one can afford to disregard its

presence and its influence. One druggist we recently heard of makes friends and customers by displaying a large diagram of the streets of this city and the roads of the surrounding country, and by being thoroughly posted regarding the best cycle routes. There is a hint here for others' consideration. In many localities the druggist might well pay attention to a side line of bicycle sundries, such as lubricants, repair materials and the like. But the wide-awake merchant will see his opportunities and act upon them without any of our suggestions.

### Fate's Perversity.

"I can't help being a little melancholy," he said, apologetically. "In trouble?" "Not on my own account, but I can't help thinking over the misfortunes of two friends of mine who recently married. One got a girl who can cook and insists on playing the piano. The other got one who knows how to play the piano and insists on cooking."

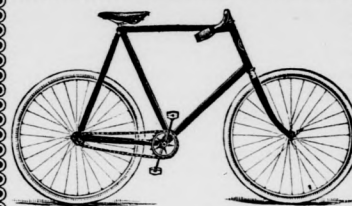
### Suited the Purpose.

"What you want is a trip to the mountains," said the Chicago man's physician. "Can't spare the time." "But you've got to have a change of air and a considerable altitude above the sea level." "Oh, I'll fix that all right. I'll change my offices and go up on the top story of our building."

### 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.

A retentive memory is a good thing to have, but mighty inconvenient at times when it recalls our past weaknesses and follies.



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.

**B**UILD  
BUSINESS  
Y  
COMING  
BICYCLES  
OUND TO WIN

## THE GARLAND

is the highest type of standard high grade bicycle. 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.



**SUCCESSFUL SALESMEN.**

**A. F. Peake, President Michigan Commercial Travelers' Mutual Accident Association.**

Albert F. Peake was born in Lewis county, New York, thirty-eight years ago. He lived at home on the farm until 15 years of age, when he left home to seek an education. He attended school at Lowville Academy, going from there to Fairport, where he entered the employment of W. W. Howard, the leading general merchant of the place, where he continued four years. Sixteen years ago he entered the employment of the old and reliable soda manufacturing establishment of DeLand & Co., of Fairport, and for two years covered territory in nearly all of the Northern States, when he was assigned to Michigan as State



agent, which position he has held successfully for the past fourteen years, during which time he has come to be known and respected by every wholesale grocer in the State and has, probably, formed the acquaintance of more retail grocers than any other man on the road.

Mr. Peake was married in 1881 to Miss Lulu Herrick, daughter of Hon. John Herrick, of Glendale, N. Y. Their family consists of a 10 year old son and a one week old daughter. Their home at 405 South Jackson street (Jackson) is widely celebrated, among those who have shared its hospitality, as one of the most charming homes to be found anywhere.

Mr. Peake has always been prominently identified with the traveling fraternity and has always taken a leading position in all movements having for their object the betterment of the traveling men, both individually and as a class. He was one of the charter members of the Travelers' Protective Association in Michigan, was Vice-President for three years and President for one year. He was also one of the organizers of the Michigan Knights of the Grip, serving as its first President and rendering the organization yeoman service as a member of the Board of Directors during the past three years, during which time he has served as chairman of the Finance Committee. The death benefit fund (\$500 in the event of the death of a member), to which the remarkable success of the organization is largely due, was one of his hobbies, having been recommended

by him in his annual address as President.

Mr. Peake has always been a persistent and consistent advocate of accident insurance among traveling men, having made several unsuccessful attempts to incorporate such a feature in the work of the Michigan Knights of the Grip. Believing that it is the duty of every traveling man to protect his family against possible want by means of accident insurance, and thoroughly convinced that such insurance should be furnished by the traveling men themselves on a co-operative basis, he was easily persuaded to accept the Presidency of the Michigan Commercial Travelers' Mutual Accident Association, as soon as the directors could effect certain changes which he demanded in the interest of economy and utility as a condition of his taking the office and prior to his election thereto.

Mr. Peake was selected last spring by the business men of his ward to make the run for Alderman on the Republican ticket. He surprised everyone by the large majority which rolled up opposite his name, and the record he is making in the Common Council is an exceeding creditable one. He is considered a leader of his party in his county and district and has repeatedly been called upon to represent both in State and district conventions.

Mr. Peake is a man of strong likes and dislikes, and, in common with men of positive ideas who make no concealment of their opinions, possesses enemies as well as friends. Even his enemies, however, respect him as a man and honor him for the honest way in which he undertakes to accomplish his ends, as experience has demonstrated that he never resorts to circumlocution or subterfuge.

Utterly without sympathy for sham or pretense; already honored by his fellow citizens and with prospect of more honors in store; admired by his house and respected by his trade; surrounded by a happy family and with every comfort and advantage which an adequate income will provide, Mr. Peake has every reason to regard his position with pride and his future with composure.

**The Hotel Clerk Paid the Penalty.**

From the American Commercial Traveler.  
Six traveling men at a Buffalo hotel the other day had a just grievance against one of the clerks, and they resolved to get even. That evening the clerk was very busy, and a call came from one of the rooms. The clerk called a boy and sent him upstairs to answer. Thirty seconds later there came another call. Ten seconds after that there was still a third. Soon all the boys in the house were running to and fro answering calls. The clerk became excited. He wondered what could be the matter. The calls kept coming in every few seconds for a quarter of an hour. Then he investigated. He found that all the calls had come from the rooms of the six enemies. He found that each of them must have called about fifteen times. He shut off the enunciator and went upstairs to remonstrate with the jocular guests. He found in their rooms about thirty pitchers of ice water and enough writing paper to supply 100 guests. They had been calling for ice water and paper from the time they began to ring. The clerk was a pretty mad man, but the madder he got the happier became the six commercial travelers.

Plans are well under way for the expending of \$3,000,000 on the canals of New York State, for which the people voted at the last election by a majority of 243,505, and it is expected that the work will be completed within the next two or three years.

**TARTARINE**

The new substitute for Cream of Tartar,

is, in fact, better than Cream of Tartar for all culinary purposes and is a very wholesome product. Cheaper to consumer and more profitable to dealer.

Manufactured by

**WOLVERINE SPICE CO.,**

Grand Rapids, Mich.

For Sale by all Wholesale Grocers.

**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.

**Dishonorable Competitors**



Can be found in the wholesale grocery business; we have them in our midst. Their travelers reflect the houses they represent in the same manner. Unable to meet straightforward competition, they resort to lying, giving rebates and other devices which are contemptible and underhanded.

In the long run a straightforward, honorable firm that attends strictly to its own affairs will down all such competition, more especially if it be a clean cash firm and not loaded up with rotten chattel mortgages.

We claim that Cash is King and will fight it out on this line, confident we can outwind all the credit concerns in the State.

We quote this week: Rolled Oats, 2 pound packages, per case, \$1.50; Full Cream Michigan Cheese, 6 3/4 cents; Armour's Potted Meats, 1/2 's, 70 cents per dozen; 1/4 's, 35 cents per dozen; Roast and Corned Beef, 2 's, \$1.00 per case; 16 pound average Hams, 8 3/4 cents; 12 pound average Hams, 9 1/2 cents; Picnic Hams, 5 3/4 cents; Pure Lard, 50 pound tins, 4 cents; Compound Lard, 50 pound tins, 3 3/4 cents; Family and Short Cut Pork, \$6.90 per barrel; Lemons, Fancy 300 's, \$2.50; Extra Fancy, \$3.00; Best Minnesota Patent Flour, \$3.60 per barrel in 1/4 barrel cotton sacks.

**The James Stewart Co., Limited,**  
**SAGINAW, MICH.**

**"THE SQUARE PEG AND THE ROUND HOLE."**



**EVERY SHOULD**

**DEALER KEEP**

**POSTED**

And handle the best soap in the market. If he does, he will have no trouble with his customers; if he doesn't, he's a square peg in a round hole.

**WOLVERINE SOAP**

Will not only give satisfaction to your customers, but your inheritance of trade will continue to grow. If you wish an up-to-date soap at a right price, write for particulars to **WOLVERINE SOAP CO., Lock Box 459, Portland, Mich.**

## Clerks' Corner

Some of the Qualifications for a Successful Salesman.

From the Dry Goods Chronicle.

It is one of the most essential characteristics of a successful salesman that he should be entertaining—not entertaining after the negro minstrel style; no low comedian business, but entertaining in an intelligent, manly, business fashion.

To be acceptable in full to customers one must be more or less attractive, one must make an impression decidedly in his own favor. The neutrality that neither attracts nor repels will not do. There must be some particular influence that gives him an advantage over the average, either in conversation, in appearance or intellectually. The customer must be favorably disposed to him and willing to accept his reasoning; in fact, he or she must be willing to be convinced in order to be convinced, and the personality of the clerk is the factor which must create this willing disposition on the part of the customer.

The clerk must possess some salient quality or qualities that commend him to the favorable consideration. If he is a pleasant-voiced, good talker, it helps; although it is not all, it is a good deal. It is, further, a graceful accomplishment, which may be and should be cultivated. A Washington letter to the "Sun" gives the following seven rules to be observed in daily life by those who wish to become entertaining conversationalists, eloquent extemporaneous speakers, or accomplished orators:

1. Breathe through the nose.
2. Do not convey in words an idea that can be expressed by action.
3. Accompany each thought by its appropriate expression, attitude or gesture.
4. Pronounce correctly, articulate distinctly and enunciate clearly at all times and under all circumstances.
5. Pitch your voice on a low note, use the medium stress and modulate your tones.
6. Use grammatical, elegant, forcible language.
7. Do not talk—laugh, listen and think.

Most Americans do not possess the natural grace of gesture. In Latin races, however, it is as much a part of their expression as words; and among the lower classes gestures must take the place of words lacking in their contracted vocabulary. Yet the gesticulation of these people is more eloquent and convincing than mere words. Any such pantomimic exhibition would be ridiculous at the dry goods counter and no such caricature is meant by rule 3, which, when correctly translated, is a good rule. Correct pronunciation and distinct articulation, when one does talk, will greatly strengthen what is said, as they are sure signs of intelligence, good breeding and good sense, and people accept them as such and often credit them with more than they weigh.

The man who plunges along in canal boat fashion, giving the same shallow gabble to everyone alike, will never amount to much. Too little attention is paid to this matter by merchants, who should always remember that a man who is easily worsted in an argument cannot be expected to make a successful salesman, because oftentimes the most consequential sales hang on an argument. The man who has not pride enough to wish to make a good impression on all who come to his counter, or who is too careless to care about such matters, is out of place behind the dry goods counter. Even the barroom is influenced by such things, and the disposition and temper of the bartender are as potent as the quality of his goods.

Don't talk too much—laugh, listen and think. There is a wonderful lot of good sense in this bit of advice. Talk enough to keep your customer in points, to direct the talk favorably so that, while directing the conversation, you don't appear to. Laugh not uproariously so as to attract general attention; not a con-

tinuous cackle, nor a senseless whinner that follows like an echo after each sentence. There is neither mirth nor expression in such hollow pretensions; laugh with your eyes, tone, your heart, your face, with every dimple of your countenance; look your laugh as well as voice it.

Listen with interest, or apparent interest, not with a passive toleration that is neither bored nor entertained, but with a face that says, "I am glad to hear you talk," even if you are bored half to death. Think all the time, and look out for every opportunity to close the trade expeditiously without appearing abrupt or too calculating, but don't for a minute lose sight of the main point. To this end you must think to take advantage of any good impression you make; make the most of it on the spot, if possible, but in any case be careful that this good impression lives and that the customer takes it home with her; it is then the incentive which will bring her another time.

There is a sympathetic chord in most natures that will respond to a gracious touch if one has the graciousness to reach it. The New York Sun published a letter, recently, over the title, "A Customer," which set forth the disposition of many toward clerks. Of course, there are others, but if the clerk cultivates a good eye for such he can get by them graciously, too. Here is the Sun letter:

"What's the matter with the clerks in the stores, not especially at this immediate season, but all the time? I have been going the rounds for the sake of experience, and I find that the 'bicycle face' is not in it with the 'clerk face.' There is a fixed stare put on, or grown on, I don't know which, which is simply paralyzing to all kindlier emotions. I go into a store feeling happy that I am alive, and I find a clerk who hasn't been or is not then very busy, and to him or to her I address myself, smiling, and, as I think, contagiously happy. But what do I get in return? That stare. Not a sign of response; not even a sign of intelligence—merely a human face, that might be wood for all the expression it has. Then I ask for what I want. I do it cheerily, for I feel well. Do I get a cheery smile and a merry answer? God save the mark! What I get is what I pay for—and I only get that after waiting a long time for it. Being a man, I sometimes try to enliven this period of waiting by talking to the clerk, especially if it be a lady clerk. Does that bring me any response? Plenty of it, but it is that kind of response which is in the nature of a slap in the face, as if I were a masher who was making a purchase merely to secure an opportunity to make a mash.

"Can't a lady clerk tell the difference between a rank weed and a respectable plant? What is she there for? To sell goods, for one thing; but that is not all. She is there to sell goods to the same customer again. It is to make friends for herself and for her employer. It is that kind of clerk who is valuable to employers. It is that kind who makes money for the house, and therefore makes it for herself, or himself, and some day develops into something higher than a clerk. Now and then I have essayed a passing and harmless joke with a clerk. I am not a joker by practice, but there are times when even the dumbest of us feel as if we could be successful in firing a joke at our neighbor. It is under such circumstances that I have tried a joke on a clerk. Did it hit center? Well, I don't think. I have all regard, all sympathy, all charity for the tired girls or the tired men who must drag weary feet all the day long behind those interminable counters, but I don't see why it should make it any worse on them to try to smile now and then; to brace up, as it were, and get as much out of their daily labor as kindly people they meet will help them to get out of it, if they will let them; to exercise a fair intelligence in their intercourse with their customers, and feel that all the humanity is not on their side of the counter.

"I have heard clerks complaining of the low salaries they receive, and, some-

# Standard Oil Co.

DEALERS IN

Illuminating and Lubricating

## OILS

Naptha and Gasolines

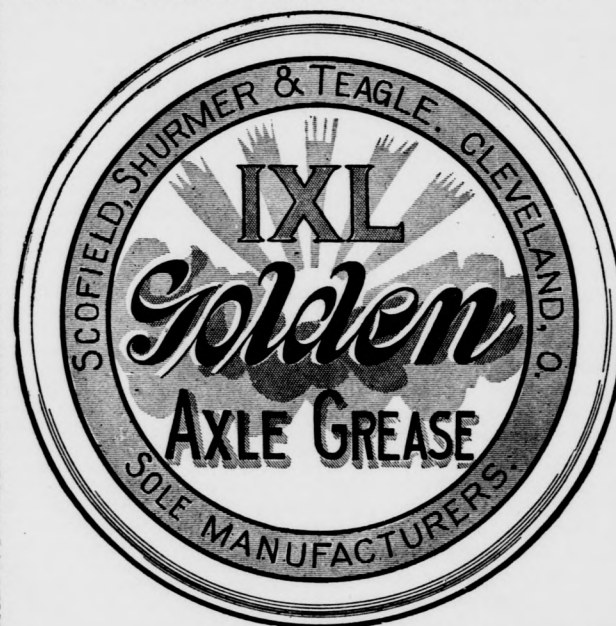
Office, Mich. Trust Bldg. Works, Butterworth Ave.

GRAND RAPIDS, MICH.

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.



times, after I have had an hour or two's experience with some I know of, I wonder how the mischief their employers can afford to pay them as much as they do. Slot machines which would deliver the goods in response to the price dropped into the slot would be quite as efficient and fully as interesting to the customer. I know a dozen or more men and women clerks from whom it is a delight to buy. They work just as hard as the others, they are just as much objects of consideration on the part of tyrannical employers, they are clerks, and that is all; but they are delights to meet, to deal with, to talk to, to come to again and buy from. That's what they are, and the only drawback there is that they rise above clerking so soon that the customer loses their charming ministrations. Why don't the great body of clerks brace up and look upon the great army of their customers as friends, and not as enemies? Bless your souls, men clerks and women clerks, we couldn't get along without you, and if you will only meet us half way we'll show you that we are not half as black as we are painted, and neither are you. Come, now, throw aside that confounded 'clerk face,' and put a little welcoming human expression into its substitute. Don't speak to us as if you were calling 'C-a-s-h!' and see how much pleasanter we are when spoken to as you would have us speak to you."

There is food for cogitation here, and it would do every clerk in America good to read it. It would help the merchants, too. And goodness knows it could not harm the outside world to read it and graft a little of the kindly spirit it expresses onto their shopping disposition.

#### Object to the Loitering of Clerks.

Correspondence Grocery World.

I am moved to say a few words concerning the habit some grocers' clerks have of gossiping with servants. To my mind this is one of the greatest nuisances the housewife can be subjected to, and I have been forced to complain more than once about it. There is always a tendency for clerks to loiter on the way, especially if the servants are young, and this practice has caused me a great deal of annoyance, and I should think it would also the grocers whose time is wasted.

I think it would be a good idea if every grocer were to instruct his clerks never to enter a house where he delivers goods, unless it is raining and there is no porch, or something like that. There would be a great saving in time for the grocer, and a great avoidance in annoyance on the part of the housewife.

The instance which I am about to relate is an actual fact, and I know about it, for it happened in my own house only a few months ago. One morning about 7 o'clock I sent the girl to the grocery store for some goods. Half an hour later, or about 8 o'clock, they were delivered. The young man who brought them came in and sat down while the things were being taken from the basket. I had occasion to go out then, and when I got back it was nearly 10 o'clock, and there sat that clerk yet, gabbling away as if he hadn't been there nearly three hours. I complained to the grocer, but got very little satisfaction, and this I thought an additional imposition, as the grocer ought to see to it that his employees do not annoy his customers.

I do not want grocers to consider me severe in saying these things. I know there are many grocers who are very particular in this matter, and who would take great pains to save their patrons from being annoyed in even the slightest degree. Others are not so particular, of which fact the above instance is an illustration.

#### 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.

#### Women's Day in an Ohio Grocery Store.

-troller in Grocery World.

I tumbled on a funny scheme last week out in Ohio—about the only scheme of the sort I ever saw. I've heard of "women's editions" of newspapers before, but never of women's days at the grocery store.

It seems that, in this place where the scheme was worked, the W. C. T. U. was making a special effort to raise a certain sum of money. One of the bright and shining lights in the affair was the wife of a grocer, and she prevailed upon her husband to give the store into the ladies' hands for one day, they to have half the proceeds. I got in town on their day.

When I got in the store the grocer was sitting on a box at the back of the store, with a broad grin on, while about twenty women were hustling to and fro over the store like hens with their heads off.

I knew the grocer and he gave me the scheme as soon as I went in, afterward inviting me to stay a while with him and see the fun. So I got another box and fixed myself.

I think, of all the greenness I ever saw in a grocery store or out of it, the greenness those women displayed was about the richest I ever saw. A great many of them were well-to-do women who kept their own servants and never did any hard work. For the good of the cause they came down there and hustled kerosene oil and mackerel all day.

My attention was attracted first by a little fat woman who wore a smile like a fleshy angel, and who didn't know any more about the simplest store matters than the man in the moon.

When it was her turn to wait on customers, a little boy came in and asked for two pounds of granulated sugar. Well, that little woman weighed it out all right, except that she gave fully half a pound over, and then she spread a piece of brown paper flat on the counter and poured the sugar into it, preparatory to wrapping it up. Well, that sugar just sat there and had fun with her. She couldn't get it wrapped up, of course, and she got red in the face and very sweaty. I think the small boy's grin annoyed her. At any rate, when she spilt all the sugar in the pocket of her apron, the boy laughed out loud and she came within an ace of slapping his face.

The funniest thing, though, happened when a tall, majestic-looking woman went down cellar to get some kerosene oil and a No. 2 mackerel. She was the President of the concern, I believe. After she'd been down cellar for a long time, there came a good-sized yell from somewhere down there, and several of the ladies went down to investigate. They found the President with a good, juicy mackerel absent-mindedly clutched in one hand, while she worked like a trooper to shut off the spigot of the kerosene barrel. It had gotten stuck somehow or other and oil was running out of the can all over the President's shoes. When they took the mackerel from her, it was pinched clear through, so vigorous had been the President's involuntary grab.

The grocer's wife had told him before the performance commenced that "he mustn't interfere now; he must just let the ladies do things their own way," and he was sticking strictly to that program. He hadn't told the women where a thing was, and they made break after break. One little old woman who had heroically run errands all the morning had pleaded to do some waiting on customers, and the very first thing she did was to ladle out salt for granulated sugar. The man who had ordered it had also gotten some crackers, and he dipped out a little bit of the "sugar" and sprinkled it on a cracker for a little lunch. He put the whole thing in his mouth at once, and the next minute he began to sputter. He spat the half-chewed cracker, briny with salt, out of his mouth and said a few earnest things to that little old lady, who had, after several attempts, gotten the pound of salt all nicely wrapped

up. When she comprehended she went down cellar and cried.

The fun of working for the cause wore slowly away as the day went on; I could see that very plainly. All of those who had watches looked at them regularly every five minutes, and I noticed also that chairs were in demand. The grocer confided to me that he was going to play a little trick on the ladies. He had watched all of the customers who had come in, and he said that all but a very few were credit customers who had their orders charged. The cash business hadn't amounted to but very little. He said he should insist, if the ladies claimed they were entitled to half the day's gross business, credit and all, that they do their share of collecting the accounts that were not paid. I saw at once that this was going to cause some fur to fly, and decided to wait until 6 o'clock, when the show should conclude.

There were lots of funny little breaks all the afternoon. Two more women cried, one because she failed, after three trials, to foot up a column of figures, and the other because she bumped her head against a joist coming up the cellar stairs. Relief came to everybody but me as 6 o'clock approached. I could have been amused through another day.

The woman who had kept the day's accounts was busy footing up the day's receipts, and the ladies gathered around her to see how they had come out. When the total was announced, they clapped their kerosene hands.

"\$15.42 in cash, \$63.12 in charged accounts," said the book-keeper.

"Let's see," said the President graciously, "that makes our share how much?"

"\$39.27," said a member who had been figuring it up.

"That's very fair," said the President, thoughtfully smelling the hand in which the mackerel had been clutched.

"Mr. Jones, I presume you can let us have that amount now, can you not?"

"How do you mean?" asked the grocer.

"Why, our share is \$39.27," explained the President.

"Well, but my dear madam," said the grocer, "you couldn't expect me to advance you your share of the accounts that I haven't collected myself yet, could you?"

"Er-r-why—" said the President, as her jaw dropped.

"We were to have half the day's receipts," said another member, weakly.

"And so you shall, when I get them myself. Why couldn't you ladies collect these accounts yourself now? Then you could have the money right away," said the brainy grocer.

"How soon will they pay their accounts?" asked the President.

"They average about eight months, I think," said the grocer.

A chorus of dismay arose and the little old lady began to cry again.

"How much do we get now in cash?" blankly asked the President.

"What were the cash receipts?"

"\$15.42."

"Then, ladies," said the grocer blandly, "I shall be happy to give you \$7.71."

The W. C. T. U. looked as if their hearts would break, but they took the little \$7.71 and silently filed out of the store, leaving a perfume of cheese, kerosene and molasses in their indignant wake.

Just then the grocer's wife called him. There was a thunderstorm in her tone, and I heard her telling him what she thought of him in great shape. Wives will do that sometimes, you know.

He was right, though.

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

Trade, like a gun, can be forced to the bursting point.

## 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.



## TOUCH OF MIDAS.

## Why Some Men Are More Successful in Business than Others.

This fact in human experience has been variously accounted for, the subject being a wide one. Thus, gifts or accomplishments which lead to success in one direction may act as hindrances in another. To be successful in some lines it will be to one's advantage to be born a fighter. That is to say, he must be aggressive, always on the alert to stand up for his interests, rather than literally to love his neighbor as himself. The question under review is not considered on its merits from a moral standpoint, but strictly in its practical bearings. Many successful men who have amassed wealth have done so because every other consideration was made to yield to the one of making money. It may be that they have become more grasping and unscrupulous in proportion as they have felt the sense of power which large possessions are apt to give. It is conceded that A. T. Stewart, John Jacob Astor, Cornelius Vanderbilt, of a past generation, and Jay Gould, of the present, developed a genius for money-making from better or meaner motives. We know of some men whose fortunes have been amassed by money lending on real estate, which property became theirs through foreclosure, because the borrower could pay neither principal nor interest; others we know who disclaimed this right, although legally warranted to put it in execution. This, however, does not bear directly on our main question.

Some men are excellent salesmen, either because they have a glib tongue to throw a glamor over the desirability of their wares, or because of personal magnetism in making the customer like to deal with such a man in spite of himself. A degree of this faculty often makes up for deficiencies, intellectual or otherwise, on the part of the salesman. Many are successful because their goods are desirable, low in price as those of competitors and popular in those times. Some men have a trick of holding certain customers against all competition, from the feeling of obligation, either by occasionally getting them bargains or in some way or other creating the impression that it is the buyer's interest to keep in with this seller. Many a salesman loses his trade by changing to an inferior house on the temptation of a larger salary, as if the traveler necessarily owned his connection, and could take it with him to the new house represented. Some men are popular because they have imparted useful ideas to their customers, thereby helping them, to some extent, to make sales. Habitual cheerfulness and a habit of telling one good anecdote each time they meet have had a wonderful influence in drawing an order out of a buyer after protestations of being unable to grant a single line. Croakers or those who habitually look on the gloomy side of things are likely to give up in despair because nowhere made welcome. No merchant needs to be told too often about hard times or commercial stagnation. Some men succeed because they are known to adhere to the truth always; they never represent a thing different from what it is; at the same time they secure confidence by anticipating the wants of the buyer, making it appear that this is the prime object. Some men become failures because they treat a buyer as if he did not know anything, or as if he had no rights of choice. A customer may be lost by allowing him to find out the merchant does not know enough about his business. While some buyers are wide-awake enough to make their own selections every time, more are willing to be set right if the seller is able to present an alternative. In the latter case the buyer is helped towards the selection, although ostensibly it was conceded he had used the right of choice. Knowledge of human nature is a most important factor in the art of selling goods. Respectful attention and promptitude will often make up for the lack of other faculties, in any calling. To be always on time at one's post is a

good reputation for anyone serving the public. The boy never late at school bids fair to win favor by promptness in after life. Some young merchants have scored a success by sending an immediate reply to an order they were unable to fill, suggesting where it might be filled. This kind of alertness (especially in wholesale) is sure to be appreciated, implying a sense of obligation. Owning a useful patent has created many a fortune. Certain houses get a large share of business by making reasonable concessions in cases of emergency or distress. The man who acts a dishonest part is soon found out; the stain to reputation may outlive him. A clean record is the best recommendation to a renewal of credit after it has once been lost. Heavy expenses cause many a merchant to lose credit and the confidence of friends. They may have come from extravagant habits of living, or from an overambitious spirit, as if to astonish the world by this semblance of success. Some men can work well in a subordinate position, but could never succeed as the responsible head. Oversensitive natures often break down, and such persons die before their time because unequal to the strain of responsibility involving such care and worry. Stolid indifference has sometimes been utilized to good purpose, since it often passes for stability of character, inspiring a degree of confidence on the part of creditor and customer. Verily, "The race is not always to the swift nor the battle to the strong." The man may count himself fortunate, in any sphere of life, who has found his proper niche. Many a good man never finds it, but becomes a waif, as it were, on the billows of so-called fate. In not a few instances this is the result of parental preference misplaced. Many a boy has been obliged to learn a profession who would have shone as a business man, and vice versa. A more prudent course would have been to test the boyish preference for trade or profession; also to watch the bent of aptitude. The origin of most commercial failures may be set down either as insufficient capital or the giving of too much credit. While in places remote from business centers it may be easy to get a handsome profit, the crying evil of our time is that so many fall into the temptation to sell without adequate profit. This touches on another topic—one of supreme importance, viz., commercial demoralization, its cause and dire results. We are assured, "There is a tide in the affairs of men which, taken at the flood, leads on to fortune." "There is no royal road to learning;" neither can any one path be outlined which leads to inevitable success.

## A Misery of The Age.

A little knowledge of everything is now brought within the reach of all, and the tendency is to make many miserable. It is better to eat what agrees with one than to be afraid of ptomaines or microbes or tyrotoxin; to ignore threats the reason of which one cannot understand, than to be tortured by fear of some unknown possible peril lurking in everything one eats, drinks, or touches. Fads in science, exercise, food and drink are now the fashion, and politics and preaching are not exempt. The best rules are to master to the bottom everything connected with one's trade, business or profession, or that part of it at least for which he is responsible; in difficult matters that it would take a lifetime to comprehend, it is wisdom for a man to acknowledge to himself that he does not understand them, and cannot, unless he renounces for them his present pursuit. In questions of practical action, such as are often forced upon us, it is judicious to select those who are wise and cautious, and in whose fairness we have confidence, and follow them. Wisdom is to know what we are responsible to know; and in other things to follow leaders who understand whither and why they are going, or why and how long they should pause.

Conscience is a hard task-master but a just one.

## Not Enough for the Secured Creditors.

Francis Letellier has issued the following circular letter to the creditors of the Buss Machine Works:

Grand Rapids, Aug. 1.—As trustee of the mortgage given to secure a part of the creditors of said corporation, I herewith report as follows:

The net amount realized by me from the sale of the property, including cash received from the Receiver after paying all expenses allowed by the court, was \$27,740.46.

By instruction from the court this money has been paid per ratio to the State Bank of Michigan, Grand Rapids, and the First National Bank of Benton Harbor, who were the preferred creditors in the mortgage above referred to, and whose claims amounted to \$29,368.82, from which you will see that there is nothing to be divided among the other creditors.

F. LETELLIER, Trustee.

## 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.

## The Automatic Orchard Step Ladder



PATENTED APRIL 30TH, 1895.

Can't tip over.  
Safe, Strong  
and Handsome.

3,000 Sold in this  
State last year.  
Use no other.

A 4-legged tripod. A winner from the start.

**The Only Ladder** which adjusts itself to any unevenness in the surface of the ground.

**The Only Ladder** which does not require careful adjustment before use.

**The Only Ladder** which does not fall if one leg sinks down unexpectedly.

These ladders were made by the Priestly Wagon and Sleigh Co., but as they have gone out of business, we have bought what stock they had, and are closing it out at a reduced price. We now have on hand as follows:

30 5 feet long.  
50 6 feet long.  
50 7 feet long.

And will sell them at 15c a foot.  
Get in your orders at once if you want any.

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



AVOID EXTREMES.

Neither Talk Too Much Nor Talk Too Little.

From the Keystone.

The sale was not made; the shopper bought elsewhere; and, on subsequent inquiry, you find that your competitor sold an article no better in quality, of poorer style, and at the same, or a higher, price than that which you offered. You are puzzled to know why he succeeded in making the sale while you failed. You believe that he would not misrepresent goods and values; you are sure there was no such matter as personal acquaintance to influence the customer; you must admit that it was purely all competition in salesmanship, and you were worsted. Why? Well, among a hundred possible reasons, let us discuss two which may not heretofore have come into your consciousness as factors in sale-failures:

You never stopped talking. You never gave the bewildered buyer a moment for quiet reflection, and he quit your counter in fear of his own "sober second thought."

One of the most frequent mistakes of the salesman is talkativeness. If he is a fluent talker and the customer is shy, or reserved, or timid, the danger is that the seller will undertake to make the customer feel at ease by saving him the necessity for talking by himself doing all the talking. Or he may think it necessary to enlarge upon every possible point of merit in the article; to amplify good qualities in superlatives of praise; to vary the pitch without changing the air. If he is selling a watch he will go into technical details, describing the difference between fifteen and seventeen-jeweled; will explain that two cases of same general style of engraving and same weight differ in price because of the varying amounts of steel in the springs, etc.; then will launch into questions of guarantees, trademarks, fixity of prices, etc. So far, very good; he has probably not driven his listener to incipient imbecility as yet, and likely has advanced the prospects of the sale. But if he would only be content to stop there—if he would but "simmer down!" Instead of which he "boils over" in eloquent praise of the watch; describes what is meant by a Breguet hairspring; dwells upon the advantages of the patent pinion; goes into a long explanation of the word "adjusted," and describes the factory process; piles up information upon the gasping buyer in such prodigious measure that the poor wretch is exhausted, drowned in the flood of words. What he wanted most was just a few minutes of restful silence; a few moments of quiet reflection in which he could recall what Smith told him of watch values; time to figure whether his bank account will stand the purchase, and to cogitate on his wife's preference or his daughter's fancy as to styles of watch cases. He just wanted to be alone with himself for a blessed, quiet, reflective moment; but the "talky" salesman never gave him that moment of peace. The buyer either fled in order to recover his mental balance or stayed and bought something he did not want—with the usual subsequent result of prejudice against the store of which he was the victim.

But the salesman may as easily have erred on the other side and talked too little. It is certainly true that the quality of an article, its special advantages over competing articles in the market, its price, and all such details necessary to the appreciation of the buyer are generally important subjects of "talk" previous to the sale. A thing should not be sold until all essential information concerning it is related, so as to avoid misunderstandings or wrong impressions. People will not "buy a pig in a bag." Most buyers want to find out all they can about the object they are purchasing; and they will be suspicious of the unwilling or unsympathetic salesman who grudgingly doles out his information in homeopathic pellets, after being questioned. There are many people who possess "slow" minds, who even require that the points of the ar-

ticle be rehearsed to them again and again; and the successful salesman, with this class, is the patient fellow who will repeat, again and again, the various advantages of the article in negotiation, in a simple, unaffected and cheerful manner that does not show the least trace of being "bored." Many another sort of customer has just stopped short of making the purchase because he was not sufficiently urged—because he did not receive the final word of encouragement when his hesitating, vacillating mind was waiting for it.

If, then, you may have missed the sale from talking either too much or too little, what is the right amount of talking that is needed to effect the sale?

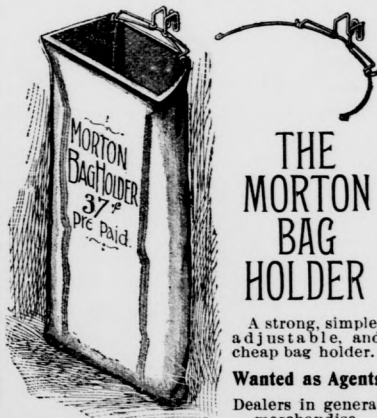
The answer is this: The right amount of talk to make a sale to a customer is just such an amount as that particular customer requires! This sounds like "reductio ad absurdum," but it is just "horse sense," in fact. And to get at the needs of each customer, in this respect, is to study human nature. Everything else being the same, the most successful student of human nature is the most successful salesman, the world over. The method which would attract one buyer would absolutely repel another; the treatment of one must be entirely the opposite of the other. No two men have exactly the same mental bias, the same idiosyncrasies, the same likes and dislikes; hence no two can be approached successfully in exactly the same way. Every man has his own hobbies and bristles with individual antipathies. The most successful politician, or salesman, or occupant of any public station, is he who can most accurately measure, on the instant, the peculiar likes, foibles, weaknesses, temperament and mental constitutions of those with whom he comes in contact. To such a one there will be no difficulty in gauging the relative demands for "talk" on his part, or for quiet. He will not talk too much to the important fellow who thinks he knows more than anybody can teach him, nor too little to the timid old lady who needs to be assured and reassured; he will measure his speech by his intuitions as to the particular instance before him, confident of his knowledge of human nature and his possession of the tact which comes of training.

The creed of the Mennonites forbids them to carry arms. They were originally expelled from Germany by Frederick VIII, and settled in Russia, where the Empress Catharine granted them exemption from military service for 100 years.

Until 1871 there were no shad in Pacific waters. In that year a few thousand were introduced by the United States fish commission. Last year the catch sold for \$40,000.

"Truth is mighty and will prevail," unless there is a sharp lawyer on the other side.

Buy show cases of Bushman.



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.

Hardware Price Current.

AUGURS AND BITS	
Snell's.....	70
Jennings', genuine.....	25&10
Jennings', imitation.....	60&10
AXES	
First Quality, S. B. Bronze.....	5 00
First Quality, D. B. Bronze.....	9 50
First Quality, S. B. S. Steel.....	5 50
First Quality, D. B. Steel.....	10 50
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.....	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
8.....	60
7 and 6.....	75
4.....	90
2.....	1 20
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 7/8.....	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 1/2c per pound extra.	
HAMMERS	
Maydole & Co.'s, new list.....	dis 33 1/4
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 1/4
Manilla.....	9
SQUARES	
Steel and Iron.....	80
Try and Bevels.....	
Mitre.....	
SHEET IRON	
Nos. 10 to 14.....	com. smooth. com. \$3 30 \$2 40
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 80
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.....	85
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	40&10
METALS—Zinc	
600 pound casks.....	6 1/4
Per pound.....	6 3/4
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 75
14x20 IC, Charcoal.....	5 75
20x14 IX, Charcoal.....	7 00
Each additional X on this grade, \$1.25.	
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, 1/2 per pound.....	9
14x56 IX, for No. 9 Boilers, 1/2 per pound.....	9

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

OTTO C. J. BERNTHAL JOHN T. F. HORNBURG  
**New York Electro Plating & 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. Citizens Phone, 1517.  
3 doors South of Crescent Mills. GRAND RAPIDS, MICH.

### The Doorstep Politicians of Whey Corners.

Written for the TRADESMAN.

Another day has passed and again we wend our way towards the corner grocery of Phineas Brown, Esq.

As we approach, we hear loud talk. What can it mean? Has some long-haired, wild-eyed, open-air fakir swooped down on the village with some newly-discovered "Elixir of Life?"

When we arrive, we discover that the commotion emanates from one very small man. It is Captain Puncheon, the only tailor of Whey Corners.

In my introductory article the Captain was not mentioned, simply because he was not present on that occasion; but he is here now and is entitled to a formal presentation to the reader. Captain Puncheon was born on some little island in the Atlantic Ocean. About thirty years ago he became detached from his island home by the centrifugal force of whirling events and floated off to America. He worked his way into what was then a new country and planted his "goose" on a sandhill which afterwards became the site of Whey Corners. The Captain once organized a volunteer company in his native island; but, when he secured the captaincy of said company, the boys bolted and the movement departed this life. The town of Whey is strongly Republican, and for twenty consecutive years Captain Puncheon has been its town clerk. Just before town meeting time every year, the old hymn, "A Charge to Keep I have," seems to take on a political significance and the boys walk up and vote for the Captain. Indeed, his little tailor shop has been town political headquarters for everybody for so many years that the conclusion seems to have been reached that the Captain has become an everlasting municipal fixture. He is a jolly good fellow—what there is of him—and, like all loud-barking dogs, is perfectly harmless and was never known to bite. Nearly every night he walks up to the corner grocery where the crowd is, but he never sits down and does not remain long. As he approaches, he sniffs the air like a rat terrier and swells out like a porpoise. On the first remark he catches—whether political, social or religious is quite immaterial to the pigmy—for about ten or fifteen minutes he gives the doorstep politicians "a piece of his mind."

During this verbal outburst the Captain is something terrible to behold. When the weather is hot, he generally doffs his hat, which performance displays to advantage his sorrel-hued wig and his high, angular forehead, which is constructed on the Gothic plan of architecture. Striding back and forth through the crowd with as much reach and stretch as his diminutive size will permit, he swings his arms, stamps his feet, berating all political parties, hurling red-hot anathemas at the churches, calling down vengeance on the social system, quoting poetry (the meanwhile rolling his optics up to the moon) and, finally, winding up with a loud guffaw of supreme satisfaction with everybody and everything. A little good-natured raillery follows this outburst and then the delighted Captain takes his leave.

During these painful oratorical spasms the little man's rapid movements and wild gesticulations would indicate that he is intensely excited, yet he was never known to even kick a yellow dog out of his path.

"I guess the Captain's changed his

mind on this here silver question," said Tim Dolan, as he rammed a sliver into the stem of his pipe.

"Naw, he hasn't either," drawled out Ed Slacket from the doorsill; "he's jess 'ez sound a McKinley man ez he wuz a Harrison man."

"I guess he don't know wot he's talking 'baout," piped out a voice from the right window ledge.

"Maybe he don't," said Jimmy Gimble, as he leaned back for a fresh chew, knocking down a two-year-old baby that had ventured too near the door while its mother was busily engaged with the grocer; "but, you betcher bocts, ef I had 'ez much in my head ez he's got inter hisen, I wouldn't be a setting 'round that ole shop, b' hokey. I'd git—"

"Please let this lady pass out, Mr. Gimble," came from within the store.

The interruption broke the connection and we are left in the dark as to what Mr. Gimble would do were he permitted to swop heads with the Captain. As the lady customer passed through the crowd, the baby had not ceased crying over the fright occasioned by its fall, and this provoked a vulgar exhibition of silly merriment on the part of several of the idiotic young barnyard dunces who were clinging to the window ledges like tree toads on the under side of a pump spout—all of which added to the lady's discomfort and annoyance.

"I'll tell ye wot 'tis, boys," said Dolan, as he knocked the ashes out of his pipe against the tie-post, "the people are a going ter turn over a new leaf in the country this fall. Goldbugism's 'baout played out and don't ye furgit it. The g. o. p. have got their foot in it clean up to their elbows, and Bill McKinley, high boss protection, ole John Bull er any other man won't be able to pull it out nuther, now you mark my words. The great American people hain't a going ter be monkeyed with any longer, not if it knows itself. I say, give us silver money at the rate o' 16 to 1, and any feller thet has ter work fur his living who don't say the same thing is blind's a bat and got a holler head."

"That swots the matter," squeaked out from the left window ledge when Tim came to a final period. "I used ter didn't know wot I wuz a doing wen I voted; but I've got my eyes open now, b' gosh, and wen we can git sixteen silver dollars fur every one we've got now, by simply going and voting fur it, why, I'd be a doggoned suck—"

"Oh, shet up! you don't know wot yer talking 'baout," said the blacksmith. "You fellers talk like a pack o' blamed lunatics. I swear, I more'n half b'lieve the country is going crazy over this here silver nonsense—I do, fur a fact."

"Crazy!" yelled old Tim from the edge of the sidewalk. "Betcher life ye'll think so wen the votes are counted next November," and he gave way to a series of ha, ha, ha's that churned him up and down on the sidewalk until he was seized with a fit of coughing, which came near strangling him.

"Well," said a scraggly-whiskered, solemn-looking individual leaning up against one of the veranda posts, "I've allus bin a Dimmycrat ever sense I knowed anything; but purty near the hull shootin' match 's gone off on a regular whoop'er-up sort of a silver spree, leaving only a handful or so of sober fellers to 'tend to business, an' I'll be tetotally chawed up ef I know wot I be enny more!"

"Nobody left to keep house wen Grover goes a fishin', hey? Now, I'll tell you wot you fellers—wot there's left of ye—better do," suggested the muscular son of Vulcan, as he knocked the

## 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.

JESS

JESS

## PLUG AND FINE CUT TOBACCO

"Everybody wants them." "You should carry them in stock." For sale only by

MUSSELMAN GROCER CO.,  
GRAND RAPIDS, MICH.

JESS

JESS

## F. C. LARSEN,



WHOLESALE  
GROCERIES AND  
PROVISIONS

61 Filer Street,  
Manistee, Mich.

Telephone No. 91.



ashes out of his pipe on the doorstep preparatory to starting for home; "jess come over to our haouse and make yer-self right to hum and turn right in and help our boys lick the swarm of piratical cranks that threatens to tackle us on all sides, and wen we've got 'em licked and the bizness of the country and the credit of the country is all hunky fur another four years, I'll guarantee ye ye'll stand on an ekel footing with the rest o' the boys, and not one o' them'll ever twit ye of yer past sins o' omission and commission."

"Say, Ed," said Dolan, as he elevated himself from the sidewalk, "guess ye don't read the papers. You Republicans better look to hum 'fore ye have anything to say 'baout takin' in Dimmy-catic orphans. Guess ye never hearn 'baout the St. Louis convention, did ye? And ye talk ez if ye didn't know that every blessed day sence that there convention some of yer own boys have packed up their duds and walked slap bang out of yer boodle-bloated ole g. o. p.! Guess ye'd better read the papers."

"That swots the matter!" squeaked Gimble, as the grocer turned the key in the door, "16 to 1. Gosh! Won't the boys—"

"Oh, go home an' soak yer head!" interrupted the blacksmith. And they all started.

E. A. OWEN.

**Theory on Which Department Stores Conduct Business.**

Correspondence Art in Advertising.

View it from whatever standpoint you will, the department store is an interesting study. It has some virtues and many faults. A somewhat extended study of department stores has convinced me that their greatest failing is a mania for selling goods "at cost" or "below cost." I have talked with other people concerning this peculiarity, and the general opinion seems to be that the department stores just can't help it. It's bred in the bone. They really mean, no doubt, to conduct a profitable business so that they can lay by something for a rainy day, but the "at-cost" habit is too strong for them. They go along all right for a week or two, maybe, leading their friends to believe they are going to reform, and then the temptation to give things away becomes too strong for them and they plunge headlong into the mad dissipation of a "below-cost sale."

Another common failing of department stores is overbuying. They are continually doing this; but no one, it seems, is ever fired for lack of judgment. Neither do the department stores seem to profit by their experience. In other lines of business a man who continually overbought would eventually go broke, but department stores seem to be under the care of that special providence which is said to protect drunkards and idiots. They thrive on misfortune. When one of these overbought periods arrives, the store turns the lime light on itself and makes a clean breast of it. "There is no use in trying to deceive you," it says to the public. "We've done it again. We've overbought. We just couldn't resist the temptation to buy up everything in sight, and now we need ready money. We must have it—therefore"—and so on and so forth, ending with the usual declaration that "all the above stock will be sold at mere fractions of actual value." One would imagine that, after two or three experiences of this sort, a department store would know better than to load itself up with stock that it would be ultimately obliged to dispose of at a tremendous loss. But does it? Not a bit of it! As soon as it gets its fist on that ready money, off it goes again, overbuying until you can't rest. To the advertising man the department store is an ever-new field. Probably in no other line of business does the work of the advertisement writer possess such variety and interest as in a large department store. Here the writer is not confined to one subject; the products of a thousand manufactories are before him, and he is at liberty to voice the praises of Japanese toothpicks at five cents a box or 144-piece Limoges dinner sets at

\$14.75, "worth double," as his fancy moves him.

Fancy plays a star part in the advertising of a department store. It is at its best in such matters as fixing the regular values of the goods advertised. When I first began writing advertisements for a department store I had an idea that the worth of any article was fixed by what it would bring in open market, but this I found was a mistake. The market has nothing to do with the matter. To determine the actual worth of an article the formula is: add 25 to 33 1/2 per cent. to the cost price and multiply the sum of the addition by 2. The result is "actual value." This method is, perhaps, peculiar, but is not without its advantages, as it enables one to sell goods continually at just half what they are worth and still make a very fair profit on the transaction.

In its phraseology as in its arithmetic the department store is peculiar to itself. Words that mean one thing to the outside world mean something entirely different to the denizens of the department store. Thus, to the outside public, "Boys' Wool Suits" would mean boys' clothing made from the woven fleece of sheep. In department stores, however, wool is a generic term applicable to all clothing. I have heard that manufacturers sometimes mix cotton with wool to produce a cheaper fabric, but in our store wool was the cheapest thing we had. The suits were graded something like this:

- "Lowest grade—Wool suits."
- "Next highest—All-wool suits."
- "Next highest—Strictly all-wool suits."
- "Highest grade—Warranted strictly all-wool suits."

I believe the "Warranted strictly all-wool suits" were made of wool, but I never knew for certain.

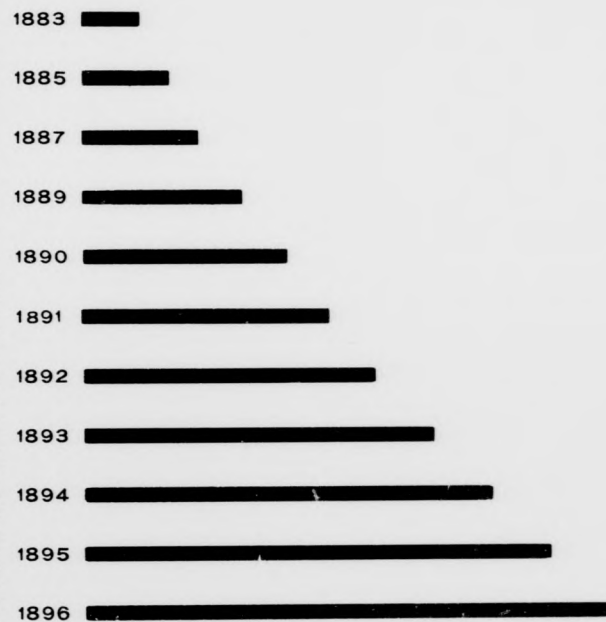
Silver is another generic term of wide usefulness. It is employed to designate any white shiny metal not easily recognizable as something else. There are various grades of this, also, from sterling silver, solid silver, and real silver, down to coin silver and common everyday silver. Coin silver is supposed to be the kind that Uncle Sam makes into dollars. With the exception of silver, coin silver is the cheapest metal known to the arts. It is the contention of the gold bugs that the ounce of silver contained in a cartwheel dollar is worth actually fifty cents. If this be so, it is no exaggeration to say that the coin silver butter dishes we sold for forty-nine cents were genuine bargains. They weighed half a pound each if they weighed a pennyweight.

"Imported" is another term that is apt to prove misleading to one unacquainted with department store dialect. It may mean that the goods were brought from abroad, and then again it may not. This confusion arises from the fact that the word is a favorite with manufacturers, who, instead of bestowing some name like Lillian "Russell," or "Bonton," or other similar title on a new line of goods, christen them "Imported." When the conscientious advertisement writer, who endeavors never to mislead the public, comes around to the buyer and says, "I think we ought to say what kind of gingham those are you are offering for four cents," the buyer looks at the label on the fabric and says, "Let's see. Ah! here you are, 'imported.'"

Then the innocent advertising man goes back to his desk and writes, "Imported gingham to-morrow, four cents a yard," and tells himself, when he sees the announcement in the paper next day, that, though such candor may result in the loss of a few customers, it is better that the few should stay away, than that the many should be brought to the store under the impression that the gingham offered at four cents are "Lillian Russell," or "Bonton" gingham, or something other than what they really are.

Department stores believe, with Lincoln, that "you can't fool all of the people all the time." They go on the theory that, if you can fool a few thousand every day, you'll make expenses—and maybe a little more.

# HOW IT HAS GROWN



## SUMMARIZED HISTORY:

- 1883 = = = Business Established
- 1885 = = = Special Machinery Introduced
- 1888 = = = Removal to Larger Quarters
- 1895 = = = Removal to Still Larger Quarters
- 1896 = = = Largest Coupon Book Plant in the World

In which we produce more Coupon Books than all the other manufacturers in the country combined. These facts speak louder than words and conclusively prove that our books must have been the best in the market for the past thirteen years in order to have secured this demand.

**TRADESMAN COMPANY,**  
GRAND RAPIDS.

**SUCCESSFUL SALESMEN.**

**Frank M. Keats, Representing the F. F. Adams Tobacco Co.**

Frank M. Keats was born at East Troy, Wis., March 31, 1854, his antecedents being English on his grandfather's side and Yankee on his grandmother's side. He attended school in his native village, working for a time in a store at that place, and in 1871 went to Milwaukee and entered the employment of A. J. Hayes, dealer in agricultural implements, with whom he remained until 1876. During two years of this time he attended evening sessions of the Spencerian Business College, taking book-keeping and the common business courses. He then entered the employment of Wilmer & Hoss, wholesale and retail hardware dealers, whose books he kept about a year. On their failure he entered the employment of C. J. Russell, who was engaged in the retail grocery business, but three months' experience behind the counter of a grocery store convinced him that he and the grocery business had no affinity for each other, and he gladly availed himself of the opportunity to enter the employment of the then firm of F. F. Adams & Co., taking a position in the shipping department. He was subsequently promoted to a vacancy in the office, where he took charge of the revenue department, and in 1881 he went on the road, covering both the wholesale and retail trade of Michigan and Northern Wisconsin, seeing the trade every six weeks. He now covers the jobbing trade of this territory and, in addition, covers the jobbing trade of Western Wisconsin and all of Minnesota. On the incorporation of the house in 1888 he became a stockholder in the company.

Mr. Keats was married in 1881 to Miss Mary Drake, who died Feb. 14, 1891, leaving a daughter and a son, whose ages are now 12 and 14 years, respectively. In August, 1892, Mr. Keats was married to Miss Eva Campbell, of Grand Rapids, and the family now reside at Wauwatosa, the beautiful suburb of Milwaukee, where they possess every advantage which a liberal income can provide.

Mr. Keats is an attendant at the Episcopal church and is affiliated with the Northwestern Traveling Men's Association, Knights of Pythias, Royal Arcanum and Cleveland Traveling Men's Association. He attributes his success to hard work and constant attention to business.

Mr. Keats' first trip to Grand Rapids was made in company with Geo. P. Englehardt, who was at that time identified with the leaf tobacco house of Edward Asherman & Co. He says the trade of Grand Rapids treated him well then and has treated him well every six weeks since that time.

**Conservative Business Methods.**

From the Shoe and Leather Facts.

Just where the line between rashness and cowardice is drawn is a question on the correct solution of which depend very largely the chances for success of any business man. To be "just conservative enough" is easier said than done. In many instances the difference between the rash, speculative merchant and the one who, on the other hand, is too timid to buy even what he needs is largely a matter of temperament. Just as some men are born cowards, others inherit evil-heartedness. However, a strong effort, where one recognizes his weakness in either direction, may overcome natural defects. It goes without saying that the manufacturer or merchant who is too conservative and

his contemporary who goes to the other extreme both fall short of the full measure of success; what is more, they both are often largely instrumental in doing untold damage to the whole domain of the trade in which they are engaged. It has been well said that "the one disseminates phenol and ergot and the other carries demoralizing depression as far as his influence reaches."

The condition of affairs during the past two or three years has been, for the most part, of such a character as to be calculated to make even the boldest under ordinary circumstances operate exceedingly cautiously. Happily the indications would now seem to be that we are on the eve of a period when there will be such a change that business men will again be able to operate with that degree of freedom which, in itself, tends largely toward trade prosperity.

The man who makes senseless risks is deserving only of condemnation at any time, because he not only imperils himself but those who place confidence in him; but, on the other hand, the man who is afraid to buy what his legitimate trade demands is, as it were, sawing off the limb on which he is seated and making himself a most potent factor in clogging the natural activities of trade. On the whole, it is better to err on the side of progressiveness. The old saying that it is better to wear out than to rust out is just as true to-day as it ever was. Many a business man would profit by reading and pondering Rudyard Kipling's ballad about the nambypamby man who died and could not find a berth, either in heaven or the other place, because he had never done anything either good or bad.

There are not signs wanting that the next five or six years will prove excellent ones for the progressive business man. These cycles of depression, like the one through which we have just passed have come around for longer or shorter periods extending back to the time when "memory of man runneth not to the contrary," and they can probably be expected to materialize in about the same way during the ages yet to come. They run their course, and then there is an increased opportunity for progressive business men who know how to avail themselves of the change for the better. However, long before many of the more conservative get done lamenting about the opportunities they lost during the preceding depression, they again find themselves in the vortex of another depression, without having in the meanwhile profited from what, in reality, were golden opportunities.

**Clever Subterfuge of a Merchant.**

Friend—Don't you have a great many commercial travelers coming in and boring you with their samples and their talk?

Merchant—A good many commercial travelers come in here, but they don't bore me.

"Don't they ask you to look at their samples?"

"No."

"Don't they ask you to give them orders?"

"No; they go right out without saying a word."

"How do you manage to get rid of them?"

"It's the simplest thing in the world. I put a plug hat and an open gripsack on the counter every morning. When a commercial traveler sees these signs of another commercial traveler's being on the premises, he goes off. Every ten minutes in the day a commercial traveler comes to the door, looks at the gripsack and goes away, and I am left in peace."

The boom which Kimberley, South Africa, had up to 1890 seems to have burst. In that year the value of the property in the borough was assessed at \$7,500,000. Since then a retrogressive movement has set in and the latest assessment is but \$3,700,000.

Peaches are said to be so plentiful in Harper County, Kan., this year, that they are being left on the ground to go to waste, there being no demand for them.

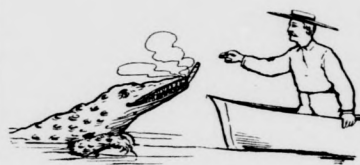
**No Use for Long Credits.**

To prompt paying merchants who appreciate a guaranteed saving of Four Dollars on a single package of tea, we offer the finest brand of black tea procurable for the money—not a common mixture, but the judicious blending of an expert. If investigated, you will find considerable meaning in above. It means to you a decided increase of trade and profit: to us a regular customer. To attain this result without loss of time we will prepay freight on trial order and send goods on approval, permitting you to return same at our expense, if not satisfactory to you. We will also send absolutely free (with first order only), one very handsome counter canister, 100 pound size, beveled edge, mirror front, worth \$6. If you are interested in the growth of your tea trade, let us hear from you with request for samples, or send trial order to be shipped on approval.

**GEO. J. JOHNSON,**

Importer of Teas and Wholesale Dealer in High-Grade Coffees.  
263 Jefferson Avenue and 51 and 53 Brush St.,  
DETROIT, MICH.

**DID YOU EVER**



Try the S. C. W. Cigar?  
If not, why not?  
Are you afraid of 5c cigars?  
Just try your favorite 10c cigar and the S. C. W. at the same time, and if you cannot tell the difference draw your own conclusion.  
All jobbers handle them.

**G. J. JOHNSON  
CIGAR CO.,**

MANUFACTURER,  
GRAND RAPIDS, MICH.

**Parisian Flour**

**Lemon & Wheeler Company,**

SOLE AGENTS.

**Parisian Flour**

**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 replete 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.

**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 gross, (white)... 25  
No charge for package or cartage.

**AKRON STONWARE.**

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  
½ pint, in barrels 20 doz., per doz... \$3 89  
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.



## 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.

Only square dealing will do now-a-days.

To win trade requires tact as well as effort.

A rattled salesman is always a pitiable object.

Never put your foot where you cannot see the ground.

Variety is the spice of life and constant "hustlin'" is the life of a commercial traveler.

Other things being equal, the fellow who shows the greatest net profit is the successful man on the road.

The only way to attract a customer is to please him; the only way to keep his trade is to continue pleasing him.

Capital is three-ply, made up of these: Cash, credit and character. The greatest of all these three, however, is character.

E. I. Peck, Lake Superior representative for Morley Bros., is on his last trip. He goes with an Eastern belting house.

The commercial traveler who shirks his work may continue on the road for a time, but it is a hopeless case. He lives and dies a failure.

Imbue your trade with the feeling of confidence that there are better days coming, and thus encourage those who are inclined to be discouraged.

R. P. Bigelow, the Owosso traveler, recently received \$125 from an accident insurance company as indemnity for an accident which befell him in May.

Ohio Merchant: The Michigan Tradesman gets out regularly one of the newsiest traveling men's departments of any of the journals that come to this office.

James Mudford, the old-time traveler for Chambers & Mudford, cigar manufacturers, of Port Huron, is now located at Menominee in the cigar manufacturing business.

Commercial travelers are usually not easily discouraged and are credited with the possession of considerable of what the boys call "sand," and what men call "heart" or pluck.

The only way upward on the stream of success is against the current, and when the commercial traveler is content to follow the easy windings of down stream, disaster lies ahead.

It is said that "Time waits for no man," but let a traveling man fall sending in to the house his accustomed quota of orders and he will be ordered in, and there find his time awaiting him.

Commercial travelers are becoming more united because they must. This is not a matter of sentiment or charity; it is one of business, besides all evidence and experience make the claim of unity axiomatic.

If you have been discouraged waiting for business to come your way that has been going to your competitor, just

think the matter over and you may find that you, or probably your house, are to blame for a large part of it.

Frank E. Colbert, cashier for the Detroit Gas Co., has resigned the above position to accept a traveling position with the Terre Haute Car and Manufacturing Co., of Terre Haute, Ind. He left Detroit August 1 for Chicago, where he will make his headquarters.

Alex P. Simpson, traveling representative for the Manhard-Jopling Co., L'td, Marquette, has returned to his territory from a three weeks' vacation at and about Flint. Alex is a great base ball umpire, having a season's contract to umpire all games at Marquette.

Generally speaking, the traveling man talks from experience and without prejudice. If he says a hotel is not what it ought to be or the merchants of any particular place lack enterprise and judgment in the purchase of goods, it is safe to bet that in nine cases out of ten he is right.

All of the benefits derived and enjoyed by commercial travelers have been accomplished through organization. Every man who "totes" a sample case should give this matter serious thought, and if he has not attached himself to one of the associations he should do so at once. By so doing he makes his own calling more safe and sure and thereby strengthens the organization.

It is not what you have been, nor what you have done, nor not even what you know, that makes you a valuable man on the road. Your value to the house you travel for is only known by results. If you lack application or are indifferent to results, the house cannot retain you in its employ, although you may be the best educated and most experienced of men in your line.

It is a peculiar fact, but true, that some traveling men's organizations in this country (and there are more than two dozen of them) expend more time and energy in combating other organizations of commercial travelers than they do in combating their common enemy, and were they to use their combined energies in the right direction they would be almost invincible.

The hotel setting the superior table, having the most conveniences and conducted in the most liberal manner secures the custom of the commercial traveler. The old-time hostelry and its landlord may have attractions for the day dreamer, but not for the man of samples. Hotel owners who desire the patronage of the knights of the grip must keep up with the times and not attempt to conduct an old, worn-out hotel under old-fashioned methods in competition with the first-class modern institution.

At a meeting of the Directors of the Michigan Commercial Travelers' Mutual Accident Association, held last Saturday evening, Joseph S. Hart handed in his resignation as President, on account of his enforced absence from the city for such extended periods that it rendered it impossible for him to attend the meetings of the Board. The resignation was accepted, with a hearty vote of thanks to the retiring officer for his loyalty and faithful services to the organization. The vacancy was filled by the appointment of A. F. Peake, of Jackson, who possesses executive ability of a rare order and under whose administration the Association is expected to prosper as it has never prospered before.

Anyone who observes a company of traveling men as they meet in a hotel

lobby or travel together from place to place, will agree that these knights of the grip do business on a high plane. Watch them if they meet, perhaps competitors trying to sell the same local merchants and realizing that, if one sells, the other must sell that much less. Let anyone speak doubtfully of the character of one of these fellow strugglers for business, and he will find the entire fraternity ready to take up the friend's cause and defend him to the last. It is not to be supposed that these travelers have no misunderstandings. They do. But they settle that among themselves and to the outside present a solid front.

### Another of Antrim's Stories.

Those who are acquainted with Albert C. Antrim, traveling representative for the Alabastine Co., know that he can be depended upon to spin a good yarn or two on request. Among those he told lately is this one, too good to be kept out of print:

"I was on one of my regular trips through Arkansas and, owing to a heavy rain, could not make the town where I expected to spend the night, so stopped at a log cabin and was soon on good terms with my new-found host, who, after supper, said:

"'Stranger, I reckon yo' wan' t' hev a good time to-night?'"

"'What's up?'" said I.

"'Goin' ter be a weddin'. Reckon yo' kin go with me an' the ole 'oman.'"

"'Of course, I accepted the invitation, and the three of us started for a mile walk over the mountain. When we reached the cabin that was the center of festivities, a cracked fiddle could be heard, and several men hung around the doors and windows, for none but dancers were allowed inside. We were met by a rough-looking fellow, to whom I was introduced as a drummer. Thereafter I started to take a peep at the dancers, and, in attempting to enter the door, the fellow stopped me by saying:

"'That's all right, stranger, but thar's one thing: Yo' see, the bride an' groom air po', very po', an' they never wore no shoes in thar lives, an' hain't got none now, so them as had shoes didn't wear 'em. Jim, the groom, is sorter sensitive like and high-strung, so ef yo' go in with them shoes on he might take it as a reflection on him an' his bride an' go to shootin'.'"

"You bet, I took off those yellow dog shoes of mine, boys, and a few minutes later I was dancing with the barefooted mountain belles. But you ought to have seen my feet next day when I reached Fort Smith—why, I had enough splinters in them to start a lumber yard.'"

The embarrassment of Wm. H. and J. H. Moore, of Chicago, growing out of their attempt to hold up the market price of Diamond Match and New York Biscuit stock, is to be regretted, no matter from what standpoint the matter is viewed. The Moores are men of exceptional character and remarkable ability and the marvelous manner in which they exploited the match and cracker enterprises stamp them as master minds. The fact that they are compelled to lie down, even temporarily, is due entirely to the unfortunate conditions prevailing in financial circles. That they will be able to surmount their trouble and again come to the front in connection with their favorite enterprises is a foregone conclusion. The failure, of course, has no effect on the companies whose stock was held in such large blocks by the Moores.

The Yale lock manufacturers have proved that in a patent lock having six "steps" each capable of being reduced in height twenty times, the number of changes or combinations will be 86,400. Further, that as the drill pin and the pipes of the keys may be made of three different sizes, the total number of changes or combinations will be 250,720. In keys of the smallest size the total number of changes through which they can be run is 648,000, while in those of large size the number can be increased to not less than 7,776,000 different changes.

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



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G. R. & I. Eating House.

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### 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.



**Drugs==Chemicals**

**STATE BOARD OF PHARMACY.**

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**The Drug Market.**

Acetanilid—Light sales only reported. Market quiet.

Acids—Tartaric, unsteady, but no change to note in prices. Salicylic, market dull and featureless. Citric, steady.

Alcohol—There is a fairly good consuming demand for grain. Transactions are, for the most part, of a jobbing character, with nominally steady prices from first hands. Good demand for wood and prices are firm.

Arsenic—Quiet but firm may be said of powdered white.

Balsams—A fair business is reported for all varieties of copaiba, with prices steady. Market is strong for tolu, small lots only being procurable. Peru, fairly steady market, though quiet. Canada fir is moving fairly, as the result of small orders.

Barium, Nitrate—There is a moderate jobbing business reported but prices are without further change.

Beans—A fairly liberal business in a jobbing way is reported for all varieties of vanilla and the market shows considerable steadiness. A quiet feeling seems to prevail in regard to tonka, no further large sales being reported. Quotations same and nominally steady.

Cacao Butter—Business is of a restricted nature, the result of spot scarcity, and values are firm.

Caffeine—Limited consuming request and steady.

Cassia Buds—Prices firm, on account of limited supply.

Castor Oil—Foreign markets have advanced values 1/4 @ 1 1/2 cents per pound. Spot market is firm and business is of average volume.

Cocaine—Market is quiet, although prices are firmly held, influenced by the strong condition abroad.

Cod Liver Oil—Fair reasonable demand, as reported last week, leading brands being steadily held.

Cubeb Berries—Market is utterly without feature. Prices are more or less nominal.

Essential Oils—Nothing especially new to report, the general market being seasonably quiet. Citronella, easier, values having declined. Lemon, unchanged, market easy.

Flowers—Late arrivals of new German crop of chamomile were picked up immediately. The market is very strong. Both whole and powdered insect are firm.

Gums—Camphor, still firm, owing to the recent better feeling abroad. Kino, strong feeling. Demand for all kinds of arabic is slow here, quotations in a number of instances being shaded to hold orders, but in Europe the tone of the market is firm. The outlook here is considered as improving.

Leaves—There is quite a satisfactory jobbing request for short buchu and prices are steady. Senna, previous prices prevail but current demand is not heavy.

Morphine—Although the firm feeling quoted for a fortnight past is still in evidence, yet the market cannot be designated as particularly lively, only limited sales being reported.

Opium—There is a stronger feeling among holders, due to higher cables received early in the week, and prices have gone up somewhat.

Quicksilver—Market quieter and demand is small.

Quinine—The steady feeling referred to last week shows no lessening and a fair business is reported.

Seeds—Leading varieties show no new features, the general market sharing in the quiet situation usually attending the summer months. Jobbers report a fair business in Italian anise. Values of canary are quiet for all kinds, being more or less nominal. Dutch caraway has dropped a fraction. Cummin is quieter. Mustard, California yellow has been marked up a peg, but there is nothing of moment to report in any variety. Poppy, same prices prevail, but feeling is a trifle firmer, reports from primary sources being, in substance, that current crop will not go above one-tenth of the average. German rape is scarce on the spot and market is firm. A short crop is predicted. Coriander, active, though prices show no betterment. Celery, slow sale. Lobelia, scarce and quite firm.

Seidlitz Mixture—Easy feeling of last week continues without further mentionable change.

Sponges—Market quiet, in consequence of seasonably light demand. No change to note in regard to primary sources of supply.

Sugar of Milk—Good demand, good business reported.

Strontia, Nitrate—Reasonably good consuming demand.

**Bogus Medicines in the Department Stores.**

From the Pharmaceutical Era.

For some time the Wisconsin Board of Pharmacy has been trying to stop the sale of patent medicines in dry goods stores. It has achieved considerable success in this effort, but in a case decided a few days ago it experienced a temporary setback. This case involved some points not brought out in previous ones, and it was on these points that it was decided in the defendant's favor. The department store was exploiting "beef, wine and iron," and was charged with selling adulterated, impure medicines. The State chemist testified that there was no iron in it but that the preparation was simply an extract of beef and a poor quality of wine. The court therefore ruled that, as the article did not possess the supposed remedial ingredient, it was merely a "domestic remedy," and its sale did not constitute a violation of the pharmacy act, which was intended to regulate the business in medicinal articles only.

Reduced to its lowest terms this extraordinary decision means that department stores in Wisconsin are at full liberty to sell patent medicines which are frauds, fakes and swindles but are prohibited from dealing in medicines which are true to names and claims. Inasmuch as the natural inference must be that only bogus goods are to be found at the department store, and that, if pure drugs are wanted, the only place to get them is the drug store, what is a technical defeat for the Board of Pharmacy is in reality the best kind of a victory. It establishes by legal decision the fraudulent character of the medicine branch of the department store, and surely this is not a very valuable kind

of advertisement for these concerns. Perhaps some patent medicine firms will not be quite so anxious to sell their goods to Wisconsin department and dry goods stores hereafter, as it would give them a bad reputation.

Men of means frequently become so by first being men of meanness.

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

**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.

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Cures WE REMOVE THE PAIN IF NOT SATISFIED  
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WHOLESALE PRICE CURRENT.

Advanced - Opium, Po. Opium.		Declined - Oil Peppermint.	
<b>Acidum</b>		<b>Conium Mac.</b>	35@ 65
Aceticum.....\$ 8@ 10		Copaiba..... 90@ 1 00	
Benzozicum, German..... 75@ 80		Cubeba..... 1 50@ 1 60	
Boracic..... @ 15		Exechthitis..... 1 20@ 1 30	
Carbolicum..... 25@ 40		Erigeron..... 1 20@ 1 30	
Citricum..... 44@ 46		Gaultheria..... 1 50@ 1 60	
Hydrochlor..... 3@ 5		Geranium, ounce..... @ 75	
Nitricum..... 8@ 10		Gossypii, Sem. gal..... 50@ 60	
Oxalicum..... 10@ 12		Hedeoma..... 1 25@ 1 40	
Phosphorium, dil..... @ 15		Junipera..... 90@ 2 00	
Salicylicum..... 50@ 55		Lavandula..... 1 75@ 2 50	
Sulphuricum..... 13@ 5		Limonis..... 1 30@ 1 50	
Tannicum..... 1 4@ 1 60		Mentha Piper..... 1 75@ 2 50	
Tartaricum..... 36@ 38		Mentha Verid..... 2 65@ 2 75	
<b>Ammonia</b>		Morrhuae, gal..... 2 00@ 2 10	
Aqua, 16 deg..... 4@ 6		Myrcia, ounce..... @ 50	
Aqua, 20 deg..... 6@ 8		Olive..... 75@ 3 00	
Carbonas..... 12@ 14		Picis Liquida, gal..... 10@ 12	
Chloridum..... 12@ 14		Ricina..... 91@ 96	
<b>Aniline</b>		Rosmaria..... @ 1 00	
Black..... 2 00@ 2 25		Rose, ounce..... 6 50@ 8 50	
Brown..... 80@ 1 00		Succini..... 40@ 45	
Red..... 45@ 50		Sabina..... 90@ 1 00	
Yellow..... 2 50@ 3 00		Santal..... 2 50@ 7 00	
<b>Bacca</b>		Sassafras..... 50@ 55	
Cubese..... po. 18 13@ 15		Sinapis, ess., ounce..... @	
Juniperus..... 6@ 8		Tiglii..... 1 25@ 1 30	
Xanthoxylum..... 25@ 30		Thyme..... 40@ 50	
<b>Balsamum</b>		Thyme, opt..... @ 1 60	
Copaiba..... 45@ 50		Theobromas..... 15@ 20	
Peru..... @ 2 60		<b>Potassium</b>	
Terabin, Canada..... 40@ 45		Bi-Barb..... 15@ 18	
Tolutan..... 75@ 80		Bichromate..... 13@ 15	
<b>Cortex</b>		Bromide..... 48@ 51	
Abies, Canadian..... 18		Carb..... 12@ 15	
Cassia..... 12		Chlorate, po. 17@ 19c 16@ 18	
Cinchona Flava..... 18		Cyanide..... 50@ 55	
Euonymus atropurp..... 30		Iodide..... 2 90@ 3 00	
Myrica Cerifera, po..... 2@		Potassa, Bihart, pure..... 29@ 32	
Prunus Virginiana..... 7@ 9		Potassa, Bihart, com..... @ 15	
Quillaia, gr'd..... 10		Potass Nitras, opt..... 8@ 10	
Sassafras..... 12		Potass Nitras..... 7@ 9	
Ulmus..... po. 15, gr'd 15		Prussiate..... 25@ 28	
<b>Extractum</b>		Sulphate po..... 15@ 18	
Glycyrrhiza Glabra..... 24@ 25		<b>Radix</b>	
Glycyrrhiza, po..... 28@ 30		Aconitum..... 20@ 25	
Hamatox, 15 lb box..... 11@ 12		Althaa..... 22@ 25	
Hamatox, 1/2s..... 13@ 14		Anchusa..... 12@ 15	
Hamatox, 1/4s..... 14@ 15		Arum po..... 20@ 25	
Hamatox, 1/8s..... 16@ 17		Calamus..... 20@ 40	
<b>Ferru</b>		Gentiana..... po. 15 12@ 15	
Carbonate Freep..... 15		Glycyrrhiza..... pv. 15 16@ 18	
Citrate and Quinia..... 2 25		Hydrastis Canaden..... @ 30	
Citrate Soluble..... 80		Hydrastis Can., po..... @ 35	
Ferrocyanidum Sol..... 50		Hellebore, Alba, po..... 15@ 20	
Solut. Chloride..... 15		Inula, po..... 15@ 20	
Sulphate, com'l, by..... 2		Ipecac, po..... 1 65@ 1 75	
bbi, per ewt..... 35		Iris plox..... po. 35@ 38 35@ 40	
Sulphate, pure..... 35		Jalap, pr..... 40@ 45	
<b>Flora</b>		Maranta, 1/4s..... @	
Arnica..... 12@ 14		Podophyllum, po..... 15@ 18	
Anthemis..... 18@ 25		Rhei..... 75@ 1 00	
Matricaria..... 18@ 25		Rhei, cut..... @ 1 25	
<b>Folia</b>		Rhei, pv..... 75@ 1 35	
Barosma..... 15@ 20		Spigelia..... 35@ 38	
Cassia Acutifol, Tin..... 18@ 25		Sanguinaria..... po. 15 @ 15	
nevelly..... 25@ 30		Serpentaria..... 30@ 35	
Cassia Acutifol, Alx..... 25@ 30		Senega..... 55@ 60	
Salvia officinalis, 1/4s..... 12@ 20		Similax, officinalis II..... @ 40	
and 1/2s..... 8@ 10		Smilax, M..... @ 25	
Ura Ursi..... 8@ 10		Scilla..... 10@ 12	
<b>Gummi</b>		Symplocarpus, Foeti..... @ 25	
Acacia, 1st picked..... @ 65		dus, po..... @ 25	
Acacia, 2d picked..... @ 45		Valeriana, Eng, po. 30..... 15@ 20	
Acacia, 3d picked..... @ 35		Valeriana, German..... 15@ 20	
Acacia, sifted sorts..... @ 28		Zingiber a..... 12@ 16	
Acacia, po..... 60@ 80		Zingiber j..... 23@ 25	
Aloe, Barb, po. 20@ 28..... 14@ 18		<b>Semen</b>	
Aloe, Cape, po. 15..... @ 12		Anisum..... po. 20 @ 15	
Aloe, Socotri, po. 40..... @ 30		Apium (graveleons)..... 14@ 16	
Ammoniac..... 55@ 60		Bird, Is..... 4@ 6	
Assafoetida..... po. 30 22@ 25		Carui..... po. 18 10@ 12	
Benzozinum..... 50@ 55		Cardamon..... 1 00@ 1 25	
Catechu, Is..... @ 13		Coriandrum..... 8@ 10	
Catechu, 1/4s..... @ 14		Cannabis Sativa..... 3 1/2@ 4	
Catechu, 1/2s..... @ 16		Cydonium..... 75@ 1 00	
Camphora..... 47@ 50		Chenopodium..... 10@ 12	
Euphorbium..... po. 35 @ 10		Dipterix Odorata..... 2 00@ 3 00	
Galbanum..... @ 1 00		Feniculum..... @ 15	
Gamboge po..... 65@ 70		Fennugreek, po..... 6@ 8	
Gualacum..... po. 35 @ 30		Lini..... 2 1/2@ 4	
Kino..... po. 33.00 @ 65		Lini, grd..... bbl. 2 1/2 @ 3 1/2	
Mastic..... @ 40		Lobelia..... 35@ 40	
Myrrh..... po. 45 @ 40		Pharlaris Canarian..... 3 1/2@ 4	
Opil..... po. 33.50@ 3.70 2 60@ 2 70		Rapa..... 4 1/2@ 5	
Shellac..... 4@ 6		Sinapis Albu..... 7@ 8	
Shellac, bleached..... 40@ 45		Sinapis Nigra..... 11@ 12	
Tragacanth..... 50@ 80		<b>Spiritus</b>	
<b>Herba</b>		Frumentl, W. D. Co..... 2 00@ 2 50	
Absinthium..... oz. pkg 25		Frumentl, D. F. R..... 2 00@ 2 25	
Eupatorium..... oz. pkg 20		Frumentl..... 1 25@ 1 50	
Lobelia..... oz. pkg 25		Juniperis Co. O. T..... 1 65@ 2 00	
Majorum..... oz. pkg 28		Juniperis Co..... 1 75@ 3 50	
Mentha Pip..... oz. pkg 23		Saacharum N. E..... 1 90@ 2 10	
Mentha Vir..... oz. pkg 39		Spt. Vini Galli..... 1 75@ 6 50	
Rue..... oz. pkg 22		Vini Oporto..... 1 25@ 2 00	
Tanacetum Voz..... pkg 22		Vini Alba..... 1 25@ 2 00	
Thymus, V..... oz. pkg 25		<b>Sponges</b>	
<b>Magnesia</b>		Florida sheeps' wool..... @ 2 00	
Calcined, Pat..... 55@ 60		carriage..... 2 50@ 2 75	
Carbonate, Pat..... 20@ 22		Nassau sheeps' wool..... @ 2 00	
Carbonate, K. & M..... 20@ 25		carriage..... @ 1 10	
Carbonate, Jennings..... 35@ 36		Velvet extra sheeps'..... @ 85	
<b>Oleum</b>		wool, carriage..... @ 65	
Absinthium..... 3 25@ 3 50		Hard, for slate use..... @ 75	
Amygdala, Dule..... 30@ 50		Yellow Reef, for..... @ 1 40	
Amygdala, Amara..... 8 00@ 8 25		slate use..... @ 1 40	
Anisi..... 2 30@ 2 70		<b>Syrups</b>	
Aurant Cortex..... 2 30@ 2 40		Acacia..... @ 50	
Bergami..... 3 00@ 3 20		Aurant Cortex..... @ 50	
Cajiputi..... 70@ 75		Zingiber..... @ 50	
Caryophylli..... 53@ 58		Ipecac..... @ 60	
Cedar..... 35@ 65		Ferri Iod..... @ 50	
Chenopadii..... @ 2 50		Rhei Arom..... @ 60	
Cinnamonii..... 2 25@ 2 30		Smilax Officinalis..... 50@ 60	
Citronella..... 55@ 60		Senega..... @ 50	
		Seilla..... @ 50	

Morphia, S.P. & W..... 1 75@ 2 00	Sinapis..... @ 18	Linseed, boiled..... 38 43
Morphia, S.N.Y.Q. & C. Co..... 1 65@ 1 90	Sinapis, opt..... @ 30	Neatsfoot, winter str..... 65 70
Moschus Canton..... 65@ 80	Snuff, Maccaboy, De..... @ 34	Spirits Turpentine..... 31 36
Myristica, No. 1..... 65@ 80	Voes..... @ 34	<b>Paints</b> BBL. LB.
Nux Vomica..... po. 20 @ 10	Snuff, Scotch, DeVo's..... 7 @ 10	Red Venetian..... 1 1/2 @ 2 @ 8
Os Sepia..... 15@ 18	Soda Boras, po..... 7 @ 10	Ochre, yellow Mars..... 1 1/2 @ 2 @ 3
Pepsin Saac, H. & P. D. Co..... @ 1 00	Soda et Potass Tart..... 26@ 28	Putty, commercial..... 2 1/2 @ 3 @ 3
Picis Liq. N. N. 1/2 gal. doz..... @ 2 00	Soda, Carb..... 1 1/2 @ 2	Putty, strictly pure..... 2 1/2 @ 3 @ 3
Picis Liq., quarts..... @ 1 00	Soda, Bi-Carb..... 3@ 5	Vermillion, Prime American..... 13@ 15
Piper Alba..... po. 22 @ 30	Soda, Sulphas..... @ 2	Vermillion, English..... 70@ 75
Pil Hydrarg..... po. 80 @ 18	Spts. Cologne..... @ 2 60	Green, Paris..... 15 @ 24
Piper Nigra..... po. 35 @ 30	Spts. Myrcia Dom..... @ 2 00	Green, Peninsular..... 13@ 16
Plumbi Acet..... 10@ 12	Spts. Vini Rect, bbl..... @ 2 41	Lead, Red..... 5 1/2 @ 5 1/2
Pulvis Ipecac et Opil..... 1 10@ 1 20	Spts. Vini Rect, 1/2 bbl..... @ 2 46	Lead, white..... 5 1/2 @ 5 1/2
Pyrethrum, boxes H. & P. D. Co., doz..... @ 1 25	Spts. Vini Rect, 10 gal..... @ 2 49	Whiting, white Span..... @ 90
Pyrethrum, pv..... 27@ 30	Spts. Vini Rect, 5 gal..... @ 2 51	Whiting, Paris Amer..... @ 1 00
Quassia..... 8@ 10	Less 5c gal. cash 10 days..... @ 1 40	Whiting, Paris Eng..... @ 1 40
Quinia, S. P. & W..... 37@ 42	Strychnia, Crystal..... 1 40@ 1 45	Universal Prepared..... 1 00@ 1 15
Quinia, S. German..... 30@ 40	Sulphur, Subl..... 2 1/2 @ 3	
Quinia, N. Y..... 35@ 40	Sulphur, Roll..... 2@ 2 1/2	
Rubia Tinctorum..... 12@ 14	Tamarinds..... @ 10	
Saccharum Lactis pv Salacin..... 3 00@ 3 10	Terebenth Venice..... 2@ 30	
Sanguis Draconis..... 40@ 50	Theobroma..... 42@ 45	
Sapo, W..... 12@ 14	Vanilla..... 9 00@ 16 00	
Sapo, M..... 10@ 12	Zinci Sulph..... 7@ 8	
Sapo, G..... @ 15	<b>Oils</b> BBL. GAL.	
Siedlitz Mixture..... 20 @ 22	Whale, winter..... 70 70	
	Lard, extra..... 53 60	
	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 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.





SALT. Diamond Crystal. Cases 24 3-lb boxes. 1.60

Common Grades. 100 3-lb sacks. 2.60

Worcester. 50 4-lb cartons. 3.25

Warsaw. 56-lb dairy in drill bags. 30

Ashton. 56-lb dairy in linen sacks. 60

Higgins. 56-lb dairy in linen sacks. 60

Solar Rock. 56-lb sacks. 22

Common Fine. Saginaw. 68

SODA. Boxes, English. 5 1/2

STARCH. Diamond. 64 10c packages. 5.00

Kingsford's Corn. 20 1-lb packages. 6 1/2

Kingsford's Silver Gloss. 40 1-lb packages. 6 1/2

Common Corn. 20-lb boxes. 5

Common Gloss. 1-lb packages. 1 1/2

TOBACCOS. Cigars. G. J. Johnson's brand

Wild Cherry Phosphate. "Little Giant" case, 28 1/2c

Free with above. Large Bottle, Essel and Advertising Matter.

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. 3.60

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. 3.00

JAXON Soap advertisement with logo and text.

Single box. 3.00

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.

SILVER SOAP advertisement with logo.

Single box. 3.00

5 box lot, delivered. 2.95

10 box lot, delivered. 2.5

25 box lot, delivered. 2.75

Allen B. Wrisley's brands.

For special quotations on Old Country ask traveling man.

Doll, 10 bars. 2.50

Good Cheer 60 1-lb. 3.90

WOLVERINE Soap advertisement with logo.

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

Candies. Stick Candy. Standard. 6 @ 7

Standard II. 6 @ 7

Standard Twist. 6 @ 7

Extra H. H. @ 8 1/2

Boston Cream. @ 8 1/2

Mixed Candy. Standard. @ 7

Leader. @ 7 1/2

Conserve. @ 8

Royal. @ 7 1/2

Rib-on. @ 7

Broken. @ 7

Cut Loaf. @ 7

English Rock. @ 8 1/2

Kindergarten. @ 9

French Cream. @ 10

Dainty Fan. @ 10

Valley Cream. @ 11 1/2

Fancy In Bulk. Lozenges, plain. @ 8 1/2

Lozenges, printed. @ 8 1/2

Choc. Drops. @ 11

Choc. Mentonimals. @ 11 1/2

Gum Drops. @ 5

Moss Drops. @ 8 1/2

Sour Drops. @ 8 1/2

Imperials. @ 9

Fancy-In 5 lb. Boxes. Lemon Drops. @ 50

Sour Drops. @ 50

Peppermint Drops. @ 60

Chocolate Drops. @ 65

H. M. Choc. Drops. @ 75

Grains and Feedstuffs. Wheat. Winter Wheat Flour. Local Brands.

Patents. 4.00

Second Patent. 3.50

Straight. 3.30

Clear. 2.80

Graham. 3.00

Buckwheat. 3.00

Rye. 2.50

Subject to usual cash discount.

Flour in bbls., 25c per bbl. additional.

Worden Grocer Co.'s Brand. Quaker, 1/2s. 3.50

Quaker, 1/4s. 3.50

Quaker, 1/8s. 3.50

Spring Wheat Flour. Olney & Judson's Brand.

Ceresota, 1/8s. 3.85

Ceresota, 1/4s. 3.75

Ceresota, 1/2s. 3.70

Bull-Barnhart-Putman's Brand. Grand Republic, 1/8s. 3.85

Grand Republic, 1/4s. 3.75

Grand Republic, 1/2s. 3.70

Worden Grocer Co.'s Brand. Laurel, 1/8s. 4.00

Laurel, 1/4s. 3.90

Laurel, 1/2s. 3.80

Lemon & Wheeler Co.'s Brand. Parisian, 1/8s. 3.75

Parisian, 1/4s. 3.65

Parisian, 1/2s. 3.55

Meal. Bolted. 1.70

Granulated. 1.65

Feed and Millstuffs. St. Car Feed, screened. 13.00

No. 1 Corn and Oats. 12.00

Provisions. Barreled Pork. Mess. 8.50

Back. 8.00

Short back. 7.25

Short cut. 9.00

Pig. 9.00

Bean. 9.00

Family. 9.00

Dry Salt Meats. Bellies. 5

Briskets. 5

Extra shorts. 5

Smoked Meats. Hams, 12 lb average. 10 1/2

Hams, 14 lb average. 10

Hams, 16 lb average. 10

Clams, 20 lb average. 9 1/2

Ham dried beef. 10 1/2

Shoulders (N. Y. cut). 5 1/2

Bacon, clear. 7

California hams. 5 1/2

Boneless hams. 7 1/2

Cooked ham. 10 1/2

Lards. In Tierces. Compound. 4

Family. 4 1/2

Kettle. 5

Cottolene. 4 1/2

55 lb Tubs, advance. 3 1/2

50 lb Tubs, advance. 3 1/2

50 lb Tins, advance. 3 1/2

20 lb Pails, advance. 3 1/2

10 lb Pails, advance. 3 1/2

5 lb Pails, advance. 3 1/2

Crockery and Glassware. FRUIT JARS. Mason—old style, pints. 5.75

Mason—old style, quarts. 6.00

Mason—old style, 1/2 gal. 8.00

Mason—1 doz in case, pts. 6.25

Mason—1 doz in case, qts. 6.50

Mason—1 doz in case, 1/2 gal. 8.50

Dandy—glass cover, qts. 9.00

Dandy—glass cover, 1/2 gal. 12.00

LAMP BURNERS. No. 0 Sun. 45

No. 1 Sun. 50

No. 2 Sun. 75

Tubular. 50

Security, No. 1. 65

Security, No. 2. 85

Nutmeg. 50

Artic. 115

LAMP CHIMNEYS—Common. No. 0 Sun. 1.85

No. 1 Sun. 2.00

No. 2 Sun. 2.80

First Quality. No. 0 Sun, crimp top, wrapped and labeled. 2.10

No. 1 Sun, crimp top, wrapped and labeled. 2.25

No. 2 Sun, crimp top, wrapped and labeled. 3.25

XXX Flint. No. 0 Sun, crimp top, wrapped and labeled. 2.55

No. 1 Sun, crimp top, wrapped and labeled. 2.75

No. 2 Sun, crimp top, wrapped and labeled. 3.75

CHIMNEYS, Pearl Top. No. 1 Sun, wrapped and labeled. 3.70

No. 2 Sun, wrapped and labeled. 4.70

No. 2 Hinge, wrapped and labeled. 4.8

Fire Proof—Plain Top. No. 1 Sun, plain bulb. 3.40

No. 2 Sun, plain bulb. 4.50

Fish and Oysters. Fresh Fish. Whitefish. @ 8

Trout. @ 7

Black Bass. @ 8

Halibut. 12 1/2 @ 8

Ciscoes or Herring. @ 4

Bluefish. @ 10

Live Lobster. @ 18

Boiled Lobster. @ 20

Cod. @ 10

Haddock. @ 8

No. 1 Pickerel. @ 6

Pike. @ 6

Smoked White. @ 7

Red Snapper. @ 7

Col River Salmon. @ 20

Mackerel. @ 20

Shell Goods. Oysters, per 100. 1.25 @ 1.50

Fruits. Oranges. Fancy Seedlings. Medt. Sweets 126. 4.50

150-176. 5.00

Messinas 200s. 4.75

Lemons. Strictly choice 300s. @ 3.00

Strictly choice 300s. @ 3.25

Fancy 300s. @ 3.50

Fancy 300s. @ 4.00

Extra 300s. @ 3.50

Bananas. A definite price is hard to name, as it varies according to size of bunch and quality of fruit.

Medium bunches. 1.25 @ 1.50

Large bunches. 1.75 @ 2.00

Foreign Dried Fruits. Figs, Fancy Layers. 20 lbs. @ 12

Figs, Choice Layers. 10 lb. @ 10

Figs, Naturals in bags. @ 5 1/2

Dates, Fards in 10 lb boxes. @ 7 1/2

Dates, Fards in 60 lb cases. @ 6

Dates, Persians, G. M. K., 60 lb cases. @ 5

Hides and Pelts. Perkins & Hess pay as follows: Hides. Green. 3 @ 4

Part cured. @ 4 1/2

Full Cured. 4 1/2 @ 5 1/2

Dry. 5 @ 7

Kips, green. 3 @ 4

Kips, cured. 4 1/2 @ 5 1/2

Calfskins, green. 4 @ 5 1/2

Calfskins, cured. 5 1/2 @ 7

Deaconskins. 25 @ 30

Pelts. Shearlings. 5 @ 10

Lambs. 15 @ 25

Old Wool. 40 @ 75

Wool. Washed. 10 @ 14

Unwashed. 5 @ 11

Miscellaneous. Tallow. 2 @ 2 1/2

Grease Butter. 1 @ 2

Switches. 1 1/2 @ 2

Nuts. Almonds, Tarragona. @ 13

Almonds, Ivaca. @ 10

Almonds, California, soft shelled. @ 12 1/2

Brazils new. @ 6 1/2

Filberts. @ 10

Walnuts, Green. @ 12 1/2

Walnuts, Calif No. 1. @ 11

Walnuts, soft shelled. @ 11

Table Nuts, fancy. @ 12

Table Nuts, choice. @ 10

Pecans, Small. @ 5 1/2

Pecans, Ex. Large. @ 9

Pecans, Jumbos. @ 10

Hickory Nuts per bu. @ 10

Cocoanuts, full sacks. @ 3.50

Butternuts per bu. @ 10

Black Walnuts per bu. @ 10

Malhalla logo and text.

SCW logo and text.

ATLAS SOAP advertisement with logo and text.

REPRESENTATIVE RETAILERS.

L. J. Katz, President Grand Rapids Retail Meat Dealers' Association.

Louis J. Katz was born April 5, 1861, at Marshall, Mich., his antecedents being German on both sides. His father was a butcher by trade and the three boys in the family naturally followed in the footsteps of the father. Louis left home at the age of 7 years and worked two years on a farm. He then went to Woodland, where he attended a German school two years, after which he worked two years more on a farm, when he went to Toledo and entered the packing house of W. A. Brown, with whom he remained several months. He subsequently went to Defiance, Ohio, where he worked several years in the meat establishment of C. E. Gotwald. He then came to Grand Rapids, where he entered the employment of the late John Mohrhard, who was then engaged in the



meat business at 115 Canal street. After working his way to the front in that establishment as head salesman and chief of the shipping department, his health failed him and for sixteen months he did outdoor work as a patrolman. Finding his health completely restored at the end of that time, he went back to the Mohrhard establishment, where he worked three years longer. In June, 1889, he formed a copartnership with his brother, Christian, and embarked in the meat business at 253 Jefferson avenue under the style of Katz Bros. Nov. 1, 1891, he sold his interest to his brother and a month later purchased the meat business of M. Newberry, at 660 Wealthy avenue. In March, 1893, he purchased the lot at 658 Wealthy avenue, and in the fall of 1895 he erected thereon a two-story and basement brick building, 25x80 feet in dimensions, which he has occupied since last December with his meat business. His market is a marvel of neatness, being roomy in size and attractive in appearance.

Mr. Katz was married Nov. 30, 1887, to Miss Anna Mohrhard, of Newton, Calhoun county. The family reside in their own home at 210 James street.

Mr. Katz is a member of the K. O. T. M., Knights and Ladies of Malta, I. O. R. M., Knights of Pythias and A. U. V. He is taking a prominent part in the organization of the English Lutheran church, which will be identical in every respect with the German branch of that denomination.

Mr. Katz has always been prominent

in every movement looking toward the betterment of the meat trade of the city and has served as chairman of the several meetings which have been held during the past month for the purpose of effecting the necessary preliminary arrangements to the butchers' picnic. On the organization of the Retail Meat Dealers' Association, last Thursday evening, he was, naturally, selected to serve as the first President of the organization.

When asked to what he attributed his success, Mr. Katz replied: "To a thorough knowledge of the meat business in all its details. I learned the trade from the ground up and I have come to know, to a certainty, exactly what cuts each one of my customers desires. I undertake to serve them faithfully and promptly, and the fact that I have among my customers many of the leading families of the city is conclusive proof, in my opinion, of the correctness of the theory I have pursued since embarking in business—that success is not so apt to overtake the swift as it is the man who makes his plans carefully and deliberately and executes them promptly and effectively."

How a Commission House Paid a Draft.

Last Monday the old-established commission firm of Isham & Isham, of Detroit, had a New York draft for \$1,100 to pay. One of the firm tendered a check on John L. Harper & Co., and was charged \$1.10 for New York exchange. He said no other bank had ever asked him to pay exchange, but the Bank insisted, and so he went out and got the money. When he again tendered the check and exchange he was told to get the check certified. This caused another argument. Mr. Isham said it was the first time in thirty years that his firm had been required to get a check certified. In reply he was informed that, unless the draft was paid before 3 o'clock, it would be protested, and that his check would not be taken unless certified.

Mr. Isham was now quite warm under the collar. Without wasting any more words he went to Harper & Co.'s bank and told them he wanted 1,100 silver dollars. They had only 500 on hand, but sent out for 600 more, and Mr. Isham and one of the clerks spent some time taking them out of the wrappers and putting them loose in a couple of bags. Then, accompanied by a witness, he took the load across the hall to the Mechanics' Bank and tendered it in payment of the New York draft.

It was now the turn of the Mechanics' Bank people to get warm under the collar. The bags were not tied, and one of them, being accidentally upset, spilled its contents on the floor. After a great deal of trouble the coins were gathered up, counted and pronounced \$3 short. Mr. Isham kicked and another search resulted in finding two of the missing dollars under the Bank furniture. The third dollar was not located, but the Bank people acknowledged its receipt. Three other dollars were thrown out because they were slightly defaced. Mr. Isham took them across the hall and came back with 30 silver dimes, which made the required amount in legal tender.

All this took a good deal of time and left a number of sore spots on both sides. The Bank people intimated that more drafts might be sent to them for collection, and Mr. Isham replied that he would pay them in good, hard coin.

Her Prosperous Past.

When it is said that a woman shows evidence of having seen better days, it means that she knows cut glass when she sees it and can play the piano.

Ice in Car Lots.

See Consumers Ice Co., Grand Rapids, Mich.

WE ARE ONLY THREE YEARS IN BUSINESS

BUT—if you want a "strictly commission" house to give you returns promptly and satisfactorily to bid for future consignments, correspond with

LAMB & SCRINGER

of Detroit, who guarantee shippers highest market prices.

43-45 WEST WOODBRIDGE ST.

PEACHES

Sweet Potatoes, Bananas, Watermelons, Osage Gems.

Lowest market price guaranteed. Produce consignments solicited.

STILES & PHILLIPS,

Wholesale Fruits and Produce, GRAND RAPIDS.

Telephone 10.

PEACHES WATERMELONS  
MUSKMELONS CABBAGE

We are Headquarters.

BUNTING & CO.,

20 and 22 Ottawa St.,

GRAND RAPIDS, MICH.

PEACHES AND PLUMS

Missouri Watermelons, Osage Melons, New Cabbage, Cucumbers, Fancy Tomatoes and Home Grown Celery.

All fruits and vegetables at the very lowest market prices. Mail and wire orders receive personal and prompt attention. Please give us a trial order.

FINEST CELERY GROWN.

Allerton & Haggstrom, Grand Rapids, Mich.

Peaches

If in the market correspond with us. We are the largest shippers in Michigan.

ALFRED J. BROWN CO.,

GRAND RAPIDS.

NOW AT ITS BEST

WHITE PLUME CELERY

Finest Flavor. 12½c and 15c per dozen. Just coming.

OSCAR ALLYN,

Grand Rapids, Mich.

BEAUTIFUL CROP OF HAY

Secured without rain near Lake Odessa. We bale it and sell it in carlots from first hands. Buy direct from us. We will divide the commission. Write for special terms. Also new oats.

NIMS & HOUFSTATER,

LAKE ODESSA, MICH.

For Highest Cash Prices correspond with

Muskegon Hay Baling Co.,

46 and 48 Mason Ave. and 88 and 90 Delaware St., Muskegon, Mich.,

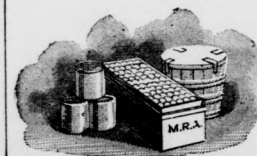
Dealers in FLOUR, FEED, SHINGLES and Salt.



M. R. ALDEN

COMMISSION BUTTER and EGGS EXCLUSIVELY

98 S. DIVISION ST., GRAND RAPIDS.





**A Twentieth Century Idea.**

Stroller in Grocery World.

Up in York State there is a man who always has some funny bee in his bonnet. He's a grocer but doesn't think about his business much. If he hadn't a first-class manager his store would have gone to the dogs long ago. As it is, it does nowhere near what it could do if the proprietor cleared his brain from fads and started to hustle.

When I was in this man's town about eight months ago he unfolded to me the story of a new idea he had. It struck me as being one of the most radical I had ever heard but at the same time I admitted to myself that there might be some grains of merit in it. The scheme was, in brief, to dispense with the ordinary store interior—have no barrels, no boxes, no shelves, nothing but a nicely furnished room with little tables. His idea was to seat his customers at these tables and take their orders just as you would in a restaurant, showing them samples of whatever they wanted.

Well, I pooh-poohed the idea a little and guyed the man a good deal but he was in sober earnest and solemnly believed he had an idea destined to revolutionize the grocery business.

Very unexpectedly I happened to be in the vicinity of this town about ten days ago and, out of curiosity more than anything else, I took a run over there.

When I went to the place I saw at once that the new idea had been put into effect. The old sign was there but the store looked like an ice cream saloon. On the first floor front where the counters, etc., used to be there were carpet, tables and chairs. It was really furnished almost exactly as an ice cream saloon. The tables were small affairs capable of seating probably four people. On each one was the button of an electric bell. There were several ladies seated at the tables and clerks were taking their orders.

I surveyed the scene for a moment and then went in search of my friend, the grocer. I found him in the back room, which contained all the goods, arranged in commodious fashion. There was one small counter in here for wrapping purposes, etc., and a door opened out of it into an alley where a delivery wagon could come.

"Well," I said, as we shook hands, "you've really put your foot into it after all, haven't you?"

"Put my foot in it!" ejaculated the grocer, "you simply show your ignorance when you say that. I told you I had a good thing, and I have. My business has increased at least 30 per cent. since I started this idea."

"How long has it been in operation?"

"About two months now."

"And it's really going well, is it?" I asked.

"Splendid!" said he, "splendid! Why, my boy," he said impressively, "this is the greatest reform that has ever been made in the grocery business. If I could only patent it, I'd be a millionaire!"

"Do you find that your customers would rather sit down at a table than stand before a counter?" I asked.

"Every one except one suspicious old codger who thought that because he didn't see us weigh out his sugar he was being cheated. He insisted on coming back in this room, but he gets his goods here yet all right."

"How do you work the scheme, anyhow?" I asked.

"Very easily," he replied. "To begin with, there's an electric bell on every table, connected with this room where the clerks can see it. As a rule, there are clerks in the front room all the time, but in order not to keep anybody waiting I have these buttons. When a lady comes in, and no clerk is in the room, she presses the button and the clerk does the rest. She gives her order and it is wrapped up back here and sent to her. There's no dirt, dust, smell or anything else disagreeable. The room out there is fixed up just as nice as a parlor. I have a little colored boy to open the door, but he's off just now."

"How do you manage it if they want samples?"

"Simply show 'em to 'em; that's all. Suppose a lady wants a brand of canned corn, and doesn't know exactly what. I have a clerk fill one of these carriers with corn of different brands and trundle it into the room where she can see them all. The same way with every thing else. If she wants to see fancy cakes, I have some taken to her on a plate, so she can taste 'em."

The carriers referred to were those in use in hotels and in some private houses. They are for carrying dishes from the kitchen to the dining-room, and have rubber-tired wheels.

"Then these tables are a great thing when I want to demonstrate anything," continued the grocer. "I do a great deal of that, now I have things so convenient. If the way of cooking isn't important, I have the preparing done out here, and the things carried in by clerks. If the women want to see the cooking, I rig up a little gas stove in a little alcove and do the whole thing right in the front room. The customers sit there at the tables and are comfortable."

"Not troubled with loafers this way, I suppose," I observed.

"Not much," said the grocer. "That's one of the advantages of the scheme. Before I adopted it these fellows used to come in here all the time. But they don't do it now, all the same."

"You say the plan has increased your business?" I asked.

"Thirty per cent."

"You don't think it can be the novelty of the thing?" I asked.

"To some extent it is," he admitted frankly, "but a good part of it is permanent. It's so much nicer and more convenient, you see."

"I'll tell you what you do," I said, "after this has had a fair trial—say, six months—write me and let me know how it has gone, will you?"

He said he would. If I get the letter it goes right in this column.

**Collection Agency in Trouble.**

The Systematic Collection Agency, of Brooklyn, N. Y., is the latest scheme to "work" grocers. Quite a number of retailers became victims, through a misunderstanding of the manner in which commissions on collections were to be paid. In giving them a bill for collection, the grocer had to assign it to the company and submit to 50 per cent. of the amount as commission in the event of collection. It would often happen that the grocer had signed such an agreement and forgot all about it, and probably a few weeks later the debtor would come to him and offer to settle the bill, provided a reduction was made. Sometimes a cut of one-half was made, and if the bill was \$10, the grocer would offer to settle for \$5. By taking the amount he violated the contract made with the collection company, since their commission, as per agreement, was to be 50 per cent., or just what the grocer had received.

**New England Cranberry Crop in Danger.**

The army worm has made its appearance in Plymouth, Mass., and threatens to do incalculable damage. Already farmers are complaining of the harm the worms have done. Advices from Carver, Wareham and the southwestern part of Plymouth state that the worms are infesting the cranberry bogs, which lie thick in that section, and will make serious inroads on what promised to be a fine crop of fruit.

**Bad Catsup Called in in Ohio.**

July 15 was the date set for the catsup manufacturers of Ohio, in compliance with the order of Assistant Food and Dairy Commissioner Luebbing, to call in all the products now on the market which have been found to be impure or not up to the established standard. Unless this is done there will be wholesale arrests.

Many are learning when too late that the hardest kind of work is to try to work their fellow men.

**Cost of Marketing Georgia Water-melons.**

Georgia watermelon producers assert that it costs five times the home value of good melons to market them. The railroads claim that watermelons are perishable and that it requires greater speed to get them to market and the charge on transportation is only a trifle higher than the regular rates for other produce.

**MONEY IS THE ISSUE**

How to make it we will help you.

Buy a

**RECHURN OR BUTTER WORKER**

This churn will add 2c per pound to the value of your miscellaneous lots of butter.



SWEETENS RANCID BUTTER

COLORS BEAUTIFULLY

WASHES, WORKS, MIXES AND COLORS RANCID OR OFF-COLOR BUTTER.

Just the thing for general stores, Address orders or inquiries to

**THE CHURN COMPANY,**  
BELLEFONTAINE, OHIO.

If you want to get  
The trade you want to get,  
You want to get  
Your advertisement into the trade getter,  
For the Tradesman wants  
You to get the trade  
You want to get.

**MOSELEY BROS.,**

26-28-30-32 Ottawa St., GRAND RAPIDS, MICH.  
—WHOLESALE DEALERS IN—

**Clover and Timothy Seeds**

And all kinds of Field Seeds. Also Jobbers of Peaches, Pears, Plums, Apples, Etc. Bushel and Half-Bushel Baskets—Buy and Sell Beans—Car Lots—Send us your orders.

**Good Peaches**

Will soon be in Market. If you expect to handle them, Correspond with me at Once.

Plums, Pears, Apples, Melons, Grapes and Vegetables

At mail order prices. Write to-day. If you send me your orders I will save you money.

**HENRY J. VINKEMULDER.**

**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.

**Order**

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

OF  
**F. J. Dettenthaler,**

117 and 119 Monroe street,  
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.

**Ciderine**

\$3 per dozen.

20 years upon the market. Is a reliable and harmless preservative, keeping the Cider absolutely sweet or "just where you want it."

Dealers can make a good fair profit; sell an article that keeps, not spoils Cider, please your customers and make trade.

P. S. Look out for imitation Preservative put up to look like ours, and offered "just as good." Buy the genuine and have no trouble.

ALL JOBBERS.

Manufactured solely by

**THUM BROS. & SCHMIDT,**

84 CANAL STREET,  
GRAND RAPIDS, MICH.



## DRAFT OF BILL

## Transferring the Licensing of Peddlers from State to County.

The Tradesman recently employed the legal firm of Hatch & Wilson to prepare a draft of a bill amending the present peddling law by transferring the licensing system from the State to the township. That all the members of the Northern Michigan Retail Grocers' Association, before whom the matter comes up for discussion and action this week, may have an opportunity to peruse the draft, the full text of the proposed measure is reproduced herewith:

Section 1. The People of the State of Michigan enact, That the township board of any township may provide for the granting of licenses to hawkers, peddlers and pawnbrokers or persons engaged in the business of selling or peddling goods, chattels, wares, merchandise, or refreshments by going about from place to place in the township for that purpose, or from any stand, cart, vehicle or other device, in the streets, highways, or in or upon the wharves, docks, open places or spaces, public grounds or public buildings in the township: Provided, That in no case shall such license exceed the sum of one hundred dollars.

Sec. 2. The action of the township board in granting such licenses shall be by resolution which shall be spread at length upon the records of the proceedings of the board and the same may be annulled or amended by resolution of the township board, passed at any subsequent meeting thereof and spread at length upon the records of its proceedings: Provided that such resolutions or any resolution annulling or amending the same, shall not take effect until twenty days after a written or printed copy of the same shall have been posted in five of the most public places in the township. The person or persons posting copies of any such resolution shall make and file with the township clerk proof by affidavit of the fact of such posting. And in all suits, actions and proceedings where the passage of any such resolution by the township board, or the posting of copies thereof as above provided, shall come in question a copy of such resolution, and of such affidavit, certified under the hand of the township clerk shall be prima facie evidence of the due passage of such resolution and of the posting of copies thereof.

Sec. 3. No license shall be granted for any term beyond the first Monday in May, next thereafter, nor shall any license be transferable.

Sec. 4. All sums received for licenses granted under authority of this act shall be paid into the township treasury of the township granting the license, to the credit of the contingent fund.

Sec. 5. Every person who shall be found traveling and trading, or soliciting trade, contrary to the provisions of this act or without the license required by any resolution of any township board passed in pursuance thereof, or contrary to the terms of any license that may have been granted to him as a hawker, peddler or pawnbroker, shall be deemed guilty of a misdemeanor, and upon conviction thereof before any court of competent jurisdiction, shall be punished by a fine of not more than fifty dollars and costs of prosecution, or by imprisonment in the county jail for a period not exceeding three months, or by both such fine and imprisonment, in the discretion of the court before which the conviction may be had.

Sec. 6. Nothing contained in this act shall be construed to prevent any manufacturer, farmer, mechanic or nurseryman residing in this State from selling his work or production, by sample or otherwise, without license, nor shall any wholesale merchant having a regular place of business in this State be prevented by anything herein contained from selling to dealers by sample, without license, but no merchant shall

be allowed to peddle, or to employ others to peddle, goods not his own manufacture, without the license provided for in this chapter.

## Fruits and Produce.

Apples—Never so cheap as this year, hundreds of bushels finding slow sale at 5@10c per bu. Dealers ask 15@25c for choice eating varieties and 10@15c for cooking grades. An inspection of the orchards in any direction from Grand Rapids discloses the fact that only a small portion of the harvest apples is being marketed, many farmers preferring to permit them to rot on the ground rather than draw them to market for such small returns.

Beets—20@25c per bu.  
Blackberries—Cultivated and wild are lower than a week ago, commanding 5@6c per qt.

Cabbage—About the only thing in the vegetable line which holds up to customary quotations. Sound stock commands \$4@5 per 100 heads.

Carrots—In small demand at 35@40c per bu.

Corn—Green commands 6@8c per doz. for good stock.

Muskmelons—Osage bring \$1 per doz. Small Indiana stock commands 60@75c per doz.

Onions—Home grown meets with fair demand at 60c per bu.

Peaches—It is "betwixt and between" this week, the offerings consisting of a few Early Rivers and a few Hale's Early, which bring 40@50c per bu. Early Michigans command an average of 75c per bu. Early Crawfords are expected to begin coming in next week.

Pears—Clapp's Favorite command 75@85c per bu. The demand for pears is small and most transactions are far from satisfactory.

Plums—Green Gages, Egg and Bradshaws range from 75c@81c per bu.

Potatoes—25c per bu.

Summer Squash—2c per lb.

Tomatoes—Home grown now command \$1.50 per bu. This price is likely to recede considerably every week for the next month.

Watermelons—15@20c apiece, according to size and quality.

Whortleberries—Consumers have apparently tired of this fruit, in consequence of which the price has dropped to \$1.25@1.50 per bu. Dealers have notified their shippers not to consign any more berries to this market, owing to the poor demand and unsatisfactory returns.

## A Correct Diagnosis.

A Lewiston lady has two sons. One of them was obliged to submit to a somewhat painful, though not dangerous, surgical operation the other day. The doctor, with his instruments, did the work, and went away.

After he had gone, the lady, while looking around, found one of the doctor's instruments. She picked it up carefully, washed it in a solution of carbolic acid, and sent it to the doctor with a polite little note.

The messenger came back with the instrument and note, saying: "Dear Mrs. M.—You are very kind, but the instrument is not mine. I do not know just what it is, but I have an idea that it is used to hypodermically inject oxygen, hydrogen, nitrogen and other component gases, and to correct a debilitated, flabby and inchoate punctured rim of air. In other words, I think that, if you show it to your son, he will tell you what it is."

She carried it to her boy and said: "Whose is this?"

"Mine," said he.

"What is it?"

"My bicycle pump!"

She tossed the nickel-plated thing at him and went away smiling.

Has the subject of paper bags and wrapping paper been given the attention it should have? There are many customers who carry their packages, and nothing is more annoying than to have the contents protruding before they are halfway to their journey's end, by reason of having been wrapped in flimsy paper.

## Observations.

A purchase of goods on credit by an insolvent is not presumptively fraudulent.

A corporation cannot be sued for goods sold its members before incorporating.

Fraudulent conduct of a debtor does not deprive him of his right to exemptions.

It is unnecessary that authority given to an agent, to be irrevocable, should be in writing.

When you refuse to believe in the possibility of failure you may be on the verge of it.

It is said that the various countries of the world now use 13,400 different kinds of postage stamps.

A partner has no authority to bind a firm by an accommodation indorsement in the firm's name.

Recent advices from London lead the Californian fruit men to believe that the product of their orchards will soon become popular in England.

An immense fortune has been made by Peter Muller in the preparation and sale of cod liver oil. He employs 70,000 persons on the Lofoden Islands, off Norway.

Mohammedan depositors in the Post Office savings banks are enriching the British government, as their religion forbids them to receive interest. They insist on taking out no more than they have put in.

She is a wise mother who allots to each of her children a small bed. From the time the baby occupies the cot alone, on through childhood, he should have a bed to himself. Such pretty little affairs of white iron and brass come for the nursery that it is hard to resist them, apart from hygienic reasons.

The licensed victualers of England, which include all the saloon-keepers in the kingdom, employ an excessive legal staff, print a newspaper of their own, possess a beneficial organization and an insurance company, and own several millions in real estate. Two hundred and thirty thousand licenses to sell beer were granted in England in 1895.

There is always room for a man of force, and he makes room for many. Society is a troop of thinkers, and the best heads among them take the best places. A feeble man can see the farms that are fenced and tilled, the houses that are built. The strong man sees the possible houses and farms. His eye makes rates as fast as the sun breeds clouds.

Rolling an umbrella is an art that few understand. The right way is to take hold of the ends of the ribs and the stick with the same hand, and hold them tightly together to prevent their twisting while the covering is being rolled around with the other hand. In this way an umbrella may be as tightly rolled as when it came from the factory. It is the twisting of the ribs out of shape around the stick that spoils the looks of an umbrella.

Some one in Germany, according to a recent account, proposes to build a house of which the framework is to be made up of water tubing, through which warm water is to be circulated in winter and cold water in summer, warming or cooling the inclosed spaces as may be prompted by the requirements. All the floors and ceilings and walls are to be crossed and recrossed with water pipes, affording heating and cooling surface exactly where theory tells us it should be to give the most desirable results. The building of that house would certainly afford an excellent modern practical demonstration of the value of these ideal principles.

## Dissolution of Copartnership.

Notice is hereby given that the partnership lately existing between us, the undersigned, James C. Corbin and F. L. Mead, carrying on a general merchandising and drug business under the firm name and style of J. C. Corbin & Co., at Sidnaw, Duncun township, Houghton county, Mich., was, on the 21st day of July, 1896, dissolved by mutual consent, and that the business in future will be carried on by the said J. C. Corbin, who will pay and discharge all debts and liabilities and receive all moneys payable to the said late firm.

J. C. CORBIN.  
F. L. MEAD.

## 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. 5 and 6, 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 KLAP; 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. J. JOHNSON; Secretary, A. M. DARLING; Treasurer, L. A. GILKEY.

## Grand Rapids Retail Meat Dealers' Association

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

## WANTS COLUMN.

## BUSINESS CHANCES.

WHITE CLOUD, MICHIGAN, WANTS TO hear from reliable parties in regard to establishing an electric lighting plant. For particulars address the Clerk or President. 79

GENERAL STOCK WANTED. WILL PAY spot cash, if stock is large and cheap. Address Lock Box 39, Sheridan, Mich. 78

FOR SALE—ESTABLISHED CONFECTIONERY and Cigar business, including ice cream parlors. Stock and fixtures will inventory about \$2,000. Rent, \$1,200 per year. Location on best business street in Grand Rapids. For particulars, address No. 77, care of Michigan Tradesman. 77

FOR SALE—ONE OF THE BEST PAYING little grocery stocks in the city of Muskegon. For particulars address A. B. Payne & Son, Muskegon. 76

FOR SALE—SMALL STOCK CLOTHING, furnishing goods, stationery and groceries. Good reasons for selling. For particulars address Lock Box 1, Clarksville, Mich. 71

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

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—DRUG STOCK INVOICING from \$1,500 to \$2,500, in exchange for productive real estate. Address No. 75, care Michigan Tradesman. 75

FOR EXCHANGE—TWO FINE IMPROVED farms for stock of merchandise; splendid location. Address No. 73, care Michigan Tradesman. 73

WANTED—HARDWARE STORE. EXCELLENT location, eight miles from any considerable trading point. Vacant store adapted to business can be rented for \$100. For further particulars address Geo. W. McKee, Alto, Mich. 72

WHEELMAN'S ROAD BOOK OF KENT and Ottawa counties, containing new bicycle paths and other roads, sent postpaid on receipt of 10 cents. Address Road Map, 199 North Division St., Grand Rapids. 74

TO EXCHANGE—A REAL ESTATE MORTGAGE of about \$900 and a chattel mortgage of about \$800 for a stock shoes or dry goods. Both mortgages are first-class security. Address No. 70, care Michigan Tradesman. 70

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. 65

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

WANTED—TO EXCHANGE GOOD GRAND Rapids real estate for stock of merchandise. Address No. 999, care Michigan Tradesman. 999

BUTTER, EGGS, POULTRY AND VEAL Shippers should write Cogle 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. 61

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