

MICHIGAN TRADESMAN

Volume XIII.

GRAND RAPIDS, WEDNESDAY, AUGUST 26, 1896.

Number 675

FOR RENT

The desirable Wholesale Premises at No. 19 South Ionia street (center of jobbing district), comprising five floors and basement, with hydraulic elevator, and railroad track in rear. Excellent location for wholesale business of any kind. Apply No. 17 South Ionia street. Telephone 96.

D. A. BLODGETT.

The.....

PREFERRED BANKERS LIFE ASSURANCE COMPANY

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Incorporated by 100 Michigan Bankers. Pays all death claims promptly and in full. This Company sold Two and One-half Millions of Insurance in Michigan in 1895, and is being admitted into seven of the Northwestern States at this time. The most desirable plan before the people. Sound and Cheap.

Home office, LANSING, Michigan.

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

TRADESMAN COMPANY,
GRAND RAPIDS.

COMMERCIAL CREDIT CO., Ltd.

ESTABLISHED 1896.

Reports and Collections.

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THE **Grand Rapids** FIRE INS. CO.

Prompt, Conservative, Safe.
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Carriages, Baggage and Freight Wagons....

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The Michigan Trust Co.,

Grand Rapids, Mich.

Acts as Executor, Administrator Guardian, Trustee.

Send for copy of our pamphlet "Laws of the State of Michigan on Descent and Distribution of Property."

Save Trouble
Save Losses
Save Dollars

Tradesman Coupons

SUCCESSFUL SALESMEN.

Joseph H. Crane, of the National Cash Register Co.

Joseph H. Crane, one of the officers of the National Cash Register Co., was born at Dayton, Ohio, March 5, 1855. His father was a Lieutenant Colonel of the Regular Army; his mother was a daughter of Rear Admiral James F. Schenck, of the United States Navy. He attended the public schools in Dayton when he was at home, but a large portion of his boyhood was spent with his father, at various army posts, where he had the benefit of private instruction. He was three years at Greenway Academy, in Springfield, Ohio, a school which prepared boys for college. He studied there the sciences and classics. His first venture in a business career was as an entry clerk in a wholesale



millinery establishment. He soon abandoned this to act as agent for an importer of fine teas from China. He spent three years as Fleet Clerk in the Pacific Squadron of the United States Navy. He served on the Pensacola with the rank of midshipman and visited many countries of the world. When he returned home, he entered the employ of Warren, Fuller & Co., manufacturers of wall paper at New York City, as a traveling salesman. He was afterwards in the wall paper business on his own account, and nine years ago began his career with the National Cash Register Co. For a long time he managed a sales agency, in connection with his brother, composed of the States of Ohio, Indiana and Michigan, and afterwards took general charge of the selling organization of the National Cash Register Co. He is still connected with the management of this department.

A large amount of his time is spent in instructing salesmen. He is Principal of the National Cash Register Co.'s training school for salesmen. Mr. Crane thoroughly believes in the science of salesmanship. He makes this a study and has a singular faculty for impart-

ing his knowledge to others. This school has been a strong factor in the success of this enterprising company.

In 1883, Mr. Crane was married to Miss Julia Patterson. Mr. Crane is a member of the Episcopal church, in which he takes great interest. He is exceedingly popular, his strong common sense and ready wit making him an agreeable companion. Mr. Crane has also made a careful study of the subject of competition and has taken an active part in protecting the interests of the National Cash Register from infringers and would-be competitors. He has great confidence in the future of this country and of his particular business.

AN INJUSTICE TO SOCIETY.

More than once recently criticisms upon magistrates and courts have been heard in this and other states by reason of the insufficiency of bonds, both in their amount and in the solvency of the sureties, required of prisoners charged with serious crimes. The amounts are ridiculously small often, as measuring the offense, or the security is notoriously questionable.

The first and immediate effect of this loose practice, of course, is to turn the offender free again upon the community to enable him to manufacture a defense for a flagrant outrage just committed. The secondary effect is the improbability of any criminal with any decent associations whatever suffering imprisonment for any length of time for his offense. But the crowning objection is that such liberality and looseness toward criminals, or apparent under-estimation of the gravity of offenses and indifference towards crime, beget a low and indifferent moral tone in the community and encourage the violation of the laws and the resort to violence.

When a citizen can take the law into his own hands, shoot down or shoot at a neighbor in a murderous assault, or beat him up in the commission of a felonious or aggravated assault, with the consciousness that a merely nominal bond will be required of him and with little or no danger ahead, either of imprisonment or other punishment for his offense, acts of violence are directly encouraged. The courts and juries are adding their assistance daily to the fearful disregard of law and order and common justice in this country. Offenses are discounted in their enormity before they reach trial, and technicalities and procrastination at last defeat the ends of justice. The preliminary hearings and the magistrates could do much towards rendering law-breaking at least "inconvenient" to the offender by exacting the limit in bonds and requiring every name thereon as surety to be first class and perfectly responsible for the purposes of the bond. Often "agreed" sums are named through the consent of the State's attorneys before the real facts are known, or in the face of flagrant facts. Such an administration of either the spirit or letter of the law is a mere travesty.

And yet all these things depend on public opinion. If the people are sat-

isfied with such official conduct there is an end of the argument. Officials are no better and no worse than the people who put them in office and retain them in office. Any government of the people, general or local, is just what the people make it—you can generally judge the moral tone of a community by its official tone.

IMPORTS OF GOLD.

According to the advices received during the past few days, a movement of gold from Europe to the United States has been inaugurated. Several amounts, aggregating a few million dollars, are already on the way, and it is reported that further shipments will follow, some estimates placing the probable importations as high as \$15,000,000 to \$20,000,000.

Considerable speculation has been indulged in as to the causes underlying these importations of the yellow metal at this particular time. Some claim that the rate of exchange is now low enough to warrant the importation of gold, if not at a profit, at least without loss. Others contend that the international bankers, realizing that gold is sure to go to a premium, desire to be in a position to profit by that fact. Still others believe that the high money rates prevailing in this country have drawn the gold from abroad, because it is possible to earn a higher rate of interest than is now being paid in Europe.

The last of these explanations, with the fact that increasing exports are rapidly turning the balance of trade in our favor, appears the most plausible. It is true that the operations of the international bankers, under the agreement to stop gold exports, have so depressed exchange as to make it possible to import gold without loss; but importations of gold would not have been a part of their plan if the advance in money rates had not proven a tempting bait to foreign capitalists.

Owing to the effect produced by the high money rates in New York, the gold imports have produced a less favorable impression than might otherwise have been the case. Nevertheless, the imports represent that much money coming from abroad to relieve the money pressure existing in the United States, and to that extent the metal will be very welcome.

The laundry class is becoming popular, and young women who have learned cooking are now to be found taking notes upon historical laundry, and lectures about water, washing soda, soap, bleaching and blueing. Talks are also given upon the best methods of removing stains, tests of soap, etc. The pupils should be instructed as well in the proper way to shrink all kinds of material, and to set their colors before washing, which is a chapter by itself. The usual way of giving a practice lesson is for each pupil to bring one or two articles to each lesson, a lesson being given on the laundering of linen, cotton, prints, muslins, etc.

A glass of milk, to which has been added a raw egg beaten light, a little sugar and grated nutmeg, will relieve that condition of physical exhaustion so often experienced in summer weather.

LACK OF TACT.

Trend to Cheaper Goods Largely Due to Sales People.

Isaac Gans in Dry Goods Economist.

I have studied this subject very carefully before placing my opinion on record, and I have come to the conclusion that in most cases it is due to the fault of the sales people. It seems hard to be compelled to acknowledge this, being a manager of a large establishment myself, but it is true—painfully true. We know there are ever so many people out of work, wage earners who formerly could afford to buy their needs and pay a fair price for what they wore and what they used, but it is nevertheless just as true that there are as many people whose salaries or incomes are the same as before.

This latter class have no need for buying the very cheap clothes, nor cheaper household effects, and they would not if they were not flung at them the minute they ask for anything they want to buy. This latter class need not deprive themselves of their comforts, and do not intend to, but Mr. Clerk will tell them this is cheaper and will do just as well.

You take a woman—any woman, for they are all fond of nice underwear—and let her go into a store and ask for underwear. The clerk invariably pulls out the cheap kind first. In hosiery, another weakness of women, the first thing that will be shown her is the 25 cent kind. We also know that many people come into a store with the evident intention of buying a cheap article. If a clerk were to use just a little of the capability and judgment he draws pay for he could readily explain to the customer that the better goods would be cheaper after all, and the customer would be thankful.

There seems to be a contagious timidity on the part of sales people nowadays to show good merchandise. I judge from my own experience. I go into places where I formerly dealt and ask for clothing, shoes, hats—whatever my needs may be—and the first thing that is shown me is the very cheap goods, and the same would happen to you or any one else whose income is more than mine.

There is no judgment shown at all. No wonder the sales at close of day are not so large as the busy throng might have led one to expect. It is all cheap goods.

The women will clamor for bargains, and it is the duty of every merchant to watch his business so that he will give out a bargain every now and then, but that does not justify him in selling only cheap merchandise. You take, for instance, our city, where we depend mainly on Government employes (for there are thousands of them here). These people are receiving the same salaries they have been getting for years; sometimes they are promoted and receive more. There is no need for them to buy the cheaper grade of merchandise, but it is shown to them, talked up to them, almost pressed on them, and they buy it and get accustomed to buying it.

That higher priced goods can be sold is evidenced in the case of the bicycle. We all know that bicycles are made to sell for \$50, \$65, \$75 and \$100; that the \$100 wheel is the one that sells best. This certainly gives room for deliberation. Who is it can tell the difference in the mechanism of these various priced wheels? Who says one cannot ride just as well on these \$100 wheels if they sold for \$50? But the very fact that these wheels are held to their price commands the respect of those who can afford to expend \$100 for one of these silent steeds.

And so it is with shoes, hats, carpets and any other class of merchandise; people would pay the prices, if they were fair prices, were they not differently educated by those selling the goods.

Character Indicators.

From the Shoe and Leather Facts.

As in the social world the little courtesies are the most important and indi-

cate the lady or gentleman, so in business comparatively trivial signs usually show most conclusively the character of those engaged in it. Indeed, the readers of human character and destiny, through palmistry and other means, cannot have surer signs from which to deduct their conclusions than are the aids the experienced credit man has at his command. In but comparatively few cases can he be brought in personal contact with those upon whose financial stability he is compelled to pass. However, if a man's character can be judged by the company he keeps, no less certainly is it possible to ascertain in a considerable degree the vital characteristics of most business men by the evidences they put forth in the course of their ordinary correspondence.

We are reminded of this by the statement made to us recently by one of the most successful credit men in the shoe trade. He said that, while he of course makes use of all the information he can obtain through the commercial agencies and from various other sources, still, one of his most infallible guides is the one before referred to. Poor stationery, in his opinion, indicates either a fatal carelessness, or at least an undesirable condition of business on the part of the one using it. The chances are a hundred to one that the business man who is too poor or too careless to look after this detail is equally negligent in the matter of properly furnishing his store or carrying such a stock as is calculated to enable him to conduct a successful business. He said: "I once collected twenty-five such letter heads as indicated by their general appearance that those who used them were not worthy of any very considerable line of credit, and made a visit to those stores to see how correct my judgment in the matter was. The result showed that in twenty-three cases my previous conclusions were strengthened. Another important guide is the lack of a number on a check. It shows that the one who drew it is evidently careless about his bank account. It is likely to be overdrawn, or he may not even know how he does stand.

Now, when the proposed commercial schools begin their important work, a regard for these minor details will be one of the first points to be inculcated into the minds of the students. If such is not the case, there will certainly be a fatal lack of method, and the results of the teaching are not likely to be all that could be desired.

Their Names Are Household Words.

From the National Advertiser.

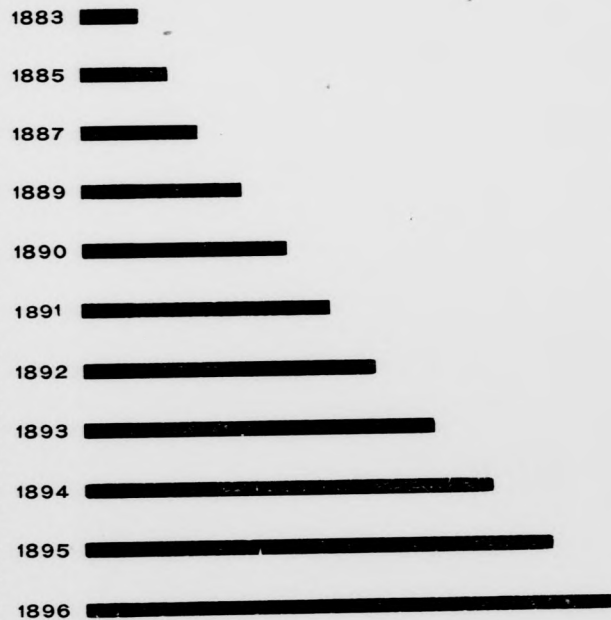
"Few people," said a well-known advertising writer, recently, "ever fully realize the enormous influence exerted by constant publicity. It is well illustrated, however, in the case of many advertised articles which have been kept before the public so persistently that their very names have now become household words. There are some of these names which immediately suggest a whole train of thought. Take the word 'Pear,' for instance, and you think at once of soap of high quality—much advertised and somewhat expensive, it is true, but still very popular and having a large sale. Take the word 'Bass,' and your thoughts turn upward. 'Epps' suggests cocoa, and 'Gillott' immediately sets you thinking of steel pens. You cannot hear the name 'Sapolio' without thinking of a kitchen, while 'Castoria' is inseparably linked with thoughts of the baby's cot. 'Webster' will always suggest a dictionary, and 'Steinway' is merely another way for uttering the word 'piano.' The list of such names could be extended indefinitely, but the few I have mentioned are sufficient to illustrate the wonderful power exerted by continuous advertising."

Had Him There.

"We're not doing any advertising now," said the merchant, curtly, as the solicitor approached him.

"Oh, that's evident from the silence in the store," replied the solicitor, "but I thought perhaps you might want to resume business again

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.

Taking a Partner.

Stroller in Grocery World.

One day last week I saw that which made me ponder over the necessity of knowing a man well before you take him in as partner. For several years I've intimately known a certain retail grocer in West Virginia. He has been in business for about twenty years, and has built up a good trade from a very small beginning. As business grew better and he was kept closer and closer, he got it in his head he ought to have a partner.

He had about decided to do this one day last winter when I was in his town, and he asked my advice about it.

"I've got my eye on a man who'll put in so much," he said, "and I believe he's the man I'm after."

"Who is he?" I asked.

"His name's _____," he replied.

"He just moved here a short time ago. He's a thoroughly decent fellow."

"What do you know about him?" I asked again.

"Oh, he's all right," he said; "he's a member of the church here, and one of the best respected men in the place."

"He may be all right that way," I said, "but how do you know he would be a congenial partner? You don't want somebody in business with you that holds different ideas about every department of it."

"Oh, that'll be all right," was the answer. "We both vote the same ticket, and both go to the same church."

I did my best to make my friend see that a man's political and ecclesiastical opinions offered no criterion on his business ideas, but I failed. The grocer had made up his mind to have this one man, and nothing I could say had any effect, so I left.

Last week I was in the same town, and, of course, I went to see my friend, the grocer. He was talking with another man as I went in, and he introduced him to me as Mr. _____, "my partner."

I looked at the fellow, and decided at once that he was a human mule. He had tight, thin lips, that shut in a way that made me glad I wasn't either his partner, his wife or his child. My friend, the grocer, is an easy-going sort of a fellow, and I began to see how things were.

After a minute my friend had a little spare time, and took me back to the office.

"Well, how is the new move turning out?" I asked, when we had sat down.

"Oh, all right," said the grocer; but he didn't look me in the eye, and there was a note in his voice that didn't mean enthusiasm.

"Sure, are you?" I persisted.

The grocer looked at me for a minute, and then he said:

"Well, since it's you, I don't mind saying that it's all wrong."

"What's the matter?"

"Oh, well, the man's all right, but he's as different from me as can be, and we don't hit it very well."

"Didn't you have a talk over your particular views before you settled the thing?" I asked.

"Oh, no; somehow I didn't like to. I wish I had now."

"What is the particular thing you don't hit it on?" I asked.

"There are about fifty particular things," was the reply. "One of them is that my partner doesn't believe in advertising, while I do. He thinks a grocer who advertises wastes his money, and I think just the opposite. We've had lots of set-tos over that."

"Then he thinks we oughtn't to give a hair's weight over when a customer buys a pound of sugar. He'll stand there and jiggle-jaggle the scale for five minutes until it is exactly even, getting customers down on him all the time. Now, I believe in giving good measure, and I believe a good part of my success has been due to that. We've already lost several of our best customers through his crazy idea of giving exact measure, but he won't listen to any insinuation that it's his fault."

"Why don't you get rid of him," I asked.

"Can't; he won't buy me out—I don't want to sell, anyhow, and I haven't the money to buy him out, even if he'd sell, which I doubt."

Just then the partner came in the office, evidently angry.

"I've just discharged Jones," he said. "I've often told him to give exact measure when he's weighing out goods, and just now, with me right at his elbow, he gave fully an ounce over."

"Why, Jones is our best man!" said the grocer, indignantly; "we can't get along without Jones!"

The partner's lips tightened. "Well, we will get along without him," he said, frigidly. "I don't propose to be disobeyed to my face by any clerk."

The grocer replied hotly, and they had it there for several minutes, regardless of my presence. I pitied my friend, but he was powerless. It was like butting his head against a wall to argue with his partner, who was one of those cold, fishy, mulish individuals who never give in an inch. In the midst of the melee I left.

Getting a partner is nearly as ticklish a thing as getting married.

Chances of Business Success.

The statement has been made, and often repeated, that 95 out of every 100 concerns or firms in business fail. This seems to have been generally accepted rather than statistically proven. That only five per cent. who go into business can succeed has been a fear-producing cloud to many an ambitious young man seriously considering the commencement of his life work. The annual statement entitled, "A record, not a prospectus," issued by the Bradstreet agency, has an important and interesting paragraph on this subject. It has taken pains to make investigation on this subject, and says:

"An examination of the records of the number of firms, individuals and corporations in business, together with the total number of failures in years preceding 1893, indicates that the total number of failures in business of both kinds—that is, those failing to pay what they owe and those who merely fail to succeed—amounted to about eleven per cent. annually of the total number of concerns recorded as having an established place in business, while the total number of those failing, owing more than they could pay, was only a fraction more than one per cent. annually. From such interesting and valuable statistical discoveries is made plain the untruthfulness of a statistical lie, which has traveled so far and wide for many years, that '95 out of every 100 concerns or firms in business fail.' As has been pointed out, the total number of concerns failing in business annually, unable to pay their total indebtedness, is a fraction over one per cent., or, we may say, 1.15 per cent. or 1.20 per cent. This being the annual 'commercial death rate,' who shall presume to say what the 'commercial lifetime' is? If one chooses to arbitrarily define a 'commercial lifetime' as twenty-five years, it would follow that the proportion of failures during the commercial lifetime in question would be about thirty per cent. of the total number in business, or thirty in one hundred of those having an established place in business."

These statistics, compiled, as they are, by eminent authority, put an entirely different phase upon the probabilities of possible success and the attractions which commercial and industrial enterprises offer to one about to engage in them. To enter upon an undertaking in which two-thirds succeed, is an entirely different thing from entering upon one in which but one-twentieth succeed.

Honest American Cloth versus British Shoddy.

From the London Times.

Of all the imports to Zanzibar, says the British Consul there, that of piece goods is by far the most important. Last year it was twice as much as that of any other article, and while the imports of piece goods from the other importing countries increased last year,

that from Great Britain declined by a fourth. The so-called "gray cloth," a kind of unbleached cloth, which is in great demand in the interior of Africa and in some parts forms the only currency, is the most important class of piece goods imported; and America has the best part of this trade, not only because it was first in the field with it, but because it is of better quality than Manchester productions of the same price, is free from sizing, and does not shrink when washed. The American cloth also is stouter and can be relied on for uniform weight, while consignments from other countries vary both in weight and width. In some parts, especially on the Benadir coast, the American cloth, though costing more than the British, practically monopolizes the market.

Always Room for the Progressive Man.

From the Dry Goods Economist.

You're in the race to win and you want to let everybody know it. "Speak right out in meeting," and talk so that you will be understood. Have confidence in yourself and you'll invite the confidence of others. Suppose Mr. Thingumbob has been in business for forty years; suppose he has dollars where you've only dimes—no one merchant can fence in a town and say, "These people belong to me." You can sell merchandise as cheap as he can; your advertisements can read as honest as his do; you can change them as often. If you're progressive and up to the times you'll perhaps change them oftener. These old fellows sometimes get careless about this publicity business.

The shortage in merchants' stocks at the present moment is sufficient to keep every mill in the country running night and day for many months merely to supply it alone, to say nothing of current demands.

Must Have a Change.

Albert C. Antrim is very fond of a good strong cup of coffee and, if possible, will always have that kind. During his recent trip through Arkansas he met a furniture salesman from Grand Rapids at a hotel in the interior portion of the State who noticed that Antrim dispatched the coffee before him, although it was of bad quality.

"Will you have more coffee?" said the waiter.

"What was it I did have?" promptly asked Mr. Antrim.

"I don't know," replied the waiter.

"Well," replied Mr. Antrim, "if it was coffee, bring me tea; if it was tea, bring me coffee. I must have a change."

Incompetency and laziness cause more business deaths than nervous prostration.

Simple Account File

Simplest and Most Economical Method of Keeping Petit Accounts.

File and 1,000 printed blank bill heads.....\$2 75
File and 1,000 specially printed bill heads... 3 25
Printed blank bill heads, per M..... 1 25
Specially printed bill heads, per M..... 1 75

TRADESMAN COMPANY,

Grand Rapids.

A BULL IN A CHINA SHOP

Would not create more of a panic than our price on Mason Jars has created among our competitors. We quote Mason Jars, 1 dozen in box, at 40 cents per dozen; ½ gal., 1 dozen in box, at 55 cents per doz. If this price does not clean us out, we are prepared to go a peg lower.

We renew our offer on new Teas made by us in last week's issue.

We quote Best Minnesota Patent Flour at \$3.50 per bbl.

We predicted financial trouble weeks ago in our Tradesman advertisements. It has burst upon this country with the force of a cyclone and will ruin thousands of firms. We are prepared to sell everything in our line at cash prices that simply defy all competition. "Cash is King" has been in the past, and will continue to be in the future, the motto of our firm.

THE JAMES STEWART CO.,

(LIMITED)

SAGINAW, MICH.

Around the State

Movements of Merchants.

Union City—A. L. DuBois, grocer, has removed to Homer.

Jackson—Fenton Smith has sold his grocery stock to Seamons Bros.

Jackson—Bossong & Mast succeed Wm. F. Bossong in the meat business.

Traverse City—A. E. Bingham has opened a new meat market on Front street.

Charlotte—Harlow & McGrath succeed B. W. Hodgeman in the grocery business.

Detroit—Frederick Fathers succeeds Fathers & Riley in the boot and shoe business.

Plainwell—W. E. Stewart succeeds Stewart & Corey in the upholstering business.

Ypsilanti—Lawrence M. Duggan, boot and shoe dealer, has removed to Ann Arbor.

L'Anse—Geo. J. Boren succeeds J. F. Orr & Co. in the fruit, cigar and confectionery business.

Wayland—F. S. Whitney is moving his drug stock to Plainwell, where he will re-engage in business.

Ypsilanti—Shelly B. Hutchinson succeeds L. A. (Mrs. Stephen) Hutchinson in the boot and shoe business.

Benton Harbor—Spencer B. Van Horn, who has been engaged in the dry goods business here for twenty years, has sold his business to O. B. Bibb for the benefit of creditors.

Detroit—The Standard Oil Company has discontinued its suit against Norval C. Hawkins to recover moneys he embezzled. Hawkins is in state prison serving a sentence for the crime, and a settlement has been made by his friends upon private terms.

Detroit—Chas. S. Andrus, dealer in drugs and groceries at both 1153 and 1463 Jefferson avenue, filed chattel mortgages on his stock Monday, aggregating \$2,507.04. One ran to Gilbert Hart in the sum of \$1,462.64 and the second to Dayton S. Hallock, securing debts to the extent of \$1,045.13.

Manistee—Manistee county fruit growers have found a new outlet for their fruit, which is paying them better than the old scheme of sending it to Milwaukee. They now send it by special steamer to Menominee, whence it is distributed through the Upper Peninsula and Northern Wisconsin.

Armada—Geo. C. Phillips, senior member of the drug firm of G. C. Phillips & Son, died Monday, aged 65. Mr. Phillips was born in Bristol, N. Y., spent his childhood in Lenawee county, Mich., moved to New York City in 1867, Detroit in 1877 and to Armada two years later. He was a prominent Mason.

Belding—Frank R. Unger has severed his connection with the dry goods establishment of Henry J. Leonard and will soon leave for Albany, Ind., where he goes to take an advanced position in the same line with J. M. Netzorg, formerly of Greenville, who has made arrangements to go into business in that city. Mr. Unger has been at Leonard's for the past six years and is one of the best known and popular young men in Belding.

Detroit—About forty retail grocers and butchers have organized the Retail Grocers and Butchers' Protective Association, for protection against dead-beats, more stringent ordinances governing street peddlers, a garnishee law more favorable to creditors, and action which will compel wholesalers to stop

selling at retail. J. Knight is President; Samuel Moyer, First Vice-President; W. D. Earnley, Second Vice-President; E. Marks, Secretary; C. H. Frink, Treasurer; Samuel Moyer, W. D. Earnley, Mark P. Sines, R. H. Phillips and D. King, Trustees. The next meeting will be held Thursday evening of this week.

Elk Rapids—The statement in the Tradesman of August 19 that R. G. Bruce succeeds David Holmes as manager of the mercantile department of the Elk Rapids Iron Co. is only partially correct. As a matter of fact, the company has decided to return to the department system, placing men at the head of each department, as follows: R. G. Bruce, groceries and hardware; Ben Yalomstein, dry goods, men's furnishing goods and crockery; Sam. B. Owen, boots and shoes. In addition to his other duties, H. B. Lewis will have the general supervision of the business, all matters of importance being referred to him for final decision. Mr. Lewis has selected his lieutenants with much care and confidently expects the establishment will make a good record under the new arrangement. The heads of departments are gentlemen of considerable experience in their respective lines and are to be congratulated over the opportunity thus afforded them to make records for themselves.

Manufacturing Matters.

Baraga—The T. Nestor estate will do no lumbering this winter.

Emerson—Chesbrough Bros.' mill will close Sept. 1 for the season.

Bangor—Orlo Nyman has purchased the flouring mill of J. H. Nyman.

Sheldrake—Penoyer Bros.' mill has shut down until more favorable times.

Yale—S. O. Welch, proprietor of the Star Roller Mill, has sold his planing and flouring mill to W. H. Newcomer & Co.

Marquette—E. A. Moyer, Secretary of the Manhard Jopling Co., Ltd., and family, are East. A. P. Simpson has laid aside his gripsack and will hold down Mr. Moyer's chair for a month.

Manistee—The Canfield Salt & Lumber Co. will run its mills only three days in a week the remainder of the season, rather than shut down altogether and throw so many men out of employment.

Manistee—The State Lumber Co. shut down its mill last Saturday night and will probably be idle two weeks at least. The company will build new tramways in the yard and make more piling room.

Cheboygan—The W. & A. McArthur Company's mill has shut down for the season and it is intimated that all of the mills here will quit long before the close of navigation, as the mill docks are full of lumber.

Manistee—Andrew Emery evidently has faith in the future of cedar shingles, as he intends to rebuild on the old site and will put in a 24x30 engine, a ten-block, a double blocker, and a hand machine and will be ready to make shingles next spring.

Saginaw—The manufacturers of heading, staves and hoops for sugar and flour packages are having a satisfactory business. This is due to the fact that many operators, owing to the dull times, failed to secure a stock last winter and only a few plants are operated. This has enabled concerns engaged in the manufacture to dispose of all the product they can turn out.

Houghton (Courier-Herald)—Owing to the unsettled condition of finance and the uncertainty regarding the future American money standard, the European capitalists who hold options, expiring next month, on the four idle copper mines south of Houghton will drop the deal. The consolidation would have brought nearly or quite \$1,000,000 fresh money into the country and would have given steady employment to upwards of 600 men.

Saginaw—The Princess Manufacturing Co., organized the first of the year for the purpose of manufacturing shirt waists and other ladies' wearing apparel, and which has been employing over 200 hands and operating ninety machines, filed a chattel mortgage Tuesday for \$16,314.09. The mortgage is given to James M. Wylie and C. L. Benjamin, the principal stockholders, as trustees. Mr. Wylie is a preferred creditor for \$8,457.12 and after he is paid, the balance of the creditors are to share pro rata. The chattel mortgage covers all the personal property and stock. A real estate mortgage, identical with the chattel mortgage, covering the company's plant, engines, machines, etc., was filed with the register of deeds.

How a Progressive Salesman Works.

Stroller in Grocery World.

I was "let in" last week to some of the methods which an up-to-date salesman has to use nowadays to get trade and keep it. It gave me an elegant idea of the point competition has reached, and made me feel for the salesmen who have to fight it.

A little retail grocer down in Delaware first gave me the tip. When I went in there the other day he had just opened a package received by mail, and after he had looked at it delightedly a moment, he handed it across to me, and I saw that it was a photograph of his place, with himself in front, wearing his best Sunday smile.

"Who took it?" I asked.

"Jones, salesman for Smith & Co., teas and coffees, Philadelphia," he said. "Great fellow, Jones."

"What is he—a snap-shot fiend?" I asked.

"Yes; he carries a machine with him all the time," was the reply. "Snaps pictures of all his customers, I guess."

"What did he charge you?"

"Nix. Wouldn't take anything at all."

While I was looking at the picture a salesman for another tea and coffee house, this time in New York, came in. He was a decent-looking fellow, evidently a gentleman of the first water, but he couldn't sell a cent's worth of goods all the same, and then I began to see where the value of the camera came in.

"Sorry," said the grocer, "but I can't give you an order. I've been getting my goods from another house for several months; they suit me and their salesman is a personal friend of mine. Couldn't go back on him when the goods suit me, you see." And the salesman went out. He hadn't a camera.

In my trip through the State I found that I had followed inadvertently in the tracks of this salesman, and I ran across some of his other clever methods. At another place where I stopped in for a few moments, I was telling the grocer, who is a personal friend, about the picture-taking idea that I had unearthed in the other town. When I had gotten started the grocer started to laugh and ended by bringing out a photograph of his own place, taken by the same salesman.

"Same scheme," he said, "and it's a good one, too. That salesman's got in with me so now that I wouldn't turn him down under any circumstances so long as the goods are first class. Why, the other evening he had to stay in town over night. He carts a banjo with him, and he asked me up to the hotel that

night a while. When I got there I found every grocer in the town, by George! and I'll eat my hat if that salesman didn't keep us all there until after 11 o'clock, telling funny stories and singing and playing pieces on his banjo. He had the hotel man bring up a little lunch, and when we got out of there I'd a lent him money, and so would the rest."

"Do you think it did the salesman any good, though?" I asked.

"Why, certainly it did. While we were up there two grocers who, I know, didn't deal with him before came to me privately and pumped me as to whether his goods were all right. I know what that means, and I know he got an order from them the next morning, too. That's what good it did him."

In still another place I was sitting in front of the store, talking to the proprietor, when a good-looking fellow with a grip came up. After greeting the grocer, the latter introduced him to me:

"Mr. Jones, of Smith & Co., Philadelphia."

"Oh, yes, Mr. Jones," said I, as I shook hands with him; "I've seen your trail across the State."

"Unpaid hotel bills?" he said, as he laughed.

"No, amateur photographs of grocers wearing Sunday smiles."

The salesman laughed again.

"Oh, yes, that is rather a fad of mine," he said.

"I've also heard you advertised as an entertainer," I said.

He was curious, and I told him how and where. In a few minutes we both left to take the same train, and he talked a little about these schemes.

"I tell you what's a fact," he said, "trade's so bad now that a fellow's simply got to get to be good friends with the grocers, or he doesn't sell goods. I believe I've got as good methods of doing that as anybody—little better than some. This picture-taking is a pleasure with me; it costs nothing much, and the pictures tickle the grocers to death. Result, they save their tea and coffee orders for me. I often have these fellows up to the hotel in case I'm stalled over night. They're good fellows, and I like them. It does them good to have an evening's fun, anyhow, and it does me no harm."

"I'm sure of that," I said, as I left him.

Alpena Grocers Considering Organization.

Alpena, Aug. 21—The grocers of this city were called together last Thursday to take council with each other as to the advisability of forming an association and a committee was appointed to draft a plan of organization and submit it to a meeting next Thursday. It was determined to touch only one thing at present—the exemption law. Will you kindly give us the benefit of your experience and a copy of the constitution and by-laws of the Grand Rapids Retail Grocers' Association?

JOHN MONAGHAN.

Many Varieties of Tobacco.

Some experts claim that at the present time over a hundred varieties of tobacco are raised in this country. They further state that this number does not include many which have been tried and discarded. Undoubtedly many of these varieties are practically the same, being changed in few particulars by variation of soil and climate. For instance, the Connecticut seed-leaf and broad-leaf varieties are largely grown in New England, Pennsylvania, New York, Ohio and Wisconsin under the respective State names.

New California Industry.

The shipment of orange peel preserved in alcohol is a new industry in Riverside, and is said to be profitable.

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

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

Grand Rapids Gossip

The Morning Market.

As predicted last week, the peach trade was greatly improved in both quantity and price by the cooler weather. While the offerings have been very large—unprecedented for so early in the season—the sales have kept pace and the prices realized have been good in comparison with those ruling in most lines. During the week the shipments were large, Wednesday, Thursday and Friday averaging about forty cars—say about 12,000 bushels—per day. Add to this the quantity taken by the city, and 15,000 bushels is a conservative estimate for the daily sales. Friday being an unfavorable day on account of shipments reaching markets at the close of the week, there was less business, but Saturday exceeded any preceding day, and this week starts out with fifty cars for the average.

The experience of the season thus far has demonstrated the fact that Grand Rapids is the great railway shipping point for peaches for Michigan. While everything raised within practicable reach of this market has sold at fair prices, in other localities growers have not fared so well. For instance, in the Saugatuck region vast quantities of good fruit are rotting on the trees because it is impossible to get them to a market. Few realize the importance of this factor in our city trade. While other lines are suffering in common with the trade of the entire country, the fruit shipments will bring back no inconsiderable revenue for the farmers and fruit growers round about, and this will all come in some manner into the commercial arteries of our community. This is another indication that Grand Rapids industries and resources are so varied that the stagnation of some of the leading ones is not of such vital importance.

Of course, but a small portion of the peaches marketed figure in the early morning arrivals, as they are contracted by buyers and are taken by the growers directly to the commission or freight houses. Indeed, on some of the largest peach days the market display made a more meager showing than at the beginning of the season.

Other fruits and vegetables are offered in endless profusion and, as a rule, command discouragingly low prices, although plums and pears have strengthened somewhat, in sympathy with peaches.

The stroller on the market notices, among other apparent absurdities, that the old-fashioned flaring round bushel basket continues to monopolize the field, especially as the container for the larger fruits. It certainly seems poor economy to build three deck wagons and contrive to get all the space possible on which to store the fruit, and then put it in baskets which leave nearly one-half the space unoccupied. Thus it is necessary to have say three wagons in use, when, by using a square basket, which packs closely, two could handle the same quantity. There is, doubtless, sufficient reason—the absurdity is only apparent. It is probable that the round bushel keeps the fruit in better condition than the angular square one, and that it is easier to handle and pour out the contents without injury. But a more potent reason may be found in the appearance. The square bushel presents an insignificant, plebeian aspect alongside its older and more aristocratic

competitor. A bushel in a hemispherical basket is a bigger bushel than when disposed as a cube. So the square basket is devoted to the despised and unprofitable, but still necessary, potato, while the illogical round one monopolizes unreasonable space and cost in displaying the luscious fruits which yield better returns.

This week sees the market nearly at its height. The allotted space on Ionia street is not only filled, but a considerable distance beyond is appropriated and all side streets, alleys and vacant spaces are utilized wherever possible. The main corridor is a six foot sidewalk. The display of patience and good temper along this thoroughfare is the subject of remark. Bicycles, as well as toy wagons, baby carriages and other vehicles for the transportation of purchases, are given the right of way with the utmost good nature. But, while these ridiculous inconveniences are submitted to with so good grace, there is the general feeling that the situation is inexcusable, and that, if the management of the market affairs had been put into the hands of business men, these inconveniences would have been removed.

The Grain Market.

Wheat has been strong and on the upgrade during the week. The receipts in the Northwest were only fair and the exports were better than they have been for the past few weeks and considerably better than they were at the corresponding time last year. Where the reports from the spring wheat threshing have come in the crop is very poor and, as the season advances, there is no improvement seen regarding the yield of the winter wheat. All of these are strong features to advance prices. The drawback to still better prices is the small decrease of the visible, being only 683,000 bushels, where fully 1,000,000 bushels was expected, while during the corresponding time last year the visible decreased 1,818,000 bushels. Another bear factor this week was the report that there were 40,000,000 bushels more grown in the United Kingdom than last year. France, Germany and Italy also report fair crops. The figures show that only 24,000 bushels were shipped from the Argentine this week, against some 200,000 bushels the corresponding week last year. Probably the most potent factor was the reports of the wet harvest in Russia. The financial situation has improved somewhat; that is, the trade has come to the conclusion that we are not quite ready for free silver coinage. All this combined caused an advance of 2c per bushel during the week, and if this was not an off year the advance would have been fully 15c, instead of 2c.

There was no change in corn and oats except that the trade in these cereals was somewhat restricted. The receipts of wheat during the week were 42 cars; 5 cars of corn and 5 of oats. Millers are paying 57c for wheat.

C. G. A. VOIGT.

Flour and Feed.

There is nothing of special importance to note under this head. There has been a fair trade the past week in the domestic markets and millers have held prices firm, owing to the strong condition of the wheat market. Export trade has been fully up to the average, the demand being almost entirely for straight and fancy clear or bakers.

The withdrawal of the minimum price on flour by the North American

Milling Co. has resulted in a decline of 10@20c per barrel on spring wheat patents, although wheat has made an advance of 2@3c per bushel.

Were it not for the present financial situation, it would seem that present conditions are such as to warrant a good healthy advance in the price of bread-stuffs. It is a well-settled fact that the spring wheat crop will fall away below that of last year, and, although threshing is well advanced in the winter wheat states, deliveries from farmers continue light, both quality and yield being far from satisfactory.

The market for millstuffs has been very quiet, but we expect a better demand during the next few weeks and it would seem that prices should rally somewhat from the present low basis.

WM. N. ROWE.

The Broom Corn Crop Short All Around.

Detroit, Aug. 24—Having recently received reports from the growers of broom corn relative to the condition of this year's crop, we thought perhaps you would be interested to learn about the acreage as it has been reported to us:

In Oklahoma the acreage of broom corn is 25 per cent. less this year than it has been for the past ten years, but growers claim that the crop is very good and that the fiber is fine and smooth. In Sullivan, Ill., and surrounding country, the acreage is 35 per cent. less than in 1895.

In Kansas and Nebraska the acreage is 70 per cent. less than in 1895 and the brush is very much shorter.

In Tuscola county, Ill., the corn promises to be very fine, but the acreage is about 25 per cent. less than 1895, so it looks very much as if the broom corn will advance in the near future, as there are more brooms manufactured at the present time than have been in the history of this country. Brooms being one of the necessities of our commonwealth, we thought we would like you to publish the same, as it may prove of interest to your readers.

L. CRABB & SON.

Purely Personal.

Jacob Steinberg, the St. Ignace clothier and dry goods dealer, was married yesterday to Miss Minnie Lipsitz, a charming young lady of Detroit.

J. N. Ford, formerly landlord of Pike's Hotel, at Niles, prior to which time he was engaged in the dry goods business at the same place, has leased the Wright House, at Alma, and will take possession Sept. 1.

M. D. Elgin, of the Musselman Grocer Co., has been confined to his house several days by an attack of bilious fever, which threatened to develop into a run of typhoid fever. He expects to be able to resume his regular duties the latter part of the week.

S. A. Sears, Manager of the Wm. Sears & Co. branch of the New York Biscuit Co., is spending a few days in Chicago this week, accompanied by his wife. Mr. Sears seldom takes a respite from business cares and richly deserves the brief breathing spell he is indulging in this week.

A. Hagendorp, formerly engaged in the bazaar business at 21 Park avenue, has purchased a half interest in the grocery and bazaar stock of J. J. Berg, at 278 Alpine avenue. The new firm will be known as Berg & Co.

The report of the condition of the Peninsular Trust Co. discloses a net surplus of \$10,613, which is considered a remarkable showing for an institution which has been in existence only a little over two years.

The Missing Link.

From the Chicago Dry Goods Reporter.

Behind us to-day lie three years of commercial depression. Before us lie the untold riches of unprecedented crops. But between us and the prosperity just in front of us one vital link is missing. The name of the missing link is confidence.

The present is a crisis when every man needs to look the cold facts square in the face. For three years consumers have been scrimping, and for three years the merchants have been scaling down stocks. The result is a mercantile vacuum. Clothes presses and store shelves are alike absolutely depleted. To fill the shortage at the present moment would keep every mill humming night and day for months. And here are crops fairly bursting our barns, only waiting for their owners to hold their tongues in order to find the richest of markets close at hand. Let the merchants rouse the farmers to this important fact: To continue the agitation means to keep capital frightened, workmen idle, and farm products unsold. To shut it off means confidence—the missing link—the only thing lacking to-day to set the whole magnificent system of commerce again in motion.

On the one hand are the merchants' depleted shelves and the idle factories ready to fill them—on the other, the farmers with a vast new wealth from their maturing crops. Shall the merchants' shelves remain empty and the factory hands continue to starve, while the farmer feeds his wheat to his pigs and burns his corn for fuel? It all depends on whether this confidence-killing agitation is silenced or not.

In the name of all that is business-like, let the agitators be still.

Patrons of Lenawee County Cheese Factories Dissatisfied.

Fairfield, Mich., Aug. 22—Patrons of cheese factories in this county are complaining because their dividends are so small, being from 45 to 54 cents per hundred pounds of milk. They insist that they are the ones who stand all the losses, while the manufacturers assert that they cannot make cheese for any less than formerly, yet supplies are cheaper and labor in some cases is lower. The patrons agree in the statement that they cannot afford to deliver milk at the prices paid, but are in the swim and cannot do otherwise than continue to take what they can get. It is asserted that manufacturers should charge for making according as the market price of cheese is high or low. Some factories make prices for manufacturing as the market value of the product fluctuates. If cheese is low, they charge less for making. Thus patrons are encouraged and matters are somewhat equalized. As it now is with most factories, no matter what milk is worth, the manufacturer gets full pay and the patrons stand all the losses on account of poor cheese.

N. J. STRONG.

Hard on the Labels.

The unusual humidity of the atmosphere during June, July and August has caused much loss to retail druggists all over the State by the destruction of their stocks of gummed labels. Geo. J. Menold, the Douglas druggist, informs the Tradesman that he is a sufferer from this cause to the extent of about \$25. He kept his labels in cigar boxes enclosed in drawers and was much surprised one day to find that the atmosphere had solidified the labels through two thicknesses of wood. A Detroit druggist estimates his loss from this cause at \$75, while a competitor less than a block away on the same side of the street has experienced no trouble whatever from this cause.

The next regular meeting of the Grand Rapids Retail Grocers' Association will be held next Tuesday evening, at which time the annual election of officers will take place.

Hardware

The Hardware Market.

General trade is quiet and the average dealer hesitates to place orders for anything he does not actually need. The uncertainties as to the future are cutting a larger figure in trade than ever and business men, as a general thing, are not disposed to take any undue chances. But little change in the price of hardware is noticeable, the manufacturers, as a class, preferring to shut down rather than make any cut prices or pile up goods. We do not look for much of any change until after election.

Wire Nails—Remain firm at last quotations and as near as we can judge the Association has matters well in hand and is in shape to maintain the present price for the remainder of the year if it feels so inclined. We do not look for any change.

Barbed Wire—Although the demand is quite fair, the price is not over firm and concessions can be obtained for good orders. Manufacturers do not look for any change for the better this fall.

Window Glass—Is firm in price and scarce in quantity. None of the glass factories will start up Sept. 1, as the question of wages has not yet been adjusted, and until this is arranged, none of them will resume work. The indications point to higher, rather than lower, prices.

Shot—The market in shot is not firm and there has been a decline of 10c per bag in both drop and buck. We quote drop shot at \$1.25 and B. B. and buck at \$1.50.

Competition Should Not Be Unfriendly.
From Hardware.

By a strange coincidence two new firms started in business at the same time, on the same side of the street, and but three doors apart. A member of one of the firms said his friends would drop in and commiserate with him on his competition. To these he had nearly the same reply, "I do not look upon my neighbors as competitors. I think the more business houses on the street the better it will be for all of us." In the older cities the leather men are to be found in one quarter and in New York Chambers and Reade streets at once suggest hardware. After making a statement like the above he was surprised to have his commiserator say, "I am very glad, Mr. Jones, to hear you talk that way. Your competitor is my son-in-law and wishes to be on good terms with you but hesitates about making the advance." The result was that an introduction followed which was productive of mutual good-will. It often happens that the best of feeling is entertained by business opponents who hesitate in making advances, fearing a repulse, and it requires only some little incident like the above to bring them together.

Keeping Goods for Hire.

From Hardware.

Although a very profitable one, this branch is neglected by most ironmongers. It is a trade which can be continued throughout the year, forms a good advertisement, and leads to many sales, and increases the turnover and profits considerably. In the list of goods suitable may be included chairs, fancy tables, over-mantels, and various goods in the furniture line, pictures, ornaments, lamps, fishing tackle, caterers' requisites, bassinets, mail carts, bath chairs, cutlery, crockery and glass-ware, etc.

In the winter there are balls, concerts, evening parties, dinner parties and drawing room concerts, to all of which can be hired ornaments, furniture, pictures, holland for dancing, lamps, fairy lamps and lights, knives and forks, tea and dinner services, etc.

In the spring there is the cycling season to look forward to. This is a very profitable branch, and if, say, six machines, ladies' and gentlemen's, are kept for this purpose, a large profit can be derived in a season, and in many cases, it leads to sales of new machines. Bath chairs, mail carts and bassinets are also in large demand at this season. Seaside pleasure resorts are the best adapted for these goods, and in addition fishing tackle.

In summer we have the school treats, picnics, etc., which the ironmonger can utilize by having a portable boiler for teamaking, cups, mugs and various other articles.

In autumn a further chance is afforded with the shooting season in guns, rifles, pigeon traps, artificial pigeons, etc., and this should prove a very remunerative branch in certain districts. Guns deteriorate very little with use and the income from this source is practically all profit, and the same can be said of pigeon traps. Then there is the extra profit from the ammunition, artificial pigeons, etc., used.

In winter the sale of petroleum can be increased by having a quantity of oil tins, of different sizes, ranging from 1 to 10 gallons, and letting them out on hire.

War in the Coffin Trade.

"Free coffins for everybody" is the battle cry of Topeka undertakers. A rate war has been raging for three weeks, and prices for plain caskets have dropped from \$35 to nothing at all, and metallic cases from \$115 to \$5. The fight is still as bitter as ever, and it is expected that flowers and marble tombstones will be furnished free with every funeral before the close of another week. The present war in prices is the outgrowth of an attempt to boycott and drive J. M. Knight out of business by other undertakers, who, it is alleged, are members of a trust. Several years ago a combination was formed by all the undertakers in Topeka except Knight, who refused to join. Although he did not cut prices, he refused to subscribe to the rules of the combination, and the result was a long and bitter fight was waged upon him, and a determined attempt was made to drive him out of business. Knight brought suit against the other undertakers for conspiracy and asked \$5,000 damages. The case dragged along in the courts for several months, and was finally compromised. It is said the combination paid Knight \$2,500 and all expenses to withdraw his suit. There has been no trouble since that time until this spring. Knight discovered that his business was not up to the mark of former years, and, as people were dying off as rapidly as ever, he concluded he was not getting his full share of the business. He began to advertise in the newspapers, and at first contented himself with calling attention to the superior style and finish of his coffins, the beauty of his hearse, and the extra springiness of his funeral carriages. In spite of his sweetly-worded, alluring advertisements business got worse. Then Knight began to copy the style of his neighbors, the dry goods men, in his advertisements, and offered all sorts of attractive bargains in coffins. He took large amounts of space in the daily newspapers to tell how cheaply he was selling three-panel, patent top, burnished silver trimmed adult cloth caskets, and full size metallic, burglar-proof cases. This sort of up-to-date advertising quickly brought results, and he was soon busy filling orders. His rivals, who had never before advertised, tried to induce him to withdraw his advertisements and conduct his business on the old plan; but, failing in this, they began to cut prices, and the war was on. Both sides advertised liberally, and the newspapers have encouraged the fight.

"Do it now" is the significant motto which hangs over the desk of one of Boston's large shoe merchants. This man has become rich, presumably by following this concise injunction. And there are others.

HEADQUARTERS FOR POTATO TOOLS



POTATO DIGGING FORKS.
POTATO SHOVELS.
POTATO FORKS.

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

A large number of hardware dealers handle

THE OHIO LINE FEED CUTTERS

OHIO PONY CUTTER

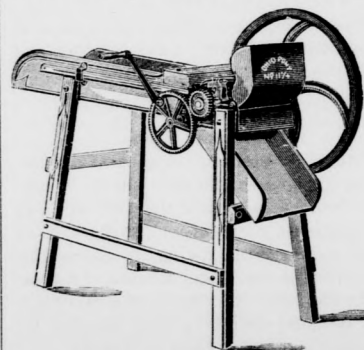
Fig. 783. No. 11¼.

Made by SILVER MAN'F'G CO.,
Salem, Ohio.

This cutter is for hand use only, and is a strong, light-running machine. It is adapted to cutting Hay, Straw and Corn-fodder, and is suitable for parties keeping from one to four or five animals.

There is only one size, and is made so it can be **knocked down** and packed for shipment, thus securing lower freight rate. Has one 11¼ inch knife, and by very simple changes makes four lengths of cut.

We also have a full line of larger machines, both for hand or power. Write for catalogue and prices.



ADAMS & HART, General Agents, Grand Rapids.

CONFIDENCE LACKING.

Political Issues Affect the Trade Too Far in Advance.

Otto Seyd, the prominent dress goods importer, expresses himself as follows regarding the mistake of allowing politics to so greatly affect business:

To one in close touch with business conditions and methods in American and European trade centers the present vacillating policy of American buyers forces itself into unfavorable comparison.

Germany, with her staid, plodding, but resolute business people, who have also experienced business depression, grappled the existing conditions with a strong arm and wrought success from seeming disaster.

America, with her broad empire of wealth and teeming millions, who has successfully withstood the onslaughts of "foes without and foes within" for more than a century, seemingly grasps with palsied hand the business conditions incident to a presidential election.

No cogent reason can be advanced why the retail business of this country should not be of a fair volume for the coming fall and winter season.

The spring business was not excessive, and every retail merchant well knows that the fall and winter trade is always of a fair volume and that it is during this period that the largest expenditures are made for necessary family supplies.

It should also be borne in mind that the long-continued abstinence from prodigal buying on the part of the masses has left the average household wardrobe in a condition to welcome at least a modest addition.

In the chill of autumn or the cold of winter the buying public turn to their natural sources of supply for goods, unmindful of political conditions, magnified into undue prominence by a class of pessimists.

No matter who is elected or what monetary system is adopted or perpetuated, there can be no change until the inauguration of a President and the assembling of a Congress and Senate to fulfill the wishes of the people.

In view of any possible change in finance or existing tariff laws, who is so uninformed as not to be in possession of the fact that before any marked change can be made ample time will be given to adjust existing business arrangements to new conditions?

This is pre-eminently the time when politicians and newspapers reap a harvest. No thoughtful merchant should allow himself to be influenced into neglecting opportunities to make his customary purchases, and consequent profit from their sale, because the former are all engaged in a herculean effort to save the country.

Let every business man take heed of the politician and publisher of every stripe and ingraft into his business the same enthusiasm which marks the efforts of the farmer to "make hay while the sun shines."

In short, prepare for a legitimate business, with popular-priced materials; attend to business with enthusiasm and confidence, and leave politics to those who make it a paying business. Keep up thinking, and when the time comes vote your favorite ticket.

Rules for the Treatment of Traveling Men.

E. N. Warfolk in Dry Goods Economist.

When the bunch of ignorance and conceit called a drummer calls on you, have all the clerks snicker and giggle and call attention to his peculiarities of form or feature. Such attention on the part of your employes cannot fail to impress him with a keen sense of your capacity as a business man, especially if you have your floorwalker answer his questions with the superciliousness of his kind.

If the traveler comes to your office, don't fail to shut the door in his face or order him to leave. He may have what you ought to buy and probably could give you valuable pointers, but your position as a leading business man

demands that you treat him as a menial.

Lie to him about what you paid for similar articles should he show his line. Run down his house, especially if it be composed of Jews; call them "Sheenies"—they like it. Demand at least 90 days' dating, and cancel the order if refused. Take lots of time to look over his line; let every person who wants to see you—even the small boys of your establishment—take your attention; talk politics with some one if you possibly can, and let the drummer wait. He enjoys a long wait, as he can stay in town a year, you know. It's all false about his having to make trains, etc.

If you know any stories that you would not tell your own boy, be sure you tell them to the drummer. He is always an immoral man, you know, and relishes salacious stories. The fouler they are the better. If you are a drinking man be sure and work him for a drink. Of course, he doesn't drink with you to get on your good side or sell you goods in order to support his little wife and children far away. He simply drinks because a drummer can't be other than a sot—that you know.

Of course he smokes; make him give you cigars, or he won't think you are smart. Make him take his sample case out of the back door, and if you have an elevator tell the boy in charge to order the drummer out. You don't run an elevator to accommodate drummers. Be sure to make an appointment with him for one hour, and be away at least two hours after. Drummers ought to wait, not you, the one showing favors. Be sure he doesn't stick you. Tell him how old his stuff is and how much better So-and-so makes it. Don't invite him to go to your church should you know he will be in town over Sunday. Drummers never go to church, never; but if you have the address of some gambling house or other disreputable den be sure and tell him. He will appreciate it.

Yes, do this, and more, for your own elevation.

But, mind ye, the drummer is usually a man of fine natural ability, noble feelings, and with a heart easily reached. The popular impression (popular impressions are usually erroneous) is that he is a dissolute, immoral man who is a stranger to truth and is a wine bibber. It is not so. No man works harder than he. His time is so taken up that he could not, if he would, engage in the pastimes with which he is credited. When you are in bed in your own home, after a pleasant evening with friends, surrounded by your wife and children, the traveler is rolling and tossing in his berth in a hot and dusty sleeper, trying to sleep, meanwhile thinking of home and babies and of the day when he can live as other men do.

If any man ought to be well treated it is the traveler. He is the messenger from the outside world who comes to the wall-enclosed store of the merchant and puts him in touch with the leading merchants of to-day. Many a merchant has been placed on his feet and made a successful man by the information and advice received from the travelers—a fact recognized by the largest dealers in the country. The traveler not only himself travels, but he meets others of his kind and through intercourse gets broad information, which he is ever ready to give his friend, the merchant, who, shut up in his own town, could never get it in any other way. To the traveler we owe the rectification of many abuses of railroad companies and extortionate hotel men. The drummers know the best routes and best hotels and if you follow a traveler you will never go far out of the way.

One thing remember—travelers are but human.

There is a man in Ohio named Jenkins, whose resemblance to Abraham Lincoln is said to be wonderful. He is said to have received in his time enough jail sentences to round out an ordinary life, and been in enough brawls and accidents to kill a dozen ordinary men. Yet, on account of his likeness to Lincoln, it is asserted he gets all the free passes on the railroads that he wants and almost any favor he asks for.

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's.....	40
Coffee, Enterprise.....	30
MOLASSES GATES	
Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	30
NAILS	
Advance over base, on both Steel and Wire.....	2 80
Steel nails, base.....	2 85
Wire nails, base.....	2 85
10 to 60 advance.....	50
8.....	60
7 and 6.....	75
4.....	90
3.....	1 20
2.....	1 60
File 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 %.....	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 1/2 c per pound extra.

HAMMERS	
Maydole & Co.'s, new list.....	dis 33 1/2
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30c list 70
Blacksmith's Solid Cast Steel Hand 30c list 40&10	

HOUSE FURNISHING GOODS	
Stamped Tin Ware.....	new list 75&10
Japanned Tin Ware.....	20&10
Granite Iron Ware.....	new list 40&10

HOLLOW WARE	
Pots.....	60&10
Kettles.....	60&10
Spiders.....	60&10

HINGES	
Gate, Clark's, 1, 2, 3.....	dis 60&10
State.....	per doz. net 2 50

WIRE GOODS	
Bright.....	80
Screw Eyes.....	80
Hook's.....	80
Gate Hooks and Eyes.....	80

LEVELS	
Stanley Rule and Level Co.'s.....	dis 70

ROPES	
Sisal, 1/2 inch and larger.....	5
Manilla.....	8 1/2

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
Anneal'd Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 25
Barbed Fence, painted.....	1 90

HORSE NAILS	
Au Sable.....	dis 40&10
Putnam.....	dis 5
Northwestern.....	dis 10&10

WRENCHES	
Baxter's Adjustable, nickeled.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	80
Coe's Patent, malleable.....	80

MISCELLANEOUS	
Bird Cages.....	50
Pumps, Cistern.....	80
Screws, New List.....	85
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	40&10

METALS—Zinc	
600 pound casks.....	6 1/2
Per pound.....	6 1/2

SOLDER	
1/2 @ 1/4.....	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, } per pound... 9	
14x56 IX, for No. 9 Boilers, }	

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 Gas Fixtures Refinished as Good as New.
 West End Pearl St. Bridge. Citizens Phone, 1517.
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Communications invited from practical business men. Correspondents must give their full names and addresses, not necessarily for publication, but as a guarantee of good faith. Subscribers may have the mailing address of their papers changed as often as desired. No paper discontinued, except at the option of the proprietor, until all arrearages are paid. Sample copies sent free to any address.

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Michigan Tradesman.

E. A. STOWE, EDITOR.

WEDNESDAY, - - - AUGUST 26, 1896.

THE CATALOGUE TRADE.

There seems to be less concern manifested as to the undesirable competition of the department store than was the case when such institutions were newer and their power for harm less understood. This fact would seem to argue that, while they have assumed a recognized position, and are flourishing apparently at the expense of the regular trade, they have diverted much of the class of custom that is least desirable by the sensational and "leader" methods of advertising and really are doing but little injury. For such institutions to be profitable they cannot make the average of prices for first-class goods much, if any, lower than rule in the general market.

Closely allied to the department store and growing out of the same general ideas is another institution which is exerting more influence in trade than is generally charged to its account. In many of the large cities there has been established what is termed the catalogue store. The methods of these institutions are so quiet and their operations so widely scattered that many of them have grown to great proportions, and, as a whole, they are distributing a vastly greater quantity of wares than is generally supposed. One Chicago house which has been in operation quite a number of years sends out millions of dollars' worth of goods annually. And this is only one of many scattered through all the great centers. Indeed, the receipts from this kind of transportation form no inconsiderable part of the revenues of all the express companies of the country.

There are many advantages in this method of selling goods which give its promoters a decided leverage over the ordinary dealer. For instance, the customers may be selected from any class that will be most favorable to the kind of trade desired. The regular dealer, for example, must display a fresh stock, with styles up to date, from which the customer makes selection, exercising a greater or less degree of critical discrimination. The catalogue dealer can select his lists of customers from classes which are not situated so as to be "up" in styles or critical taste. In this way he can "work off" all classes of goods without being subjected to greater danger than the loss of a correspondent here and there through dissatisfaction on this account. Such losses are constantly

being recuperated by the extension of his lists through advertising.

Then, in the matter of quality, the catalogue customer has no means of comparison, even if he be critical in noticing defects. Thus such stores are the dumping ground of low-grade goods, and the lack of opportunity for comparison enables the dealer to obtain a higher range of prices than where styles and qualities are displayed for comparison.

The average country customer has an idea that an article procured from "the city" is vastly superior to one displayed in a nearer store. This fact is an advantage of no small significance. Then he is susceptible to the flattery implied in the selection of his name as one to whom a handsome catalogue should be sent; and, if it is a large one, as many of them are, he gladly pays the express charge for it. The Chicago house referred to sends out a catalogue of 700 pages. These books are of great interest to the average farmer and his household. They receive a vast amount of study and the tempting offers are compared with the available assets that may be devoted to the purpose, and an order is sent for an article which could have been better obtained at the near-by store, where his money belongs.

This is a growing evil of no small magnitude. Just how it is to be combated is a question difficult to answer. It may be within the power of the country merchant to educate his constituency to a juster appreciation of the mutual advantages of home trade. Greater efforts must be made to cultivate business relations and, in short, the merchant who is suffering from the catalogue trade must "hustle" to counteract it.

The Chickasaw tribe, one of the most civilized of those resident in the Indian Territory, has been holding an election which involved the principle of individual liberty, over against the tyranny of the community which exists in the tribal stage of society. It took centuries for our ancestors to emerge from the stage at which the community is everything and the individual is little or nothing. The majority of the human race has never achieved that deliverance, and even among ourselves we have the Socialists, who propose to carry us back to it. The contact of the Indian with Christian civilization has naturally produced a discontent with tribal limitations, but until the Dawes bill was passed it hardly was possible to gratify the aspirations of those who wished to make what they pleased of their own lives. The recent election among the Chickasaws, who are Christians and engaged mostly in farming, resulted in the defeat of the conservatives, and the election of officials who believe in personal liberty. When the Indian takes this step he removes the only real obstacle to his being recognized as an American citizen.

Nearly 80,000 barrels of California flour have been sent to England this year, but for the two years preceding there has been no shipments of this flour. The shipment of flour from Pacific ports in the United States to Japan, China, Siberia and Australia is also increasing in a much larger ratio. Formerly what San Francisco lost in these shipments was taken by the English ports, but the establishment of new steamship lines for freight from Portland in Oregon and Seattle and Tacoma to Asiatic ports has kept the increasingly important flour export within the control of the United States shippers.

GENERAL TRADE CONDITIONS.

The conditions noted last week which seemed to indicate that the tide of business had passed its ebb still continue in evidence sufficiently to justify the encouragement. While the revival of industries and the manufacturing trade is necessarily slow, especially at this season of the year, there is yet enough of activity and preparation for business to show increasing confidence.

The sensation of the week in the financial situation was the importation of two or two and a half millions of gold. This was so unexpected, as the movement has been the other way except when artificially interfered with in the sale of bonds, that all sorts of stories were given currency—that it was a consequence of the action of a syndicate of bankers, or something of the sort. As a matter of fact, it appears that the rapid increase in exports and diminution of imports are turning the balance into our favor to an extent that the return movement of gold is the outcome. And many predict that the inflow will continue in important quantities and for a considerable time. It is noticeable that these improved indications are accompanied by a fall in the price of silver to a point lower than for many months.

The effect of the news of gold importation has been very pronounced in a generally easier healthier financial tone. This has led to continued improvement in the stock market and to lessening of the pressure on the banks of the country for means to move the crops.

The wheat situation showed a decided improvement during the week, culminating in a sharp rise of 2 to 3 cents on Saturday, principally credited to foreign buying. Exports continue to increase, and exceed those of last year. The fact that the advance was in the face of favorable crop reports makes it of encouraging significance. The market has been duller this week but the advance is mainly held. Oats have improved in sympathy with wheat, but corn has declined in activity, though prices remain about the same.

The outlook in the principal industries continues unfavorable. Iron transactions have been at prices below quotations, when they have taken place at all. Output is still being restricted in all localities. An encouraging incident is the export of 9,000 tons of steel rails for use on Japanese roads.

Textiles show but little improvement, though there is better demand for current needs in cotton goods. Orders for the future are discouraged by the advance in cotton, which is unaccompanied by any recovery in manufactured products. Wool has declined and sales for the past three weeks have been less than half those for the corresponding period of last year. Manufactures show no improvement, the demand continuing from hand to mouth.

Bank clearings are 4.2 per cent. below those of the preceding week, viz., 813,000,000. This time usually marks low tide for the season. Last year it was 10 per cent. more, and in 1894 it was about the same as this year. Failures for last week were 264, against 258 for the preceding.

UNION LEADERSHIP.

The feature of unionism that is most characteristic is the utter lack of discretion or common sense in its meddling with the interests of the workmen during times of great business depression. The manufacturer uses every means

possible to keep the workmen employed during such times, not only because he considers it for the best interest of the business to keep his force together and organized, but because he is reluctant to deprive the needy workmen of employment. In many instances considerable losses are incurred for this last consideration.

But, on the part of the workmen, guided by the intelligent (?) agitator, there seems to be no regard for times or seasons. Let some union rule be infringed and often the perplexity of the employer will be relieved by the order for a strike. Such strikes are of frequent occurrence when the manufacturers are only too glad to cease operations until the conditions of trade warrant a resumption with a new organization of forces. Thus, during the past few weeks, a time which has tried most industries to the utmost, there have been the usual number of strikes, based on technical violations of union mandates.

A local illustration is the strike of the metal polishers in the Grand Rapids Cycle Co.'s factory. The present is the dull season of the year in the wheel business and for some time every possible effort has been put forth by the management to keep the regular force profitably employed. It transpired that a couple of boys were put at work polishing certain parts requiring no great skill. As they were not members of the polishers' union, a demand was made for their discharge. This not being complied with, the union polishers promptly struck, thus terminating the efforts being made in their behalf. The result of their action will, probably, be the depriving of a hundred or so of needy workmen of their positions during the dull season. It is one of the things which pass understanding that intelligent men will put themselves under a leadership which thus ruthlessly interferes with their best interests, instead of maintaining a manly independence and working in co-operation with their employers for the mutual advantage of themselves and the enterprise on which their welfare depends.

It is a surprise and a pleasure to be able to say anything that is good of the Salisbury administration; but it really deserves some credit for refusing to help in a blockade of Crete in the interest of the Turks. Unlike poor Armenia, Crete and Macedonia have active supporters abroad. The Greeks are accused of sending them both men and munitions of war, to help them in resistance to Moslem outrages, and in overthrowing Turkish tyranny. To stop this in the case of Crete, Germany insisted that the European Concert should blockade the island, a service the Turks no longer can perform for themselves. Lord Salisbury, who really seems to have sympathized with the Armenians, declines to stand on guard for the butchers of the Cretans, and his refusal has proved an embarrassment to the other Powers. Russia, in particular, cannot afford to have England show more interest in Christians of the Greek church than the Czar does.

The unusual thing of being stabbed through a loaf of bread has happened to a woman in Paris. The woman was cutting bread and butter. She put the knife through a part of the loaf, holding the loaf against her body. Owing to a sudden movement of some one behind her, she turned suddenly and, slipping, fell with the loaf still held next to her. She thus fell upon the point of the knife, driving it some inches into her body. She was taken to the hospital, where an operation had to be performed, and the doctors think her case hopeless.

REPRESENTATIVE RETAILERS.

P. Hilber, Secretary Grand Rapids Retail Meat Dealers' Association.

Philip Hilber was born in New York City, Aug. 16, 1861, his antecedents being German on both sides. His father died when he was 2 years old, and six years later, in company with his mother and sister, he removed to Monterey, Allegan county, where he lived until 17 years of age, during which time he obtained what schooling he has at the schools at Monterey Center. He then came to Grand Rapids and entered the employ of H. I. Plett, meat dealer at 63 South Division street, with whom he remained three years for the purpose of learning the trade. He then leased the Plett market for a year, after which he worked for a short time for Chas. B. Dressler, who also conducted a market on South Division street. Deciding to embark in the meat business on his own



account, he bought the Arthur Furner market at 140 West Fulton street, which he continued five years, during which time he purchased a lot and erected a two-story frame store building at 134 West Fulton street. Having a good opportunity to dispose of the business, he sold out to Fred Schindler and for the next two years worked for Arthur Watkins on South Division street. He then entered the employ of John Mohrhard, the veteran Canal street meat dealer, and, on the death of Mr. Mohrhard two and one-half years later, he formed a copartnership with Otto Goetz, under the style of Hilber & Goetz, and for the past four years has conducted a market at 109 Canal street.

Mr. Hilber was married Nov. 26, 1885, to Miss Anna Ferguson, of Monterey. Two children, a girl 10 years of age and a boy of 7 years, are the complement of their pleasant home at 241 Jefferson street, which is one of the handsomest homes on the West Side, that portion of the lot not occupied by the house being covered with flowers and shrubbery. Mr. Hilber is a member of Oriental Lodge, K. O. T. M., and Daisy Lodge, B. P. O. E.

Since Mr. Hilber has been connected with the meat trade of the city he has witnessed a great change in the condition of things. Ten years ago, Grand Rapids was shipping meat to Big Rapids, White Cloud and Mancelona, whereas now the trend of things is the other way, many of the Northern towns finding a regular outlet for their surplus meat in this city.

As the successors to the veteran meat dealer of Canal street and the owners of

the second oldest market in the city, Mr. Hilber and his partner are the heirs to many customers who imagined that the employes of the Mohrhard market possessed the magic art of converting a tough steer into tender steak by cutting him up correctly. Mr. Hilber has never encouraged this belief, as he realizes that it is based on false assumptions and wrong conclusions, no human ingenuity or skill being able to change the plan of nature. While he is willing to concede that a large percentage of good meat is injured by the ignorance or carelessness of the cutter, he still insists that a tough animal will continue to be tough, even after the carcass has been treated with the utmost care by the skillful cutter.

In common with many other members of the meat trade, Mr. Hilber deplors the change which has occurred in the selection of meats during the past dozen years, inasmuch as the demand is now entirely for beef steak and rib roasts, instead of roasting and boiling pieces, in consequence of which it is almost impossible to obtain a sufficient amount of the best cuts of meat, while the cheaper cuts go begging or compel the dealer to run a peddling wagon in order to obtain an outlet for stock which he would otherwise be unable to utilize to any advantage. Mr. Hilber attributes this change to the fact that many women are now employed in stores and offices and have little time to attend to the roasting and boiling of meats. Many women, too, are now ardent devotees of the bicycle and remain in the open air until the dinner hour is so near at hand that they are compelled to have something they can prepare quickly and, naturally, call for steak on account of the ease and expedition with which it can be prepared for the table. Mr. Hilber insists that this tendency is the curse of the meat trade to-day, and is thoroughly imbued with the idea that the Grand Rapids Retail Meat Dealers' Association, of which he is Secretary, should take up the subject for discussion, with a view to educating the people to a return to the habits of a dozen years ago, when the roast and the boiling piece occupied positions of honor in the diet of the people.

Characteristic Story of Barnum.

P. T. Barnum, before the railroad shows were in existence, traveled by wagons from town to town, halting on the outskirts of the town to enable the circus people to put on their show clothes and prepare for the parade. One night the show did not reach town in time to make much of a parade. Later Mr. Barnum was seated in the village hotel, when an angry lot of people who were disappointed at the size of the parade waited upon him and told him that he was a fraud. "How so?" said Barnum. "Well," replied the spokesman for the crowd, "you advertised two miles of parade, and there was only one." "Yes," replied Barnum, "there was one mile of parade and another mile of damned fools following it. That makes two miles, doesn't it?"

A late citizen of Massachusetts has left an estate of \$100,000 and his old clothes "to some poor worthy Baptist minister." If the estate pans out all right the worthy minister will probably allow the late gentleman's relatives to keep the wearing apparel.

If some merchants did not bump their heads against adversity they would never adopt the policy that leads to success.

Bicycles and Ordinances.

Written for the TRADESMAN.

Recognizing the need of legal regulation of the all-pervading wheel, the Common Council of this city undertook, some months ago, to enact such laws as should properly control its movements and conserve the interest and convenience of the non-wheeling public. This action was in compliance with a public demand occasioned by a careless use of the wheel on the part of a few selfish individuals who saw fit to indulge their reckless whims at the cost of the convenience of the rest of the multitudinous fraternity.

As so frequently happens, the duty of preparing the necessary regulations devolved upon members of the Council who deemed their judgment sufficient to decide just how the regulations should be made. In the preparation of most municipal legislation it is customary to compare notes with other cities that have had to deal with similar questions; but in this case the committee considered itself competent to cope with the problems involved. Whether it is owing to the fact that the average municipal legislator is generously provided with free transportation by the street railway company, or that the dignity of the proverbial alderman is incompatible with the mercurial instrument of progression under consideration, is not for me to say; but in the framing of the new laws there were none concerned who had the least practical knowledge of the subject, except possibly that gained by having had their dignified progression accelerated by imaginary danger from some approaching rider whose movements were not so reckless as they appeared.

In the framing of the ordinances some of the provisions would suggest that the poor innocent wheel was an instrument of progression—or destruction—more nearly resembling a locomotive than anything else. Thus it was provided that bells should be rung a certain distance before coming to crossings. This regulation is, of course, eminently fitting for such a machine as the latter, for the reason that the rider lacks prompt control of its movements, and the only thing to be done by those who may have inadvertently taken their position in its track is to get out of it as promptly as possible. If the worshipful legislators had been practically familiar with the operation of the bicycle, they would have discovered that it is vastly different from a locomotive. Instead of its progressing by fixed lines in a course which must be kept clear to avoid disaster, the wheel can be varied in its movements, and it is the rider's place to see to it that he keeps from running against those who may chance to be in the line of his apparent course.

The attempt to enforce this regulation was extremely ludicrous. There was something so supremely ridiculous in ringing a bell for a crossing when there was no one in the vicinity, except possibly in the opposite direction, that there was great reluctance in complying with the requirement. Then, too, it was quickly demonstrated that, when the wheelman was approaching people, the bell was usually an unnecessary nuisance, attracting the attention of pedestrians and causing them to stop and dodge, both to their confusion and that of the rider. It took but a few days for this silly provision to become a dead letter, notwithstanding the arrest of some hundreds of its violators. If, instead of trusting to the theoretical

ideas, however logical, of the learned solons of the Council, pains had been taken to learn the experience of other communities, it would have been found that similar schemes had been tried and found wanting years ago, and that, in some places, in public parks for instance, it has since been found desirable to post signs requesting wheelmen to refrain from ringing their bells to the annoyance and confusion of pedestrians.

The other most salient provisions of the ordinance were for the prohibition of the use of sidewalks and for the regulation of speed. The former provision was desirable and reasonable and there has been little trouble in its enforcement, but the matter of speed has been sadly violated. In this there was more of theory than of practical knowledge of the problem. Thus, the limits given—six miles on the principal streets and ten miles elsewhere—are much too low for possible enforcement. Not an hour of the day passes but this provision is violated a hundred times. I usually ride about six miles per hour on Monroe street and wheelmen pass me almost every block at a much higher rate, and the ten mile rate is constantly ignored elsewhere.

Now, it is not well to pass laws to be violated and ignored. When the deliberate and dignified apprehension of the members of the Council became cognizant of the fact that that body had ridiculously blundered, the proper course would have been to repeal or amend the unnecessary and impractical provisions and enact such regulations as the wheeling public can observe and respect. Of course, such action would have been a reflection on the immaculate judgment of the framers of the ordinance whose mandates should be considered as the laws of the Medes and Persians, yet it seems incompatible with the dignity of our municipal government that such mandates should be subject to constant violation. NATE.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at Retail Grocers' Hall on Tuesday evening, Aug. 18, B. S. Harris called attention to the fact that the representative of Armour & Co. was still endeavoring to introduce the Armour soaps to the retail trade of the city, albeit a special deal had been made with the Morse Dry Goods Co. which is not in keeping with the retail grocer's idea of legitimate business methods. The matter was discussed for some time, culminating in the adoption of the following resolution:

Whereas, Armour & Co. have seen fit to introduce their soaps to the trade of this city through the medium of department stores and cutters; therefore

Resolved, That we deplore such a policy as unjust to the retail trade and unworthy of the house which seeks to introduce its goods in such a manner; also

Resolved, That we show our disapproval of such methods by discouraging the sale of the Armour soaps as much as possible.

The reports of the picnic committees were received and referred. Although all the bills are not yet paid, it is confidently believed there will be a handsome balance on the right side of the ledger.

Treasurer Lehman reported a balance on hand of \$228.

There being no further business, the meeting adjourned.

When a dealer countermands an order or returns goods without having ample reason for so doing, he breaks the Golden Rule and throws aside the pieces.

OUT-OF-SEASON ADVERTISING.

The Trade Paper as a Dull-Time Business-Maker.

Written for the TRADESMAN. Copyrighted, 1895. There must come dull times, for dull times come with periodical regularity and occasionally unexpectedly.

Dull times have never been continuous, and never can be, and if their duration is limited they must be followed by good times.

Comparatively few manufacturers, wholesalers, and retailers have a right to expect business of continuous equality.

The brisk selling seasons are followed by depression, due to the season and to known and unknown influences.

The present depression in business is from a lack of public confidence, and the original cause for this condition was created by the very people who object to it.

Because dull times have usually preceded a Presidential election, whether there be cause or not, people have learned to expect a depression every four years, and justifiably, or by mere coincidence, place a part of the blame upon political uncertainty.

The fundamental bottom of all depression, except that due to the state of the weather, is what might be considered an unwilling willingness on the part of business men in general to assume that the times are bad, and to continue to talk bad times.

The first man tells the second man that times are bad, and the second man, although enjoying good business, is given the incentive to watch for bad business, and that which a man expects he frequently receives, or imagines he does, which commercially is the same thing.

The second man, who was not thinking of bad times, begins to stimulate bad times, because someone told him to, and the bad he has received he hands to the next, and down the line it goes, a breathing, speaking epidemic, destroying the sufferer and carrying the disease to his neighbor.

There are reasons for business depression, and political uncertainty must contribute to that end.

The question of money and the unknown complexion of a coming Congress must bear their bad fruit in advance, but with all these existing excuses, and even valid reasons, the most of the hard times owe their origin and their stimulation to the collective influence of the many individual minds which talk about, and seem to revel in, the discomfort of which they are a part.

The advertiser begins to economize and, by some unknown method of unreasoning, he runs the knife of reduction into the vitals of his business.

He knows that he depends upon outsiders for his living, and that the advertisement is the connection between his goods and the buyers of them, and yet he deliberately weakens that connection, or cuts it away altogether.

The cutting of advertising space, or the absence of the advertisement, is documentary evidence that the advertiser is not able to do a good business, and is forced by conditions, or by his own fault, to reduce expenses.

Artificial glitter is not business, but the appearance of business means business.

It is nobody's business how poor the advertiser's business may be, provided he attends to his business and pays his bills, and he is dishonest to himself if he publicly announces, as he must by

the cutting of his advertising, that something is the matter with him.

In dull times, more than in good times, people have the opportunity to read, and they do read, and further than that the hard-time growler, between his growls, fixes, in his own mind, what he will do and what he will buy when conditions permit.

When a man can't have a thing, or thinks he can't, he wants what he doesn't get more than when he can have it, and he is in a receptive mood, when advertising can reach him and enter him.

Dull-time advertising is profitable because it is a sign of prosperity, and everybody likes to buy of the man who is prosperous, for the prosperous man is generally better able to serve his customers.

Dull-time advertising is valuable because it reaches the readers of advertising who have time to read, and who will be the buyers of the good times to come.

NATH'L C. FOWLER, JR.,
Doctor of Publicity.

Trade and the Wheel.

If it is the fact, as is so frequently claimed, that the bicycle trade has been enjoying a boom at the expense of other business, it is fair to presume that the time of its adverse influence is rapidly approaching its close. This does not need to imply that the demand for wheels is likely to end, but that it is assuming a more moderate phase—that the wheel is taking its position as a permanent, natural factor in the business world.

The failure to supply the demand last year caused unprecedented preparations for this season. That these were none too great is to be inferred from the fact that at one time this season the demand so closely crowded the supply that many dealers were compelled to take prompt measures to prevent a repetition of the preceding year's experience. But the rapidity of demand soon began to decline and it became apparent that all requirements would be met.

But the rush for bicycles was tremendous. Complaint came from all lines of trade in this city that the wheel was monopolizing everything, and this was an example of the situation in all parts of the country. Retailers could not collect from their customers because the wages of the latter were devoted to paying for wheels. And this did not mean one wheel to the family, in many instances several were purchased, from two to half a dozen. Thus the amounts to be diverted from the ordinary channels of trade were considerable in the case of each family. The writer recalls one instance where a home was lost from failure to make payments, yet there were five wheels purchased in the family, most of them of a high grade.

This rate of demand soon declined, however, to a more moderate, steady business. Large quantities are still being sold, but in a considerable proportion of the trade the transactions are for wheels of a more moderate price or the exchanging for better mounts involving the disposal of second hand wheels, so that the amount of money involved in each deal is less. But the aggregate of the wheel trade is still vast and will continue on a more reasonable basis for an indefinite future.

In the mean time people are beginning to realize that other needs are to be met. Wheels are pretty well paid for, and the "butcher, the grocer and the candlestickmaker" are beginning to receive consideration again, and it will not be long before the wheel as a disturbing factor in general trade will be an episode of the past.

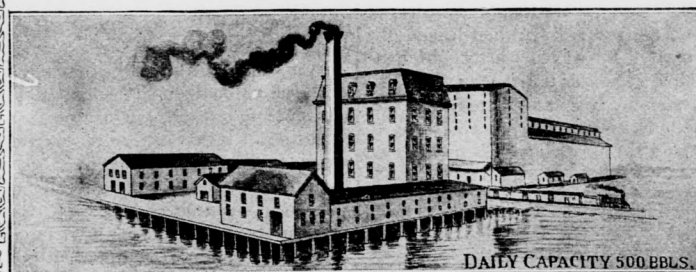
STRICTLY MODERN MILLING PLANT

Manufacturing the best Dakota and Minnesota

Hard Spring Wheat Flour

in the world. Owned and operated by

JOHN H. EBELING, Green Bay, Wis.



Don't Wreck Your Business

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

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

Write us for samples and delivered prices. We want your orders and will combine high grade goods with low prices to get them. Correspondence solicited.

JOHN H. EBELING, Green Bay, Wis.

MAINE FACTS

Skowhegan, Me., June 3, 1896.

VALLEY CITY MILLING Co., Grand Rapids, Mich.
Dear Sirs:—In the past four years I have sold about 3,000 barrels of the Valley City Milling Co.'s flours, and it gives me pleasure to say that I have always found them just as represented. They are flours that run very uniform, one barrel being as good as another in its grade. I can say that I consider them the best flours that are being sold in Skowhegan. I want another car load—the last one went quick.
C. W. DAY.

West Pownal, Me., June 20, 1895.

VALLEY CITY MILLING Co., Grand Rapids, Mich.
Gents:—We have been handling your different brands of flour for the last five years with the very best of results. We have never before handled a car of any other mill's make with as little trouble as we have had with all we have sold of the Valley City Milling Co.'s flours. We cannot get along without them now—our customers will have them.
Yours truly,
DOW & LIBBY.

Oakland, Me., June 4, 1896.

VALLEY CITY MILLING Co.
Gentlemen:—We have sold your flours for the past four years, in several grades, and are glad to say that in all grades we have been more than pleased, and do not hesitate to say that we consider your goods superior to any we have handled. They suit the trade perfectly and are trade winners.
Yours truly,
BLAKE BROS.

TERSELY TOLD

The Soldier as a Missionary.

I do not want to be understood as fully advocating the spread of civilization at the cannon's mouth. I would prefer to see the missionary and the school teacher rather than the soldier carrying modern ideas and modern progress among the nations that sit in darkness, but the fact remains that the soldier has had the laboring oar and accomplished most in planting the flag of civilization in heathen territories.

The terrible battle a few days ago in South Africa, between the British and the Matabeles, did more for the triumph of civilized methods and opened the way more effectually for the missionary than all the moral teaching that has been given to the South African savage during the past few years of general peace in that region of the world. Savages are like children, in that they must be taught first that the teacher is backed by power and can inflict punishment. They are more depraved, constitutionally and otherwise, than the children in civilized communities. They are taught to engage in war, to enjoy butchery, and the gospel of peace is but an idle tale falling upon unsympathetic ears and hardened hearts and cruel natures unless first the material mastery over them has been attained.

The failures of the missionary efforts among savage tribes and heathen nations, unconquered by European or American arms and never taught to look upon the new teachers, from that reason, with awe or fear, are only what might have been expected. In China, for instance, the millions of money and years of missionary effort have never made the faintest impression. In India, on the other hand, in combat with Buddhism and Mohammedanism, the most vigorous of Oriental religions, Christianity has made great conquests. India first, however, was put to the Christian sword. The Sepoy was fired from British cannons and the savage spirit was broken before the religious teacher of the West was introduced with success.

The British nation has been severely arraigned by the Christian pulpits and Christian writers for its career of conquest and its often inhuman treatment of savage people, but the fact remains that the British soldier has blazed the way for Christianity among the dark places of the earth as no other agency has. The ethical and Jesuitical question remains, whether the ends have justified the means, but the fact cannot be disputed. If we were living under the old Jewish dispensation there could be little argument under the circumstances. It was a policy of extermination of the heathen and the enemies of the living God under that dispensation. Mahomet incorporated the old idea in his system and its propagation—the infidel dogs were put to the sword.

The old dispensation passed away under the Christian faith, and peace and good will were substituted for war and slaughter. Theoretically, the cross must go before the sword. Practically, the sword, even under the spread of Christianity, has gone before the cross, and of necessity so. Possibly the Christian emissary and missionary would do well to leave Russia and England and France and other aggressive nations to their own consciences, and be content to follow, and be grateful for, a clear and safe path. They might recognize the old dispensation as still operative in such cases to the extent of

approving, by their silence, the Jesuit's contention that the end justifies the means. Where peace and good will primarily fail to make a lodgment, for civilization's sake we might all admit that the Maxim gun, as in South Africa now, is doing a noble work and is a pioneer of both civilization and Christianity.

FRANK STOWELL.

The Grocer Who Guaranteed.

Stroller in Grocery World.
I had a talk the other day with a grocer who had a grievance. He found a sympathetic listener in me, and he simply poured out his tale of woe until there was nothing left. Between ourselves, I have more tales of woe emptied out on me than any other man I ever met. There seems to be something rather easy about me.

This grocer who had a grievance had been led a few months ago to guarantee everything he sold, not only to be in good condition, but to give satisfaction. The measly way in which the thing worked constituted the subject-matter of his grievance.

"I believe guaranteeing is the best way yet in most lines of merchandise," he said, "but I certainly made an awful fizzle of it. I don't believe it pays a grocer to guarantee things, for groceries are peculiarly a matter of opinion. A thing may be of first-class quality and may suit one man perfectly, while it tastes like the mischief to another. All the same, if you've made a guarantee, you've got to take it back."

"What did you guarantee, anyhow?" I asked.

"Everything."
"I don't see why it oughtn't to work," I said. "If you got the same guarantees from the people you got the goods from, you'd be protected all right enough. That would let you out."

"But the jobber won't give me any guarantee like that. He'll guarantee the goods to be perfectly pure, and of a certain quality, but he won't guarantee that they'll suit the peculiar taste of my customers."

"Now there's butter," he continued. "I sell the best creamery print butter in this town. It's perfect butter. I guaranteed it to give perfect satisfaction. An old maid up this street here got a pound of me, ate about a quarter of it, and thought she noticed a funny taste about it, and trotted it back. I tasted it, but it was as good and sweet as any butter ever made. But do you think I could argue with that woman? You guaranteed that butter to give satisfaction," she kept a-saying, "and it don't do it. Now I want other butter for it."

"What did you do?" I asked.

"What did I do? Why I only gave her another pound for it, and used the three-quarters of a pound she brought back on my own table. And do you know, that old nuisance brought three pounds of butter back that way? She'd eat a big piece off 'em and then find something wrong, and back the butter came. I couldn't do a thing, for there was that measly guarantee. I was afraid to withdraw it, for I thought that would attract attention, so there I was."

"There was another case," he said, after a moment. "I had a couple of barrels of vinegar here, pure apple stuff, as nice as any I ever had in the store. It was sharp, that's all. Well, Mrs. Smith up here gets a gallon of it and takes it home. The next day she brings it back, and says it nearly took the skin off her husband's throat. Some of it had been used. I had to take it back. What could I do? It was guaranteed to give perfect satisfaction."

"No, sir," reiterated the grocer, "the grocer who guarantees his goods to give perfect satisfaction is a fool. All he can do is to guarantee them to be pure and of certain grade. If the people don't like 'em, let 'em get something else after that's gone. It's not the grocer's fault."

"I should think in such things as eggs you could guarantee all right," I said; "a fresh egg is sure to give satisfaction. The taste isn't considered if it's fresh."

"Eggs nothing!" exclaimed the grocer; "they're the very worst things a man can tackle. I guaranteed my eggs, too. The farmer I got 'em of told me if I found a bad one among 'em, he'd give me two for it, so I guaranteed every egg I sold in the same way; that is, I offered to give two fresh eggs in exchange for every bad one found. Well, do you know they nearly swamped me. The farmer had worked me. He was just about to move away, and I didn't know it. He had a lot of old eggs that weren't worth 5 cents a dozen, and he simply worked them off on me. I always had a big egg trade, and I bought a whole lot of 'em. For a week the store was full of people claiming two eggs for every bad one. Out of a dozen, nine of 'em would be plumb bad. I gave away 100 dozen good eggs simply as forfeits for them bad ones, besides those I had to replace the bad ones with. Why it did my reputation more damage than almost anything else you could think of. You needn't laugh about it!"

"Did you go for the farmer?" I asked. "Go for him! You bet I went for him, but he was gone and I got nothing. It was simply my loss. If I'd got him, though, I had a basket of them bad eggs saved up for him. I'd showed him what was what."

"It's just as I say," went on the grocer; "the grocer's liable to get slipped up on by everybody. He can tell the quality of some goods, but only of a few. Then so far as the perfect satisfaction is concerned, he can never tell, no matter how good his goods are, whether they're going to satisfy the customer or not. If he gives 'em a chance to come back on him they'll do it every time. No, sir, no more guarantees in mine, thank you."

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

Silver Leaf Flour

Manufactured by MUSKEGON MILLING CO., Muskegon, Mich.

ONLY FRESH CRACKERS

Should be offered to your customers. During this warm weather order in small lots and often. Our new Penny Cakes and German Coffee Cakes are winners.

CHRISTENSON BAKING CO.
GRAND RAPIDS, MICH.

CHOCOLATES AND BON BONS

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

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

TRY HANSELMAN'S

Fine Chocolates and Bon Bons

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

HANSELMAN CANDY CO.,
KALAMAZOO, MICH.

Warren's Liquid ASPHALT ROOF COATING

Contains over 90 per cent. pure Trinidad Asphalt when dry. You can get full information in regard to this material by writing

WARREN CHEMICAL AND MANUFACTURING CO.,
81 Fulton street, NEW YORK. 1120 Chamber of Commerce, DETROIT.

We Guarantee

our Brand of Vinegar to be an ABSOLUTELY PURE APPLE JUICE VINEGAR. To any one who will analyze it and find any deleterious acids, or anything that is not produced from the apple, we will forfeit

ONE HUNDRED DOLLARS

We also guarantee it to be of not less than 40 grains strength.

ROBINSON CIDER & VINEGAR CO.,

J. ROBINSON, Manager.

BENTON HARBOR, MICH.

MISTAKEN ECONOMY.

How a Business Was Ruined by Cur-tailing Expenses.

From the H. berdasher.

Tom Sloane was a born genius. He had given evidence of wonderful sagacity before he had ceased to coddle the milk bottle. His father says he used to sit and watch that bottle until the milk got to a certain spot. Then Tom would leave off sucking, put the bottle by, and save the milk that was left over for future use. Now, Tom's father always thought that move on Tom's part was evidence sufficient to establish his reputation for sagacity. As Tom grew up he developed the saving habit, and by the time he was 10 years old he had earned the reputation of being the meanest cuss in Tottenville. Tom's father still admired his boy and took him into his furnishing goods store to learn the ropes. Tom was a faithful, hard worker, and when he had been with his father for ten years he had pretty thoroughly mastered all the little details of the business. He had the stock keeping, the lighting of the store, and the buying of the stock necessary in a furnishing store down to the finest point. Tom was now 20 years old, and he was running the store, as his father had given up the business in order to give his more lucrative interests in the city his attention. From the very day Tom got that store he cut down expenses. Advertising, clerk hire, everything went down, and in the course of six months, when Tom looked over things, he found trade had gone down, too; but he attributed the fall in sales to the fact that Meyer Isaacson had opened a store near his.

Isaacson's store had a very attractive front, the windows were always carefully dressed, the place was as neat as a pin, and Isaacson spent a lot of money in advertising. Tom could not see how such an extravagant fool made money. "My father," he used to say, "made money here and he spent more than I do. Why can't I make money?"

A year after the father of Tom had given up the store, Isaacson had succeeded in capturing nearly all the trade in the town. Sloane's place looked dead. Isaacson was improving right along. He had a double store now—the finest establishment of its kind in the town.

It was late one evening when Tom was sitting alone in his shop that a bright young fellow stepped up to him and said: "Mr. Sloane, permit me to introduce myself. I am Mr. Isaacson, and I called here to see if you would join me in fighting an interant concern that will be here next week."

"No, I won't join you in anything," said Tom. "You've taken my trade and nearly driven me out of the business. You can go to blazes."

"Mr. Sloane, business is business. Let me ask you a few questions. Now, have you lost money in the past year?"

"That's none of your affair!"

"Well, Mr. Sloane, I have. I have put \$2,000 more in my plant than I have made out of it."

"Have yer?"

"Yes, and I don't expect to make any money for another year; but if I do I'm satisfied."

"That's a funny way to go into business," said Sloane. "You must be a rich philanthropist or a crazy man."

"No, I'm neither. I am simply building up a business. All good things cost money, and I am paying for a good thing, and I'll tell you what's more, Mr. Sloane, the policy you are pursuing is the best one for me. You're making business for me. Why, I have no opposition. But I evidently am not a welcome guest here, so good evening."

Tom Sloane sat in his chair all that night. He went over the books and invoiced the stock, and when he got through he found that, out of the neat little business left to him by his father, he had nothing.

When the itinerants came to town, they found but one dealer to fight, for Sloane's was closed tight, and a burly

officer of the law sat dozing away in a chair in front of the door.

And ye who are too mean to buy success may find a moral in this story:

"Success used to come to him who waits—
Now it comes to him who pays."

How One Grocer Cured the Sampling Habit.

Wm. B. Christine in Grocery World.

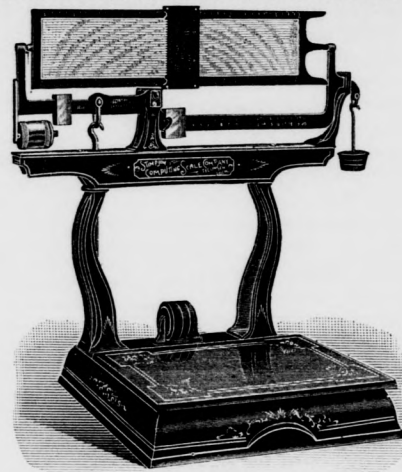
It may be of interest to some to know how I cured my trade of the sampling evil. I have been in business in this one town for over twelve years, and I venture the assertion that it is the worst town for sampling on the face of the earth. I have figured up, as nearly as I could, my losses for one year by reason of this practice, and I have found that which led me to believe that I had lost nearly \$200 in one year simply by people who came into my store taking samples of anything that happened to be within their reach. This may seem like an extreme statement to a great many of my fellow-grocers who are not afflicted as heavily as I was in this line, but it is the gospel truth, nevertheless. Indeed, I wish it had not been as true, for I would have been a richer man then than I am now.

It was only a few weeks ago that I resolved one day to stop this or close my store. I had hinted and tried to place things out of reach all to no avail, and I grew desperate. I argued that this was stealing just as if I had gone into one of my customer's houses and taken a matchbox from the mantelpiece, but, of course, I realized that it was not policy to put the matter so strongly as this before the public. So I thought out this scheme, which is very simple and made me wonder that I had not thought of it before. It has worked with entire success, and no longer am I infested by the sampling evil. For the benefit of any other readers of your paper who may be similarly troubled, I will give the details of the plan here:

It has always been my custom since I have been in business here to expose various goods in their original packages in front of my counter. I have taken considerable pains in making attractive displays of these goods, and have always believed that they constituted a good advertisement. I would expose such goods as dried fruits, cakes and sometimes candy in buckets. In most cases the lids were left off in order to make the display more attractive. Such articles as these would be attacked by everybody who came in the store. I watched one woman one day who had to wait a few minutes for the filling of her order, and I actually saw her eat ten dried halves of peaches. I weighed the same quantity after she had gone, and discovered that they weighed nearly an eighth of a pound, being of a very large size. To make a long story short, I bought a stenciling outfit and had signs printed on small cards, one of which I put in every package of goods left open as I have described. For instance, the sign that I put in the bag of dried peaches bore these words: "Every time eight people take free samples from these peaches I lose a pound. Remember this."

I followed this plan with every package of goods and placed the sign so that no one could fail to see it. Its effect was immediate. The most inveterate samplers came into the store shortly after I had arranged the signs, and, while their hand was actually on its way to the package, the sign would catch their eye and they would immediately drop the hand, looking at the same time very much ashamed. The system has been in operation only a very few weeks, but I am confident that its usefulness will not wear out, as I shall always keep the signs there, and if necessary shall have others printed expressing the point even more strongly.

All advertising does not pay because all advertising is not placed where it can be made to pay. Business men who are shrewd to buy goods that they feel confident will sell are not equally shrewd in placing their advertising where they are going to hit the kind of people to whom they expect to sell their goods.



We are now nicely located in our
NEW FACTORY
in Elkhart, Indiana,

which is completed and in fine running order, and our capacity is greatly increased, yet we are far

BEHIND WITH ORDERS.

The following is a sample of the way orders are coming in daily from the best wholesale and retail dealers throughout the country

Office of R. A. BARTLEY, TOLEDO, OHIO, July 28, 1896.

Wholesale Grocer.

Stimpson Computing Scale Co., Elkhart, Ind.

GENTLEMEN: The last shipment of scales is just received. The scale now certainly is a beauty, as well as the most perfect scale on the market. Ship us 1 dozen more as soon as convenient. We have been compelled to hold orders for want of scales right along of late.

Yours very respectfully,

(SIGNED) R. A. BARTLEY.

STIMPSON COMPUTING SCALE CO., Elkhart, Ind.

USE ATLAS SOAP

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

Weatherly & Pulte,

99 Pearl St.,
GRAND RAPIDS.

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

Pumps and Well Supplies.
Hot Air Furnaces.

Best equipped and largest concern in the State.

EXCELSIOR BOLTS WANTED

We are in the market for 500 cords of basswood excelsior bolts, for which we will pay spot cash on delivery. For further particulars address

J. W. FOX EXCELSIOR COMPANY,
GRAND RAPIDS, MICH.

LEADING BROOMMAKERS OF MICHIGAN

A full line of Brooms and Whisk Brooms in the
LARGEST PLANT IN THE STATE. Write for prices.

CHAS. MANZELMANN,

Factory and Office: 741-749 Bellevue Ave.,
DETROIT, MICH.

Obstruction of the Streets by Peddlers.
From the New York Evening Post.

Two men were hurrying up Broadway towards Park Row and Brooklyn Bridge. After having their way impeded and obstructed repeatedly by peddlers and hucksters, some with carts, some with baskets, some with trays, and others with bunches of shoe laces, which they insolently swung in the faces of passers-by, the elder, an owner of store and office property on Broadway, exclaimed: "How long have we still got to put up with this infernal nuisance? Why don't you newspaper men do something to rid our streets of these obstructions?"

"Have you ever done anything to help yourself? Have you ever tried to clear the streets of these nuisances, or to get the authorities to clear them?" was asked.

"I am doing it now. If you were doing your duty you would raise such a row about the thing that the authorities would have to hear and heed. Tell me, why are these things tolerated in the main streets of New York City? Do you find such a beastly lot of inconsequential barnacles obstructing the streets of London, or Paris, or Berlin, or any other city of any distinction? Not much! Why are these offscourings of Europe and Asia entitled to special privileges in our streets?"

"But the city gets a considerable revenue from these peddlers; they pay for their privileges, in license fees, some of them as much as \$5 a year."

"The city has no right to license them. They are parasites on the mercantile community and they ought to be exterminated. The city levies taxes on my property and on the property of the tenants in my stores, then it issues licenses to a lot of hucksters to stand in the street and on the sidewalk in front of my stores and cry their stuff to passers-by, attracting attention from the stores and injuring the legitimate business of the merchant. We are not allowed to leave a case of goods ten minutes on the curbstone, or to stand a show case two inches beyond the stoop line, but we are yanked into court and made to pay a fine for obstructing the sidewalk. Are these peddlers vested with privileges superior to those of the legitimate business men of this city? If the authorities want the streets and sidewalks kept free from obstruction, why do they license a horde of peddlers to obstruct the streets and the sidewalks with carts and big washbaskets and trays and stands and bundles?"

"Just see here. Look at this thoroughfare, here on the busier side of the street; look at the people pushing and jostling to get through, and see that line of fakirs, on both sides, taking up half the sidewalk and a quarter of the roadway. There's a man has a fruit store over there. He pays rent and his landlord pays several hundred dollars a year of taxes on the property. It all comes out of the rent, and the rent comes out of the business. Now see in front of that store; there are one, two, three, four, five, six, seven fruit carts all in a row in the street in front of the fruit store. How much do they pay for exposing their wares in the streets right under the noses of the passers-by—ten times a better chance to sell than the man in the store can ever have—how much do they pay? Five dollars a year a-piece—\$35 for the seven of them a year, just about a week's rent of the fruit store. Why is this injustice allowed? Why are not the peddlers required to sell in-doors as the merchants are?"

"But these people must live. What would you do with them?"

"Aye, that's always the answer—a lot of sentimental rot. I suppose that if an effort were made in the Common Council to do away with this nuisance, some blatherskite of a petty ward demagogue would pop up as the loud-mouthed champion of these 'poor people,' and there wouldn't be an alderman with courage enough to vote against him. Suppose they are poor people—why should that question be asked at all? If it's a matter of alms, why aren't the 'poor people' booked at the Charity

Commission and supported out of the poor funds? When was the city made the special patron of peddlers and hucksters? If they are to have special privileges in the streets, why not the horseshoers, the cabinet-makers, and shoemakers, and tailors, and other small tradesmen who are privileged to use the streets only as streets and are required to keep their wares in stores? How did these peddlers live before they were allowed to use our public thoroughfares for mercantile purposes? Are these thoroughfares to be considered the dumping-grounds for peddlers, hucksters and fakirs from all over the world. The streets are thronged beyond their capacity by legitimate traffic, and the authorities are at work cutting new ones and widening old ones in all parts of the city, at enormous expense, just to provide room for the constantly increasing traffic. Why then do they allow the most beset of the thoroughfares to be most obstructed by this trivial, inconsequential crowd of peddlers and hucksters?"

"Well, what shall I do about it?"

"Do about it? Why, pitch into it in the columns of your paper."

"Very well, I'll write what you have said about it."

"But you won't use my name?"

"Why not?"

"Oh, no. I wouldn't have you print my name so publicly for a farm. And where's the necessity for it? If the facts and the arguments are true, my name wouldn't give them any more effectiveness. Just leave my name out and print the statements so they will get before the eyes of some of these aldermen and city officials."

Career of a New York Swindling Commission House.

From the New York Produce Review.

Without even the posting of a death notice on the door of their store—a trick which was practiced by S. D. Waters of swindling fame—the members of the firm of George J. Tragidis & Co., produce dealers, 152 Reade street, this city, disappeared mysteriously and left behind them a brief record of as crooked work as we have ever chronicled.

Only four months ago the new firm, composed of G. J. Tragidis and A. Davis, succeeded to the business of E. M. Garrison & Co. and by a little shrewd turn secured from Mr. Kiefaber, of Philadelphia, who was a member of the firm of E. M. Garrison & Co., the right to use the firm name and all the handsome lithograph stationery which the old concern had in stock, and which is so valuable an adjunct to a swindler's outfit. Neither Tragidis nor Davis was known to the trade here, and they were never able to give satisfactory references to those whose right it was to inquire about the financial condition of the new firm. Coming so soon after the S. D. Waters swindle, people were suspicious. Day after day the store was watched to see what goods came in and where they went to. The methods of business employed, the peculiar habits of A. Davis, who seemed to be the managing partner, and the return of various letters that had been sent out by the firm in their effort to secure stock confirmed the belief that another set of fakirs were at work.

The business of Geo. J. Tragidis & Co. was supposed to be chiefly in butter and eggs. Some of their letters and the representations of a solicitor who has been traveling of late in the West indicated a desire to handle consignments on commission, but in most cases the offers were to buy the goods at the market price on arrival here, without charge for services. Butter and eggs were shipped to them in this way to a moderate extent, and we are inclined to think that most of the stock received prior to July 1 was paid for. Since then the shipments have been mostly small, or accompanied with draft which had to be paid before the possession of the goods was obtained. It does not occur to us that more than \$10,000 worth of butter and eggs were unpaid for at the time that the concern disappeared, but the claims that have been coming in from other sources may run the firm's

liabilities up to \$12,000 or \$15,000. A wine merchant wants pay for 100 cases of wine; a Broadway clothing house furnished suits of clothes the bills for which are still unpaid; shoes, crockery, harness, groceries, cigars, bicycles and, in fact, almost everything that the firm could get on credit was bought either for personal use or to sell again.

Part of the produce received was sold at the current market value but never at a price that left anything for the expenses of the firm; the buyer who would pay cash for the goods and get them out of the way quickly was shown favors that would double discount the closest purchases that legitimate operators reported. From beginning to end it was as clear a case of swindle as we have ever seen.

A few shippers have been here trying to get their money; others have forwarded their claims to lawyers and collecting agencies, but there is no hope of getting one dollar. Even the safe and store fixtures were disposed of before Davis got far from the den in which he carried on his thievery.

Three for a Dollar.

Three what? Three charmingly executed posters in colors, drawn by W. W. Denslow, Ethel Reed and Ray Brown, will be sent free of postage to any address on receipt of One Dollar. All who are afflicted with the "poster craze" will immediately embrace this rare opportunity, as but a limited number of the posters will be issued. The scarcity of a good thing enhances its value. Address Geo. H. Heafford, General Passenger Agent of the Chicago, Milwaukee & St. Paul Railway, Old Colony Building, Chicago, Ill.

Established 1780.

Walter Baker & Co., Ltd.

Dorchester, Mass.,
The Oldest and
Largest Manufacturers of

**PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES**

on this Continent.

No Chemicals are used in their manufactures.

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

Their **Premium No. 1 Chocolate** is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children.

Buyers should ask for and be sure that they get the genuine

Walter Baker & Co.'s
goods, made at
Dorchester, Mass.

Every Dollar

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

TRADESMAN COMPANY, Grand Rapids

PERKINS & HESS, Dealers in Hides, Furs, Wool and Tallow

We carry a stock of cake tallow for mill use.

Nos. 122 and 124 Louis St., Grand Rapids.

NEW 1896 CROP

JAPAN JEWELL CHOP TEAS.

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.

Shoes and Leather

Good and Bad Clerks from a Young Lady's Standpoint.

Clerk's Corner in Shoe and Leather Gazette.

Said a sweet girl who buys lots of shoes and is particular in her tastes: "What is the greatest fault of shoe clerks? I don't know, I am sure; they have so many of them that it is hard to decide offhand which is the worst, but I know one that is as annoying as any, and that is that they try to palm off on you what you don't want. You see a shoe in the window that is just too sweet for anything, with a pointed toe and thin, flexible sole, and uppers of the most beautiful coffee shade and you want them the minute you set eyes on them; you look at your feet and imagine you are wearing the sweet foot coverings and think how fetching the tiny toes will look and you decide that no other shoes will do.

* * *

"Then you go into the store and the clerk says to you, when you ask for what you want, 'That coffee colored shoe in the window, Razor toe! Oh, yes, just one moment.' Then he brings something entirely different, but of the same shade, and swears by all that is holy and unholy that it is the same shoe. You convince him that it is not and he brings you something else still further removed. If you have patience and want that shoe and nothing else, you may be able, after a long continued struggle of this sort, to get him to show the shoe that you want, but in a larger size than you wear, and are not surprised (because you have been through the same experience before) when he tells you that he has none of your size in stock, all sold out. At this point you know you have won and in a few moments may be prepared to see upon your foot the identical shoe you asked for when you first came in.

* * *

"Why do the clerks do this sort of thing? If they don't want to sell the shoe, why do they put it in the window, and if the clerks don't know what shoe you want when you describe it, why don't they number the shoes when they put them in the window and let the customer indicate by the number the shoe he or she wants? If they have only one pair of the sort in stock, why do they display it to capture customers with? I wouldn't be surprised if the clerks showed old-style shoes in place thereof and tried to sell them, because I would know that they were trying to rid themselves of unsalable shoes; but when I ask for one shoe and they bring me shoes just as stylish but of an entirely different pattern, I can't understand the why of it; why they should waste my time as well as their own. I should think that a shoe dealer would only put such shoes in the window as he has plenty of, unless he indicated distinctly that he had but a few pairs and that he would sell those he had left at a discount. Most of my shoe buying is done through means of the window; I see what I want and go in after it and almost every time I have this same trouble over again. It's a general complaint and one that should be put a stop to."

* * *

Having secured an opinion as to the bad points of clerks, the Corner man went to the other extreme and asked the young lady what sort of clerk suited her best and she answered: "Oh, a polite clerk, by all means; one who comes up briskly when you enter, conducts you to a seat and goes about his business as if he had only one thing in the world to do and that was to thoroughly satisfy you. The other day I visited a well-known shoe store to purchase a pair of oxfords. The clerk who waited on me went at it in a manner which caused me to believe that his lunch hour was past due and that he was only waiting to get me out of the way to hustle off to get something to satisfy the inner man. He brought out two or three pairs of shoes, dumped them down on

the seat and rushed off after more, leaving me to try them on or examine them, I don't know which. When I picked out a pair to suit me, he very kindly condescended to try them on and assured me that I was fitted, in a matter-of-fact way which seemed to settle the question but it didn't. I knew he was in a hurry and I thought, if I was not entitled to civil treatment and the exercise of a little politeness at least, that he was no more so and I accordingly kept him busy for three-quarters of an hour. I don't appreciate such service and I presume that he knows it, for I gave him plenty of opportunity of finding it out.

* * *

"To suit me," continued the young lady airily, "a shoe clerk must be more than a mere fitter of shoes. I want him to talk. Of course, I want him to show me the kind of shoes I want, show them in a ready spirit, with plenty of politeness and attention. Then I want him to be able to talk about shoes knowingly and to tell me exactly what is to be expected from them. But I want more than that. A little innocent chatter about topics other than the weather serves to pass away time during shopping and to make brighter the fitting process. Some clerks are very apt in this respect; others too much so, while others are dull as clams. Either extreme is bad; there is a happy medium that is agreeable to most everybody and if a clerk is jolly, good natured, quick witted and a good conversationalist on subjects that are insignificant in themselves, but always interesting to everybody, he will make sales most anywhere.

* * *

"There are clerks in shoe stores in this town whom I would not have wait on me for a good deal, for no other reason than that they are not able to keep one interested while they attend to fitting; there are others, and many of them, whom it is a delight to meet and one is almost tempted to buy shoes when she does not need them that she may enjoy the bright witticisms of these clerks." And so saying the young lady ended abruptly, reminding the Corner man that he was talking shop, which was certainly out of place at a lawn party. The objection was sustained and thus Clerks' Corner is ended.

Old-Time Shoe Factories.

It is an interesting and almost surprising comment on the newness of our present method of making shoes that there are still standing in the East hundreds of the pioneer shoe factories of this country.

Recently the Boston Journal printed a cut of what is claimed to be the first shoe factory in the United States. Zerubbabel Porter was the proprietor of this early shop, which was a little one-story affair located in Danvers, Mass., in that section known as Putnamville. Mr. Porter was a tanner by trade and in order to work up unsalable leather began to manufacture shoes for sale in and outside of the neighborhood. His factory was erected just after the Revolution.

Speaking of this early shoe center, a writer said recently: "When a boy, riding through Putnamville, the writer remembers the number of little buildings along the road lettered 'Shoe Manufactory.' They were on the average about twelve or fifteen feet square, of one story and painted red. This was in the sixties and marked the close of the period when the work of making shoes was put out through the countryside, the central factory being little more than a distributing place for materials and an assembling and shipping place for goods. All this is now passed. Some years ago, driving through the section, we looked in vain for the 'shoe manufactories.' Some of the buildings yet stood beside the road, utilized as hen coops, tool houses, etc., but the industry that knew them once knows them no more."

Whether everybody can go to heaven or not, everybody can bring a little heaven down here.

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.

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.

Pingree "NEVERSLIP" PATENTED FEB 22 1892

This stamp appears on the Rubber of all our "Never-slip" Bicycle and Winter Shoes.

PINGREE & SMITH, Manufacturers.

ARLOW BROTHERS
LOOK INDERS
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5 AND 7 PEARL STREET.

GEO. H. REEDER & CO.

successors to REEDER BROS. SHOE CO. Michigan Agents for

Lycoming and Keystone Rubbers

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

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

Interesting and Instructive Items for Live Retailers.

From the Shoe and Leather Gazette.

Narrow, square toes seem to be fading favor again. For quite a while they had dropped out almost altogether.

Box calf is no longer open to the objection that there is no polish that will touch it. Plenty of suitable dressings are now on the market.

A novelty that shoe dealers hear of occasionally but seldom see is a worked eyelet hole. It is used principally on cloth-top patent leathers for dress wear for men.

It is noticeable that many manufacturers who were formerly prominent as leaders in the trade have been retired to a back seat. Past greatness does not count in the shoe business these days.

It is stated that jobbers are paying Eastern manufacturers an advance of seven and one-half cents on wax and kip boots, and that manufacturers are quite independent, having considerable work on hand.

If you haven't begun to push out your tan goods it's high time the colored lines were closed out. September, October and November are all months during which tans may be worn and this fact should be impressed on the public when advertising tan sales.

American shoe manufacturers are showing more interest in foreign trade than ever before. They have come to the conclusion that it is time to look outside of their own country for a market for the surplus output of shoes. Wherever they go after trade they get it. That's the American way.

In Germany the expression, "unfair competition," is taken to mean considerably more than in this country and has been legislated against. July 1st a law went into effect which was directed against unfair competition and among the things prohibited was the circulation of advertisements containing incorrect descriptions of goods, and newspapers which intentionally print these advertisements come within the scope of the measure.

It is a distinct tribute to the perfection of shoe machinery that the United States Government now insists that the heels of the shoes of its soldiers shall be nailed on by machine and hand nailing be rejected. Until recently the contrary was the rule and no machine nailing passed muster with the inspectors. The United States is extremely careful as to the quality of the garb of its soldiery and its approval of machine nailing means something.

Present activity in the enamel leather market indicates that enameled shoes have not lost their popularity, but are going to be worn this year as much as ever. Tanners have greatly improved their enamel stock in the last few seasons and are producing a leather that is far more durable and will hold its gloss better than any formerly turned out. It isn't necessary nowadays that enameled leather be French, though the best of it will crack in time.

The craze for cheapness is on now in all its fury and in order to sell goods the price must be way down near the ground. Retailers should be careful not to mark their goods too closely, but to allow for a reasonable profit on all lines. It is not advisable to sell a shoe that costs \$1.60 for \$2. The 40 cents margin is not sufficient. Fifty cents is close figuring on such goods. With the demand largely for cheap lines, there must be enough profit on each pair to result in a profitable business. Few pairs of high-priced and profitable goods are being sold and without their aid many retailers will find it hard picking to get along.

A good many retailers have been reaping a benefit out of the new silver certificates recently issued by the Government. They secure two of the bills and paste them up in the window so as to show both sides to the passer-by. They create a great deal of interest, almost everyone stopping to look at them. In connection with this a line of \$2 shoes might be displayed with the announcement, "A pair of these shoes and one of these bills for \$2.99." In

the same manner many merchants are using Mexican dollars for change, selling a \$2.50 shoe for \$3 and giving a Mexican dollar, which is larger than our own dollar, for change.

The Need of the Present Hour.

From Shoe and Leather Facts.

A steadfast faith in the stability and unlimited resources of this country is what business men need more than anything else at present. There are undoubtedly great principles depending upon the decision of the voters at the approaching election, but it is well to remember that political agitation is a business with a good many people in this country, and, in their endeavor to make converts, they go to great lengths in the way of prophesying disaster and general chaos, should the result not be in accordance with their particular views.

Present conditions are undoubtedly conducive to somewhat depressed business, but the American people can be depended upon to speedily adjust themselves to the result when it is announced in November. One of the greatest difficulties is that this political agitation has a tendency to draw away the attention of a great many people from their proper avocations. Business is neglected for politics, and the natural result is decreased sales, just as certainly as careful and united attention to trade aids largely in placing the figures upon the proper side of the ledger. Nothing is better calculated to drive away customers and retard the natural flow of trade than continual fretting and complaining about the gloomy outlook or the unsatisfactory turn political affairs may have taken. People who desire to make purchases prefer to patronize a man who keeps a close mouth on political matters and who successfully studies the wants of the buying public rather than the one who knows all the latest political gossip and whose shelves are laden down with antiquated goods offered at unsatisfactory prices. As a man's customers naturally vary in their political views, the chances are that he cannot indulge in much political discussion without offending a goodly number. The chances are very largely that, if a man closed his place of business and devoted all the remaining time between now and election to shouting his political principles, he would not make a single convert. We do not pretend to say that a man should be a nonentity and not give sufficient attention to the study of such matters to enable him to arrive at an intelligent decision, but we want to emphasize the fact that it is dangerous to allow one's self to be carried away by political excitement, provided he has the best interests of his business at heart. It is always safest to talk "business." It is high time that we should all begin to realize more fully that this is a great country—the greatest in the world—with wants and resources within itself too great to be overshadowed for any great length of time by any calamity, whether political or industrial. Such vast proportions are assumed by our domestic trade that, great as it is, our exports and imports amount to but a small thing in comparison. The United States, if it became necessary, could live by itself and on its own resources. The very needs of the people are bound to produce a staple volume of business, and, while trade may be dull, it cannot cease. Manufacturers must go on, crops be sown, grain and wheat harvested in dull times as well as in good, and the difference between good times and bad is, in a larger degree than has been recognized, a matter of confidence.

Stocks of both raw and manufactured commodities are comparatively small in the shoe and leather trade, and there can be no doubt that the industry is in a condition to speedily respond to better conditions, which, in the natural course of events, must be near at hand. Prices are so low that there does not seem to be any room for further recession. The abundant crops already have given a better tone to traffic, and it is not improbable that the unexpected will happen and business will assume con-

siderably more activity and prove more remunerative this fall than present signs might indicate.

The Sort of a Sign Needed to Attract Women's Trade.

From the Philadelphia Press.

The junior partner stood out on the sidewalk and looked up at the building. "Yes, he is right," he said at last.

"Who is right?" asked the senior partner, who had been watching the junior from the doorway.

"The man who has just left after buying a necktie and a pair of suspenders," replied the junior, making a critical survey of the front of the building.

"What did he say?" inquired the senior.

The junior seemed to be satisfied with the result of his investigations and returned to the store.

"He said in a casual sort of way," he explained, "that we appeared to be behind the times."

"Nonsense!" interrupted the senior angrily. "There isn't a store in our line in the city that begins to carry so complete a stock of up-to-date goods as we do."

"So I told him," said the junior, "but he said that was a minor consideration at the present time, and that we might carry the best and most complete stock in the world and still not do much of a business if we were old foggy in our methods."

"But we're not," protested the senior.

"That's what I told him," answered the junior, "but he only laughed and said: 'Go out and look at your sign. It's actually driving away the best trade of modern times.' Then he called attention to the fact that our sign reads, 'Men's Furnishing Goods,' although it's a well-known fact that women now buy more than half of all that's sold in that line. Consequently, he said, our sign practically drove away more than half the trade that"—

"Nonsense!" interrupted the senior.

"He doesn't know the first little thing about the 'new woman.' We're getting our share of her trade now, but if we took that word off our sign she wouldn't buy a thing from us. Her ambition is to make sure that she is getting something that pertains to a man."

One Thousand Farmers Wanted

To settle on one thousand choice farms on the line of the Chicago, Milwaukee & St. Paul Railway in Dakota.

These lands are located in twenty different counties, and are to be had now at prices ranging from \$7 to \$15 per acre; a few months hence their value will be doubled.

For a home or for investment no luckier chance in the West has ever before been offered. Now is the time to invest. No better farming land exists anywhere. No greater results can be obtained anywhere.

Schools and churches abound everywhere. Nearby markets for all farm products. South and North Dakota are the banner diversified farming and stock-raising States of the West. Everything grows in Dakota except ignorance and intemperance. A new boom is on. Take advantage of the tide which leads to Dakota and to fortune.

For further information address or call upon W. E. Powell, General Immigration Agent, 410 Old Colony Building, Chicago, Ill.

A clerk in the redemption division of the treasury department says that the "cleanest" paper money in circulation is that which circulates in Washington, while the dirtiest is that which comes from Chicago for redemption. St. Louis is a close second to Chicago, and Cincinnati next. New York is next to Washington in the record for clean money. Philadelphia next, while Baltimore ranks next to Cincinnati for having dirty money. The money that comes in from Chicago, besides being dirty, is always much mutilated, so much so, he said, that there is twice as much time consumed in patching it up prior to cancellation as there is in counting it.

**BOSTON AND
BAY STATE
RUBBERS**

POINTS

OR

ROUND TOES IN EXTREME OR
MEDIUM STYLES

THE BEST RUBBERS MADE
PERFECT FITTING
EASY SELLERS

W. A.
McGRAW & CO.,
DETROIT BRANCH.

**WOONSOCKETS AND
RHODE ISLANDS
RUBBER FOOTWEAR**

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

C. L. WEAVER & CO.,
DETROIT, MICH.,
State Agents.

Send for new catalogue and list of jobs.

IN A CAR OF CORN.

How a Kansas Family Deadheaded their Way Home.

From the St. Louis Republic.

In the past two or three years St. Louis has seen nearly everything in the way of tramps and victims of hard luck. Men who have met financial disaster are every day passing through the city, some on foot, but by far the greater number traveling on the railroads, either by eluding the vigilance of the dusky guardian of the "blind baggage" or by the slower but easily beaten freight train. Hardly one freight train in ten comes into the city, or leaves it, for that matter, that does not carry somewhere, inside, on top, or "on the rods," individuals of the floating population of this great country. These "tourists" are almost exclusively men and boys, and to find a woman "hobo" has been a rarity; but John Wilson, who has for several years made his home in Central Kansas, has fully demonstrated that ladies, in fact, entire families, may, if the affair be managed discreetly, use the hobo methods and travel long distances on a very slim capital.

Wilson is a schemer and not devoid of the necessary nerve to carry out his ideas. A few years ago, accompanied by his wife and two daughters, he emigrated to Kansas, and, making the first payment on a farm, endeavored to wrest a living for his family from the bare brown acres sold him by one of the "land companies." For the first year he prospered. Rain came as it was needed and a big crop filled the hearts of the Wilsons with joy; but later years have seen the debt covering the little farm grow bigger and bigger, until at last, in the early part of the summer, with a magnificent crop of corn almost in sight, the proceeds of which would have materially lessened his debt, foreclosure came, and the husband and father found himself in the little town of Burrton without a home and with not half enough money to bring himself and his family back to their old abode in West Virginia.

Wilson did not sit down and weep dejectedly over his sad condition; instead of giving up to despair, he immediately "got a hustle on himself" and commenced to figure on transportation from Burrton, Kan., to Hinton, W. Va. He did not invite the representatives of the two great railroads that do business in Burrton to figure with him, but, having a friend in one of the elevators at that point, he thought he saw his way clear to avoid any further filling of the coffers of the grasping railroad corporations and at the same time get his wife and "the girls" back to their old home under the shadows of the Blue Ridge.

He waited until the right kind of a car was being loaded with corn at the elevator. In his scheme he had to have one with an end door that had no outside fastening, but one that had an inside bolt. Finally a dilapidated old brown car of the Missouri Pacific road went under the big grain spouts, and as it rapidly filled with "prime white No. 1" John looked it over and decided it would answer his purpose. It had one of the little iron doors that slide open and shut in an iron frame. It could not be fastened from the outside, and it had a substantial bolt to hold it closed on the inside.

That afternoon, after the car had been loaded and dropped down below the elevator, out of sight of the depot, John moved his family and their few effects into the "side-door Pullman," and prepared for the long ride. He stowed away a lot of bread, canned goods, and cooked meat in the car, and in the elevator he hid a big jug, to be filled at the last moment with water. He instructed the girls in the manner of working the bolt on the end door, and then with his friend, the elevator man, waited for the agent to make his rounds to seal up the loaded cars.

Wilson and his friend accompanied

the agent, when, at the close of his day's work, he sealed the "east-bound" loads, and they kindly assisted him in locking the doors, of course carefully looking into each car to be able to assure the agent that no "bums" were imposing on the company by hiding away with a view of "beating" the train to some Eastern point. In this way the car was sealed, and before midnight it was part of a Santa Fe train and on its way to Kansas City, while the Wilsons, old and young, made up their shelled corn beds and rested in peace and security as the big engine kicked the long Kansas miles behind them.

In Kansas City the car was delayed two days for "routing" and several times Wilson had to emerge from the corn, procure fresh water, and lay in a new stock of supplies, but he avoided suspicion and at last the car was forwarded. Last Monday evening it passed through St. Louis on its way to Cincinnati.

Until within 100 miles of St. Louis no one suspected that Mo. P. 1,642 had any other load than the corn the way bill in the conductor's pocket called for; but the day was intensely hot and the close atmosphere inside the car was almost unbearable. In an unlucky moment Wilson opened the little end door to let a little fresh air in. As he opened the door he glanced up and there sat a brakeman astride the brake wheel on top looking down at him. It would do no good to close the door. He was discovered. His only chance was to square it with the railroader.

The man came down from his perch on top and looked over the "passengers" he had found. He had seen lots of hobos, but here was a party that almost took his breath away.

As Wilson told his story the brakeman looked about. He saw a comely middle-aged woman and two bright looking and neatly-dressed girls. He saw the quilts spread over the corn, making the resting places for the family. He saw the baskets of food and the big jug of water half buried in the white cereal. He listened to the story of the farmer and, being a good-hearted fellow, was not disposed to be mean about the matter. Then, too, he had been "on the hog train" himself and he knew from experience how hard it was to get along on only a little money. He even did more than wink at the matter of stealing a ride, for, when the train arrived in the city, it was he who, at the solicitation of Mr. Wilson, laid in another lot of supplies and filled the big water jug for them, and with a kindly "God speed" sent them on their way with light hearts.

The brakeman, however, made a confidant of a reporter, who was introduced to the Wilson family just before they left St. Louis. Wilson, after some hesitation, informed the reporter that so far the trip had cost him \$3.10, and, as he had nearly \$50 yet, when he got to Cincinnati he would be able to pay his way from there on to his destination.

Give Your Trade Sound Eggs in Hot Weather.

From the American Grocer.

No one article handled during the heated term demands more attention than eggs. Bad eggs can drive away patronage faster than it can be won by salesmen or advertisements. An otherwise good service may be rendered valueless by the delivery of bad eggs. Nothing disturbs the equanimity of the housekeeper more than to have a baking spoiled by a stale or bad egg. And what causes the wrath of the entire household to rise quicker than the service of bad eggs at table?

There is no legitimate excuse for the delivery of bad eggs, either by wholesaler or retailer. Some dealers do not deem it practical or expedient to examine every egg in an invoice, but rather to test the run of a number of cases in order to establish an average of loss, but this does not excuse the retailer from such an examination of eggs as will enable him to guarantee that they are sound and reasonably fresh.

Retailers are very remiss in giving

proper care to their stock of eggs. The one simple rule to be observed is that they should be kept in a cool, dry, even temperature. Instead they are left over night in a close, foul atmosphere, with the thermometer in the nineties, instead of being stored in a well-ventilated room that is cool and dry. Nearly every grocer who opens the store is aware of the foul air which rushes out when the door is opened at early morn. It is the exception and not the rule to find a retail store provided with ventilators so as to insure a circulation of air at night. And yet this is essential to keeping the stock in good condition. Bad air is sure to spoil eggs, rob butter of its flavor and a store of its customers.

Then there is carelessness in storing eggs. Recently a jobber was confronted with a claim for a heavy loss off on an invoice of eggs he knew were sound when delivered. He took the trouble to investigate and found the eggs stored in the cellar of a bakery alongside the oven. They are put in all sorts of places where there is dampness or foul air, and then when the eggs spoil, the owner endeavors to recoup for the loss by asking the jobber to pay for his stupidity and carelessness.

And in much the same way is the retailer annoyed. Servants keep the eggs in a hot kitchen, or in a damp, foul refrigerator, or amongst a lot of vegetables packed into some unkempt corner, and then the grocer is blamed for delivering bad eggs, his tact put to the test to smooth a customer's wrath, or else he finds that his patron has closed the account without giving an excuse and the grocer left to wonder what is wrong in his service.

Look after the egg department carefully; have the stock inspected daily; remember that eternal vigilance is the price of an egg trade as well as of liberty. Sell your bad eggs to the maker of fancy leather; give your trade sound eggs in hot weather and you will find customers will advertise your business in every direction.



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.

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.

HAS NO EQUAL

IN THE MARKET.

Grocers everywhere will testify to this fact.

This is the Bellefontaine Butter Worker.

SWEETENS RANCID BUTTER



COLORS BEAUTIFULLY

We will explain to you how you can add 2 to 5 cents per pound on all the butter you get. Address orders or enquiries to

THE CHURN CO., BELLEFONTAINE, OHIO.

Mention Michigan Tradesman.

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.

The Bradstreet Mercantile Agency

THE BRADSTREET COMPANY
Proprietors.

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

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

CHARLES F. CLARK, Pres.

GRAND RAPIDS OFFICE—

Room 4, Widdicomb Bldg.
HENRY ROYCE, Supt.

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 all the State Fair week, beginning Monday, Sept. 7th, to Saturday, Sept. 12th.

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.

Michigan Commercial Travelers' Mutual Accident Association.

President, A. F. PEAKE, Jackson; Secretary and Treasurer, J. H. MCKELVEY.
Board of Directors—F. M. TYLER, H. B. FAIRCHILD, GEO. F. OWEN, J. HENRY DAWLEY, GEO. J. HEINZELMAN, CHAS. S. ROBINSON.

Gripsack Brigade.

Success on the road is not gained by a mere "fluke."

If you have poor business for a while blame it on yourself, in preference to becoming a calamity howler.

The man who depends upon misrepresentations or cut prices to sell worthless goods cannot figure on making more than one successful trip.

If trade does not "pan out" with you as you had expected, it is your manifest duty to look for the cause and then do the best you can to improve conditions.

The resident travelers of Marquette expect to give a complimentary ball about Oct. 1. A good time is promised, as the Marquette boys never do anything by halves.

A mere automaton, neither moving nor acting without the aid of a taskmaster, should never be the position occupied by a person intent upon following the vocation of a commercial traveler for a livelihood.

Although times and conditions change constantly, it is always the traveling man who is first to adopt and see the more modern methods, for he is aware that in quickly adopting them he is liable to gather a richer harvest.

W. F. Blake (Worden Grocer Co.) had a narrow escape from a long run of typhoid fever, but his physician has succeeded in breaking the fever and Fred. will be out on the warpath again as soon as he can regain strength.

The first law of success in business at this day, when so many things are clamoring for attention, is concentration—a bending of all the energies to one point and going directly to that point, looking neither to the right nor to the left.

Don't claim more for your line than it will bear. The traveling man who recommends everything regardless of his knowledge of its quality will some day get left. Praise your samples as much as you can, but let every word of it be truth.

The business of the period is done so differently from the way it was formerly done, even a few years ago, that it requires new ideas and push and progressiveness all the while. Business is done every day and you can get your share if you go about it right.

L. H. Cheeseman, Michigan representative for the Cleveland Paper Co., has purchased a 400 acre farm at Utica, with the intention of ultimately retiring from the road and embarking in agricultural pursuits altogether. A fine herd of Jersey cattle is included in the purchase.

Henry Brink, traveling representative for the Worden Grocer Co., will be

married next Tuesday evening to Miss Ida Shipman, who resides at 741 North Lafayette street. The ceremony will occur at the residence of Adrian Brink, 42 Grandville avenue, the officiating clergyman being Rev. R. Van Hoogen, of Holland, who is an uncle of the groom. The Tradesman bespeaks for the happy couple the full measure of happiness and success.

Geo. W. McKay (A. E. Brooks & Co.) was called upon last week to mourn the death of his father, whose demise occurred at the family residence near Coopersville last Friday. Death was due to a severe attack of the grip last winter, since which time deceased has been ailing, although he kept up until three weeks before his death. The funeral was held at the family residence Sunday afternoon. Mr. McKay will not resume his work on the road until Aug. 31.

A Toledo traveling man whose circumstances of traveling caused him to sit in the same seat with a young lady who was unusually friendly for a stranger, said, as he was leaving the car: "I thank you for a very pleasant chat; but I am afraid you would not have been so kind to me had you known I am a married man." "You haven't any advantage of me," promptly responded the young lady; "I am an escaped lunatic." And so, as it turned out, she really was.

Pleasant relations between the "house" and its traveling salesman are absolutely essential. An honest house selling honest goods wants an honest representative on the road. It must take the traveler into its confidence and treat him as an honest man if it wants to get the best results from his labor. It must not question and quibble over every item in an expense account, nor grovel over a resultless trip when times are out of joint. A feeling of absolute confidence between salesman and house does more to sell goods than any other factor.

They were standing in front of the Morton House the night of the traveling men's picnic, discussing the advisability of their attending the traveling men's dance at the Lakeside Club. "I remember attending a dance on the night before July 4 back in my boyhood days when I danced until daylight and walked home to breakfast," remarked P. H. Carroll. "I distinctly remember attending the same sort of a shindig and dancing until noon the Fourth of July," observed Charley Hall. "I may have been foolish in those days, but I was never as big a blanked fool as that," was the rejoinder.

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

HALF PRICE TO FARMERS.

The American House, at Cadillac, Offering Special Inducements to Local Patrons.

The traveling men support nine-tenths of the hotels of the country. Without them the country hotels would be compelled to discontinue business and most city hotels would find it necessary to curtail many of the comforts and luxuries they are now able to accord their patrons.

Among the annoying abuses traveling men strenuously object to is sitting down to a table with a farmer who pays 25 cents and devours twice as much as the traveler, who is compelled to pony up 50 cents. The house which makes a bid for farmers' trade on this basis is invariably shunned by traveling men who respect their calling, and the Tradesman considers that it is doing the fraternity a good turn by exposing a flagrant case of this character. The last issue of Wood's Guide contains the announcement of the American House, at Cadillac, as follows:

Address

NO-CHE-MO MINERAL SPRING CO.,
REED CITY, MICH. U. S. A.

STEAM HEAT ELECTRIC LIGHTS.

AMERICAN HOUSE,
F. J. PARKER, Proprietor.
Cadillac, Mich.

Commodious, Well Lighted SAMPLE ROOMS on Ground Floor.
Newly Furnished, Papered and Painted
Electric Call Bells Telephone Connections \$2.00 Per Day.

Smoke "Jim Hammell"

This announcement is, apparently, intended for the perusal of traveling men and the traveling public generally, and quotes a regular rate of \$2 per day. Landlord Parker boasts that he is setting as good a table at \$2 per day as Boyd Pantlind is for a \$3 rate, but it appears that Parker is just as hungry for the farmers' trade at \$1 per day as he is for the patronage of the traveling men at \$2 per day, judging by the following advertisement in the Leroy Independent:

via As

Time of trains, round trip rates, limit of tickets and points to which they will be sold will be announced soon

The residents of Leroy and vicinity while visiting in Cadillac are invited to stop at the American House Rates \$1.00 to \$1.50 per day. Meals 25 cents. Finely furnished and under new management
F. J. PARKER

NOTICE

Notice is hereby given that the republicans of Rose Lake township will hold a caucus at Town Hall, in said township, on

exception. He is a census enumerator Lake, and his work, gentlemanly, necessary qualified clerk

ROBE

Comment is unnecessary. The bids for public patronage speak for themselves. The question naturally arises, Is the American House giving \$2 service for \$1 per day, or \$1 service for \$2 per day? Judging by the way Parker treated his creditors when he was in the commission business at Grand Rapids, patrons of his hotel are fortunate if they get away without loss.

Far better than soap for the bath, more cleansing and refreshing to the skin, is the use of a muslin bag filled with the following ingredients: Two quarts of bran, one ounce of orris-root, one ounce of almond-meal, and one small cake of castile soap shaved in strips.

COMMERCIAL HOUSE

Iron Mountain, Mich.

Lighted by Electricity. Heated by Steam. All modern conveniences.

\$2 PER DAY.

IRA A. BEAN, Prop.

THE WIERENGO

E. T. PENNOYER, Manager,
MUSKEGON, MICHIGAN.

Steam Heat, Electric light and bath rooms. Rates, \$1.50 and \$2.00 per day.

HOTEL BURKE

G. R. & I. Eating House.
CADILLAC, MICH.

All modern conveniences.

C. BURKE, Prop. W. O. HOLDEN, Mgr.

Cutler House in New Hands.

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

PUREST 10 CENTS BEST GREEN SEAL

SELL THESE

CIGARS
and give customers good satisfaction.



CLIFTON HOUSE

Michigan' Popular Hotel.

Remodeled and Refitted Throughout.

Cor. Monroe and Wabash Aves.,
CHICAGO.

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

GEO. CUMMINGS HOTEL CO.,
Geo. Cummings, Pres.

Geo. Cummings is an Honorary member of the Michigan Knights of the Grip.

Every Merchant

Who uses the Tradesman Company's COUPON BOOKS, does so with a sense of security and profit, for he knows he is avoiding loss and annoyance. Write

TRADESMAN COMPANY, Grand Rapids

The Drug Market.

Acetanilid—No further mentionable change and market easy, but an advance of 2c per pound is hourly expected.

Acids—Seasonable varieties are meeting with a continued fair jobbing demand, but prices still rule at the old range and there are no large transactions to report. The general market shows no special features. Oxalic is steady.

Alcohol—Competition from outside holders has resulted in a fluctuating, easier market. Fairly good demand for wood continues and values are steady.

Alum—Continues to find a moderate consuming outlet and prices are unchanged and steady.

Balsams—There is a fair trade demand for all varieties, mostly for copaiba, the market ruling steady, with prices showing no change.

Beans—Mexican vanilla, good demand from consuming sources and the market is somewhat stronger. Tonka, still quiet. The large stock of new crop Angostura is firmly held in first hands.

Bismuth Preparations—Manufacturers' prices show no change and only small consuming orders are in evidence.

Cacao Butter—Light values of spot stock are firmly maintained, but there is not much call for bulk.

Cantharides—Values more or less nominal, not much animation to note.

Cassia Buds—Prices remain steady, with the spot stock concentrated. Jobbing demand is active.

Chloral Hydrate—Nominally steady, no new features.

Cinchonidia—The limited small lots are firmly held.

Cocaine—Firmly held at the former range, although there have been no large sales.

Colocynth Apples—Demand is fair from jobbing centers and the market is steady.

Cream Tartar—Business continues moderate, with prices unchanged.

Cubeb Berries—Tame and without special feature, quotations somewhat nominal.

Ergot—No change in prices, inquiry limited.

Essential Oils—No change in general, but anise has advanced, owing to spot scarcity and a better feeling on the other side. Citronella, still quiet. Peppermint is tending downward.

Flowers—General market tame and featureless, but prices of leading varieties are well kept up.

Glycerine—Slow demand, prices unchanged.

Gums—Further additions have been made to the stock of asafoetida, but prices are steady nevertheless. Domestic camphor, also, is steady, but the transactions are moderate. Japanese is looking up. Increased stocks of gamboge have resulted in an easier feeling abroad. Market is firm for kino.

Harlem Oil—Request fair, prices steady.

Hypophosphites—Fairly steady.

Leaves—Movement is fairly satisfactory for short buchu. Senna, there is a seasonably active demand, with prices unchanged.

Lycopodium—Moving freer, values steady.

Lupulin—Request not specially strong. Prices firmly held.

Manna—More business is doing and holders are firm in their views.

Menthol—Market featureless.

Morphine—Quotations still steady.

Naphthaline—Unchanged and steady.

Opium—Broken lots only have been called for. Market is wholly without interest.

Permanganate of Potash—Values firm, in consequence of reduced supply.

Quicksilver—No quotable change in prices. Demand fair.

Quinine—The announcement of a decline of 3c per ounce by Powers & Weightman last Monday came like a thunderclap from a clear sky, but the surprise was intensified by the announcement of a second decline of 3c on Monday of this week. The reason for the decline is entirely problematical. Some assert that it is due to the fact that one of P. & W.'s competitors has been selling its product under the established rates, while others attribute it to the increased importation of goods of foreign manufacture. Jobbers were looking for an advance, instead of a decline, and the lower market catches some of them with full stocks on hand.

Roots—The market for ipecac is irregular and prices have ruled a trifle lower. Jamaica ginger is firm, due to scarce supply. Market is slow and prices are unchanged for other descriptions.

Sugar of Milk—Demand strong, but tone of the market has not bettered, as the chief manufacturers are in a position to fill all orders.

Strontia, Nitrate—Inquiry is for small parcels only, but business is seasonably fair and prices continue steady.

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

PECK'S HEADACHE..... POWDERS

Pay the Best Profit Order from your jobber

The Etiquette of Gum Chewing.

More properly speaking there are certain rules, not etiquette as some would have it, to be observed in abstracting the sweetness and reducing the obstinacy of a stick of gum. In the first place one should have an object in view. It is more than probable that chewing gum merely to keep the jaws in operation will not produce any marked benefits. If one is troubled with disordered stomach, however, the right kind of gum will not only correct the trouble, but keep the breath from becoming offensive. There is out 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.

Please your Customers by selling

Giderine

One bottle will keep one barrel of cider just where you want it. Manufactured only by

THUM BROS. & SCHMIDT,

For sale by all Jobbers at \$3.00 per dozen.

Found at Last } Congdon's Cider Saver and Fruit Preservative Compound


Guaranteed to keep your cider and fruits pure and sweet without changing their flavor or color. No salicylic acid or ingredients injurious to the health. Send for circulars to manufacturer, J. L. CONGDON & CO., Pentwater, Mich.

THE **ELECTRIC PILE CURE**

Cures WE REFUND THE PRICE IF NOT SATISFACTORY.

ASK YOUR DRUGGIST FOR IT. TAKE NO OTHER. IF HE DOES NOT KEEP IT, SEND TO US.

SEND FOR BOOK OF TESTIMONIALS THE ELECTRIC PILE CURE CO., LAKEVIEW, MICH.



THE JIM HAMMELL
HAMMELL'S LITTLE DRUMMER AND
HAMMELL'S CAPITAL CIGARS

are made of the best imported stock.

SMOKE THE **HAZEL**

5c CIGAR

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

WM. TEGGE, DETROIT, MICH.

SAVE 300 PER CENT

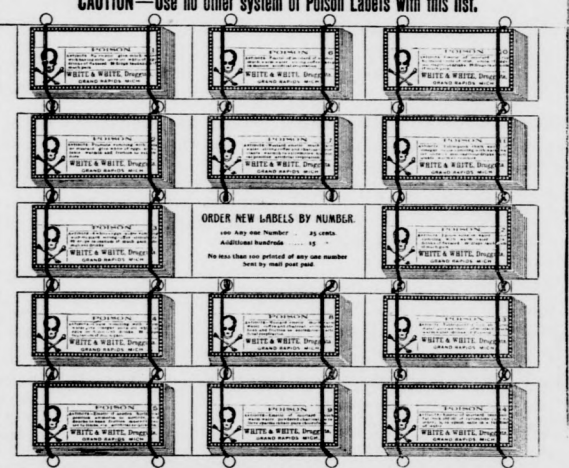
There are 113 poisonous drugs sold which must all be labeled as such, with the proper antidote attached. Any label house will charge you but 14 cents for 250 labels, the smallest amount sold. Cheap enough, at a glance but did you ever figure it out—113 kinds at 14 cents—\$15.82? With our system you get the same results with best detail, for less than one third the money.

TRADESMAN COMPANY'S CLASSIFIED LIST OF **POISONOUS DRUGS**

ARRANGED IN FOURTEEN GROUPS WITH AN ANTIDOTE FOR EACH GROUP.

How to Use Them To ascertain which Antidote to use for a given poison, find the article on following list, and the number opposite it also the number of the antidote label to be used—see number (in bold face type) on label.

CAUTION—Use no other system of Poison Labels with this list.



ORDER NEW LABELS BY NUMBER.

see Any one Number 25 cents additional handling 1c No more than 100 printed of any one number sent by mail post paid.

2,800 Labels All in convenient form for immediate use, as illustrated, with instructions for using. Sent postpaid to any address on receipt of \$4 NO LABEL CASE NECESSARY. THEY NEVER CURL. THEY NEVER GET MIXED UP.

TRADESMAN COMPANY, Grand Rapids.

WHOLESALE PRICE CURRENT.

Advanced—	Declined—Quinine, Lard Oil.
Acidum	
Aceticum..... 8@ 10	Conium Mac..... 35@ 65
Benzoicum, German 75@ 80	Copaba..... 90@ 1 09
Boricum..... 15	Cubeba..... 1 50@ 3 30
Carbolicum..... 3@ 40	Excchthitos..... 1 20@ 3 30
Citricum..... 3@ 45	Erigeron..... 1 20@ 3 30
Hydrochlor..... 3@ 45	Gaultheria..... 1 50@ 6 70
Nitrosum..... 10@ 12	Geranium, ounce..... @ 75
Oxalicum..... 10@ 12	Gossypii, Sem. gal..... 50@ 60
Phosphorium, dil..... @ 15	Hedeoma..... 1 25@ 1 40
Salicylicum..... 50@ 55	Junipera..... 1 50@ 2 00
Sulphuricum..... 13@ 5	Lavendula..... 9@ 2 00
Tannicum..... 1 40@ 1 60	Limonis..... 1 30@ 1 50
Tartaricum..... 36@ 38	Mentha Piper..... 1 6@ 2 20
	Mentha Verid..... 2 65@ 2 75
	Morrhuae, gal..... 2 00@ 2 18
Ammonia	Myrcia, ounce..... @ 50
Aqua, 16 deg..... 4@ 6	Olive..... 75@ 3 00
Aqua, 20 deg..... 4@ 6	Picis Liquida..... 10@ 12
Carbonas..... 12@ 14	Picis Liquida, gal..... 91@ 96
Chloridum..... 12@ 14	Ricina..... @ 1 00
	Rosmarini..... @ 1 00
Anilina	Rose, ounce..... 6 50@ 8 50
Black..... 2 00@ 2 25	Succini..... 40@ 45
Brown..... 80@ 1 00	Sabina..... 90@ 1 00
Red..... 45@ 50	Santal..... 2 50@ 7 00
Yellow..... 2 50@ 3 00	Sassafras..... 50@ 55
	Sinapis, ess., ounce..... @ 65
Bacca.	Tigili..... 1 25@ 1 30
Cubee..... po. 18 13@ 15	Thyme..... 40@ 50
Juniperus..... 6@ 8	Thyme, opt..... @ 1 60
Xanthoxylum..... 25@ 30	Theobromas..... 15@ 20
	Potassium
Balsamum	Bi Barb..... 15@ 18
Copaiba..... 45@ 50	Bichromate..... 13@ 15
Peru..... @ 60	Bromide..... 48@ 51
Terrabin, Canada..... 40@ 45	Carb..... 12@ 15
Tolutan..... 75@ 80	Chlorate, po. 17@19c 16@ 18
	Cyanide..... 50@ 55
Cortex	Iodide..... 2 90@ 3 00
Abies, Canadian..... 18	Potassa, Bitart, pure..... @ 15
Cassia..... 12	Potassa, Bitart, opt..... 8@ 10
Cinchona Flava..... 18	Potass Nitras..... 7@ 9
Encyonus atropurp..... 30	Potass Nitras..... 25@ 28
Myrica Cerifera, po..... 2	Sulphate po..... 15@ 18
Prunus Virgini..... 12	
Quillaja, gr'd..... 10	Radix
Sassafras..... 12	Aconitum..... 20@ 25
Ulmus..... po. 15, gr'd 15	Althe..... 22@ 25
	Anchusa..... 12@ 15
Extractum	Arum po..... @ 25
Glycyrrhiza Glabra..... 24@ 25	Calamus..... 20@ 40
Glycyrrhiza, po..... 28@ 30	Gentiana..... po 15 12@ 15
Hematox, 15 lb box..... 11@ 12	Glycyrrhiza, pv. 15 16@ 18
Hematox, 18..... 13@ 14	Hydrastis Canaden..... @ 30
Hematox, 1/2s..... 14@ 15	Hydrastis Can., po. 15@ 20
Hematox, 1/4s..... 16@ 17	Inula, po..... 15@ 20
	Ipecac, po..... 1 65@ 1 75
Ferru	Iris plox..... po. 35@38 35@ 40
Carbonate Precip..... 15	Jalapa, pr..... 40@ 45
Citrate and Quinia..... 2 25	Maranta, 1/2s..... @ 35
Citrate Soluble..... 50	Podophyllum, po..... 15@ 18
Ferrocyanidum Sol..... 80	Rhei, cut..... 75@ 1 00
Solut. Chloride..... 15	Rhei, pv..... 75@ 1 35
Sulphate, com'l, by..... 2	Spigelia..... 35@ 38
Sulphate, com'l, by..... 35	Sanguinaria, po. 15..... @ 15
Sulphate, pure..... 7	Serpentaria..... 30@ 35
	Senega..... 55@ 60
Flora	Similax, officinalis II..... @ 40
Arnica..... 12@ 14	Smilax, M..... @ 25
Anthemis..... 18@ 25	Smilax, officinalis II..... 10@ 12
Matricaria..... 18@ 25	Symplocarpus, Festi..... @ 25
	Valeriana, Eng. po. 30..... @ 25
Folia	Valeriana, German..... 15@ 20
Barosma..... 15@ 20	Zingiber a..... 12@ 16
Cassia Acutifol, Tin..... 18@ 25	Zingiber j..... 22@ 25
Cassia Acutifol, Alx..... 25@ 30	
Salvia officinalis, 1/2s..... 12@ 20	Semen
Ura Ursi..... 8@ 10	Anisum..... po. 20 @ 15
	Aplum (graveleons)..... 14@ 16
Gummi	Bird, Is..... 4@ 6
Acacia, 1st picked..... @ 65	Cardamum..... po. 18 10@ 12
Acacia, 2d picked..... @ 35	Cardamum..... 1 00@ 1 25
Acacia, 3d picked..... @ 28	Cannabis Sativa..... 3 5@ 4 00
Acacia, sifted sorts..... @ 28	Cydonium..... 75@ 1 00
Acacia, po..... 60@ 80	Chenopodium..... 10@ 12
Aloe, Barb. po. 30@25 14@ 18	Dipterix Odorate..... 2 90@ 3 00
Aloe, Cape..... po. 15 @ 30	Feniculum..... @ 15
Aloe, Socotri, po. 40 @ 30	Foenugreek, po..... 6@ 8
Ammoniac..... 55@ 60	Lini..... 2 1/2@ 4
Assafetida, po. 30 22@ 25	Lini, gr'd..... bbl. 2 1/2 3 1/2@ 4
Benzoinum..... 50@ 55	Lobelia..... 35@ 40
Catechu, Is..... @ 13	Pharlaris Canarian..... 3 1/2@ 4
Catechu, 1/2s..... @ 14	Rapa..... 4 1/2@ 5
Catechu, 1/4s..... @ 16	Sinapis Albi..... 7@ 8
Camphore..... 50@ 55	Sinapis Nigra..... 11@ 12
Euphorbium, po. 35 @ 100	
Galbanum..... @ 1 00	Spiritus
Gamboge po..... 65@ 70	Frumenti, W. D. Co. 2 00@ 2 50
Gualacum..... po. 35 @ 35	Frumenti, D. F. R. 2 00@ 2 25
Kino..... po. \$3.50 @ 3 50	Frumenti..... 1 25@ 1 50
Mastic..... @ 45	Juniperis Co. O. T. 1 65@ 2 00
Myrrh..... po. 45 @ 40	Juniperis Co..... 1 75@ 3 50
Opil..... po. \$3.50@3.70 2 50@ 2 60	Saacharum N. E. 1 90@ 2 10
Shellac..... 4@ 60	Spt. Vini Galli..... 1 75@ 2 50
Shellac, bleached..... 40@ 45	Vini Oporto..... 1 25@ 2 00
Tragacanth..... 50@ 80	Vini Alba..... 1 25@ 2 00
	Sponges
Herba	Florida sheeps' wool carriage..... 2 50@ 2 75
Absinthium..... oz. pkg 25	Nassau sheeps' wool carriage..... @ 2 00
Eupatorium..... oz. pkg 25	Velvet extra sheeps' wool carriage..... @ 1 10
Lobelia..... oz. pkg 20	Extra yellow sheeps' wool carriage..... @ 85
Majorum..... oz. pkg 28	Grass sheeps' wool carriage..... @ 65
Mentha Pip..... oz. pkg 23	Hard, for slate use..... @ 75
Mentha Vir..... oz. pkg 39	Yellow Reef, for slate use..... @ 1 40
Rue..... oz. pkg 25	
Tanacetum Voz. pkg 22	Syrups
Thymus, V..... oz. pkg 35	Acacia..... @ 50
	Aurant Cortes..... @ 50
Magnesia.	Zingiber..... @ 50
Calcined, Pat..... 55@ 60	Ipecac..... @ 50
Carbonate, Pat..... 20@ 22	Ferri Iod..... @ 50
Carbonate, K. & M..... 20@ 25	Rhei Arom..... @ 50
Carbonate, Jennings 35@ 36	Smilax Officinalis..... 50@ 60
	Senega..... @ 50
Oleum	Scilla..... @ 50
Absinthium..... 3 25@ 3 50	
Amygdale, Dulc..... 30@ 50	
Amygdale, Amara..... 8 00@ 8 25	
Anisi..... 2 40@ 2 50	
Aurant Cortes..... 2 30@ 2 40	
Bergamii..... 3 00@ 3 20	
Caliputi..... 53@ 55	
Caryophylli..... 3@ 5	
Cedar..... 35@ 65	
Chenopadii..... @ 2 50	
Cinnamoni..... 2 25@ 2 30	
Citronella..... 55@ 60	

Morphia, S. P. & W..... 1 75@ 2 00	Sinapis..... @ 18	Linseed, pure raw..... 32 35
Morphia, S. N. Y. Q. & C. Co..... 1 65@ 1 90	Sinapis, opt..... @ 30	Linseed, boiled..... 34 37
Moschus Canton..... @ 40	Snuff, Maccaboy, De Voes..... @ 34	Neatsfoot, winter str..... 65 70
Myristica, No. 1..... @ 34	Snuff, Scotch, DeVo's..... @ 34	Spirits Turpentine..... 80 85
Nux Vomica..... po. 20 @ 18	Soda Boras..... 7 @ 10	
Os Sepia..... 15@ 18	Soda Boras, po..... 7 @ 10	Paints BBL. LB.
Pepsin Saac, H. & P. D. Co..... @ 1 00	Soda et Potass Tart..... 20@ 28	Red Venetian..... 1 1/2 2 @ 28
Picis Liq. N. N. 1/2 gal. doz..... @ 2 00	Soda, Carb..... 1 1/2@ 2	Ochre, yellow Mars..... 1 1/2 2 @ 24
Picis Liq., quarts..... @ 1 00	Soda, Bi-Carb..... 3@ 5	Ochre, yellow Ber..... 1 1/2 2 @ 23
Pil Hydrag..... po. 80 @ 85	Soda, Sulphas..... @ 2 60	Putty, commercial..... 2 1/2 2 1/2 @ 23
Piper Nigra..... po. 25 @ 30	Spts, Ether Co..... @ 2 2	Putty, strictly pure..... 2 1/2 2 1/2 @ 23
Piper Alba..... po. 32 @ 30	Spts, Myrcia Dom..... 50@ 55	Vermilion, Prime
Plix Burgun..... @ 7	Spts, Vini Rect. bbl..... @ 2 00	American..... 13@ 15
Plumbi Acet..... 10@ 12	Spts, Vini Rect. 1/2 bbl..... @ 2 47	Vermilion, English..... 70@ 75
Pulvis Ipecac et Opil..... 1 10@ 1 20	Spts, Vini Rect. 10gal..... @ 2 44	Green, Paris..... 15 @ 24
Pyrethrum, boxes H. & P. D. Co., doz..... @ 1 25	Spts, Vini Rect. 5gal..... @ 2 49	Green, Peninsular..... 13@ 16
Pyrethrum, pv..... 27@ 30	Less 5c gal. cash 10 days..... @ 2 49	Lead, Red..... 5 1/2@ 5 3/4
Quassia..... 8@ 10	Strychnia, Crystal..... 1 40@ 1 45	Lead, white..... 5 1/2@ 5 3/4
Quinia, S. P. & W..... 31@ 36	Sulphur, Subl..... 2 1/2@ 3 3	Whiting, white Span..... @ 90
Quinia, S. German..... 25@ 30	Sulphur, Roll..... 2@ 2 1/2	Whiting, gliders..... @ 90
Quinia, N. Y..... 25@ 30	Tamarinds..... 8@ 10	White, Paris Amer..... @ 1 00
Rubia Tinctorum..... 12@ 14	Terebenth Venice..... 28@ 30	Whiting, Paris Eng..... @ 1 40
Saccharum Lactis pv..... 24@ 26	Theobroma..... 42@ 45	Universal Prepared..... 1 00@ 1 15
Salacin..... 3 00@ 3 10	Vanilla..... 9 00@ 16 00	
Sanguis Draconis..... 40@ 50	Zinci Sulph..... 7@ 8	Varnishes
Sapo, W..... 12@ 14		No. 1 Turp Coach..... 1 10@ 1 2
Sapo, M..... 10@ 12	Oils	Extra Turp..... 1 60@ 1 70
Sapo, G..... @ 15	Whale, winter..... BBL GAL 70 70	Coach Body..... 2 75@ 3 00
Siedlitz Mixture..... 20 @ 22	Lard, extra..... 40 45	No. 1 Turp Furn..... 1 00@ 1 10
	Lard, No. 1..... 35 40	Extra Turp Damar..... 1 55@ 1 80
		Jap. Dryer, No. 1 Turp..... 70@ 75

HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

DRUGS

Chemicals and Patent Medicines

Dealers in

Paints, Oils and Varnishes

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

HAZELTINE & PERKINS DRUG CO.




GRAND RAPIDS.


GROCERY PRICE CURRENT.



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

AXLE GREASE.	
doz. gross	
Aurora	55 6 00
Castor Oil	60 7 00
Diamond	50 5 50
Frazier's	75 9 00
IXL Golden, tin boxes	75 9 00
Mica	70 8 00
Paragon	55 6 00
BAKING POWDER.	
Absolute.	
1/4 lb cans doz	45
1/2 lb cans doz	85
1 lb cans doz	1 50
Acme.	
1/4 lb cans 3 doz.	45
1/2 lb cans 3 doz.	75
1 lb cans 1 doz.	1 00
Bulk	10
Dwight's.	
1 lb cans per doz	1 50
JaXon	
1/4 lb cans 4 doz case	45
1/2 lb cans 4 doz case	85
1 lb cans 2 doz case	1 60
Home.	
1/4 lb cans 4 doz case	35
1/2 lb cans 4 doz case	55
1 lb cans 2 doz case	90
Our Leader.	
1/4 lb cans	45
1/2 lb cans	75
1 lb cans	1 50
BATH BRICK.	
American	70
English	80
BLUING.	
CONDENSED PEARL BLUING	
1 doz. Counter Boxes	40
12 doz. Cases, per gro.	4 50
BROOMS.	
No. 1 Carpet	2 00
No. 2 Carpet	1 65
No. 3 Carpet	1 50
No. 4 Carpet	1 20
Common Whisk	2 00
Fancy Whisk	1 00
Warehouse	2 25
CANDLES.	
Hotel 40 lb boxes	9 1/2
Star 40 lb boxes	8 1/2
Paraffine	9
CANNED GOODS.	
Manitowoc Peas.	
Lakeside Marrowfat	1 00
Lakeside E. J.	1 30
Lakeside, Cham. of Eng.	1 40
Lakeside, Gem. Ex. Sifted	1 65
CATSUP.	
Columbia, pints	4 25
Columbia, 1/2 pints	2 50
CHEESE.	
Acme	7 1/2
Amboy	8
Byron	7 1/2
Carson City	7
Elsie	8
Gold Medal	
Ideal	7 1/2
Jersey	7 1/2
Lenawee	
Riverside	7 1/2
Sparta	7
Brick	10
Edam	10
Lelden	20
Limbarger	15
Pineapple	20
Sap Sago	18
Chicory.	
Bulk	5
Red	7
CHOCOLATE.	
Walter Baker & Co.'s.	
German Sweet	22
Premium	31
Breakfast Cocoa	42
CLOTHES LINES.	
Cotton, 40 ft, per doz	1 00
Cotton, 50 ft, per doz	1 20
Cotton, 60 ft, per doz	1 40
Cotton, 70 ft, per doz	1 60
Cotton, 80 ft, per doz	1 80
Jute, 60 ft, per doz	80
Jute, 72 ft, per doz	95
CLOTHES PINS.	
5 gross boxes	45

COCOA SHELLS.	
20 lb bags	2 1/2
Less quantity	3
Pound packages	4
CREAM TARTAR.	
Strictly Pure, wooden boxes	35
Strictly Pure, tin boxes	37
Tartarine	25
COFFEE.	
Green.	
Rio.	
Fair	18
Good	19
Prime	21
Golden	21
Peaberry	23
Santos.	
Fair	19
Good	20
Prime	22
Peaberry	23
Mexican and Guatamala.	
Fair	21
Good	22
Fancy	24
Maracaibo.	
Prime	23
Milled	24
Java.	
Interior	25
Private Growth	27
Mandehling	28
Mocha.	
Imitation	25
Arabian	28
Roasted.	
Quaker Mocha and Java	30
Toko Mocha and Java	27
State House Blend	24
Package.	
Arbuckle	18 00
Jersey	18 00
McLaughlin's XXXX	18 00
KOFFA-AID.	
3 doz in case	5 25
Extract.	
Valley City 1/4 gross	75
Felix 1/4 gross	1 15
Hummel's foil 1/4 gross	85
Hummel's tin 1/4 gross	1 43
CONDENSED MILK.	
4 doz in case.	
N. Y. Condensed Milk Co.'s brands.	
Gail Borden Eagle	7 40
Crown	6 25
Daisy	5 75
Champion	4 50
Magnolia	4 25
Dime	3 85
Peerless evaporated cream.	
5 75	

COUPON BOOKS.	
	
Trade Man Grade.	
50 books, any denom	1 50
100 books, any denom	2 50
500 books, any denom	11 50
1,000 books, any denom	20 00
Economic Grade.	
50 books, any denom	1 50
100 books, any denom	2 50
500 books, any denom	11 50
1,000 books, any denom	20 00
	
Universal Grade.	
50 books, any denom	1 50
100 books, any denom	2 50
500 books, any denom	11 50
1,000 books, any denom	20 00
Superior Grade.	
50 books, any denom	1 50
100 books, any denom	2 50
500 books, any denom	11 50
1,000 books, any denom	20 00
Coupon Pass Books.	
Can be made to represent any denomination from \$10 down.	
20 books	1 00
50 books	2 00
100 books	3 00
250 books	6 25
500 books	10 00
1000 books	17 50
Credit Checks.	
500, any one denom'n	3 00
1000, any one denom'n	5 00
2000, any one denom'n	8 00
Steel punch	75
DRIED FRUITS—DOMESTIC	
Apples.	
Sundried	3 1/2
Evaporated 50 lb boxes	6 1/2
California Fruits.	
Apricots	9
Blackberries	
Nectarines	5 1/2 @
Peaches	5 @ 14
Pears	8 1/2 @
Pitted Cherries	
Prunelles	
Raspberries	
California Prunes.	
100-120 25 lb boxes	4 1/2 @
90-100 25 lb boxes	4 1/2 @
80-90 25 lb boxes	5 @
70-80 25 lb boxes	5 1/2 @
60-70 25 lb boxes	6 @
50-60 25 lb boxes	6 1/2 @
40-50 25 lb boxes	7 1/2 @
30-40 25 lb boxes	7 3/4 @
1/4 cent less in bags	
Raisins.	
London Layers	1 10 @ 1 40
Loose Muscatels 2 Crown	4 1/2
Loose Muscatels 3 Crown	5 1/2
Loose Muscatels 4 Crown	6
FOREIGN.	
Currants.	
Patras bbls	4
Vostizas 50 lb cases	4 1/2
Cleaned, bulk	5 1/2
Cleaned, packages	6
Peel.	
Citron Leghorn 25 lb bx	13
Lemon Leghorn 25 lb bx	11
Orange Leghorn 25 lb bx	12
Raisins.	
Ondura 29 lb boxes	@
Sultana 1 Crown	6 1/2 @
Sultana 5 Crown	8
Valencia 30 lb boxes	@
EGG PRESERVER.	
Knox's, small size	4 80
Knox's, large size	9 00

FARINACEOUS GOODS.	
Biscuitine.	
3 doz. in case, per doz.	1 00
Farina.	
Bulk	3
Grits.	
Walsh-DeRoo Co.'s	2 00
Hominy.	
Barrels	3 25
Flake, 50 lb. drums	1 50
Lima Beans.	
Dried	4
Macaroni and Vermicelli.	
Domestic, 10 lb. box	60
Imported, 25 lb. box	2 50
Pearl Barley.	
Empire	2 1/2
Chester	1 3/4 @ 2
Peas.	
Green, bu	90
Split, per lb.	2 1/2
Rolled Oats.	
Rolled Avena, bbl.	3 85
Monarch, bbl.	3 25
Monarch, 1/2 bbl.	1 75
Private brands, bbl.	3 10
Private brands, 1/2 bbl.	1 68
Quaker, cases	3 20
Oven Baked	3 25
Lakeside	2 25
Sago.	
German	4
East India	3 1/2
Wheat.	
Cracked, bulk	3
24 2 lb packages	2 40
Fish.	
Cod.	
Georges cured	@ 3 1/2
Georges genuine	@ 4 1/2
Georges selected	@ 5
Strips or bricks	5 @ 8
Halibut.	
Chunks	
Strips	
Herring.	
Holland white hoops keg	55
Holland white hoops bbl.	6 50
Norwegian	2 30
Round 100 lbs.	2 30
Round 40 lbs.	1 10
Scaled	10 1/2
Mackerel.	
No. 1 100 lbs.	13 00
No. 1 40 lbs.	5 50
No. 1 10 lbs.	1 45
No. 2 100 lbs.	8 00
No. 2 40 lbs.	3 50
No. 2 10 lbs.	95
Family 90 lbs.	
Family 10 lbs.	
Sardines.	
Russian kegs	55
Stockfish.	
No. 1, 100 lb. bales	10 1/2
No. 2, 100 lb. bales	8 1/2
Trout.	
No. 1 100 lbs.	5 50
No. 1 40 lbs.	2 50
No. 1 10 lbs.	70
No. 1 8 lbs.	59
Whitefish.	
No. 1 No. 2 Fam	
100 lbs.	6 25 5 75 1 75
40 lbs.	2 80 2 60 1 00
10 lbs.	78 73 33
8 lbs.	65 61 29
FLAVORING EXTRACTS.	
Jennings'.	
D. C. Vanilla	2 0z. 1 20
	3 0z. 1 50
	4 0z. 2 00
	6 0z. 3 00
No. 8. 4 00	
No. 10. 6 00	
No. 2 T. 1 25	
No. 3 T. 2 00	
No. 4 T. 2 40	
D. C. Lemon	
2 0z.	75
3 0z.	1 00
4 0z.	1 40
6 0z.	2 00
No. 8. 2 40	
No. 10. 4 00	
No. 2 T. 80	
No. 3 T. 1 35	
No. 4 T. 1 50	
	

Souders'.	
Oval bottle, with corkscrew. Best in the world for the money.	
	
Regular Grade Lemon.	
2 0z.	75
4 0z.	1 50
Regular Vanilla.	
2 0z.	1 20
4 0z.	2 40
XX Grade Lemon.	
2 0z.	1 50
4 0z.	3 00
XX Grade Vanilla.	
2 0z.	1 75
4 0z.	3 50
FLY PAPER.	
Tanglefoot.	
"Regular" Size.	
Less than one case, per box	32
One to five cases, per case	2 75
Five to ten cases, per case	2 65
Ten cases, per case	2 55
"Little" Tanglefoot.	
Less than one case, per box	13
One to ten cases, per case	1 45
Ten cases, per case	1 40
GELATINE.	
Knox's sparkling	1 10
Knox's acidulated	1 20
GUNPOWDER.	
Rifle—Dupont's.	
Kegs	4 00
Half Kegs	2 25
Quarter Kegs	1 25
1 lb cans	30
1/2 lb cans	18
Choke Bore—Dupont's.	
Kegs	4 00
Half Kegs	2 25
Quarter Kegs	1 25
1 lb cans	34
Eagle Duck—Dupont's.	
Kegs	8 00
Half Kegs	4 25
Quarter Kegs	2 25
1 lb cans	45
HERBS.	
Sage	15
Hops	15
INDIGO.	
Madras, 5 lb boxes	55
S. F., 2, 3 and 5 lb boxes	50
JELLY.	
15 lb pails	35
17 lb pails	44
30 lb pails	65
LYE.	
Condensed, 2 doz	1 20
Condensed, 4 doz	2 25
LICORICE.	
Pure	30
Calabria	25
Scilly	14
Root	10
MINCE MEAT.	
	
Mince meat, 3 doz in case	2 75
Pie Prep. 3 doz in case	2 75
MATCHES.	
Diamond Match Co.'s brands.	
No. 9 sulphur	1 65
Anchor Parlor	1 70
No. 2 Home	1 10
Export Parlor	4 00
MOLASSES.	
Blackstrap.	
Sugar house	10 @ 12
Cuba Baking.	
Ordinary	12 @ 14
Porto Rico.	
Prime	20
Fancy	30

New Orleans.	
Fair	18
Good	22
Extra good	24
Choice	27
Fancy	30
Half-barrels 3c extra.	
PICKLES.	
Medium.	
Barrels, 1,200 count	3 60
Half bbls, 600 count	2 30
Small.	
Barrels, 2,400 count	4 75
Half bbls, 1,200 count	2 88
PIPES.	
Clay, No. 216	1 70
Clay, T. D. full count	65
Cob. No. 3	1
POTASH.	
48 cans in case.	
Babbitt's	4 00
Penna Salt Co.'s	3 00
RICE.	
Domestic.	
Carolina head	6 1/2
Carolina No. 1	5
Carolina No. 2	4 1/2
Broken	2 1/2
Imported.	
Japan, No. 1	5
Japan, No. 2	4 1/2
Java, No. 1	4 1/2
Java, No. 2	4 1/2
Patna	4
SALERATUS.	
Packed 60 lbs. in box.	
Church's	3 90
Deiland's	3 15
Dwight's	3 30
Taylor's	3 00
SAL SODA.	
Granulated, bbls.	1 10
Granulated, 100 lb cases	1 50
Lump, bbls.	1
Lump, 145 lb kegs	1 10
SEEDS.	

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... 64

SODA. Boxes... 5 1/2

Kege, English... 4 1/2

STARCH. Diamond. 64 10c packages... 5.00

128 5c packages... 5.00

32 10c and 64 5c packages... 5.00

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

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

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

6-lb boxes... 7

Common Corn. 20-lb boxes... 5

40-lb boxes... 4 1/2

Common Gloss. 1-lb packages... 4 1/2

3-lb packages... 4 1/2

6-lb packages... 5 1/2

40 and 50 lb boxes... 2 1/2

Barrels... 2 1/2

SUMMER BEVERAGES.

Mahalla

Wild Cherry Phosphate.

"Little Giant" case, 28-15c bottles

20 1-15c bottles... 2.50

"Money Maker" case, 24-25c and

24-15c bottles... 5.00

Free with above. Large Bot-

tle, Easel and Advertising Mat-

ter. Concentrated Extract for Soda

Fountain, per gal... 2.00

Root Beer Extract, 3 doz case,

\$2.25, per doz... 75

Acid Phosphate, 8 oz., per

doz... 2.00

Beef, Iron and Wine, pints, per

doz... 3.60

TOBACCOS.

Cigars. G. J. Johnson's brand

S. C. W... 35.00

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

Quintette... 35.00

Clark Grocery Co.'s brand.

New Brick... 35.00

Michigan Spice Co.'s brand.

Absolute... 35.00

SOAP.

Laundry. Gowans & Sons' Brands.

Crow... 3.10

German Family... 3.10

American Grocer 100s... 3.30

Mystic White... 3.80

Lotus... 3.90

Oak Leaf... 3.60

Old Style... 3.20

Happy Day... 3.10

Henry Passolt's brand.

Single box... 3.00

5 box lots, delivered... 2.95

10 box lots, delivered... 2.85

25 box lots, delivered... 2.75

JAXON

Single box... 3.00

5 box lots, delivered... 2.95

10 box lots, delivered... 2.85

Lautz Bros. & Co.'s brands.

Aeme... 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.

Single box... 3.00

5 box lot, delivered... 2.95

10 box lot, delivered... 2.85

25 box lot, delivered... 2.75

Allen B. Wrisley's brands.

Old Country, 80 1-lb. bars... 3.00

Good Cheer, 60 1-lb. bars... 3.00

Uno, 100 1-lb. bars... 2.80

Doll, 100 10-oz. bars... 2.25

WOLVERINE SOAP CO.

Single box, delivered... 3.25

5 box lots, delivered... 3.00

10 box lots, delivered... 2.90

25 box lots, delivered... 2.80

Scouring.

Sapolio, kitchen, 3 doz... 2.40

Sapolio, hand, 3 doz... 2.40

TABLE SAUCES.

Lea & Perrin's, large... 4.75

Lea & Perrin's, small... 2.75

Halford, large... 3.75

Halford, small... 2.25

Salad Dressing, large... 4.55

Salad Dressing, small... 2.65

VINEGAR.

Leroux Cider... 10

Robinson's Cider, 40 grain... 10

Robinson's Cider, 50 grain... 12

SUGAR.

Below are given New York

prices on sugars, to which the

wholesale dealer adds the local

freight from New York to your

shipping point, giving you

credit on the invoice for the

amount of freight buyer pays

from the market in which he

purchases to his shipping point,

including 20 pounds for the

weight of the barrel.

Cut Leaf... 5.37

Dominio... 5.25

Cubes... 5.00

Powdered... 5.00

XXXX Powdered... 5.12

Mould A... 5.00

Granulated in bbls... 4.75

Granulated in bags... 4.75

Fine Granulated... 4.75

Extra Fine Granulated... 4.87

Extra Coarse Granulated... 4.87

Diamond Confec. A... 4.75

Confec. Standard A... 4.62

No. 1... 4.50

No. 2... 4.50

No. 3... 4.50

No. 4... 4.50

No. 5... 4.41

No. 6... 4.37

No. 7... 4.25

No. 8... 4.12

No. 9... 4.06

Candies.

Stick Candy. bbls. pails

Standard... 6 @ 7

Standard H. H... 6 @ 7

Standard Twist... 6 @ 7

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

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

Boston Cream... @ 8 1/2

Mixed Candy.

Standard... @ 7

Leader... @ 7 1/2

Conserve... @ 7 1/2

Royal... @ 7 1/2

Ribbon... @ 7 1/2

Broken... @ 7 1/2

Cut Leaf... @ 7

English Rock... @ 7

Kindergarten... @ 8 1/2

French Cream... @ 9

Dandy Pan... @ 10

Valley Cream... @ 13

Fancy-In Bulk.

Lozenges, plain... @ 8 1/2

Lozenges, printed... @ 8 1/2

Choc. Drops... 11 @ 14

Choc. Monumentals... @ 13

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... @ 50

Chocolate Drops... @ 50

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

Gum Drops... @ 50

Licorice Drops... @ 50

A. B. Licorice Drops... @ 50

Lozenges, plain... @ 55

Lozenges, printed... @ 60

Imperials... @ 60

Mottees... @ 65

Cream Bar... @ 60

Molasses Bar... @ 50

Hand Made Creams... @ 90

Plain Creams... 80 @ 80

Decorated Creams... @ 90

String Rock... @ 60

Burnt Almonds... 1 25 @ 25

Wintergreen Berries... @ 55

Caramels.

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

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

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

Fish and Oysters

Fresh Fish. Per lb.

Whitefish... @ 8

Trout... @ 7

Black Bass... 12 1/2 @ 8

Halibut... @ 4

Ciscoes or Herring... @ 10

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

Clams, per 100... 90 @ 1.00

Fairhaven counts in cans... 40

Crackers.

The N. Y. Biscuit Co. quotes

as follows:

Butter.

Seymour XXX... 5 1/2

Family XXX... 5 1/2

Family XXX... 5 1/2

Salted XXX... 5 1/2

Salted XXX, 3 lb carton... 5 1/2

Soda.

Soda XXX... 6

Soda XXX, 3 lb carton... 6 1/2

Soda, City... 7

Crystal Wafer... @ 10 1/2

Long Island Wafers... 11

L. I. Wafers, 1 lb carton... 12

Oyster.

Square Oyster, XXX... 5 1/2

Sq. Oys. XXX, 1 lb carton... 6 1/2

Farina Oyster, XXX... 5 1/2

SWEET GOODS-Boxes.

Animals... 10 1/2

Bent's Cold Water... 12

Belle Rose... 8

Coconut Taffy... 8

Coffee Cakes... 8

Frosted Honey... 11

Graham Crackers... 8

Ginger Snaps, XXX city... 6 1/2

Ginger Snaps, XXX round... 6 1/2

Gin. Snaps, XXX home made... 6 1/2

Gin. Snps. XXX scalloped... 6 1/2

Grains and Feedstuffs

Wheat.

Wheat... 56

Winter Wheat Flour.

Local Brands.

Patents... 3.80

Second Patent... 3.30

Straight... 3.10

Clear... 2.70

Graham... 2.80

Buckwheat... 3.00

Rye... 2.50

Subject to usual cash dis-

count.

Flour in bbls., 25c per bbl. ad-

ditional.

Worden Grocer Co.'s Brand.

Quaker, 1/2 s... 3.50

Quaker, 1/4 s... 3.50

Quaker, 1/8 s... 3.50

Spring Wheat Flour.

Olney & Judson's Brand.

Ceresota, 1/2 s... 3.80

Ceresota, 1/4 s... 3.70

Ceresota, 1/8 s... 3.65

Ball-Barnhart-Putman's Brand.

Grand Republic, 1/2 s... 3.70

Grand Republic, 1/4 s... 3.70

Grand Republic, 1/8 s... 3.65

Worden Grocer Co.'s Brand.

Laurel, 1/2 s... 3.85

Laurel, 1/4 s... 3.75

Laurel, 1/8 s... 3.65

Lemon & Wheeler Co.'s Brand.

Fruits and Produce.

News and Gossip of Interest to Both Shipper and Dealer.

"One of the best features of the butter trade for the past ten days," said a dealer, "is the undertone of steadiness and the excellent manner in which stocks are kept moving. While the price remains low, there has been developed in the recent past an undertone of a little more firmness in view of the surroundings. The flow of milk has fallen off materially all the way from the New England States to the dairy sections of the Mississippi Valley, and the effect of this must be seen in the output of butter, which has been large throughout the season to date. There is also much reason for hope in the export trade. During the year ended June 30 our exports were over 10,000,000 pounds, compared with only 5,500,000 pounds the year before, and during the past six weeks English buyers have shown considerable interest in this market. While it is impossible to secure official figures of stocks, the trade generally considers the amount held in cold storage in Chicago, New York and Boston a little larger than a year ago.

"The oleomargarine trade is losing ground. Its product during the fiscal year ended June 30 was 46,650,000 pounds, compared to 53,000,000 pounds the year before and 70,000,000 pounds in 1894, which was the high water mark. In spite of the decrease, the output of some twenty oleo factories is about double the total butter product of the great dairy State of New York, with its 700 butter factories and millions of cows! The hog butter fraud has nearly numbered its days. So long as this stuff can be made at a cost of 4 1/2c per pound, the margin in the business of selling it at butter prices will induce men to keep at it; but the public at home and abroad are waking up, and with honest butter produced in enormous quantities and sold to consumers at cost and less, oleo must go."

Butter is a condensed product. Nothing can be made or produced on the farm which brings so much per pound. Farms remote from the market and communities far from the railroads can send butter from the farm or creamery with the least possible expense. The dairyman can condense tons of fodder and crops grown on the farm into dairy products and send them to market in compact and portable form.

Dairying brings in a constant income. The man who sells crops of any kind has to wait until he can market his products once a year. There is little satisfaction in this. It is unbusiness-like to go without cash fifty-one weeks and then have a lot of money come in at one time. The dairyman has an income nearly or quite fifty-two weeks in the year.

The producer of butter for profit must know everyone in the business. The same is true with eggs. Our most intelligent men, from an educational standpoint, are lax in business ideas. So it is with many dairymen. It is not always the maker of the finest butter who gets the highest price. The successful dairyman is the one who studies his make, the conditions surrounding same, the best outlet, and finally ties up to the house which gives him the best returns.

There is no denying the fact that cheese is short in Great Britain this season, and if we can give them the make they want, we can come pretty near making the price. There is no nation on earth which consumes more cheese, and of the best, than the English.

Shippers, don't ask us to look up anybody's standing after you have shipped them and got "caught." The time to find out is before you attempt doing business with him or them. We have several cases now to look after. One in particular. A Western Michigan egg shipper has sent us enough documents to make a case which would take a court six months to try. If we had had all this material, especially the party's correspondence desiring shipments, before the shipper sent the consignment, there would be some hope, but, now that he is "stuck," there is little chance.

Prison Goods for Other States.
Written for the TRADESMAN.

Among the subjects that should receive the attention of the next Congress is that of one state sending the products of its prisons into other states to be sold. This matter has come to be an abuse of considerable importance. There seems to be a just distaste on the part of the public for the purchase of prison products, so that it has been found almost impossible to sell them from the towns where they are manufactured, so to avoid this stigma the goods are sold to contractors at a considerable distance and usually in another state. It has been found necessary to ship the goods in bulk to the point of distribution, as they cannot be sold to be shipped or billed from the prison towns. This handicaps the trade by the amount of the additional cost caused by the double shipment, and thus swells the deficit to be met by the state usually caused by such manufacture.

In our own State we manufacture large quantities of furniture at Ionia prison, which have generally been shipped for distribution to Toledo, where they are sold without the fact appearing that they are prison products—a rank injustice on the manufacturing interests of Ohio. In fact, it would seem as though that State is peculiarly unfortunate in being selected as the dumping ground of such goods. A firm in Cincinnati which takes the output of chairs from the Illinois prisons has just contracted to add to their business that of the Kentucky prison at Frankfort. In this case the cost of freight transportation is minimized by the building of a great river barge for the transport of the goods. The projectors of the new scheme promise that, by selling the goods from a point where they will not appear as prison goods, as heretofore, the management will be able to convert a deficit of \$30,000 per year into a surplus. This desirable result will be accomplished by thus smuggling the goods into the market as the product of free labor.

The manufacture and sale in the markets of prison products should be restricted as far as possible if it cannot be prohibited. But, while this may not be within the province of the National Congress, it is certainly competent for that body to prohibit the demoralization of the markets of one state by the convict labor of another, and such prohibition could be readily enforced by invoking an enlightened public sentiment in the matter.

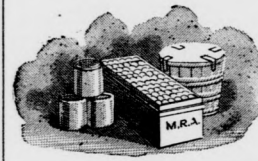
W. N. F.

STRICTLY FRESH EGGS

Commend Highest Prices from
F. W. BROWN,
Wholesale dealer Butter, Eggs, Poultry,
ITHACA, MICH.
References: Dun's Commercial Agency or
Ithaca Savings Bank.

BARNETT BROS.

Will make a specialty in handling Fruits of all kinds, and
APPLES
in particular. Those having large orchards will do well to correspond with them. Information will be cheerfully furnished. Deposits at principal points. Stencils furnished on application.
159 SO. WATER STREET, CHICAGO.



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

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.

**DON'T DELAY
ORDER PEACHES AT ONCE**

PEARS, PLUMS, APPLES, MELONS, GRAPES, VEGETABLES.
Mail or telegraph orders to me will save you money.

HENRY J. VINKEMULDER,
GRAND RAPIDS.

Peaches

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

ALFRED J. BROWN CO.,
GRAND RAPIDS.

PEACHES PLUMS MELONS

We are Headquarters.

BUNTING & CO.,

20 and 22 Ottawa St., Grand Rapids, Mich.

PEACHES

PLUMS, GRAPES, SWEET POTATOES, BANANAS, MELONS

STILES & PHILLIPS,

Wholesale Fruits and Produce, GRAND RAPIDS.

Packed the coming season by

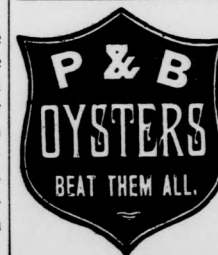
Allerton & Haggstrom

127 Louis St., Grand Rapids,

Who have purchased privilege from the
PUTNAM CANDY CO.

Both telephones 1248.

Wholesale Fruits, Vegetables and Produce of all kinds.



GOTHAM GOSSIP.

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

New York, Aug. 22.—The great building occupied in the past by the Thurbars, and later by the American Grocery Company, will soon be vacant, as the latter firm will vacate it and move to Franklin street. This building is in about the best location in the city, having broad streets on three sides. It has so long stood a monument to great grocery firms that its appearance tenanted—perhaps made over into office buildings—will excite a good deal of curiosity.

Department stores are all increasing their capacity and it seems as if there would soon be a war of the giants. Not only in New York but in the adjacent cities is the department store girding up its loins for battle. In the city of Newark four big stores are all enlarging their buildings at the same time, one taking up almost an entire block, and others are going higher up. The latest in New York will have seventy departments, including a kennel of fancy dogs, different breeds of cats and a complete canning factory in operation. There will be an intelligence office where servants may be procured. There will be a dentist, a doctor, a trained nurse and almost everything else. The grocery and provision department will have an area of over 90,000 feet.

The jobbing grocery trade has been in its usual state of dullness for the past week, although those who have to be on deck have a little more ambition and feel that the fall tide is setting in at a fairly decent pace. The feeling of unrest will not altogether subside as long as the campaign lasts.

The coffee market is very dull and unsteady. There appears to be a steady shrinkage of prices and on Thursday sales were made of Rio No. 7 at less than 10c, although the nominal quotation is about 10 3/4c. The largest buyers seem to show very little interest in the way matters are shaping, and are taking only the smallest amount that can be handled and do business at all. A few mail orders have come to hand, but, upon the whole, the amount of product changing hands is very small. In mild sorts a very good business is being done in good grades of Maracaibos. These sorts are comparatively cheap and are good purchases.

The tea market has shown some activity for the finer sorts but, upon the whole, trade has been dull and at auction the interest displayed was of the kind that does not exist. Offerings were light.

Refined sugar has been in better demand and the orders are coming at a fairly satisfactory pace. The present price of granulated is 4 3/4c. There is no delay as yet in filling all orders promptly. Raw sugars are selling in a moderate way and holders want more money for stock on hand.

The rice market is in excellent shape and the demand is good, especially for foreign sorts and the better grades of domestic. Holders are very firm in their views and would-be purchasers do not stop to haggle about prices.

Trading in spices has been quite active and orders have been numerous, although generally for small amounts. Cloves are firmer, but for the other lines the quotations are practically unchanged.

Something is doing all the time in molasses and, as the season advances, the prospects become brighter. The better grades especially are moving with a good degree of activity, while other sorts languish. Prices are unchanged.

About the usual amount of transactions have taken place in syrups and for fine goods dealers profess to be quite content with the outlook. Some orders have come from distant points, but generally in territory adjacent to this market.

In canned goods we come to something flat, stale and unprofitable. We have had reports of poor stock of peaches for packing. The tomato vines are said to have been "scalded," so

there will be a great scarcity, and so forth, and so forth. But the tomato is a foxy plant. It is as hardy as the jimson weed and when you think the pack is to be next to nothing, you may be mistaken. But, anyway, there is no anxiety felt, and there is no speculation in futures. New Delaware peaches are offered at 55c for 3 lb. tins, without any sales being made. New Jersey stock is held at 60c; gallons at \$2.35@2.50. Salmon is very quiet after a spurt of activity and sales are being made in an everyday manner at \$1.15 on the spot for red Alaska.

Dried fruits are in the smallest possible enquiry and at the lowest possible prices, seemingly.

Butter is firmer and, in sympathy with a higher rate at the West, the market here is in rather better shape. Still, dealers are not speculating and prefer to let matters take their natural course.

The demand for cheese has not been of the usual proportions, owing, perhaps, to an advance at primary points, which does not seem to be warranted by the condition of things. Something has been done in an export manner at prices on a basis of about 8 1/4c.

The quality of a large proportion of the arrivals of eggs is still such as to leave much to be desired and sales have not been active. With cooler weather a better state of affairs is likely. Best Western have been selling at 13c.

The Bank of America, one of the oldest institutions of its kind in New York, dating back to 1812, has a relic of the days when time-locks, fire-proof safes and such protections were unknown. It is an old chest, trunk shaped, and about four feet long, but massively constructed. It is covered with sheet iron and has iron handles on each end and a large keyhole in front. A secret spring is concealed in the cover, which, when pressed, uncovers the keyhole. There is a tradition in the bank that this chest once belonged to British officers in Revolutionary days, and the oldest employe of the bank cannot remember when it was not there. It is only of use now as a curiosity, for it is proof against neither burglars nor fire. The art of the crackman has kept pace very closely with that of the safemaker, though the latter has gained something of a victory over fire. There are expert bank burglars in this country who, with three or four hours of uninterrupted work, can get at the contents of nearly every safe that is made. They would laugh at the protections that were deemed sufficient fifty years ago. This relic in the Bank of America comes down from the days when cracksmen were rare and comparatively unskillful.

A lawyer whose nerves had been shattered by hard work and who moved into New Jersey a few years ago to build up began the cultivation of mushrooms as a fad, and he has continued it ever since as a profitable business. The demand for mushrooms in New York is steady. Only a few men devote themselves to the growing of mushrooms, although it is a profitable kind of gardening. One of the sights of Paris are the subterranean excavations where mushrooms are raised. Some of these caves are nothing more than tunnels, and others are quarries that have been exhausted. The mushroom loves a place that is cool, damp and dark. These caves have to be specially prepared for the growth of mushrooms, and the plants themselves demand close attention. About three months after the beds have been prepared they begin to bear, and from that time on they bear continuously, the quantities of mushrooms brought forth each day depending on the atmosphere of the caves. The New York lawyer found a suitable place in New Jersey for his experiment, and the results were more profitable than he had expected.

Trouble in Getting a Check Cashed.

"Were you ever fixed so that you couldn't get \$200 or so when you wanted it in a hurry?"

"Very often," the questioner's friend remarked impressively.

"I mean, have you ever tried to get a check cashed and failed everywhere,

although it was perfectly good? To be more particular, perhaps I should describe the situation. It came about because a holiday came on a Saturday. For several days I expected to be called West on business, and I thought I might be obliged to leave town in a hurry.

"When I went home on Friday I overlooked the fact that the banks would be closed the next day, and I had only a few dollars in my pocket. On Saturday morning I got a telegram that indicated that I might be obliged to start away on Sunday, and I began to get some clean linen together.

"Then I thought of my cigars and I went to my dealer for a supply. All of a sudden it struck me that I hadn't any money for railroad fare and I asked the cigar man whether he could cash a check, but he had only \$10 in the store.

"Then I thought I could get the check cashed where I trade. I tried the grocer, but he couldn't raise \$200. Then I went to the butcher, the baker and the druggist, but I could not raise \$200 from the whole lot.

"I didn't know what to do. I explained the situation to some of my neighbors, but not one of them had more than a few dollars as pocket money. I thought of going down town and trying there, but I knew that every place of any account would be closed.

"I didn't believe that the ticket agent would take a strange check, and I couldn't go into a strange place like a hotel or the telegraph office and ask for the money.

"Then I thought of raising the money by getting a money order by telegraph, but on second thought I realized that my correspondent out West would have the same trouble in trying to raise \$200 on a holiday. It looked as if I would be obliged to wait until my bank opened on Monday or get a small check cashed and have the balance sent to me later."

"What did you do?"

"Nothing. I didn't get another telegram. If I had been summoned to the side of a deathbed I would have been in similar fix. When the banks close for

two days they can create lots of trouble and anxiety. Just keep that in mind if you expect to be called away suddenly."

Pick Them Out.

In nearly every store there is some bright clerk who has the latent ability to make a fairly good advertising man. All such a clerk needs is training. Sometimes it's a young man, sometimes a young woman. No matter. If you have such a one on your force, it will profit you to draw out his ability in this line.

Some people are brain workers, but they work other people's brains.

F. J. ROHRIG, Jr.,

Wholesale and Retail Dealer in

COAL and WOOD---FLOUR and FEED
HAY and STRAW.

Recleaned Oats a Specialty.

Mack Ave. and Belt Line, DETROIT.

Duplicating Sales Books

We carry in stock the following lines of Duplicating Sales Books, manufactured by the Carter-Crume Co.:

J Pads
Acme Cash Sales Book
Nine Inch Duplicating Book
Twelve Inch Duplicating Book

We buy these goods in large quantities and are able to sell them at factory prices. Correspondence solicited.

TRADESMAN COMPANY,
GRAND RAPIDS.

TRY DETROIT MARKETS

FOR FRUITS AND PRODUCE.

R. HIRT, JR., has finest location to get highest prices. Write him at 34 and 36 Market Street.

A Genuine Horse Laugh

Comes after a taste of LAKE ODESSA HAY OR OATS

NIMS & HOUFSTATER

furnish a beautiful crop in car lots at lowest prices. Write them at Lake Odessa.

OYSTERS

We have Fair Haven Counts in cans on hand now. Will have other brands later. Your order solicited.

F. J. DETTENTHALER,
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 & SCRIMGER

of Detroit, who guarantee shippers highest market prices.

43-45 WEST WOODBRIDGE ST.

HOME GROWN
"WHITE PLUME" CELERY

12 1/2c and 15c per dozen.

A very hardy variety. Stands shipment well. Finest flavor.

OSCAR ALLYN,
GRAND RAPIDS, MICH.

RANDOM NOTES.

"No inconsiderable portion of the retail grocery trade of the city is in a deplorable condition in some respects," remarked a city salesman the other day. "If you talk with a suburban grocer he will tell you that he is selling goods cheap to compete with the department stores, yet a half hour's acquaintance with his customers and his methods of doing business will convince you that he is cutting on goods which are not handled by either of the department stores. Take Jackson soap, for instance. The very best price the retailer can get on this article is \$2.75 per box, and very few grocers are buying it in sufficient quantities to get even that price, yet a very large portion of the grocery trade is selling Jackson soap at 3 cents straight, in spite of the fact that neither of the department stores has ever had the goods in stock, showing conclusively that the hue and cry about the low prices of the department stores is more imaginary than real. The worst feature of the situation remains to be told: Even at the present low prices, altogether too much crediting is being done by the trade. I was in a store not long ago and saw a man come in and buy \$1 worth of sugar, two cakes of Jackson soap and 5 cents' worth of mustard, amounting altogether to \$1.11. The purchases went on the book, yet the man who dealt out the goods was "in a hole," being obligated to his jobber, and had no business to be putting a penny's worth of goods on his books. When the department stores sell goods at cost, they get the money before the goods leave the stores and don't have to worry nights about unpaid book accounts and uncollectible bills; and I think that, if the average grocer would talk less about the demoralizing influence of the department store and get nearer to the department store method of doing business for spot cash only, he would be money ahead. In my opinion, the retail grocery trade of Grand Rapids, with very few exceptions, must stop the credit business or there will be a good many less grocery stores on Jan. 1 than there are to-day."

* * *

The warning of the salesman above quoted is in line with my own observation and corroborates my own conclusions on the same subject. The grocer who has ample capital needs no advice on this subject, but the dealer who is cramped for means or who is doing business on his own credit and his jobber's capital has no business to extend credit to any customer in this time of light work and low wages. I candidly believe that the agitation of the financial question will put such a quietus on business that half the factories of the country will close their doors before the ides of November, and if the people who live from hand to mouth are given to understand that credit for the necessities of life is no longer to be had, they will prepare for the inevitable by hedging all they possibly can, and be in much better shape to meet worse times in case worse times are in store.

* * *

"In my opinion, the present demoralization in the retail meat trade of the city is due largely to the existence of peddlers," observed Adelbert Simons the other day. "While the regular dealers buy more hind quarters than they do fore quarters, the peddlers buy fore quarters almost altogether, cutting therefrom steaks and roasts and anything their customers may want. Peddlers are to-

day offering steak at 8 cents, which is not steak at all, but meat that should be cooked in a boiling pot. When the consumer goes to the regular dealer and is asked 10 or 12 cents for steak, he immediately quotes the price of the peddler, and the result is friction, annoyance and ill feeling. I am of the opinion that every pound of meat should be sold over the counter of the regular dealer, and I heartily commend the efforts now being put forth in that direction by the retail butchers of San Francisco, with a view to putting an end, once for all, to the nefarious peddling business. It is comparatively easy to stop it by shutting off the sources of supply, and if the members of the Grand Rapids Retail Meat Dealers' Association are half as wise as I think they are, they will agitate this matter and ultimately decide to take a strong stand in the interest of a better condition of things."

* * *

I am informed that Armour & Co.'s representative is still calling on the retail grocery trade of the city with very indifferent success, promising umbrellas and fly nets as premiums for orders. I am pleased to note the degree of unanimity with which the trade refuses to countenance a house whose policy appears to be to cater to the department store and I sincerely hope that Armour & Co. will learn a lesson in this community which it will be unnecessary for the house to relearn at any other market.

Fruits and Produce.

Apples—Dealers ask 15@25c for choice eating varieties and 10@15c for cooking grades. The market is overstocked and the orchards in every direction are covered with fruit which it will not pay to haul to market.

Beets—20c per bu.
Butter—The market is a little stronger, fancy dairy bringing 12@14c, while factory creamery commands 15@16c.

Cabbage—\$2.50 per 100 heads.
Carrots—20c per bu.
Celery—Ordinary stock brings 8@10c per bunch, while the very best brings only 12@15c.

Eggs—Arrivals are not large, but the quality of stock has sustained marked improvement during the past week. Dealers find no difficulty in getting 10c for choice candled stock.

Grapes—Warden's are about out of market. Moore's Early and Niagaras command 10c for 5 lb. basket and 15c for 8 lb. basket. Catawbas are higher, fetching 15c for 5 lb. basket.

Green Corn—3@4c per doz. for the finest Evergreen ever seen in this market.

Muskmelons—Home grown are in excellent demand and ample supply at 50@60c per doz.

Onions—40@50c per bu.

Peaches—We are now on the tail end of the Early Crawfords, which have advanced to \$1.25 per bu. Old Mixons bring 40@50c, while Wagars, Snow's Orange and Barnards command 50@60c per bu. Some growers will begin to pick their Late Crawfords the latter part of the week, which naturally suggests the thought that peaches will all be marketed before cold weather arrives this season. There is a feeling on the market that good peaches will rule higher from now on.

Pears—Bartlett command 50@75c per bu., according to size and quality.

Plums—Green Gages are getting scarce. Lombards and Imperials bring 60@75c per bu. The yield is large and the quality fine.

Potatoes—After a year of discouragement and loss, it begins to look as though the Michigan potato grower would be "in it" this season. The price has advanced to 25@30c on the local market and buyers are now scouring the country north of the city, offering to contract for stock on the basis of

25c per bu. Reports from all over the country are to the effect that potatoes planted on low ground are rotting badly, which brings joy to the heart of the Northern Michigan grower, as a deluge of water on his sandy soil will not affect the crop, except to enhance its size.

Summer Squash—1c per bu.
Sweet Potatoes—Baltimore stock is arriving in excellent condition, commanding \$3 per bbl.

Tomatoes—20@30c per bu.
Watermelons—8@15c apiece, according to size and quality.

Germany Using More American Wheat Flour.

Of interest to American farmers is the announcement, in a Consular report to the State Department, that Germany, hitherto practically a rye-eating country, is rapidly going over to wheat bread. The consumption of rye flour there is steadily decreasing, and that of wheat increasing. As the United States exports large quantities of wheat and wheat flour and scarcely any rye, the importance of the change is apparent. At present the United States follows Russia and the Argentine Republic in the value of wheat exports to Germany. American flour is more expensive than any other there, but the demand is growing and will have to be met.

WANTS COLUMN.

BUSINESS CHANCES.

FOR SALE—TEN SHOWCASES—ROUND and square, wood and metal front, 3 to 8 feet long—counter scales, one coffee grinder and measuring faucets. Will make low price. Write us if you want anything. Converse Manufacturing Co., Newaygo, Mich. 89

BEST OPENING IN THE STATE—THE business men of Dorr offer a two-story frame mill building and two acres of ground to an experienced miller who will erect an engine room and equip the plant with power and roller process machinery. Address J. C. Neuman, Dorr, Mich. 88

HARDWARE STOCK FOR SALE—INVOICING about \$6,000; clean and in good shape; store to rent; location all right, in one of the best cities of the State. Reasons for selling will be entirely satisfactory to purchaser. No traders need apply. Address No. 87, care Michigan Tradesman. 87

FOR SALE—CLEAN AND PAYING DRUG stock, invoicing \$1,800, for \$500 in cash and balance in real estate. Address No. 86, care Michigan Tradesman. 86

FOR SALE—ONE OR TWO VALUABLE PATENTS cheap, or would interest a pushing manufacturer. Jos. Lauhoff, 326 Russell St., Detroit. 82

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, Fife Lake, Mich. 51

MISCELLANEOUS.

TO EXCHANGE FOR GOODS—160 ACRES OF heaviest and best hardwood timber land in Wexford county, Michigan, close to railroad and river; also 350 acres of fine farming land in Crawford county, Michigan, close to county seat and railroad; titles perfect. Address Lock Box 46, Reed City, Mich. 90

WANTED TO EXCHANGE—EQUITY IN A double tenement renting for \$1,600 annually, in heart of Grand Rapids, for farm or city property. Address No. 84, care Michigan Tradesman. 84

I HAVE TWO RESIDENCE LOTS IN EASTERN portion of Grand Rapids which I will exchange for clean stock of general merchandise. Address No. 83, care Michigan Tradesman. 83

A SINGLE MAN OF FIFTEEN YEARS' EXPERIENCE in a general store wishes position. Can give good references. Dick Starling, Central Lake, Mich. 80

FOR EXCHANGE—TWO FINE IMPROVED farms for stock of merchandise; splendid location. Address No. 73, care Michigan Tradesman. 73

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

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

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

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

Association Matters

Michigan Hardware Association

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

Michigan Retail Grocers' Association

President, J. WISLER, Mancelona; Secretary, E. A. STOWE, Grand Rapids; Treasurer, J. F. TATMAN, Clare. Next Meeting—At Grand Rapids, Feb. 3 and 4, 1897.

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. Herriek's store.

Owosso Business Men's Association

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

Jackson Retail Grocers' Association

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

Alpena Business Men's Association

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

Lansing Retail Grocers' Association

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

Grand Rapids Retail Meat Dealers' Association

President, L. J. KATZ; Secretary, PHILIP HILBER; Treasurer, S. J. HUFFORD.

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... \$5 25
Quarts, Porcelain-lined Cap, 1 doz. in box... 5 50
½ Gal., Porcelain-lined Cap, 1 doz. in box... 7 50
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., 18c... \$2 10
Ass't bbls. containing 6 doz. ½ pt., 20c... 1 20
Barrel... 35

½ pint, in barrels 20 doz., per doz... \$3 65
½ pint, in barrels 18 doz., per doz... 3 18
Barrels, 35 doz.

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.