

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS. \$1 PER YEAR

Volume XIV.

GRAND RAPIDS, WEDNESDAY, JANUARY 6, 1897.

Number 694



We can sell you
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19 Lyon St., Grand Rapids, Mich.

PERKINS & HESS, Dealers in Hides, Furs, Wool and Tallow
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MEN'S AND BOYS' GRAIN SHOES.
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1897

Our celebrated
Thin Butter Crackers
will be trade winners for the
merchants who know them.
Christenson Baking Co.,
Grand Rapids.

We solicit correspondence in

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FLOUR, FEED and MILL STUFFS
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Wholesale Dry Goods,
Grand Rapids, Mich.

New stock coming in ready for January business.

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may tell you a thing or two in regard to yourself or business that may be of interest to you. We are not fortune tellers, but if you will brighten up your stock with a few of those choice new styles in Prints, La Tosca Robe Outings, American Brocart Suitings and Scotch Dress Plaids it will increase your sales. We expect within a few days, 1,000 dozens of men's and boys' suspenders, at all prices. These are extra values—no seconds or jobs; also 1,000 dozens men's overshirts in Percales, laundried or otherwise, Cheviots, Buckskins, Fast Black Twills, etc., etc. See our line before placing your order.

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Manufactured by MUSKEGON MILLING CO., Muskegon, Mich.

FIRE PROOF ASPHALT
PAINT AND VARNISH

We are offering to the trade the genuine article, and at a price that all can reach.
Our paints are suitable for any use where a nice raven black is required. Contains no Coal Tar, and will not crack, blister or peel. Sold in quantities to suit purchasers.

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GRAND RAPIDS, MICH.

USE
ATLAS SOAP
is what you should
advise your custom-
ers. People who have
used it say it is the BEST.

Parisian Flour

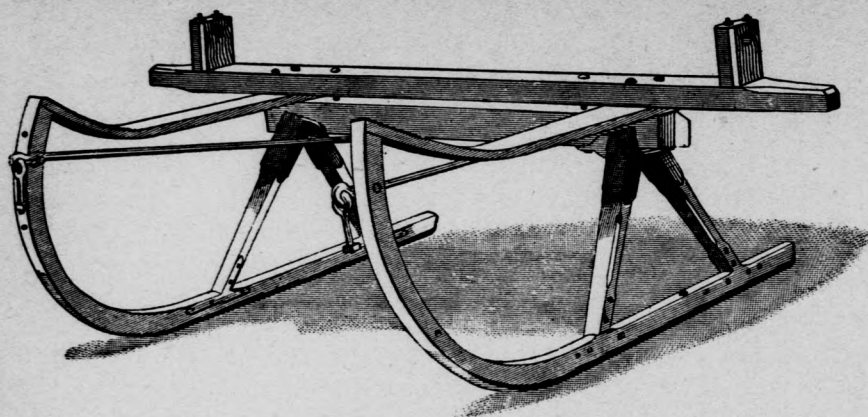
Parisian Flour

Lemon & Wheeler Company,

SOLE AGENTS.

Parisian Flour

Parisian Flour



Our New Hub Runner.

In Time of Peace Prepare for War

Winter is coming and sleighs will be needed.
We make a full line of

Patent Delivery and
Pleasure Sleighs.

WRITE FOR PRICE LIST.

The Belknap Wagon Co.,

GRAND RAPIDS, MICH.

The President of the United States of America,

To

HENRY KOCH, your clerks, attorneys, agents,
salesmen and workmen, and all claiming or
holding through or under you,

GREETING:

Whereas, it has been represented to us in our Circuit Court of the United States for the District of New Jersey, in the Third Circuit, on the part of the ENOCH MORGAN'S SONS COMPANY, Complainant, that it has lately exhibited its said Bill of Complaint in our said Circuit Court of the United States for the District of New Jersey, against you, the said HENRY KOCH, Defendant, to be relieved touching the matters therein complained of, and that the said

ENOCH MORGAN'S SONS COMPANY,

Complainant, is entitled to the exclusive use of the designation "SAPOLIO" as a trade-mark for scouring soap.

Now, Therefore, we do strictly command and perpetually enjoin you, the said HENRY KOCH, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you, under the pains and penalties which may fall upon you and each of you in case of disobedience, that you do absolutely desist and refrain from in any manner unlawfully using the word "SAPOLIO," or any word or words substantially similar thereto in sound or appearance, in connection with the manufacture or sale of any scouring soap not made or produced by or for the Complainant, and from directly, or indirectly,

**By word of mouth or otherwise, selling or delivering as
"SAPOLIO," or when "SAPOLIO" is asked for,**

that which is not Complainant's said manufacture, and from in any way using the word "SAPOLIO" in any false or misleading manner.

Witness, The honorable MELVILLE W. FULLER, Chief Justice of the Supreme Court of the United States of America, at the City of Trenton, in said District of New Jersey, this 16th day of December, in the year of our Lord, one thousand eight hundred and ninety-two.

[SEAL]

ROWLAND COX,
Complainant's Solicitor.

[SIGNED]

S. D. OLIPHANT,
Clerk



**KNEIPP
MALT
COFFEE**



A
**PURE
MALT
SUBSTITUTE
FOR
COFFEE**

MANUFACTURED
BY

KNEIPP MALT FOOD CO.

C. H. STRUEBE, Sandusky, Ohio,
Agent for Ohio, Indiana and Michigan.

DIAMOND CRYSTAL SALT

makes trade—keeps trade—
will do the same for you.

See Price Current.

DIAMOND CRYSTAL SALT CO., St. Clair, Mich.

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

CHARLES MANZELMANN
MANUFACTURER OF
BROOMS AND WHISKS
DETROIT, MICH.

Four Kinds of Coupon Books

Are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application.

TRADESMAN COMPANY, Grand Rapids.

MICHIGAN TRADESMAN

Volume XIV.

GRAND RAPIDS, WEDNESDAY, JANUARY 6, 1897.

Number 694

Commercial Credit Co.,

(Limited)

ESTABLISHED 1886.

Reports and Collections.

411-412-413 Widdicomb Bldg, Grand Rapids.

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

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Grand Rapids, Mich.

Acts as Executor, Administrator, Guardian, Trustee.

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.....of MICHIGAN

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, DETROIT, Michigan.

MICHAEL KOLB & SON,

Established nearly one-half a century.

Wholesale Clothing Mfrs,
Rochester, N. Y.

All mail orders promptly attended to, or write our Michigan Agent, William Connor, Box 346, Marshall, Mich., who will show you our entire line of samples. He will be at Sweet's Hotel, Grand Rapids, Jan. 20, 21 and 22.

CITIZENS TELEPHONE COMPANY

89-91 CAMPAU ST.

State Line Connections

are furnished by this company to over sixty towns, among which are the following lines:

Muskegon, Berlin, Conklin, Ravenna and Moorland, by full copper metallic.
Holland, Vriesland, Zeeland, Hudsonville and Jenisonville by copper wire.
Allegan, South Haven, Saugatuck, Ganges.
Lansing, Grand Ledge, Lake Odessa, Hastings.
Ionia, Saranac, Lowell, Ada, Cascade, St. Louis, St. Johns, Alma, Ithaca, etc.

Good Service at Reasonable Rates.

Save Trouble
Save Losses
Save Dollars

Tradesman Coupons

PROSPECTS OF THE NEW YEAR.

It has been a long time since a new year has begun with so many concurring conditions favoring an increase in the prosperity of the country as the present. One of the conditions, the low ebb that has been reached from which to recover, is not a matter for congratulation; but, aside from this consideration, every outlook is in the direction of greatly increased trade activity for the year to come.

In making a review of these considerations it seems almost impossible that other than a steady increase in industrial activity can be the order for the coming months. This may not be an increase in prices which shall carry many manufactured products back to the levels to which we have been used, for, during the "lean years," methods have improved, invention has been active and other factors have been in operation to change the basis in many lines in the direction of the general tendency of such causes to cheapen. But this will not necessarily be inimical to the return of prosperous conditions, for the obtaining of cheap products when they are produced on a basis to afford fair compensation to labor is an aid to the general welfare.

One favoring factor which is most apparent is that there were bountiful harvests, which have commanded unusually good prices. With a good yield of wheat there has been a large demand and for many weeks it has commanded about the dollar at the seaboard. And the demand and prices of other grains have been almost as good in proportion. To be sure, in many localities there has been apparently too great an abundance of some fruits and vegetables for healthy and profitable trade movement, but this is not without its compensations, in that their cheapness serves to mitigate much suffering among those not yet receiving comfortable wages.

The favorable financial outlook is another important consideration. With all distrust as to the currency removed, there is an unusual abundance of money for all demands of trade. The Treasury reserve holds firmly at \$40,000,000 more than is considered necessary. Money in the great centers is plenty and cheap; and confidence has so far returned that the wrecking of a number of banks in the West and Northwest, from local causes, has no effect on the general situation. Such failures could hardly have occurred before—during the past three years at least—without precipitating a general panic.

The foreign trade balance continues largely in our favor. Exports are steadily increasing, while imports are lessening. This has now continued so long that there is no probability of any serious outflow of gold, such as occurred during a large part of last winter. This assurance is still further increased by the fact that on account of the abundance of money there has been large investment in sterling exchange, which will mature just in season to meet the usual heavy winter demands on foreign interest account. There are no apparent reasons why the gold reserve in the

Treasury should be materially reduced during the year.

There has not been a time for a number of years when the foreign relations of the country were more assured than the present. The completion of the arbitration arrangements with England growing out of the Venezuelan matter is of more significance than any other occurrence for many years past. That any serious disturbances are likely to grow out of the Cuban situation is not sufficiently probable to have much importance.

Many other factors are in operation to insure a favorable year. Industries are reviving—many of them slowly, to be sure—but there is a gain as rapid as ought to be anticipated. There is encouragement in the fact that iron has finally got through its readjustment of prices and is now down to a basis from which activity should be expected. There has been similar adjustment in other industries: Railroads have reorganized, and the country generally seems to have adjusted itself to the new conditions in a way which insures a forward movement all along the line.

The Grain Market.

The past week was one of seesawing markets. May wheat was at the top on Monday, when it was recorded at 98c at the opening, but worked down to 97½c and, with the report of two large bank failures, No. 2 red dropped to 96½c. Since then May wheat has dropped 2c more. Cash wheat closed at about 3½c from the high point. The market held firm at the decline. While these set-backs must be expected, we can see nothing to depress them still more. The situation is the same as heretofore, with one exception, and that is, wheat is getting scarcer every day. The receipts are diminishing. The Northwestern receipts were only 149 cars, against 414 cars the corresponding date last year. Chicago received 89 cars against 166 the corresponding week last year. Wheat on passage decreased 2,640,000 bushels. The visible increased 208,000 bushels, which was a surprise to the trade, as a decrease of at least 500,000 bushels was generally expected. Some one must have made an error. However, with this increase in the visible we have 16,000,000 bushels less in sight than at the same week last year and 34,000,000 bushels less than in 1894. As soon as the roads improve we may expect to see a more liberal movement of wheat that is now in farmers' hands. Millers find wheat very scarce at present, but hope it will be more plentiful soon.

There is nothing to report regarding coarse grains. Corn seems to be a trifle better, but oats show a slight falling off.

The receipts during the week were notably small, being only 23 cars of wheat, 7 of oats and none of corn or rye. The receipts of grain during the month of December were: wheat, 164 cars; oats, 20 cars; corn, 5 cars; barley, 1 car; rye, 1 car; buckwheat, 1 car.

Millers are paying 86c for wheat.

C. G. A. VOIGT.

THE COST OF CHARITY.

In this special season of good will and charity, when New Years' greetings are being exchanged and Christmas and holiday gifts are being remembered and admired and the offerings of generosity are being enjoyed, it is interesting to read in a New York correspondence that among the organized charities of the big cities only about 10 per cent. of the contributions or receipts are finally available for the purposes for which they were gathered!

Think of it—10 per cent. to the poor and 90 per cent. expended otherwise, when the entire amount was supposed to go to the really needy! What becomes of the bulk of these charities? Some of the organizations collect annually tens of thousands of dollars. All of them, of course, do some good, but where is the waste? Strange as it may seem, the people who are distributing this charity are living off the greater amount of the receipts. Large salaries are paid, numerous employees are on the organization's list, fine and costly quarters are rented, red tape and officialism are met at every turn and the charity at last degenerates into a scheme for affording some unctuous hypocrites an easy way of making a fine living!

It ought not to cost 10 cents to distribute 90 cents in charity. How startling is the announcement, then, that it costs 90 cents to distribute 10 cents! But of such is the kingdom of man—ostentatious, hollow, and of exceeding great cost to the poor. There are tens of thousands of good people in the large cities, hundreds of them in the smaller centers of population. They give cheerfully because they really desire to assist the poor. They will not hesitate to question the propriety of keeping up a costly establishment for the gathering and distribution of alms. Is it not to an extent true that even in the smaller communities there is often unnecessary expense in such work? The good people ought to begin a reform in the direction indicated and have nothing to do with those grasping specimens of humanity who want pay for assisting in alleviating the want and suffering of the real objects of charity.

Flour and Feed.

The past week has been a very quiet one, so far as sales of flour are concerned, and the market seems to be in a halting position—one day weak and the next day strong—although the news has been of such a character that holders are very confident of their position and seem willing to await further developments. The city mills are making about the usual output for this season of the year and booking now and then a scattering order. Old stocks of flour, which are not large at the seaboard, will soon be out of the way and buyers will be in the market again for fresh lots. We look for a dragging market for the next few days, with an upward tendency. A little later on, if the export demand continues, higher values will, no doubt, prevail.

Bran, feed and meal are dull and practically unchanged for the week.

WM. N. ROWE.

Bicycles

News and Gossip of Interest to Dealer and Rider.

If the question were asked in a company of wheelman of average intelligence, "What is the most important part of a bicycle?" there would unquestionably be a variety of opinions expressed. Some would probably say the tubing and the method of constructing the frame; others, the bearings; others perhaps, the chain and sprockets. Those would come closest to the truth who should pick out the pneumatic tire as the thing of chief importance. It requires very little thought on the subject to lead one to the conclusion that it is this feature which has been more instrumental than any other one thing in giving to the bicycle the tremendous popularity which it enjoys. The finest tubing and the most perfect frames might have been put together, bearings might have been devised to reduce friction to the lowest point, and the action of the chain made as good as possible, but without the pneumatic tire it is safe to say that the bicycle would not have more than a tithe of the vogue which it has obtained.

* * *

Of course, as is always the case, several improvements have gone hand in hand. It is entirely apparent that the old-style high wheel would never have been universally ridden even if fitted out with tires of the type now generally used, and hence the multiplying gear must come in for a large share of credit. Still, the safety antedated by several years the invention of the pneumatic tire, and its popularity was distinctly limited. The word "invention," in that last sentence, must be accepted with a grain or two of qualification. "Perfection" would come closer to the truth, save that it is yet a doubtful matter whether the perfect pneumatic tire has yet been invented. The fact is that a pneumatic tire of rubber was made at least half a century ago, but no practical results flowed from it.

The tire, as it is known nowadays, is virtually a new invention. When these tires were first applied to bicycles they attracted as much attention and presented as queer an appearance as does the rider of one of the old "ordinary" wheels at the present day, and there was a widespread belief that it would be impossible for them to endure the strain to which they would be subjected. But with the introduction of such tires the popularity of the bicycle began, and it has gone on increasing in a geometrical ratio.

* * *

The present year will see some changes in the appearance of tires, but there will be no marked points of difference from those that riders have been familiar with for several years. Embossed or corrugated tires are likely to have more of a vogue than hitherto. One concern, which is putting them on the market now for the first time, charges \$2 more a pair for embossed tires than for smooth ones, such as it has been selling heretofore. When asked wherein the new tires are an improvement on the old, the answer returned was: "They will not slip as easily. Everybody knows, when he puts on a new pair of rubber overshoes, that he is not so likely to slip as with a pair the soles of which have been worn smooth. It is just the same with tires. Our tires have been tested for several months. In fact, we have been work-

ing on the embossed tire ever since last spring, and we know that we have a good thing. Experiments show that these tires can be ridden from 2,000 to 2,500 miles over ordinary roads before they are worn smooth. At the same time we are prepared to furnish smooth tires to those who want them." It is a significant circumstance that this concern has given up the manufacture of its double-tube tire, which has enjoyed a certain measure of popularity. The agent said that there is no demand now for tires of that kind, and he believed that only one make of double-tube tire would be found on the market to any extent this year. In saying this, he did not include the so-called detachable tires, which are regarded by some riders as the best to be found.

* * *

In connection with this matter, it may be noted that in another establishment the writer saw a new tire which was declared to be puncture-proof. The man showing it took the point of a sharp knife blade and pressed it with considerable force against a small section of the tire, but made no impression on it that could be discerned. He explained the failure of the knife to penetrate the rubber by saying that between the inner and outer rubber folds of the tire there were three thicknesses of "fabric," one of which had undergone chemical treatment, which hardened it, while at the same time the resiliency of the tire was not interfered with. This tire, he said, could be confidently recommended for general road use.

* * *

There have been some reports in circulation concerning an alleged shortage in the rubber crop, which might have a tendency to interfere with the sport of wheeling by raising the price of tires, and perhaps prevent the manufacturers from meeting the demand. Inquiries at the offices of two or three companies that deal largely in rubber showed that no fears were entertained on this score. At one of them this was said: "We purchase our supply of rubber fully a year in advance, and if there should be a temporary shortage it would not affect us at all. We have heard of nothing of the kind, however, and do not believe there is any good basis for the reports referred to."

* * *

Not all of the models of the present year are yet on exhibition, although the number is far larger than at the same time a year ago. Inquiries, however, will disclose the points of superiority over last year's wheels, as glibly recited by energetic and smooth-spoken agents. One of these, when asked in reference to sprockets on the '97 wheels, said that large sprockets would be supplied with regular wheels, unless special requests were made to the contrary. Asked how large, he replied: "With twenty-five teeth in front and eight, nine and ten teeth in the rear." Translated into easily understood language, this means gears of about 87, 76 and 70.

The Scorcher.

He tumbled from his weary wheel,
And set it by the door;
Then stood as though he joyed to feel
His feet on earth once more;
And as he mopped his rumpled head,
His face was wreathed in smiles;
"A very pretty run," he said;
"I did a hundred miles!"
"A hundred miles!" I cried. "Ah, think!
What beauties you have seen!
The reedy streams where cattle drink,
The meadows rich and green,
Where did you weed your rapid way
Through lofty woodlands' aisles?"
He shook his head. "I cannot say:
I did a hundred miles!"
"What hamlets saw your swift tire spin?"
Ah, how I envy you!
To lose the city's dust and din,
Beneath the heaven's blue;
To get a breath of country air,
To lean o'er rustic stiles!"
He only said, "The roads were fair;
I did a hundred miles!"

Unique and Useful Bicycle Customs in England.

Some of the results of the bicycle habit in England seem very peculiar to an American, while many valuable suggestions may be derived therefrom.

For instance: A company in London is incorporated for the purpose of utilizing a system by which bicyclists may be relieved of all trouble in caring for their machines. At a small expense, subscribers may, at any hour of the day or night, on turning the handle of the cycle call-box in their residence or place of business, have their bicycle brought to the door within a few minutes, and, on returning from their ride, by a similar call a boy will appear and take charge of the machine.

A lady cyclist of Hatfield, England, was recently fined £5 for injuring a male pedestrian, who was laid up in a hospital ten weeks and had a leg amputated as a result.

While riding on a foot-path near Dublin, Ireland, a bicyclist refused to stop at the command of a policeman. He was seized by the officer, with the result that both were injured. The cyclist brought action for damages, but failed to recover, the court holding that the plaintiff had performed an illegal action and must take the consequences.

A bicycle used for displaying an advertisement in England has been declared a vehicle by the courts.

Thefts of bicycles are of even more frequency in England than in this country. At Salisbury, recently, the organist of a church was charged with purloining a bicycle, the property of his vicar.

"Bicycle burglars" are now a common thing in England, "the men of the mask and jimmy" riding on the fascinating wheel to and from the scene of their raids.

Some of the English nobility are considering the feasibility of dressing their female servants in knickerbockers, after the fashion of wheelwomen. The banishment of skirts would reduce the number of deaths from burning, and bric-a-brac and china would not be swept down and broken.

It has been decided by a London magistrate that a bicycle is not baggage, and a cabman may decline to carry it without special payment.

Fifteen bicyclists were brought before a London court in one day for fast riding, and a man who was knocked down by one of them was killed by a passing omnibus.

In the eye of English law, a bicycle is not regarded as a necessity, a young man in Birmingham having endeavored

to evade payment for a wheel on the plea of infancy.

One of the latest London fads is a massive gold anklet worn by lady bicyclists, either with bloomers, "knicks" or short skirts. Needless to say, they do not go unnoticed by pedestrians.

"The wheel has led to a large decrease in the number of English spinners," says a leading cyclist organ of that country, "and may finally rob leap year of its time-honored prerogatives." The paper does not state whether the bicycle has killed them off, or got them married, but the latter is to be presumed and hoped.

Two young lady bicyclists of England have recently died from lockjaw, caused by injury to their limbs from a fall.

Though it has been for some time a custom in this country, English churches have but just taken up the practice of caring for the bicycles of the attendants.

A number of fashionable ladies are earning handsome salaries in England by riding and recommending certain bicycles. Here is a hint for some of the United States impecunious celebrated beauties desirous of fattening their thin pocketbooks.

A movement which was recently inaugurated in London for taxing bicycles has fallen through. The bicyclists of that country have no need to agitate and help pay for good roads, evidently.

Seven hundred and fifty thousand bicycles are manufactured annually in England, giving employment to 33,000 workmen in Birmingham and Coventry alone.

A young English lady was given a sum of money by her sweetheart, to be expended on their future home. With the characteristic forehandedness of the N. W., the lady purchased a bicycle and bloomers instead, thus removing all chance for future domestic infelicity on the score of her consort's not procuring a wheel for his loved one to ride.

A recent English invention is a penny-in-the-slot bicycle. The machine must be fed with coins sufficient for the hours consumed in riding, otherwise its digestive organs become disarranged and the wheel gets balky and refuses to carry its rider. Musical bicycles are another novelty, and the credit of the invention is claimed for Paris.

RADIX.

They do things somewhat strangely in France. The town council of Havre has just rejected an offer of 100,000 francs for a convalescent home made by a merchant of that town, on condition that the municipality should provide the 8,000 francs needed for preliminary expenses in the way of plans, etc.



There is No Doubt

In the mind of an unprejudiced, uninterested rider as to the value of **Clipper Bicycles**

He has long since learned that no wheel made gives better satisfaction or better service. He knows that the "Clipper people" are leaving no stone unturned to make the best that can be made. He knows that CLIPPERS are Leaders when introduced and properly handled by such dealers as are usually selected to represent them. The Clipper catalogue tells the truth about CLIPPER CYCLES.

Pratt 230.

MADE BY THE **GRAND RAPIDS CYCLE CO.** GRAND RAPIDS, MICH.

Knows Butter When He Sees It.

Written for the TRADESMAN.

I am the father, the grandfather, the patriarch and the whole ancestral tree of the butter business in this village.

I am the Alpha and the Omega—the judge, the jury, the supreme court and the lord high sheriff. I try, condemn, execute.

I can tell a roll of leeky butter as far away as I can see it, and I know things about butter that the wise men of the East ne'er dreamed on.

I have been in the butter business so long that I have grown warped and caloused and cynical. I know what I know.

Show me a woman who "always makes good butter," and I will show you a woman who is a liar. The truth is not in her, for it lieth not within the power of mankind or femalekind to make a uniformly good grade of butter. There will be exceptions to the rule. The butter may be gilt edge for a period of months; but, just so sure as the moon moves in its orbit, there comes a time when everything goes wrong. It may be the cow, or it may be the weather, or perchance it is the churn; but, despite the best efforts of yourself and relation in your house, the result of the churning will be far from satisfactory.

However, that butter must be sold. And thereby hangs many a tale. There is a certain amount of excitement connected with working off a poor batch of butter—a pleasurable emotion in knowing that you have "stuck" your grocer with a lot of butter that is to be the source of endless trouble to him, which the average dairyist seems to fully enjoy. It is as cards to the gambler—like big game to the sportsman.

It is no argument that your butter has acquired a reputation for truth and veracity. The fact that the product of your dairy is sought after by the better class of consumers does not deter you from making the effort to dispose of it. You figure that the grocer may not examine it. Also that, even if he does, he may take it this time rather than offend you. Should he take it, and succeed in selling it to some of his old customers as the product of your handiwork, there is still a chance for your reputation—it is so much worse than any which you have hitherto disposed of that the people who buy it may think that the grocer has prevaricated and that it is not your butter after all. Then, too, you are at perfect liberty to lie about the matter. You can say that you did not make it—that it is someone else's butter. And still, if cornered too closely, you can say that the butter is equal to any you have ever made, and that the grocer left it where it acquired the aroma of the kerosene barrel, or where it became warm.

You may get found out, of course, but you are getting a cent or two a pound more than most other butter-makers, on account of the superiority of your goods, and it would never do to let a chance of capturing all that money pass by.

But you can't fool your uncle George on butter! You may be the best butter-maker in Michigan, with all of Canada thrown in, and have a reputation as sweet as the breath of roses or the scent of new-mown hay—I would spot the bottom roll in your basket if it were "off," and I would hold it up to your gaze and tell you of it.

Not so very far from here resides a farmer whose success in selling butter to me has not been so satisfactory as he

and his could wish. Time after time has he brought in jars of what he named "mighty nice butter," only to have, his hopes cruelly dashed to terra firma.

The last time he called, I explained to him, for the thirty-ninth time perhaps, that, if he would bring in his butter when it was fresh and new, we could use it.

"But I can't hitch up my hosses and bring in butter every time the ole woman churns," he observed.

"Then you can't sell us your butter. What we want is sweet, fresh butter and, if you can't bring it, then we don't want it."

"But this is nice butter. It hain't be'n made more'n three weeks."

"Then you must have a mighty poor place to keep it in."

"Best the' is—keep it in the cellar."

"Bring it to us when it is fresh and we will take it."

So he went out and visited some of the other fellows. I saw him an hour later.

"Well, I sold the ole woman's butter," said he.

"Glad of that," I answered.

"Now, I wish you'd tell me why you couldn't sell it if them fellers can."

"Their customers may like old butter. Ours don't—that's all."

"If you won't buy my butter same as them others does, I can't buy nothin' from you. I have to trade where I sell my stuff."

"That's all right, Bill," said I. "I don't blame you a bit, either, for selling it—if you can. I should be glad to handle your butter if you would bring it in when it is fresh and nice; and, whenever you get ready to do that, you can count on selling it to us. Of course, it's your own concern, but I should really think it would pay you well to make a good place to store your butter in. As it is now, you always have more or less trouble in selling it because it is not first class. A1 butter is always in demand and can be sold when poor or old butter must go a begging."

But Bill couldn't wait any longer and, with the remark, "My butter's all right," he turned on his heel and left.

Not long after that, I saw his daughter, and I said to her:

"I wish I could make your father understand that he keeps his butter too long. He has an idea that I won't buy it just because it's his butter. But that is not so. I know it is good when it is made, but he never offers it to me until all the newness is gone, and then we don't want it."

"It's that cellar uv ours," said she.

"Isn't it a stone cellar?"

"No—jus' dirt walls; and ma an' I hev talked an' talked to him ababout it, but it don't do no good," she explained.

"It would pay him well to have it stoned up. Butter never keeps in such a place."

"I know it; I'll talk to him ag'in—but it'll be no use."

And I don't suppose it was. He values the copper penny in hand too highly to send it after the gold dollars that would be obtained by judiciously spending it. He would rather keep his butter in a rotten, moldy, ill-smelling cellar, and peddle it about the country to one-horse dealers who pay a small price grudgingly, than take pride in producing and marketing the best there is, and demanding and getting the highest price therefor.

An authority on butter said, some years ago: "When butter is allowed to

get old it becomes rancid and smells and tastes disagreeable."

Those whose experience with the lacteal product of Northern Michigan farms dates back twenty years or more can well believe this statement. The authority is right, however he obtained his information, and butter dealers and others should unite in procuring and awarding him a medal for his perspicacity. **GEORGE CRANDALL LEE.**

Counting and Tying Postal Cards.

Two of the most interesting automata now working within the limits of the United States are those used by the government for counting and tying postal cards into small bundles. These machines were made in Connecticut, and the two are capable of counting 500,000 cards in ten hours and wrapping and tying the same in packages of twenty-five each. In this operation the paper is pulled off a drum by two long "fingers" which come up from below, and another finger dips in a vat of mucilage and applies itself to the wrapping paper in exactly the right spot. Other parts of the machine twine the paper around the pack of cards and then a "thumb" presses over the spot where the mucilage is, and the package is thrown upon a carry belt ready for delivery.

Good Clothes.

Here is what a long-headed business man says about the importance of wearing good clothes as an aid to success: "After a long business career, my deliberate judgment is that it pays to wear good clothes fashionably made. I remember when, as a boy, I began my business career at six dollars a week. I was set on an errand to the swell tailor's establishment of the city. After I had

done my errand the tailor looked me over, and, noticing my country-made clothes, said to me that I ought to order a new suit. I explained to him my financial condition, when he said to me kindly: 'My boy, whatever it might cost, it would be the best business investment you could make. With fashionably-cut garments on, your confidence and self-esteem will be enhanced, and other people will think better of you;' and he generously offered to make me a suit and let me pay for it whenever I could, or not at all. He was right. It was as good an investment as I could have made."

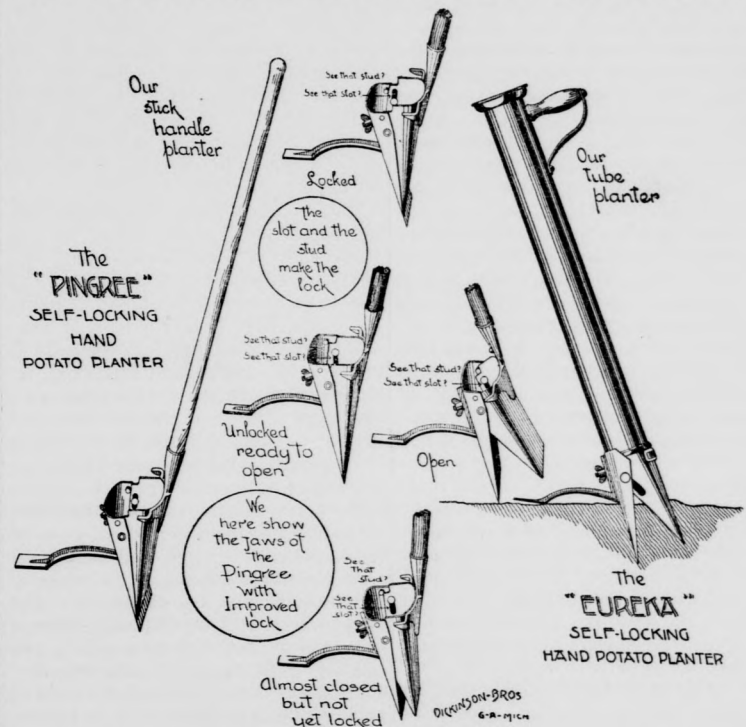
The physical conditions that produce kleptomania seem to be easily cured. Mrs. Ella Castle, the wife of the San Francisco millionaire, who was admitted to the polyclinic hospital in Philadelphia about three weeks ago, shortly after the return of the couple from their unpleasant experience in London, left that institution on Monday last, perfectly well. The physicians at the hospital say that Mrs. Castle is now in excellent health, and does not exhibit the least trace of her former malady. The future plans of the Castles are not known, but they probably will not include another European tour.

If you feel bad don't make business bad by talking discouragingly. As you talk, perhaps so will be your business.

Resolve to be cheerful, and see to it that all your clerks are cheerful. There is nothing like good cheer about a store.

Never resurrect the old. The gone is dead. The new is here. What was can't be helped. What may be can be.

3 ACRES A DAY



Notice that the beak does not lock until the jaws are nearly closed. When the beak is pressed into the ground it unlocks: when the beak is withdrawn it instantly locks again. Therefore the planter is locked at all times when not actually in position for planting. Retail price of the "EUREKA" \$1.25; of the "PINGREE," \$1.00. Liberal discount to the trade. The "Eureka" patent Seed and Fruit Sack. Retail price, 50c. Just the thing for use with the hand potato planter.

SOLE PATENTEES AND MANUFACTURERS.

GREENVILLE PLANTER CO.,

SUCCESSOR TO EUREKA PLANTER CO.,

GREENVILLE, MICHIGAN.

Around the State

Movements of Merchants.

Barkville—A. Bisson succeeds Erick Olson in the grocery business.

Port Huron—O. E. Harrington has established a small tannery here.

Brant—Otis Gould, druggist, has removed from Oakley to this place.

Applegate—Sherman & Schoettle succeed Munn & Sherman in general trade.

Port Huron—Howard & Son succeed Jas. Howard in the furniture business.

Iron Mountain—Chas. Pipper has purchased the meat business of W. H. Hancock.

Alger—W. A. Edmonson, dealer in dry goods and groceries, has removed to Standish.

Fennville—C. A. Freeman succeeds C. A. Freeman & Co. in the boot and shoe business.

Carson City—Hunton & Van Sickle succeed J. D. Van Sickle & Co. in the grocery business.

Lakeview—Bale Bros. & Co., dealers in dry goods, boots and shoes, are closing out their stock.

Saginaw—Chas. Spindler is succeeded by Julia S. (Mrs. Henry) Spindler in the grocery business.

Owosso—L. M. Watson has removed his drug stock from Allegan to this place, locating in the Wesener store.

Vassar—I. Gibbard & Co., proprietors of the Vassar Exchange Bank, are succeeded by the State Savings Bank.

Sears—The Geo. Lusk general stock has been taken possession of by Davy & Co., who furnished the goods originally.

Albion—Fred Vanhorn has purchased the grocery and bakery of J. E. Brown and will continue the business at the same location.

Manton—E. Hartley has sold his grocery stock to Trueman Bros., who will continue same in connection with their sawmill business.

Plainwell—Brown & McKibben have sold their meat market to Chas. W. Knapp, who will continue the business at the same location.

Hillsdale—The boot and shoe stock of J. H. Ellis has been purchased by E. A. Ruckman, who has been his clerk for many years.

Benton Harbor—Rev. A. B. Cochran, of Bangor, has started a drug store here on a new plan. He has not a drop of liquor in stock and declares that he will not fill a prescription containing it.

Battle Creek—Warner & Salter, who were formerly partners in the dry goods business at this place and also at Ithaca, have dissolved, F. W. Warner continuing the business here and Milton B. Salter succeeding to the business at Ithaca.

Homer—The grocery store owned by Johnson & Wheeler, Detroit, but managed by A. M. Dubois, has been closed. The stock has been partly disposed of to other grocers here and the remainder shipped to Detroit. H. Lee and Ed. Sinclair will open a drug and grocery store in the same building.

Armada—C. J. Cudworth has sold his general stock to Dudley Bros., of Romeo. For four years the store was run on the Patrons of Industry plan. When that order went under Mr. Cudworth continued business on the percentage plan. All goods bought by customers were billed to them at alleged cost and at the bottom of the bill 15 per cent. was added.

Muskegon—Wm. Leahy, who has been actively identified with the mer-

cantile interests of this city for the past twenty-seven years, has removed to Toledo, where, with Mr. Kilduff, of Detroit, for years a traveling salesman, he starts in business under the firm name of Leahy, Kilduff & Co. They will operate a department dry goods store.

Marquette—The dry goods stock of Louis Grabower has been sold under foreclosure of chattel mortgage held by the Detroit Cap Co. The purchaser was Herman Krolik, of Detroit, who represented the heaviest creditor, A. Krolik & Co., and the price paid was \$18,000. The sale covers both the Marquette and Baraga stores, whose stocks inventory \$30,000. The purchaser will open the Marquette store and continue the business.

Manufacturing Matters.

Saginaw—The Ann Arbor Milling Co. is succeeded by the Pomeroy Produce Co.

Detroit—Watson & Gordon continue the vinegar manufacturing business formerly conducted by Chas. W. Gordon.

Clare—C. W. Althouse, of Ithaca, has purchased the woodenware plant at this place and will turn it into a stove mill. The new mill will be running in about three weeks, and will be a big thing for the village, as it will run the year around, while the woodenware factory ran only about seven months each year.

Manistee—The Rietz mill property and salt block, lately operated by Dovel & Nessen, has been purchased by Louis Sands, who will operate the present mill the coming season, but the following year the old mill will be torn down and the Lake City mill will be moved to the city and operated instead. Report has it that Mr. Sands will sink another salt block the coming season.

Kalamazoo—W. E. Bushnell, who has been with Fairbanks, Morse & Co., Chicago, for fifteen years past, managing their railroad department, has taken a position as Manager of the Kalamazoo Railroad Velocipede & Car Co. The appointment is made to relieve H. G. Haines, Secretary and General Manager, who will devote his entire attention to traveling on the road for the establishment.

Kalamazoo—George Hanselman has purchased the Farmer block, on the south side of East Main street, between the Grand Rapids & Indiana and the Lake Shore & Michigan Southern Railroads, from Homer Wilcox, of Jackson. The consideration named is \$12,000. Mr. Hanselman expects to remove his wholesale manufacturing confectionery business into the block, his present quarters on North Burdick street having become badly crowded from his increasing business.

Houghton—There is an average difference of $\frac{1}{4}$ cent in the selling price of Lake Superior copper and the copper from Montana, Arizona and elsewhere, which is reduced by electricity. The copper from the Lake Superior mines is taken out in its native state and is absolutely pure, except for the considerable amount of silver and the trace of gold which are found with it, but the precious metals do not interfere with the commercial value of the copper, even if not separated from it. Native copper is found only in this district, and the copper of other parts of the United States, England, Chili, Japan and the Straits Settlements is reduced from the ores. In the Montana district about half the production is now reduced by electrolysis, there being large

smelters at Great Falls and Anaconda, Mont., though about one-half of the total product of the Montana mines is shipped East, mainly to Baltimore, in the shape of matte, most of the matte being exported for smelting in Wales, where the greatest reduction works in the United Kingdom are located. The higher price obtained for the copper from the Lake Superior district is due to its greater tensile strength, which makes it much more suitable than electrolytic copper for wire-drawing, the greater proportion of the copper output of the world now being used for electrical purposes, among which wire is the most important essential. Many experiments have been made by chemists and metallurgists in the hope of discovering some process for giving greater tensile strength to electrolytic copper, but so far the results obtained have been of a negative character. The latest experiment in this direction was recently tried in this district, several carloads of Montana copper being brought to the wire mills of the Tamarack-Osceola Copper Manufacturing Co., located at Dollar Bay, four miles from Houghton. Every effort was made to secure good results from the Western copper in its course through the wire-drawer's mandrils, but unsuccessfully, there being the usual difficulties met with because of the lack of cohesiveness, a marked characteristic of the native copper, but which is lacking in the metal when secured by its precipitation through the use of the electric current. Further tests will be made, but the results so far secured are not encouraging.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at Retail Grocers' Hall, Tuesday evening, Jan. 5, President Wagner presided.

A letter was read from the Secretary of the Retail Grocers' Association at Binghamton, N. Y., making certain enquiries regarding the workings of the Grand Rapids Association, to which the Secretary was instructed to reply.

On motion of Geo. Lehman, it was decided to reduce the annual dues for 1907 from \$3 to \$1 per annum, the Secretary to use his judgment in making collections as to whether the amount should be all paid at one time or in installments.

On motion of Henry J. Vinkemulder, the initiation fee was waived for three months, so that all who join before April 1 may come into the Association without the payment of anything but the annual dues for the current year.

Mr. Vinkemulder also read a paper on the advantages of the cash system, which was discussed at considerable length. The discussion was kept up even after adjournment, many members remaining to discuss the relative advantages of cash, coupon books, duplicating sales books and other systems in use by the retail grocery trade.

Dull talk makes dull times. The talk of prosperity breeds prosperity.

The Produce Market.

Apples—Local dealers hold choice fruit at \$1@1.25 per bbl.

Beans—The market was never more flat or unsatisfactory than it is at present. Not many weeks ago handlers were able to obtain 80c for hand picked stock in carlots, but at present it is difficult to obtain offers of 60c for the same grade of stock, the demand having lessened as the price declined. On the present basis dealers cannot see their way to pay over 40c for country-picked stock. The unfortunate feature of the situation is that no better condition of things is predicted for the immediate future, owing to the large amount of stock on hand all over the country.

Butter—Fancy dairy still brings 12c, but factory creamery has declined to 20c.

Cabbage—40@50c per doz., according to size and quality.

Celery—15c per bunch.

Cider—\$4 per bbl., including bbl.

Cranberries—Dealers hold Cape Cods at \$2 per bu. and \$6 per bbl.

Eggs—A second week of warm weather hammered the price of fresh candled stock down to 17c, although purchases have been made by local jobbers as low as 14c on track—this for stock as it runs. The return of cold weather this week will, in all probability, force the price up to 18 or 19c before the end of the week. The low price of fresh has thrown cold storage and pickled completely in the background, few sales having been made during the past week.

Grapes—Malagas bring \$6 per keg of 65 lbs. gross.

Honey—White clover brings 13c. Dark buckwheat is slow sale at 11c.

Nuts—Ohio hickory, \$1.50 per bu.

Onions—Spanish are in fair demand, commanding \$1.25 per bu. crate. Home grown continue to advance, local dealers having been offered 55@65c for carlot shipments during the past week.

Potatoes—Transactions are still unsatisfactory, with no promise of improvement until the latter part of the month, when the seeding season opens up in the South. Local handlers pay 12@14c for carload shipments on track at the buying points, being able to find an outlet for purchases on the basis of about 18c at Grand Rapids.

Squash—Hubbard is stronger, bringing \$1.25 per 100 lbs.

Sweet Potatoes—Kiln-dried Illinois are in good demand at \$2 per bbl.

Peddlers of tobacco and cigars are under the revenue laws obliged to file a bond with the Collector in their respective districts. A peddler of the goods named recently appealed to the Commissioner of Internal Revenue, stating that he had duly qualified for his avocation with the Collector of his district under the laws, and asked if, with the certificate issued to him, he is liable to pay a peddler's or huckster's license to any city or town in which he might try to sell his wares. The Commissioner deemed the question to be an important one, and advised him that he was so liable, as his qualification under the internal revenue laws did not in any manner exempt him from all state and municipal laws, or police ordinances.

The new corporations chartered at Albany, New York, during the present year represent capital amounting in the aggregate to \$300,000,000.

THE FAMOUS



5 CENT CIGAR.

Sold by all jobbers. Manufactured by

G. J. JOHNSON CIGAR CO., Grand Rapids.

ENTIRE BUILDING, 15 CANAL STREET.

Grand Rapids Gossip

S. J. Thompson & Co. are closing out their grocery and meat business at 401 South East street.

Wm. Finch has opened a grocery store at the corner of Gold and West Fulton streets. The Ball-Barnhart-Putman Co. furnished the stock.

Jacob Herstein, who recently came here from Battle Creek with a stock of boots and shoes and located at 15 Canal street, has removed his stock to Saginaw.

Wm. Weinskawski has embarked in the grocery business at the corner of Gold and West Fulton streets. The Clark-Jewell-Wells Co. furnished the stock.

Chappel & Co., formerly engaged in the drug business at 140 Stocking street, have removed their stock to Thompsonville, where they will continue the drug business.

Jacob Datema has retired from the firm of Hedges & Datema, grocers at 691 Madison avenue. The business will be continued at the same location by Millard P. Hedges.

Henry Reyher & Co., who purchased the boot and shoe stock of Michael Ehrman, at 69 Canal street, have removed their stock to Holland, where they will continue the business.

Harley E. Frederick and Arthur J. Burr have formed a copartnership under the style of Frederick & Burr and opened a grocery store at Big Rapids. The Lemon & Wheeler Company has the order for the stock.

At the annual meeting of the directors of the Peninsular Trust Co., held Monday afternoon, it was decided to pass \$6,000 to the surplus fund from the earnings of 1896, thus increasing the surplus fund to \$13,500.

John Fehsenfeld has purchased the grocery stock of Michael Collins, 119 Plainfield avenue, and will continue the business at the same location. As there are judgments against Mr. Fehsenfeld, he will probably conduct the business in his wife's name.

The Retail Meat Dealers' Association has leased the hall formerly occupied by the Independent Order of Red Men, over the Star clothing house, and will hold regular meetings there twice a month. The next meeting will take place on Thursday evening of next week.

The G. J. Johnson Cigar Co. has leased the three-story and basement building at 15 Canal street and will remove its stock and business to that location about Jan. 15. The basement will be used for storage purposes, the first floor for the wholesale and retail departments, the second floor for drying purposes and the third for the manufacturing department.

The Grocery Market.

Sugar—The tendency of the market on refined has been upward, softs having advanced a sixpence to 1/2c on the 2nd and Nos. 4 and 5 having advanced a sixpence Jan. 5. The next fluctuation in the price of refined sugar should be a decline, unless some unexpected development takes place in the raw market. The consumptive demand of sugar is small, as is usual at this season.

Coffee—Reports of drought in Brazil are confirmed, in consequence of which Brazilian grades have advanced 1/4c. Package coffee, on the contrary, has sustained further declines, owing to the fight now on between Arbuckle and the sugar crowd. The latest developments in the matter are that further holdings of the Woolson stock have passed into the hands of the Sugar people and that the representatives of the latter have assumed control of the corporation through the resignation of the old directors. It may also be mentioned that among the statements put afloat in connection with the situation is one to the effect that the intention of the Arbuckles is to utilize for their sugar business the same machinery employed in their coffee enterprises, by which packages of any given weight can be put up without hand labor, the purpose being to place sugar on the market in that form at prices equal to those for refined sugar in barrels.

Provisions—In the provision trade the situation has not been essentially changed during the week, the tone of the markets having some variation, while fluctuations in prices most of the time have been within moderate limits, and the position is about the same as a week ago. The export clearances of product were of fairly good volume, but deficient in comparison with the liberal movement for the corresponding time last year, notably in lard. In the domestic trade there is a steady distribution, and little of speculative business. The gain in Western killings, in comparison with the corresponding time last year, is partly due to the small movement a year ago, and partly to the favorable condition of roads in the West in the recent past, which has favored the movement of produce from the farms to the shipping points. The relatively better prices for hogs than for grain, while naturally encouraging the prolongation of feeding operations, has also served, to some extent, to occasion sales of hogs, in preference to grain, for current money necessities.

Change in the I. M. Clark Grocery Co.

The stock held by the I. M. Clark estate and Fred B. Clark in the I. M. Clark Grocery Co. has been purchased by the other stockholders, who will continue the business under the style of the Clark-Jewell-Wells Co. The stockholders of the new corporation and the number of shares held by each are as follows:

M. J. Clark	2,580
Frank Jewell	1,800
Sumner Wells	1,000
Wm. D. Weaver	20

The officers of the old corporation will serve in the same capacities for the new corporation, as follows:

President—M. J. Clark.
Vice-President—Frank Jewell.
Secretary and Treasurer—Sumner Wells.

The corporation expects to remove its stock to the new Clark building, corner South Ionia and Island streets, about March 1. No change will be made in either the office or the traveling force, further than the engagement of a successor to B. F. Parmenter, elsewhere referred to in this week's paper. With the exception of Mr. Clark, the stockholders are young men of pluck and enterprise who will do their level best to keep the old house in the front rank. Mr. Clark has already achieved a large measure of success in mercantile, lumbering and mining operations, and his time is so engrossed by his extensive and diversified enterprises in other directions that his connection with the house will be in an advisory capacity, the direction and management being left to his associates.

Purely Personal.

Frank E. Leonard (H. Leonard & Sons) is spending a week in Pittsburg, purchasing glassware for the spring trade.

R. Graham Macfie will shortly remove to Neeleyville, Mo., where he will assume charge of the sawmill of the McLeod Lumber Co.

S. J. Hufford and wife and John Weatherwax and wife leave to-night for California, expecting to be absent about three months. They will go via the Sunset route, taking in Cincinnati, New Orleans, El Paso and Los Angeles on the way out.

L. S. Rogers, who has been identified with Detroit trade papers during the past half dozen years, has removed to Cleveland and taken the business management of the Voice, a weekly society and dramatic paper. The change is in the nature of a promotion from his former employment and Mr. Rogers is to be congratulated thereon.

C. C. Follmer has been elected Manager of the Rapid Hook and Eye Co., in place of H. W. Stebbins, deceased. Mr. Follmer is a gentleman of unusual ability, having scored a remarkable success in the lumber trade during the palmy days of the business, and the Tradesman confidently expects to see him repeat that experience in his new connection.

H. J. Bartlett, for several years connected with the Grand Rapids School Furniture Co., has taken the position of general superintendent of the A. H. Andrews Co., of Chicago, and will enter upon the duties of his new position Feb. 1. Mr. Bartlett has lived in Grand Rapids for many years and has made many friends here who will regret to learn of his proposed departure, although they will rejoice with him over his good fortune in securing so good a position.

Henry Idema has been elected a Director of the National City Bank, taking the position on the Board formerly occupied by E. H. Hunt. Mr. Idema possesses the most remarkable knowledge of the kind required in the banking business of any man in the State, in consequence of which his services are in urgent demand by the many financial institutions with which he is identified—and they are many. The National City has strengthened itself greatly by its accession of Mr. Idema to its corps of advisors.

Has Changed His Method of Doing Business.

Before the Tradesman had reached all of its readers last week, warning them to exercise due caution in dealing with Chas. F. Dickinson, who purported to conduct a commission business at 257 East Fulton street, the city was invaded by two Hopkins' Station merchants—F. B. Watkins and Wm. H. Dendel—each of whom had previously sent Mr. Dickinson shipments of eggs to the amount of about \$50. They called on the gentleman at his residence, where they were informed that he would pay for the goods in due time but that he did not propose to carry out the promise in his letters soliciting the shipments, that he would pay spot cash on receipt of goods. Believing that their accounts were worthless and that any satisfaction they might derive from the affair would be in bringing Mr. Dickinson before the bar of justice, they brought the matter to the attention of the United States District Attorney, who immediately issued a warrant for Mr. Dickinson's arrest on a charge of fraudulent use of the mails. The arrest was made promptly, and at a preliminary hearing before the Commissioner last Thursday afternoon, he was remanded to the Grand Jury and required to give bail in the sum of \$200. Mr. Dickinson insisted that he meant no infraction of the laws in sending out letters soliciting shipments of produce at prices above their market value and that he did not know he was rendering himself liable by referring to a banking house without permission. He surprised the complainants by paying them the amounts of their accounts. Mr. Dickinson called at the office of the Tradesman on Wednesday of this week and stated that he had reformed his methods of doing business and would hereafter buy what goods he purchased for spot cash only, paying for the goods before they left the store of the merchant. He realizes the unfortunate position in which he is placed and states that he proposes to remain in town and live down the obloquy which has been brought upon him by his arrest on a penal charge.

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Annual Supper of the Retail Meat Dealers' Association.

The first annual supper of the Grand Rapids Retail Meat Dealers' Association was held at the Kent Hotel on Monday evening of this week, being participated in by the following gentlemen: L. J. Katz, Phil. Hilber, A. A. Vlier, Herman A. Schlichtig, Albert Stein, Wm. Nagel, Wm. P. Granger, Frank J. Dettenthaler, Barney Stratton, Allyn J. Coon, John Rauser, Frank Weber, Chris. Katz, R. Soper, Phil. Smith, Frank Holzer, E. A. Stowe, L. T. McCrath, Will Waltz, J. R. Rebene, Otto Goetz, Henry Geibe, Edward Hesse, Frank Burns, A. H. Cleland, Frank Beebe, Alex. Cordes, John Eble, John Rottier, A. A. Flory, John McGowan, John Y. Baum, Sam Brice, Jacob Oosterveer, Will Chapman, S. J. Hufford and Chas. Neundorffer. At the conclusion of the feast, President Katz introduced E. A. Stowe, who gave a short talk on the subject of organization in general and the organization of meat dealers in particular. At the conclusion of his remarks, the President called for volunteer responses in the way of stories, songs and instrumental music, which were kept up until the wee sma' hours. The affair was a most happy one in every respect, nothing occurring to mar the pleasure of the event. The Tradesman believes that the supper will be the means of still further cementing the friendship already existing between the various branches of the meat trade and hopes to see a repetition of the occasion at some future time.

Want Higher Tariff—Lowering Grade.

Detroit, Jan. 6.—At a meeting of the Michigan Bean Jobbers' Association, held here yesterday and attended by thirty-five members, it was decided to petition Congress to establish a tariff duty of 40 per cent. on beans imported into this country in packages, and a duty of 25 cents on unpicked beans in bulk. At present the duty is only 20 per cent. on both hand-picked and bulk beans.

The Association decided to slightly lower the grade of "choice, hand-picked beans." Early in the season this grade of beans included one-half of 1 per cent. of discolored beans and the same percentage of split beans. Resolutions were adopted providing that this grade contain 1 per cent. of split and discolored beans.

No advance on Gillies New York teas. Phone Visner, 1589.

Annual Address of President Symons to M. K. of G.*

We have convened to-day to transact the business of the eighth annual gathering of our organization. We assemble in this, the beautiful City of the Straits, in response to an invitation extended by Post C, of Detroit. We also had an invitation from our brothers in Kalamazoo, supported by an invitation extended by their mayor. The board was very evenly divided as to which invitation we should accept, but Detroit won, with the understanding that if Kalamazoo extended an invitation for the next annual meeting, she will be a long way in the lead, and we may eat celery next year where it is grown.

Our business here to-day is to review the transactions of the past year, lay plans for greater achievements in the year that is before us and cement more closely the brotherly ties that bind us in our fraternal body.

I fully appreciate the honor you conferred on me at Lansing last year when you elected me your President. I have striven at all times to carry out your wishes as expressed in the constitution, which has been my guide. I have had a very large correspondence to attend to, have examined all applications carefully, and rejected some as not eligible to membership in our organization.

As chairman of the Board of Directors, I wish to report that never in our history has there been such faithful service rendered by the board. We have had meetings without one absentee, and never more than one member absent at any meeting. They have exercised a general supervision over all the business of the Association, and I am certainly proud of the record we have made. They have been painstaking, faithful and conscientious, and, I am sure, have given you the best service they could.

Since we met together one year ago, there has taken place an unparalleled depression in the commercial affairs of the country, and traveling men have had to suffer alike with their employers and other employees, some having their salaries cut, others being placed on commission, and still others losing their positions. But the rainbow of promise is appearing in the commercial sky, and I confidently believe that before another year rolls around, we shall see a wave of prosperity extending from one end of this country to the other.

Up to the time of our last board meeting, Nov. 21, 1896, eleven of our members were removed by death. Two unpaid claims were carried over from last year, making thirteen. All of their beneficiaries have been paid the \$500 pledged by our constitution, making \$6,500. This is the largest amount ever paid in any one year of our history, and every dollar of it was paid from the receipts from assessments Nos. 1 and 2, but as it left us with a bare treasury, the board ordered another assessment, which is being paid splendidly by our loyal members. It is fortunate that we did order the assessment, as since our meeting on Nov. 21, three more of our members have crossed over to the other side.

We have carried our insurance several years on an average of two assessments, or \$4—just 4-5 of 1 per cent.—and if the travelers of the State fully appreciated what members are receiving they would all join the Knights of the Grip.

Just here I would suggest that no person should be eligible to membership in our organization, as an active member, who is over 50 years of age. This would be an additional safeguard, as no medical examination is required.

I have the honor and pleasure of reporting to you, the organization of three additional posts: Post H, of Port Huron, Frank N. Mosher, Chairman, Jos. Urbultoff, Secretary; Post G, of Flint, F. R. Streat, Chairman, D. C. Slaght, Secretary; Post O, of Owosso, R. P. Bigelow, Chairman, L. Krob, Secretary.

I cannot say too much in praise of Brothers Owen and Frost, who have been associated with me this year as

Secretary and Treasurer. Brother Owen has made one of the best secretaries we ever had. I think he would be hard to improve on. Brother Frost has always insisted that all the money belonging to the Association should be turned over to him and that there should be no disbursements of such only on orders signed by the President and Secretary. He has orders for every dollar that has passed through his hands and the cancelled checks for same.

So much depends upon the wise selection of your officers and Board of Directors that I caution you to look the field over carefully and select only good men, and I am sure, with the large number of first-class business men among our members, you will have no trouble in filling any office with credit to yourselves and honor to the organization.

Interchangeable mileage, the ever green subject! I believe we are nearer our goal to-day than we have ever been before. I am a sincere believer in the reasonableness of the request of an interchangeable mileage book of not to exceed 2,500 miles, and I believe we will get it in the interest of the commercial traveler and the interests he represents. I do not believe in a universal cheap rate on railroads, as I think it would concentrate business into a very few centers, seriously crippling the small cities, towns and villages. The further result would be to depreciate the price of real estate in all of these places, and as surely in the farming community adjacent to them. If the consumer went to the city and bought his goods of a large department store, the traveler who sells the country merchant would be out of a job. Very cheap fare on railroads means ruin to country merchants; in fact, I can see no one who will be benefited but the proprietors of a few large stores in large cities. I believe the Railroad and Legislative Committees will have something to say on this subject.

We have received this year about 250 active members and 138 honorary members. We have now about 1,900 members in good standing. I sincerely believe that it is not possible for members to get in life insurance more or better insurance for their money than they are getting right here.

There has been a bill offered in Congress to establish another cabinet officer, to be known as Secretary of Commerce, whose duty it shall be to carefully guard the domestic and foreign commercial interests of the United States and be devoted to the collection and compiling of information pertaining to the conditions, both advantageous and restrictive, surrounding the extension of the trade of this country into foreign markets.

I would suggest that a committee be appointed at this meeting to draft resolutions expressive of our desire for the passage of this measure and have the same forwarded at once to our Senators and Representatives in Congress.

The Committee on Atlanta Convention at the last annual convention recommended the appointment of two delegates from the Association to attend the next annual congress of commercial travelers, to be held at Nashville during the autumn of 1896, and then to report to this convention. The date of the convention is 1897, instead of 1896. I most earnestly recommend that this commission be carried out, and would recommend the President of 1897 as one of the delegates, and would ask the committee to whom this address is submitted to suggest another delegate.

And now, gentlemen, I thank you for your kind support this year, and in conclusion would recommend care in the dispatch of the business before you at this annual meeting, and I invoke your kind aid in the discharge of the duties which will devolve upon the chair during the session before us.

We have this year, as you are aware, issued new certificates, which we think are more in keeping with the dignity of our Association.

When the average great man goes out of office, any company will insure him against a blaze of glory.

Hotels Should Advertise More Generally.

Written for the TRADESMAN.

It has been a matter of surprise to the writer to notice how little advertising is done by hotel-keepers throughout the country. Any sort of advertising except the occasional insertion of a cheap announcement that a hotel is kept in such or such a place is seldom seen. I have yet to learn of any rules of etiquette prevailing among hotel-keepers that make advertising in bad taste, as the lawyers and doctors have made in their professions, at the expense of their good sense and sound business methods in other matters. Certainly, the business of hotel-keeping would be benefited by judicious, attractive advertising as much as any other legitimate business that depends upon the public patronage. Even the Tradesman, that friend and favorite of the commercial traveler, enjoys only a meager advertising clientele among the hotel-keepers. If, instead of a simple unadorned single column card as stiff as a finger post on the highway, the hotel-keeper should order his advertisement extended across two columns, surrounded by an ornamental border, such as the Tradesman knows so well how to get up, he would soon find his bread thus cast upon the waters returning.

Probably no other business is capable of more profitable extension than the business of hotel-keeping. It costs nearly as much to provide for a few guests as for a full house, and any honorable means to secure the latter should not be neglected. There is no reason why advertising of the right kind, through the proper channels, should not fill the corridors of a good hotel with good-paying customers, just as it would a dry goods or grocery store with purchasers for their wares.

There is another very curious thing about hotel advertising in this latter part of the Nineteenth Century. All these meager newspaper announcements of their existence seem to have been stereotyped generations ago, and are far in rear of the band-wagon advertising of the present time. I have before me at this writing a bound volume of the New Haven, Connecticut Gazette, published during the administration of George Washington.

In looking over the old hotel advertisements, I find the phraseology almost identical with that we see in the newspapers to-day. Is it not a little strange that the hotel-keepers of the Now, who are always enterprising in everything they undertake for the comfort of their guests, should be so far behind in advertising as a means of extending their business? There are novelties in the style of advertising as well as in everything else; and anything calculated to attract the attention of the reader, either by the style of expression or mechanical arrangement or both, is sure to draw. As proof of this, the writer recalls a quaint hotel advertisement he saw in a St. Johns, Michigan, village newspaper when his name was in the list of traveling salesmen away back in the 60's. The average commercial traveler knows a good thing when he sees it, and

Enjoys a little nonsense now and then
As well as other best men.

The proprietor of the St. Johns Hotel was a jolly specimen of the German Boniface. The advertisement was written, at his request, by one of his guests whose drollery and wit were always bubbling over. It was set up in

attractive form, for those days. As I quote it from memory it ran thus:

THE ST. JOHNS HOTEL. Stop a Ledle.

If you vas a dravelling man unt gomes to St. Shons, shust make the road over to the St. Shons Hotel, vere you gets sheap living unt goot brices, unt if you see vat you don't vant, shust speak ridt oudt, unt if you haf no baggage unt no gunnery, you vill fint shust so goot ag gommotations at some udder blaces

John Mandigo is the Boss.

The same legend was printed on the business cards of the hotel, thus finding their way into the pockets of every commercial traveler who visited St. Johns, and by them were shown wherever their business called them, as a literary curiosity in hotel advertising; and all unconsciously my waggish friend gave the St. Johns Hotel a decided boom.

W. S. H. WELTON.

Owosso, Jan. 1.

Aaron Goldsmith, who with his wife and three children, was burned to death in New York last Sunday, had his life insured for \$20,000 in his wife's favor, and the disposition of this money depends on the decision whether he or his wife died first. Practically they died at the same time, but for the purpose of settling a question like this the law will take notice of a fraction of a minute, and the common law is well settled that, where a husband and wife perish by drowning, the latter, being the weaker, must be presumed to have died first. In case of death by fire the law is not so well settled, and a legal dispute is foreshadowed in this case, which may easily cost the entire sum involved. It will, however, probably establish a precedent for future cases of the kind, unless there is something in the insurance laws of the State of New York that may have a bearing on the question.

A college for the revival of the lost mysteries of antiquity, such as has not been in existence for more than a thousand years, is to be built in California. This State has been chosen because the theosophists, and, in fact, all occultists generally, believe that it is the cradle of the coming race. The funds for the erection of the temple have been subscribed. Such an institution was the cherished wish of Mme. Blavatsky, and it will be the only institution of the kind in the modern world. The college will be open to all, without charge. Next March several leading theosophists who are touring the world will arrive and select a site for the college and dedicate it. They are called the "crusaders," and are leading the theosophists who started from New York on June 13 to make a tour of the world teaching theosophy and brotherhood.

After a canvass of the leading nations of the world it is figured that the total number of copies of newspapers printed in a single year is 12,000,000,000. Some idea of what this enormous figure means may be had if one bears in mind that to print the world's newspapers a year requires 781,240 tons of paper, or 1,562,480,000 pounds, while it would take the fastest press in America 333 years to print a single year's edition, which would produce a stack of papers nearly fifty miles high.

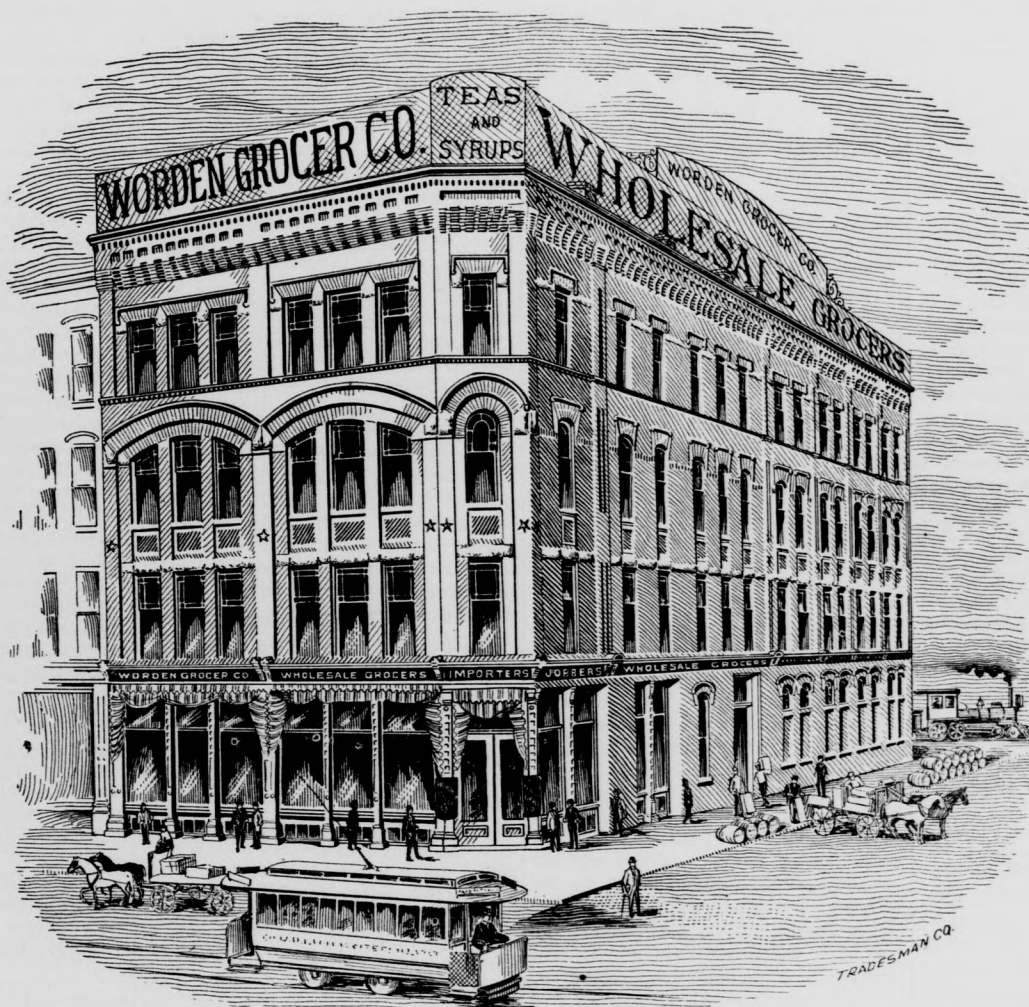
Wideawake advertisers are always on the lookout to find some novel way of displaying their advertisements; but one progressive New York firm has succeeded in introducing its advertisement at purely social functions. An elaborate private dinner was recently given in the metropolis at which each guest received as a souvenir a pretty calendar, on the back of which was printed an advertising card.

Florists and gardeners have found a simple, and what is said to be an effective, means of ridding their green-houses of devastating insects. Tobacco stems are placed on the heating pipes, and the heat brings out the odor of the tobacco, which destroys the pests.

*Read by S. E. Symons at eighth annual convention Michigan Knights of the Grip.

WORDEN GROCER CO.

IMPORTERS AND JOBBERS,
GRAND RAPIDS, MICH.



The old year 1896 is now only a memory and the new year 1897 is upon us and is passing with the speed of the "empire express," and before you are a year older it will be gone and will have left its phonographic indentations on the rolls of time, to be deciphered and construed by those who come after. We know this reference to rapidly passing time is not always pleasant to those of middle or old age, and we speak of it in this connection only for the purpose of drawing more particular attention to the present, which to this generation is all important. There is no time like the present and no better time to form good resolutions than "right now," and in doing this, resolve that during the coming years you will confine your business entirely to our house. Should you do this, you will have no occasion to regret it. We claim to be an "up-to-date house," and carry a large stock of the choicest goods that can be procured and it is our purpose not only to supply you with such goods as you need, but to give you such liberal and courteous treatment as will make it a pleasure for you to do business with us. A very large number of merchants in Michigan and Indiana have already "resolved" on this question and are our constant patrons. To these good friends we are very grateful. To you who have not yet "fallen in line" we would suggest that this is a good time to "fall in," and we assure you a warm welcome. Wishing you the compliments of the season and a prosperous new year, we remain,

Yours respectfully,

WORDEN GROCER CO.



Devoted to the Best Interests of Business Men

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

TRADESMAN COMPANY

ONE DOLLAR A YEAR, Payable in Advance.

ADVERTISING RATES ON APPLICATION.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, . . . JANUARY 6, 1897.

LAW IN GRAND RAPIDS.

A shooting affray between a couple of officers and a gang of lawbreakers who were running an illicit saloon on New Year's Day, resulting in the killing of one of the latter and the severe wounding of three others, including both of the former, has been the occasion of considerable comment through the city press and elsewhere as to the degree of the culpability of such lawbreakers, and criticising or commending the conduct of the officers, both in undertaking to act as spies and in shooting in self-defense when assaulted. These comments afford a striking illustration of the lack of regard for municipal laws and the tendency to condone offenses which are classed as technical, that is becoming too prominent a characteristic of American city life.

Adverse comment has been especially abundant on the "spotter" system. The papers have contained numerous letters vigorously denouncing it; and one of the most prominent dailies subjects it to severe criticism in its editorial columns, and in the same article makes this significant statement: "The license system of regulating saloons recognizes that it is no more wrong, morally, to sell a glass of liquor five minutes after 11 o'clock than it is five minutes before that hour. It is no more of a crime, morally, to sell a glass of liquor on the first day of January than on the second day of that month." And so the use of spotters is not justifiable and the hope is expressed that the authorities will begin the New Year with a reformation in this regard.

Such comments as these afford, in the minds of those seeking it, a justification for the violation of all the laws intended to regulate the liquor traffic, and put a premium on the assaults upon detectives, which is calculated to increase such tragedies as the one in question. Surely, it will not be contended that all use of detectives in the ferreting out of crime should be abandoned. And in the official obligations of those whose duty it is to enforce the laws there are no distinctions—all the laws are to be enforced alike.

But, with the expression of such sentiments on the part of these exponents of public morality, it cannot be expected that the laws in question will either be obeyed or enforced. And this

is the curse of our cities to-day—disregard for law. It is peculiarly a characteristic of American cities. In no other civilized and enlightened communities is it so manifest. In the older cities the laws have been formed more slowly, and so more carefully. There they are recognized as being the best for the regulation of municipal life, and so are sacred. The one who assails their enforcement there is an anarchist.

But here law is a light matter. The careless enactment of crude and absurd measures, to become partially operative and partially dead letter, has lowered the standard of municipal morality until, in the enforcement of a large portion of them, detectives are "spotters" and executive boards would do well to forego their use!

THE FUTURE OF HAWAII.

It is generally understood that as soon as the McKinley administration takes charge of affairs the question of the future of Hawaii will be taken up. It seems to be agreed that an effort will be made to bring about the annexation of the islands. The Hawaiian government, although apparently stable and prosperous, is not entirely a success, as it is really supported solely by the foreign element in the islands, the natives being passively hostile. It is admitted by people connected with the Hawaiian government that it will be practically impossible for the new rulers to maintain themselves without the powerful assistance of some outside nation. There has, therefore, been a strong revival of the annexation sentiment, and in all probability a fresh request for annexation will be made by the Hawaiian administration as soon as McKinley is safely installed in the White House.

When that time arrives, the problem of how annexation is to be brought about will demand consideration. If President McKinley and his advisers should decide to annex Hawaii, without regard to the wishes of the residents of the islands, the matter will be simple enough; but should the Hawaiians be allowed to vote on the annexation proposition, complications would promptly arise.

The American and European residents of the islands are the main advocates of annexation, but they form but a small portion of the total population. The Japanese far outnumber all other classes of foreign residents combined; hence, should they oppose annexation and be supported by the native Hawaiians, it would be necessary to either annex the islands without the consent of their inhabitants, or abandon the idea altogether.

There can be no doubting that the Japanese government would like nothing better than an excuse for taking possession of Hawaii; but such a proceeding would, of course, be actively resisted by the United States, under the general policy of not allowing the autonomy of any of the Pacific islands to be disturbed by foreign powers. It would, therefore, seem that there is no alternative but to accept annexation, or to witness an eventual restoration of the Hawaiian monarchy, with strong Japanese backing.

Trusts organized to crush small dealers unite forces that eventually try to crush each other and make trusts unhappy.

A reputation for charity may be gained by the judicious distribution of articles contributed by other people.

GENERAL TRADE SITUATION.

While the dullness of the holiday and inventory season must necessarily be in evidence for some portion of the month, the general feeling is manifest that matters are shaping toward improvement as rapidly as should be expected. It is an encouraging feature that the numerous bank failures which continue in the Northwest seem to have almost no influence on the financial situation elsewhere. The fact is recognized that these failures are owing to local causes purely—to mismanagement and to overdone business in boom towns. While the lack of demand in textiles is causing an undue accumulation of stocks, in most other lines the movement is in the direction of increased output and addition to working forces.

Prices for cereals improved steadily until wheat had scored an advance of about five cents in two weeks, though a slight reaction is now manifest. It seems probable that it will hold near the present level for some time. Corn seemed to lead in the advance and is slower to recede.

There is little change in the iron situation, as it requires time for buyers to decide as to the permanence of the new basis. Prices are firm at Pittsburg and the indications seem to point to a start on the present level.

There is some discouragement over the slow materialization of demand for cotton and woolen manufactures, and yet there is little talk of closing works. It is significant that one large carpet manufactory employing 7,000 hands is about to resume after a period of idleness. Cotton is lower and the activity has gone out of wool. The sales of this product during the past four months were sufficient to bring the average for the year up to that for 1895. Hides and leather are again advancing in price.

THE EASTERN QUESTION.

Again the representatives of the European powers at Constantinople have been compelled to make a joint demand upon the Sultan, and this time it involves a financial matter. The Porte has been warned not to encroach upon the funds set aside to provide for the Turkish debt, and it has been pointed out to him that any attempt to divert this money would involve a joint control of the finances of the Turkish Empire by the powers.

Nothing appeals so strongly to certain of the European powers as financial arguments, hence it is possible that a proposition to take the control of the Sultan's finances under a joint international management may prove more acceptable to the powers than any proposition which has yet been advanced involving the dismemberment or political control of the Sultan's dominions.

It is significant that the Russian envoy was the mouthpiece of the ambassadors in conveying to Abdul Hamid the determination of the powers, a fact which would seem to confirm the statements frequently made of late to the effect that Russia now exerts a controlling influence in Turkish affairs. Reports from Constantinople indicate that the Sultan is apparently obdurate and refuses to agree to the demands of the ambassadors.

Abdul Hamid no doubt remembers that the foreign control of Egypt, which now amounts virtually to a British protectorate, began with international control of Egyptian finances. He is shrewd enough to understand that, were he to yield to the pressure of the powers

in financial affairs, he would soon be compelled to consult them in political matters, with the ultimate result that the Turkish government would cease to be independent and would become nothing more nor less than a protectorate, to be divided up and absorbed by the powers as soon as their mutual jealousies and conflicting interests could be overcome.

In the meantime the strong pressure of European public opinion is beginning to bear some fruit. Realizing that further delays might prove dangerous, the Porte has ordered the release of large numbers of Armenian prisoners, and has made numerous changes in officials, with a view to securing better order in outlying provinces. The garrisons have been strengthened in the Asiatic dominions and measures have been adopted looking to a stricter control of the irregular forces responsible for a large proportion of last year's massacres.

On the whole, there has been a reasonable degree of improvement in the state of affairs in Turkey. The massacres have apparently ceased and there has not only been a total cessation of arrests of Armenians, but such Armenian prisoners as have been held are being released under the general amnesty proclamation recently issued. To have accomplished this much is something, and the fact proves that even the Turkish government is not entirely proof against public opinion. This temporary betterment of the situation should not, however, cause the powers to abandon the task of demanding permanent and far-reaching reforms.

A REVIVAL OF COURTESY.

Without doubt, people's street manners are very bad and are constantly growing worse, and this fact is seen in the growing numbers of men who in public places show scant courtesy, or no courtesy at all, to women.

The time has not been very far gone when no woman was allowed to stand in a street car when men were sitting. Now, even in Grand Rapids, that time has passed.

This growing disregard for women is due to the selfishness of men, which was once restrained by public opinion, but is so no longer, because of the weakening of that public opinion, partly from the growing independence of women, who are entering every avenue of employment once occupied exclusively by men.

At any rate, the growing lack of courtesy to women has become shocking to the chivalrous gentlemen of the old school, and one of these, W. W. Clay, of Chicago, has started in that city a movement to secure a reformation of manners towards women, particularly in the street cars. To this end he has had a number of placards printed and posted up in the cars and other public places, calling on men to abandon their boorishness and to show more courtesy to the gentler sex.

This is a worthy movement, but it is not likely that it will accomplish any result in reforming masculine manners. There is no strong public opinion to enforce public politeness, and even what little there is is visibly dying out. It is fast coming to be the case that, if people have any politeness or consideration for anybody, it is reserved for those in whom they have an interest, or from whom they expect benefits, and they have nothing left for the balance of mankind. And this selfishness will grow as the struggle for life becomes more strenuous and exacting.

Nevertheless, it is refreshing to see the old-time chivalry fighting against the growing ruffianism and selfishness that seem to be swallowing up all courtesy in public places.

MUNICIPAL ENTERPRISES.

While American civilization is undoubtedly the most advanced in many regards through having gathered the best from the other nations and supplemented it with the improvements and inventions of its own unequalled genius, there are yet some advantages remaining to the Old World civilizations which we do not possess. Among these are some dependent upon the development of the municipal organizations and methods, in which American cities are handicapped by the crudeness of rapid and recent growth and the necessity of assimilating an infinite diversity of material in their populations. Thus there are many things which may be attempted in the way of the public prosecution of enterprises in communities which are the growth of centuries with the more stable and homogeneous characteristics of the populace consequent upon such growth.

In the agitation of projects for municipal ownership of industries examples are cited of what is being done in Old World communities as arguments in favor of such undertakings in this country. A favorite example is the experience of the city of Glasgow. For a number of years the city has been acquiring its franchises and prosecuting its own public enterprises with gratifying success, so that it is now proposed to try the experiment of doing away with taxation, depending upon the profits of its various departments of public service for the support of its government. If the Scotchman of Glasgow is smart enough to make such profits from his street railways, water service, street and general lighting, etc., surely the Yankee is capable of doing as well.

The differences in the conditions, as indicated above, are sufficient to explain the advantages in the older community which make such things possible. In the slower growth of municipal development it is possible to guard against the wastefulness which makes American cities a byword. The British officeholder, with tenure of good behavior, prizes his position in a way which is a strong incentive to integrity. Usually, the achievement of such position is the summit of his ambition. Its permanence makes it so desirable that the fact of small salary is of minor consideration. Assured of this permanence, he is glad to live within his means and to give such faithful, economical service as will prevent the possibility of a change.

But the public officials of American cities are not of this class. Not that they are lacking in the ability of those of the older cities, or that, as a class, they are especially dishonest—although there is too much of this quality, dependent on our new and crude populations and our political methods—but there is a spirit of reckless waste which is fatal to successful results. The lack of permanence leads the American official to "make hay while the sun shines." In our loose, unformed municipal methods there are opportunities for unduly increasing the expenses of departments, which do not obtain in Eastern cities. These may include the keeping of unnecessary employees—often members of the official's family—pocketing fees not specifically appropriated, or even stuffing pay rolls, as has become so common in many cities. Perhaps the undue expansion of pay rolls by the names of unnecessary assistants is as fruitful an element of waste

as any one which could be named. It is almost universal in the public service of the country, from the departments at Washington to the employees of the township board. A suggestion illustrative of this is found in the action of the State Board of Auditors at Lansing, a few days ago, in directing the discharge of one-fourth of the twenty-four janitors employed in the capitol. There is no diminution of the work—it was simply found that the number had long been unnecessary. If it had been a private enterprise the number would have been reduced to a much greater extent, or, more likely, would not have become so unduly large in the first place.

Before American cities can carry on their own public enterprises in this country municipal reform will need to make great progress. When this is done, such work will be taken up by the older and most stable towns and cities first. The kind of enterprises undertaken will be those requiring the least number of employees. This is illustrated already in the fact that most of our cities distribute their own water, a work which requires a comparatively small pay roll in proportion to the magnitude of the service. Eventually, it may be possible to take up the other lines as conditions change; but such cities as Grand Rapids are not yet ready for ventures in this direction—let some of the older ones try it first.

PRACTICAL LAW-MAKING.

When politics is not involved the legislators of New York are quick to listen to proposed legislation calculated to benefit the industrial classes, and that State has inaugurated some reforms in the law relating to the relations of employer and employee, for which the State is entitled to great credit.

The proposition now is to gather all these enactments relating to labor into one statute and pass it during the next session of the Legislature, repealing all others from which it is made up. The idea is a good one. The laboring classes cannot be expected to hunt through codes and acts of the Legislature for the various regulations relating to themselves, but all can obtain and keep near by one act that comprehends all they desire to know from time to time as to their rights and obligations. The idea is one that could be adopted profitably elsewhere and with reference to other matters of every-day concern to the people. It would be a practical codification that would prove of much general benefit.

The very multiplicity of laws is defeating the object of the law in many cases. An act is passed to-day, amended two years hence, added to two years thereafter, and elaborated or masculated at some other time, until the shrewdest lawyer is often puzzled to determine what the law really is on that particular subject. When a proposed amendment relates to a matter of general interest, or especially to some large class of people, why not at once codify the whole body of enactments on the subject and repeal all former laws in that direction? This is the idea involved in the proposed amendment of the labor statutes in New York and is worthy of attention by legislators everywhere. It is as easy to re-enact the whole law, including the proposed changes, as to pass another and separate amendment to still further mystify or complicate the codal regulations.

THE PRISON LABOR PROBLEM.

The matter of prison competition is one having a direct and vital bearing upon the welfare of the industries concerned in the many localities where it is visibly manifest, and there are so many, and the lines of work so varied, that the influence is of importance throughout the country. The fact that each state is independent in its management of such matters has worked injury to neighboring states, for the reason that there is no restraint in the finding of markets for prison-made goods outside the boundaries of the producing state. In this respect there has been a selfish disregard of the welfare of neighbors which has worked injury to the whole country, in that retaliation of the same kind is common. But this is not of so much importance as the fact that frequently the production is by such means brought into immediate competition with the local industries. For instance, in our own State, what difference does it make whether the prison-made furniture of Ionia is sold in Toledo or in Grand Rapids? Its competition with Grand Rapids products is just as direct one way as the other.

This subject is coming to find recognition in some of the states and the movement inaugurated will undoubtedly spread until there will be a general regulation, and suppression, of the evil. In New York a constitutional enactment has been adopted forbidding the production of goods by prison labor for sale in the State—or elsewhere, as to that matter. When this came into operation it presented a serious problem as to what should be done with the idle convicts. The prisons have undertaken to do all that is practicable in the way of production for the State Prisons and charitable institutions, and yet nearly one-half the inmates of the prisons are without employment. This fact is attracting the attention of philanthropists and students of prison economy in a way which bids fair to bring a solution of the problem before many years.

The opinion which seems to obtain most widely is that work is an element in the reform of the criminal which cannot well be dispensed with. The sentence to cellular confinement without employment for any considerable length of time means the destruction of whatever mental, moral and physical qualities the convict may possess, at least in the average of those gathered from the activity of the American criminal classes. It is scarcely different to sentence such criminals to idle confinement for a long term of years than to sentence them to a merciful death, except that there is left, frequently, in the first case, an imbecile pauper to the care of the community. So that, in whatever direction the solution of this question may be sought, it is to be taken for granted that work must be considered.

In many of the Old World countries the conditions are such that it is possible to handle convicts in the prosecution of public enterprises in a way which is impracticable here. This is partly owing to the fact that the countries concerned are so situated as to density of population and police regulation that it is impossible for criminals to escape with any hope of keeping out of the hands of the pursuer and avoiding the terribly severe punishment meted out for such attempts. On account of these advantages and the different characteristics of the people, Japan has made as much progress in the

question of work for the wrong-doers as any other nation. They are engaged in public works of all kinds—building roads, reclaiming waste lands, working in mines and cultivating fields. But Japan has not yet learned the injury such labor is to her manufactures, so she still employs them in this line. And in the European nations it is possible to employ convicts in out-of-door work to a greater extent than here. Italy has established agricultural colonies in which her criminal population almost support themselves—very much on the plan suggested by Governor Pingree some time ago for the inmates of the Jackson penitentiary. But there would be a difference in dealing with the average Jackson convict and those gathered up by Italian justice. In Austria-Hungary the convicts are quite generally employed on public works—building roads and canals and improving the rivers. And even in England large parties of prisoners are taken considerable distances for work in the fields, attended with a few armed guards, but not confined by manacles or in any other way. In Japan the prisoners are lodged in barracks, without the use of locks even. In all these countries there are few attempts at escape. But in the broader and more sparsely settled countries like Russia and the United States, the movement of prisoners seems to require the use of chains and manacles. All are familiar with the Russian convict system, which has recently had so much attention, and in many of our Southern States convicts have been used upon the roads with the brutal instruments of restraint to an extent which has brought outdoor work for prisoners into disrepute.

But it is the opinion of the Tradesman that the solution of the problem must be sought largely on this line. In the building of roads and the prosecution of other public works the prisoner is made to add to the sum of public wealth in a way which in no degree injures any industry. But how to manage such employment with the more active and intelligent, not to say desperate, criminals from our conglomerate American life is a complicated question. But there are possibilities of its solution. For instance, in the American way of dealing with criminals, little consideration has as yet been given to individuality; all are treated alike. There are possibilities in the way of sentencing to greater or less severity of work, according to the character of the criminal. Those who must be specially guarded and confined on account of their desperate character should be sentenced to the more severe and disagreeable tasks, and so separated from the more tractable ones. Punishment for escapes should be made more severe, and police vigilance increased, so that the less desperate criminals will hesitate to risk the attempts. Then this element may be made useful in a way which will not conflict with the interests of American industries, and at the same time be given the right kind of work, under the proper conditions to secure most effectually its moral and physical reformation.

The British Medical Journal inveighs against the use of so-called rice powder for the face, on the ground of its injurious effect on the skin. Some of the rice powders are alleged to be no longer composed of rice, but of chalk, white lead, starch and alabaster in varying proportions.

GONE TO SEED.

Dead Towns and Mullein Stalks
Alike in This Regard.

Written for the TRADESMAN.

What is so stiff, stark and utterly lifeless as a last year's mullein stalk? What so suggestive of barren wastes and poverty-stricken fields? It does not live, nor even exist; it merely remains: and yet the bleak December winds cannot blow it off the face of the earth, nor the snows of winter hide its ugly, dilapidated shape from view. It is a dead thing firmly rooted to the earth. Although nothing, it is a withering something and occupies space—it has gone to seed.

But there was a time when this dried-up, pithy old stalk was blessed with vitality. There was a time when its strength was needed to support an encircling mass of fresh broad green leaves; and time was when a thick cluster of pale yellow blossoms encircled its cushioned head.

What terrible thing has brought about this transformation? It has fulfilled its destiny—served the purpose for which it came into existence; and now it has gone to seed.

Did you ever see an old town that had gone to seed? You don't find any of them in the youthful West, where the canker of time has not yet corroded the fruits of human industry; they are found among the tombs of the great-grandfathers of the present generation. It takes time for a mullein plant to go to seed; and a town-plant must also have time to run to seed—in fact, it requires nearly a whole century to develop a case of "town gone to seed" that would compare at all favorably with a last year's mullein stalk.

I was in one of these "shades of de-

parted glory" the other day; and I have felt something "a creepin'" up my vertebral column ever since. I don't think it was a flea or anything of that sort, for I always feel a like sensation whenever I meditate on what a pitiable wreck man will be when the New Woman fully asserts herself. When that deplorable time does come, it will be a genuine case of "man gone to seed."

This old mullein stalk of a town is nearly a hundred years old, and is located in this old Long Point section of Her Majesty's beautiful Province of Ontario. On one of its principal four corners stands an old-fashioned two-story brick block. The block contains four stores, but all—save the corner one—are boarded up with antiquated shutters held in place by bolted crossbars of iron. On one of the opposite corners stands the old village hotel, that made three or four men well off before its present proprietor was born. In the old "burying ground" on the hill are the mossy tombstones of a half-dozen or more old timers who drained their substance to the very dregs in the taproom back of this rickety old bar, leaving a legacy of poverty and shame to their children and their children's children. The present proprietor is a weazen-faced, run-down-at-the-heel old fellow, who keeps a few variously sized bottles filled with colored water, and a box of two-for-a-cent cigars, just for a show, while he manages to procure a diluted living by carrying the mail, "swoppin' hosses" and fishing. There are four stores in the old town, such as they are, and more than a dozen dilapidated old structures where stores, wagon shops, cabinet shops, tin shops and various other kinds of business once flourished.

After declining a pressing invitation

to "swop hosses" with the seedy tavern-keeper, I paid a visit to the corner store in the brick block. The front door was furnished with an old-fashioned thumb latch attached about two feet above the threshold. I had to stoop to unlatch the door; and, when closing it on the inside, I noticed that the latch was a foot in length and would weigh fully a pound. I seated myself on a nail keg by the side of a sizzling old stove. Three old fellows occupied similar seats, while another sat on an empty soap box and engaged in whittling a plug for an old vinegar barrel he had just bought. The stove was a fixture. It belonged to a dead and buried past, and had stood in that same spot for forty years. The shelving ran around three sides of the room and extended all the way up to the ceiling. The stock was an "assortment." Anything known to have been in existence twenty-five years ago was not included in that assortment. It reminded me of Noah's ark, the only difference being in its application to the kingdom of merchandise instead of the animal kingdom. I shall never doubt that ark story again. It beats all how many different kinds of things can be stowed away in one room, provided they come in "two by two" like the animals did in the ark. But old Noah was not at home on this occasion—he had gone over to the Point to shoot ducks; but Shem, Ham and Japheth were there. Shem was sitting on the counter mending a bridle; Ham was constructing a handsled out of the remains of some old boxes strewed around on the floor, while Japheth was idly watching Ham. The old fellows around the stove said very little. I think the spluttering inside the yellow old stove, the clattering of Ham's hammer,

and Japheth's occupation caused a feeling of depression to steal over them.

The gloom was checked by the entrance of a drummer. It was not the first chill that a drummer has dispelled. What a benighted pack of heathens we would become were it not for the illuminating rays thrown out by the drummer as he goeth up and down and in and out, at all times and in all places. I was just beginning to sink into the slough of despond when this lively specimen popped inside the door, and it brought instant relief.

"Pleased to meet you, Mr. Noah," said the missionary, as he set his grip on a basket of onions and extended his hand towards Shem. "I rep—"

"I hain't the boss," broke in Shem, as he turned the bridle over; "the old man 's gone to the P'int a duckin'."

"O, I see! Well, I suppose you are his son and that you look after the business when he is away. I repre—"

"Ya-a-s," again interrupted Shem, "I s'pose I'm 'is son, but I don't buy nothin', an' the old man don't buy nothin' no more."

"O! your buyer is not in at present. Will he be in soon?"

"Hain't got no buyer," snapped out Shem, as he threw a ball of twine at Ham, who all at once found an extra amount of hammering to do; "the fact o' the matter is we can't sell nothin' in this 'ere town, so we don't buy nothin'."

"Why, you have lots of people living around here—where do they do their trading?" queried the drummer.

"Wa-a-l, the county town's only 'bout ten miles from here, an' I guess the people all goes there to trade. We don't blame 'em a durn bit. If we wuzzent a keepin' store here, we

JAMO BISMARCK CAROVI



ROASTED COFFEE

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

W. J. GOULD & CO.,

IMPORTERS AND COFFEE ROASTERS,
DETROIT, MICH.

wouldn't buy a blame cent's wuth here nuther!"

When Shem had delivered himself every one of the old fellows around the stove groaned, not excepting myself. The drummer glanced around the store and then made a final appeal.

"This is certainly the most peculiar town I ever struck," he said. "I have called on the other merchants and they all talk just as you do. They said you did pretty much all the business done in the town, and I expected an order sure from you people. Now, don't you think there may be some few things you are out of? You know, if you don't keep all staple articles in your line, you can't expect the people to be so exceedingly obliging as to go off ten miles to buy what you don't keep, and then come back and trade the balance with you. You see, if they were so obliging, they'd have to come here first and get a list of such things as you might happen to have. But that wouldn't be safe either, for, while they were gone, you might accidentally sell the very thing they wanted, and then they would have to go without or drive that twenty miles over again. The people in this town may be very obliging, but I don't believe they are so deuced obliging as all that. Now it wouldn't take me near so long to name the things we don't carry as it would the things we do carry." Here the drummer fished out a large card upon which was printed a double column list of specialties and, tossing it on the counter, continued: "As I said before, I represent—"

"No use talkin', Mister," interposed Shem, as he held up the bridge to see if it hung right; "we hain't a buyin' nuthin' no more."

"Well, good bye," said the disgusted knight. "What would you think of me if I warned every commercial man to steer clear of your town? Suppose I should tell them they couldn't sell a dollar's worth of goods, get a decent meal of victuals or a clean bed in this measly old mossback town—what would you think of me?"

"I'd say ye struck it 'bout right, Mister," replied Shem, with a pine-coffin grin and streaks of harness oil spread over his face, "fur that's just 'bout the size of it."

The drummer went out. The man on the soap box had listened and whittled until he spoiled his plug, and went out in search of another piece of timber. Ham struck his thumb a blow with the hammer and set up a howl that woke up all the old fellows on the nail kegs. Then the fire went out and so did I.

It was a genuine case of "town gone to seed."

E. A. OWEN.

Candymentown.

A wonderful place is Candymentown:
Its streets are paved with joy,
And on the corner, wherever you turn,
Stands a beautiful sugar toy.

A peaceful place is Candymentown:
There is never a street brawl there,
And, strange to say, the peppermint lamb
Lies down with the cinnamon bear.

The cats that live in Candymentown
Are made of sugar and spice;
And they never think of such a thing
As eating the chocolate mice.

The dogs that live in Candymentown
Are as good as good can be,
For they, like the sweet-natured cats, are made
Of sugar and spice, you see.

There are lions and tigers in Candymentown,
Rabbits and elephants, too;
They live together in houses of glass,
And are happy the whole year through.

A wonderful place is Candymentown,
With its beautiful sugar toys,
And it was built to please the hearts
Of little girls and boys.

T. B. HOLMES.

The "Good Old Times" in Retrospect.
Written for the TRADESMAN.

It is hard, hard, hard to pass lightly and easily from the good old times before the railroad came—the times when we knew everybody and everybody knew us; the times when stale eggs and leaky butter and mouldy oats and marsh hay were legal tender for dust tea and cheap smoking tobacco; the times when the village loafers always came into the store after supper and "sat raound" and smoked and "chawed" and yarned until we had to kick them out, literally and regularly, at ten o'clock; the times when it was safe to trust everybody within a five mile radius—to a certain limit, and we knew just what that limit was; the times when we were not regarded with suspicion by every third customer who came into the store; the times when we were satisfied with one hundred and fifty per cent. profit and had no one to cut under us; the times when Jack Daniels used to try to find out just how much everything cost, and was lied to—lied to so plausibly and so calmly that he went away satisfied, feeling that life, after all, was well worth living; the times when we made all our remittances by registered letter and knew as much about banks and bankers as a child of the desert knows of the chemistry of an egg.

Yes, it is hard to break away from those good old times without a sigh or two of regret, and perchance a silent bitter tear.

Now, all is changed. And you ask how?

Well, some Irishmen came and laid two long steel rails through our village one day, and the next a locomotive whistled at our back door.

Since then we have had to carry watches in our vest pockets, and be identified before strangers.

But, even now, memories of those good old times throng in upon me, and I turn with relief from the cluster of telephone wires across the street to the times when we received mail only upon Tuesdays and Fridays, and it was carried twenty miles overland upon the shoulders of a stalwart mossback. How the natives used to gather about our store on mail days! How they reveled in each other's society for the space of those long winter afternoons when the snow was deep and the mail carrier unusually late! How they used to talk and laugh and jostle each other about when the crowd and the tobacco smoke vied with each other to see which would become the thicker!

How the poor butter did accumulate on those mail days—always in rolls, too! And such rolls some of them were! Eight, ten—sometimes twelve pounds each. Yet nobody thought of packing in jars. Jar butter was looked at askance. There was no individuality to jar butter. Each maker had her own style of roll, and it was generally easy to tell by whom any particular roll of butter had been made. Sell it? Why, of course. When we harnessed up our span of bays to the big lumber wagon and started for the nearest lake port to draw home goods, we always took with us a generous supply of the products of the soil. And we sold it, too; or traded it off for more goods, which amounted to much the same thing.

Those were the days when people had plenty of time, and when it frequently took a customer all day to do a little "tradin'." Old Muldrew would hitch up right after breakfast, load his large and interesting family into the sleigh-

box, put in oats and hay enough for a feed, and then drive gaily to the country store. Of course, Mrs. Muldrew had brought along some "aiggs," and a "tinful" of home-made lard, and a few rolls of butter, and a pair of mittens "she'd made herself" and some hand-knit socks. It might be added, she also "brought her knittin'."

Muldrew unhitched in front of the store, picketed his team at the rear of his sleigh box, gave the horses an armful of hay "to chaw on," and then started in search of the local apothecary. His intention was to acquire "a bottle," and from the bottle a jag. The bottles which were then obtainable at our village pharmacy contained alcohol diluted with lake water, and that was, for several years, the popular beverage of this region. A man who drank whisky was tolerated, but that small element of the community known to have a partiality for beer was looked down upon as being in no way qualified to participate in the glory or share the dignity of American citizenship.

Mrs. Muldrew's stock in trade has been inventoried. She had the mentioned choice articles to dispose of. The whole thing amounted to perhaps \$3.50. She was going to sell them. Ours was the only place in the village where so extensive a deal could be consummated. And yet she was not too easily to be despoiled of the products of her hand and brain. She had a system, and she went about her bargaining like the Napoleon of finance that she was. "How much be yez payin' fer good butter the day?" she queried, after the usual compliments of the season had been passed. "An' moind, whin Oi sayh 'good butter,' it's good Oi mane, an' niver a bit o' yer butterine sthuff

what they be afther makin' down till Shecaggy!"

"We can pay you fourteen cents to-day."

"Fahrteen cints, is it? Fahrteen cints fer the loikes av this! Will, Oi guess not! Yez moight buy the sour sthuff Misthress Mulcahy makes, or the rot pizen av Misthress O'Lolly; but dhivil the ounce av this will Oi sell short av twinty cints! Twinty cints now—moind that! An' it's a throue word Oi sayh that Oi git two cints a pound more fer me butter than anny-won in East Jard'n, Oi do!"

Mrs. Muldrew was a consummate liar in a butter trade, and a good all-round prevaricator under any circumstances, so we always had a circus with her; but it invariably ended in her selling the butter at our price. Then came the other articles of produce, each in its turn, and she came at us every time with renewed vigor, exhibiting a persistence in this line worthy of a better cause.

If she reached the store right after breakfast, she had usually disposed of her wares and was ready to begin "tradin'" by noon. By that time her "mon," old Muldrew, had acquired the requisite number of bottles to make him quarrelsome, and then it would take himself and wife a good hour to settle their little family affairs in a manner satisfactory to both.

But there is an end to all things terrestrial, and in due time the purchases were made, the family again loaded into the sleigh-box, and the heads of the willing horses turned toward home.

But those good old days are gone. Ah, me! And if we keep a man waiting thirty seconds, he rushes off and buys from some other fellow! And we have to sell our half dollar shirts at forty-nine cents! And deliver goods! And open the door for the ladies! And grind coffee!

Ay! "The world do move."

Yes, thank heaven, it does.

GEO. L. THURSTON.

A Safe Cracker



In your store

combining healthful
properties with de-
licious flavor will
win trade.

Sears' Saltine Wafers

are —————
Daintily crisp
Finely salted
Strictly pure
and —————
Particularly fine

Lead in every respect.

We wish all the greatest prosperity for 1897.

NEW YORK BISCUIT CO.
GRAND RAPIDS.

How to Succeed in the Retail Dry Goods Business.

In discussing the opportunities afforded in the retail dry goods trade for successful work on the part of a young man seeking to make the best use of his powers, I will assume that he has already decided upon this branch of business as most congenial to his tastes and suited to his capabilities. Nothing herein stated is intended to have any influence upon the choice of one who has no special convictions as to what he would like to do, or what he is best suited to do. I have seen as many men, during my forty years' experience in the retail dry goods business of Chicago, who had mistaken their calling as could be found in the gospel ministry, or any other department of human effort, and it would be a mistake to invite any more such into this business. I have always been impressed with the truth, comprehensiveness and force of the maxim furnished by an old man to a young friend, as containing the best conditions for success, and I venture to quote it here to any young man considering the question of his life work. It was expressed in three words, "congenial, remunerative occupation;" and to my mind it holds much of the philosophy of life, for a vocation must be congenial in order to be tolerable; it ought to be in a fair sense remunerative, as no one cares to spend his strength for nought; and the last word, occupation, expresses one of the greatest needs of a healthy, well-balanced human life.

Having decided, then, upon the retail dry goods business as affording these desirable conditions, a few questions may arise which only one possessed of sufficient experience could answer, and it is to meet these that I now address myself: While the retail dry goods business has enlarged and developed so as to call for many various and different gifts, it is nevertheless true that certain requisites should be found in all those seeking to fit themselves for these different positions. Where these requirements are met by natural qualities and backed by industry and good principles, we have the happiest combination of successful conditions in the individual. If he possesses what is frequently termed "the commercial instinct," by which is meant a natural preference for commercial transactions, and a resolute will and sound judgment in executing them, then he contains the foundation upon which a useful mercantile life may be built. A good address, pleasing personal appearance, patience, and a familiar knowledge of human nature are almost indispensable requisites in this kind of work. The modern development of the dry goods business calls for an ever-increasing amount of detail, so that a man with an antipathy or aversion to this kind of work would labor under serious disadvantages in it. If he is one whose preferences are for broad and simple measures, he would better direct his efforts elsewhere. To add to the above requisites the qualities of sobriety, frugality, purity, self-denial, faithfulness and unswerving integrity might appear to some superfluous and commonplace; but the fact is, the love of pleasure inherent in youth frequently seeks release from the restraints of home and desires the allurements and attractions of a large city to so powerful a degree that the eye is not single nor the purpose simple and direct, and there is com-

bined with the business purpose the determination to have a good time and to see life in all its phases. I earnestly warn all such that the two motives are inconsistent with each other and cannot dwell harmoniously in the same life. There are certain terms under which alone successful work can be done, and if any are not willing to pay the price for success they surely will not have it. With the possession of all these requisites, there may still be such a use of them as would seriously limit the opportunities of the young man striving for place, for I have seen many, many cases of young men of good character, well endowed naturally, but lacking earnestness and force so seriously that others easily passed them in the struggle for position. No matter what the position or what kind of work may be given the young man to do, there is a supreme and constant demand that he put into his work two qualities, without which it cannot be highly successful. These qualities are thought and thoroughness, and the one will not do without the other. Put thought into your work—patient, earnest, careful, considerate thought—and it will be good work, because thoughtful work; but you must also put thoroughness into it, for a carefully considered plan that is not thoroughly executed will be weak and oftentimes impotent.

I am asked sometimes whether the city or country is best in which to begin learning such a business as ours. Although my own beginning was in a large city, I confess to a very strong leaning to the opinion that smaller places often afford a broader and more comprehensive foundation than may be found in the larger commercial houses of the great cities, where everything is specialized to the last degree. Without fully stating my reasons for this conclusion, I may say that a business career begun under such conditions is always benefited by the transplanting to a broader field of effort, and most of the successful retail dry goods men I have known have undergone such an experience.

Have the conditions changed in the last thirty or forty years? is frequently asked in a way that implies a change to the disadvantage of a beginner at the present time. The conditions have unquestionably changed, and greatly changed, so that usages and customs of thirty years ago no longer exist, but there have taken the place of them methods so much higher and better that no one mourns their departure. Forty years ago no merchant in Chicago, in the retail dry goods business, trusted any employe with the work of buying goods—to-day, every department has its own head and buyer, and fifty to one hundred separate and distinct departments have taken the place of the four or five generalizations common in the early days. This statement, of itself, will suggest the great extent to which opportunities have increased for ambitious and competent young men. It is sometimes suggested that the dry goods business is specialized too much, but whether this be true or not to any extent, it is clearly the fact that the specialization is largely in the interest of the employe ambitious for preferment. In fact, there is no wise merchant who is not constantly scanning the qualities of his younger employes, well knowing that time and the course of events will produce vacancies calling for the best business gifts and training available,

for the trouble always is, when an important place becomes vacant, to find a man sufficiently equipped for the work. There is, therefore, "room at the top" in the dry goods business to an extent never before known. It may be asked, "Are the opportunities as good as formerly for a young man starting in this business for himself?" The answer would be (barring present depressed business conditions) that the opportunities are as good as ever, and if the right man, with a sufficient capital, finds the right place, and will put his best effort into his business, sticking to it and resisting all temptations to deviate from a simple and direct course, he will have no reason to complain.

I shall feel very glad if these thoughts may prove helpful to any young man considering the question of his life work in the future, for I believe the dry goods business to be, when properly conducted, one of the most legitimate and firmly-established kinds of human effort, and worthy having employed in it men of high character, broad vision, strong grasp and earnest purpose, and that it will furnish in the future, as it has in the past, abundant opportunities for doing good and a field for the most splendid business talents. It is, however, an undesirable vocation for idlers, aimless ones, or for any of that large army of weaklings who will sacrifice principle and future advantage to present inclination and self-indulgence.

Let me close by saying that "The fear of the Lord is the beginning of wisdom," and if upon this foundation are built good character and sound principle, and if one will put both thought and thoroughness into his work, it will be successful and useful in the highest and truest sense. ANDREW MCLEISH.

Now that the smoke of the campaign has cleared away, you will see more smoke from the S. C. W. You do not need silver or gold, but only a nickel to get the S. C. W.

You Can Never Tell.

You never can tell when you send a word—
Like an arrow shot from a bow,
By an archer blind—be it cruel or kind,
Just where it will chance to go.
It may pierce the breast of your dearest friend,
Tiptoe with its poison or balm;
To a stranger's heart in life's great mart
It may carry its pain or its calm.
You never can tell, when you do an act,
Just what the result will be;
But with every deed you are sowing a seed,
Though its harvest you may not see.
Each kindly act is an acorn dropped
In God's productive soil;
Though you may not know, yet the tree shall grow
And shelter the brows that toil.
You never can tell what your thoughts will do
In bringing you hate or love;
For thoughts are things, and their airy wings
Are swifter than carrier doves.
They follow the law of the universe—
Each thing must create its kind;
And they speed o'er the track to bring you back
Whatever went out from your mind.
ELLA WHEELER WILCOX.

Pushing the Tobacco Trust in Canada.

The charges of criminal conspiracy to impede trade, made against the American Tobacco Co., at Montreal, has resulted in the issuing of warrants in Quebec for the arrest of such members of the company as may be in Montreal, and they will have to appear for trial in Quebec on January 7. In the meantime the profits which the dealer who brings the suit would have earned had not the American Co., as alleged, impeded the trade, are now being figured upon by his attorneys. The sum will probably total up an aggregate of several hundred thousand dollars.

Pursuant to a resolution of the last Congress, the Philadelphia mint is to begin this month to make experiments with new metals and combinations of metals to determine whether any improvement can be made in our present copper and nickel coinage. It may give us aluminum cents in place of the copper piece now in use, and possibly a new species of 5 cent pieces, made entirely of nickel, or perhaps half of nickel and half of copper. There is so slight a suggestion of copper in the present 5 cent piece that it is a surprise to read that 75 per cent. of it is copper and only 25 per cent. nickel. The present cent contains 95 per cent. of copper, 2 per cent. of tin, and 3 per cent. of zinc. The objection is made to it that it is hard to distinguish by feeling between a cent and a silver 10 cent piece.

TRY HANSELMAN'S SUPERFINE CHOCOLATES FOR HOLIDAYS

Order early and be in the push.

Chocolate Nunkeys,
Chocolate Montevideoes,
Chocolate Clito,
Chocolate Shell Bark,
Chocolate Nougat,
Chocolate Sour Orange,
Chocolate Sult Lemon,
Chocolate Marshmallow,
Chocolate Angelique,
Chocolate Almonds,
Chocolate Filberts,
Chocolate Pecans,
Chocolate Walnuts,

Chocolate Cherries,
Chocolate Brandy,
Chocolate Opera Drops,
Chocolate Opera Caramels,
Chocolate Peppermint,
Chocolate Wintergreen,
Chocolate Raisins,
Chocolate Extra Pralines Assorted,
Chocolate Extra Vanillas,
Chocolate Pineapple,
Chocolate Hand Made Small,
Chocolate Hand Made Large,
Chocolate Shoo Fies,

Also a full line of Confections in all its branches.

HANSELMAN CANDY CO.,
KALAMAZOO, MICH.

The Lamb Glove and Mitten Co.

PERRY, MICH., U. S. A.

MANUFACTURERS OF

HIGH GRADE GLOVES AND MITTENS

Made from Pure American and Australian Wools and the Finest Quality of Silks.

This Company controls a large number of the latest and best inventions of Mr. I. W. LAMB, the original inventor of the Lamb Knitting Machine, and all our goods are made under his personal supervision.

Merchants will consult their own interests by examining these goods before placing their orders.

Revenge of a Meek Man in a Confectionery Establishment.

"It took me some time," he said, "to learn how to get along in the candy store presided over by the young ladies who act as though they condescend to wait on customers as a special favor. I am a meek man, not given to boasting, and uncertain sometimes in the hour of seeming victory. So I rarely talk of my successes. But I believe I did astonish one of the haughty ladies into something like a temporary accommodating mood.

"I had been used to the sort of treatment everybody gets there. I had received over the soda water counter that stare colder than the hardest chunk of ice cream that ever dropped into a glass. But all this time a scheme had slowly been forming itself in my mind. After a while I had a chance to test it. I dropped into the establishment late one afternoon. Few people were there. I stepped up to a counter, behind which stood one of the proudest of the ladies.

She was talking to a friend, and they both became intensely interested in the crowd passing up and down the street as soon as I appeared. They looked out of the window in a far-off way and talked in undertones. I thought of giving it up, as I had done before, and beating a retreat. But the recollection of my scheme came into my head. I took courage and spoke.

"Will you be kind enough to give me two pounds of mixed?" I said with the utmost politeness, almost with obsequiousness.

"Nobody ever would have thought either of them had heard me except for a quick, sharp look which the two girls gave me. Then one of them turned her back and began to look for a two-pound box. All the time she kept on talking to her friend. After a while she found the box, carefully fitted it with greased paper, and then, turning toward me, seized a pair of tongs and slid open the glass case which contained the chocolate candies. Then for the first time she looked me squarely in the face.

"Chocolates?" she asked as savagely as though she were compelled by superior force to part with her own most valuable possessions. But I was prepared for her. I was going to try on my scheme.

"Thank you very much," I said. "I should really be extremely indebted if you would be kind enough to put in a few. They are very nice always in a mixed box."

"She put them in rapidly, but not before she had cast a quick and searching glance at me. She was suspicious, but the first effort had made no impression, as I could plainly see when she closed the case with a bang and stopped long enough to say between her front teeth:

"Marshmallows?" She jerked the word out as though a syllable more would have choked her.

"Yes, if you please," I responded with the same melting politeness of tone, "if it isn't too much trouble to you and won't take too much of your time. I hate to detain you, so just put in as many as you have the time to. Don't trouble yourself too much. A few will do."

"Again she darted a questioning glance at me, and again she slammed to the door of the case with a vicious bang. I thought she took me for a maniac until I heard the door of the case go to with such an unnecessary expenditure of force. But there was something like conciliation in her tone when she said:

"Burnt almonds?"

"Her voice sounded almost sympathetic. I answered her with increasing politeness. Half a dozen times I responded with the same saccharine, excessive courtesy. I was deferential, subservient, almost cringing. By the time we reached caramels her tone was tender. She handed the box over the counter, and actually pushed it in my direction. Usually they merely hold it somewhere approximately toward you and look over your head at the soda

fountain opposite. She was undoubtedly conquered, but I was relentless. I was determined to force my scheme to the end. I took the box and paid.

"I regret more than I can tell you," I said, "that circumstances have placed it within my power to walk into this store and disturb you simply because I happen to want to buy some candy. I suppose I'm a brute to do it. Maybe a man oughtn't to take such an advantage of a defenseless woman, especially after she's been worried all day by customers of her own sex. But I promised my wife that I would bring her home a box, so I came in here and disturbed you."

"She gave me a look that contained the most complete contempt and offended dignity I have ever seen. Then she sailed toward the back of the store, and the expression of her shoulders overwhelmed me. I grabbed my box and fled."

"Did it do any good the next time you went back?" asked a man who had never had the courage or originality to devise such a scheme.

"It didn't," the speaker said regretfully. "The next time I went back none of them would look at me. I waited twenty minutes and then got out."

The Crazy Man.

Stroller in Grocery World.

I know a retail grocer who has originated one of the most remarkable advertising schemes ever thrown on the cold world. He's not a specially large man, either, probably doing a yearly trade of \$15,000. To get right at the scheme, this man absolutely gives away every article whose regular retail price is less than 5 cents. Did I hear somebody say fool? Wait.

When I first heard of the idea I thought the fellow was crazy. When somebody gets hold of an especially new and striking idea, we're apt to conclude that the originator is crazy, mainly because he got hold of a good thing before we did. But to get back. All of the other grocers in the town where this special schemer does business believe he's plumb cracked. Those fellows will argue for hours that that grocer is out of his head and ought to be put in an asylum, while their own business dries up and the dust gathers on their prunes.

Well, to decide for myself whether he was crazy or not, I went to see him. I found him a rather young man—probably 35 years old, with the glint of the sharp, shrewd business man in his eyes.

"Well, sir, what can I do for you?" he said, as I approached.

In answer I stood and looked at him full in the face for several seconds.

"You don't look like a crazy man," I said, finally.

He laughed in spite of himself.

"My esteemed competitors have been filling you up, have they?" he asked, quizzically. "You didn't hear anybody outside say so, did you?"

"No, consumer, if that's what you mean," I answered, "but the other grocers here would have you put away if they could."

"I suppose they would," he said, laughing again.

That's got us on fairly good terms, and I dove right into the subject.

"I wish you'd give me an idea what this scheme of yours is," I said.

"It's very simple—I simply don't charge for articles under 5 cents."

"Suppose the price is just 5 cents," I asked, "do you charge then?"

"Yes, sir."

"If a customer buys 2 pounds of granulated sugar at 4 cents a pound, how much do you charge?"

"Eight cents," was the reply. "The aggregate value of the article is what counts, not the value of an individual pound or quart."

"Well, does it pay you? Tell me that," I said.

"Pay me? It pays me better than anything I ever tried before, or expect to try again. All I'm afraid of is that some of the other grocers here will start it, too."

"I'll just tell you how it pays me," he said. "I started this thing three months ago yesterday, and in that time my business has increased as near 25

per cent. as I can figure. That's pretty good evidence, isn't it?"

I thought it was.

"Don't you find that you are imposed on a good deal?" I asked.

"Very little, if any. I suppose I am to a very slight extent, but hardly enough to count."

"You see," he went on, "I made a close calculation as to what percentage of my total business the articles which sold under 5 cents amounted to. At that time I did a gross business of about \$12,000. I found that of this only 5 per cent. was on articles that sold for less than 5 cents. That proportion may vary in other places, but that's what it was with me. Five per cent. of \$12,000 is \$600 a year. That \$600 worth of goods probably cost me not over \$300. I have stopped all other sorts of advertising and that \$300 I set down as my advertising appropriation. If I had to still do only \$12,000 worth of trade a year, \$300 for advertising might be rather steep. But the minute I got the thing about I noticed a steady increase in my trade. It's very seldom a person will come in here and ask for a 3-cent bottle of bluing and go out with it alone. They are anxious to get something for nothing and will come out of their way to get the 5-cent article, but they will in nearly every case buy something else while they're here. I've gotten the entire trade of at least twenty-five families just through this scheme. And you ask me if it pays!"

"How many times have you been victimized?" I asked.

"Very few. There is a notoriously mean old man in town here, and he comes and gets little things for nothing, and under the arrangement I can't refuse him, but what he gets don't amount to much. That's really about the only case where I haven't come out ahead. If my business increases during the

next nine months in the same proportion that it has increased during the last three, I'll have all the business of the town," he said, laughingly.

"And the other grocers call me crazy, do they?" he said, with a peculiar expression, as I started to go.

"Yes," I said, "and I wish you could give me some crazy way of making money."

Let's all go crazy.

Deacon Hopeful's Idee.

Dear friends, when I am dead an' gone Don't have no weoful takin's on. Don't act so tarnation bereft. As though they weren't no sunshine left. Don't multiply your stock of woes By sorry looks an' gloomy clothes, An' make the trouble ten times worse By allers follerin' a hearse.

When I depart, it's my idee Th' most consol'n' thing to me, 'Ld be to hear the ones I tried To comfort here afore I di'd. Say sort o' smilin' through their tears, 'Well, ennyhow, fer years an' years We had 'im here, so let's be glad An' thankful fer the joy we've had."

It ain't no use to make a fuss When death comes afore one of us. The ways o' Providence, I 'low, Are as they should be, ennyhow. Things suit me purty middlin' well, An' even at a funeral I'd sing, amid the grief an' woe, "Praise God from whom all biessin's flow."

After Nov. 1, 1896, the retail cigar dealers will give you a light every time you buy an S. C. W. 5c Cigar. This offer remains good until further notice.

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

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 less 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:
100 Any one Number 14 cents
Additional Numbers 12
We have them on printed or 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.

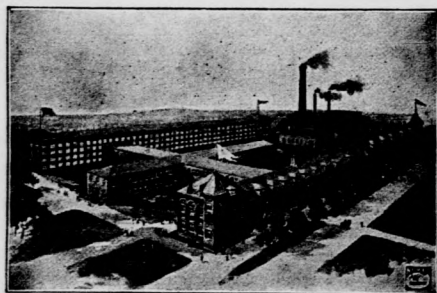
NO LABEL CASE NECESSARY.
THEY NEVER CURL.
THEY NEVER GET MIXED UP.

TRADESMAN COMPANY, Grand Rapids.

*Start the
New Year
Right.*



A HAPPY
NEW YEAR
1897



This is a cut of the factory of The National Cash Register Company, covering eight and one-half acres of floor space. One thousand men and two hundred women are employed, and nothing but cash registers are manufactured. Every register is built to suit the individual needs of its purchaser.

1897 models now ready:

110,000 retail merchants use National Cash Registers. We will sell you one of our 1897 models, particularly designed for use in stores like yours, on monthly payments, without interest.

You can meet these payments out of the extra money saved by the register, so it will practically cost you nothing but the first small payment.

Let us tell you how to do it. Address Department D, The National Cash Register Company, Dayton, Ohio, U. S. A.

Getting the People

Art of Reaching and Holding Trade by Advertising.

I have before me a recent number of "The Cape Town Register," published at Cape Town, South Africa. In view of the great contrast between foreign and American newspaper advertising, and as illustrating the immense strides which the journals of the United States have taken ahead of other nations, I believe a general description of the "Register" will serve to interest the readers of the Tradesman.

The "Register" is a six-column, twelve-page journal, each four pages being classed as a section. The retail price is one penny; subscription price, annually, six shillings, sixpence. In price at least, South African journals are in the popular swim. It is printed on heavy sized and supercalendered book paper, which is even less durable than the print paper used by our leading daily papers.

The first page is entirely devoted to double column advertisements. Out of the whole number of columns—seventy-two—there are twenty-five columns of displayed advertisements. This goes to show that the lot of an advertising solicitor in South Africa is to be preferred to a bank account—perhaps.

The "Register" is quite profusely illustrated with half-tones, fairly well printed. Page six is given up to eight views of Cape Town's Y. M. C. A. building, interior and exterior, together with a well-written descriptive article, while page sixteen shows nine half-tone portraits of the Y. M. C. A. officials.

A peculiar feature of this and some other foreign journals lies in the fact that, instead of announcing the firm name of the publishers at the top of the first page or at the top of an editorial column, there is placed, under a rule, clear across the foot of the last page, set in brevier type, the following: "Printed and Published for the Proprietors by Dennis Edwards & Co., 19 Long street, Cape Town." This is the imprint of the printers, and is the only thing referring to the proprietors to be found in the journal.

Page three has a cartoon, roughly executed on wood, entitled, "On the Brink." John Bull says (to the Sultan of Turkey and Oom Paul Kruger), "Now then, where are you shovin' me?" John Bull is on the edge of a precipice marked "War," bracing his feet against the rocks of "Prudence" and "Common Sense," while the Sultan, holding aloft the Koran, and Oom Kruger, with the Bible in his hand, endeavor to push Mr. Bull over the brink.

The general features of the "Register," in the line of news, etc., are up-to-date, and make it a valuable medium for advertisers, as is evidenced by the amount of space occupied by them.

I will follow this general description, showing what is being done in newspaper work in one foreign country, with a criticism of the advertising composition and advertisement writing, endeavoring to teach some lessons as to what ought not to be done in that line.

The great courtesy of municipalities in the colonies under English jurisdiction can be no better illustrated than in the following advertisement, which I quote verbatim:

WARNING!

Compulsory Registration of Births and Deaths.

In spite of friendly warnings, a number of births and deaths are not reported. Defaulters are warned that they are liable to prosecution.

HENRY DE SMIDT,
Under Colonial Secretary.

"Friendly warnings" are not exactly common in reference to observance of the laws in the United States, but possibly some of our law-administrators might find that such courtesy would facilitate their labors.

The display composition of the advertisements in the "Register" is at least half a century behind the times. Every line is displayed, in more or less black type; and the compositor has evidently been educated on the principle of "full lines and lots of 'em." There is absolutely no white space in the advertisements to give more prominence to the advertisements themselves. There is an utter lack of that artistic grouping of words and sentences which makes so many of our advertisements "things of beauty." Ornaments and borders are an entirely unknown quantity.

Some may object to these criticisms on the ground that it is difficult to obtain such material in far-away Africa. Such is not the case, however. Facilities for obtaining such material are practically unlimited, and the expense to an evidently prosperous journal like the "Register" is a matter of small moment comparable with the results to be obtained. Now, the whole truth of the matter lies in a lack of progressiveness—a dogged, stick-to-the-old-ruts sort of idea, which for years was fatal to the beauty, attractiveness and value of advertisement composition the world over.

Neither can a lack of good example be pleaded in extenuation of this old-foggism, for the best samples of modern art in advertisement writing and display penetrate the now thoroughly civilized and otherwise enlightened colonies of Queen Victoria.

LAND AND SEA MAY LIE
BETWEEN YOU AND

Chicago,
U. S. A.

No matter where you live,
we can deliver to you cheaper,
(then follows list of goods, etc.)

Montgomery Ward & Co.,

111 to 117 Mich. Ave.,
Chicago, U. S. A.

There are bright spots in this gloom of antique advertising, however. These are advertisements from the United States and sent to the "Register" electrotyped. One of these "oases in the desert" is the four-inch single column advertisement of Montgomery Ward & Co. given herewith.

As a contrast to the above modern sample of advertisement writing and composition, look at the style (?) of this advertisement, conceived in Cape Town. It occupies the same space as Montgomery Ward & Co.'s advertisement, and is set as nearly uncouth as the original as the type in this office will allow:

JEWELRY.

HIGH-CLASS

Gold & Silver Watches.

SILVER-PLATE,

New South African Patterns.

Wedding Presents

Souvenir Spoons.

J. COURTENAY,
ADDERLEY ST.,
CAPETOWN.

There is scarcely a 250-circulation newspaper published in the backwoods towns of Michigan but gives its patrons better worth for their money spent in advertising than does this representative journal of a thriving metropolis of one of Her Majesty's provinces. And I can assure my readers that the above is a fair sample of the "art advertisement" as promulgated by the Register.

In the writing of these advertisements many of the authors evidently act on the principle, "Least said, soonest mended," leaving the compositor to fill up the space with glaring lines of black-faced type. But "there are others" of the tribe of advertisement writers, who are the scourge and dread of all intelligent compositors—the authors that insist on putting a half page of matter into a four-inch space. However, the "Register" struggles manfully to display every line possible—except, perhaps, those which should be displayed—and the result is a grand hodgepodge of unreadable and repellent advertising which shocks the eye and disgusts the mind of the up-to-date publicity-maker.

As a slight offset to the general ill make-up of this provincial journal, I give the following poetical advertisement solicitor, which is new to me, at least, and I think perhaps to the majority of newspaper men in this country:

NOTICE TO BUSINESS MEN.
Oh, merchant, in thine hours of e e e,
If on this paper you should c c c,
Take our advice and now be y y y—
Go straight away and advert l l l
You'll find the project of some u u u;
Neglect can offer no ex q q q.
Be wise at once, prolong your d a a a;
A silent business soon d k k k.

An odd feature of this effusion lies in the fact that it may be read either way, from top or bottom, and the lines rhyme, giving the same sense.

On the whole, let we makers and users of advertising thank our stars that our lot is cast in enlightened America, instead of under the shadow of the British Lion.

NEMO.

Maxims for Clerks.

Keep good company or none.

Never be idle. If your hand cannot be usefully employed, attend to the cultivation of your mind.

Always speak the truth.

Make few promises; and live up to your engagements.

Keep your own secrets—if you have any.

When you speak to a customer, look him squarely in the face.

Good company and good conversation are among the essentials which will secure for you your special customers.

Good character is above all things else. Your character cannot be essentially injured except by your own acts. If anyone speaks evil of you, let your life be such that none will believe him.

See to it that you speak evil of no one.

Drink no kind of intoxicating liquors, and shun all places where they are dispensed.

Always live, except from misfortune, within your income. He has more who earns ten dollars a week and spends nine, than he who gains thirty dollars and spends thirty-one.

Make no haste to be rich. Remember the fable of the hare and the tortoise. Small and steady gains bring competency, with tranquility of mind.

Never play at any kind of game of chance.

Avoid temptation through fear you may not be able to withstand it, if for no other reason.

Earn money before you spend it. Never run in debt unless you see a sure way to get out of it.

Never borrow if you can possibly avoid it. Live on a crust instead.

Be just before you are generous.

Do not marry until you are able to support a family.

Save when you are young, to spend when you are old.

Three Cent Pieces.

When Congress passed the act reducing postage to three cents, there was embodied in the act a clause authorizing the coinage, at the United States Mint and its branches, of a piece of the denomination and legal value of three cents, or three hundredths of a dollar, to be composed of three parts silver and one-fourth copper, and to weigh twelve and three-eighths grains. There was a defect in the act, which did not provide for procuring the silver and copper to make the pieces of, and there was some delay before they were put in circulation. This coin, which is almost out of existence, was a trifle larger than a gold dollar, but somewhat thinner. The face of the coin bears a capital C, with three numerals, indicating the value of the coin, embraced within it. Around the edge are thirteen stars for the original states. On the reverse is a star having in its center an American shield, and around the edge "United States of America 1851."

Letter postage having been still further reduced to two cents, the raison d'être of these coins ceased, and they were rapidly withdrawn from circulation and are now a rarity.

Fidelity to Home Interests.

Written for the TRADESMAN.

Show me a little town where all classes of its citizens pull together in the advancement of its various interests and I'll show you a town where the grass doesn't grow in the streets and where able-bodied men do not sit on empty dry goods boxes and bewail the sad fate that prevents them from moving to some other place. There is no mistake about it; it is an inflexible rule admitting of no exceptions. Fidelity to home interests on the part of individual units of any community having a trade center will make such community cheerful, contented and prosperous; and it will do this whether the natural advantages such as shipping facilities, water power, quality of the soil in the surrounding country, etc.—be great or small. Pulling together means a positive movement, whether in the right or the wrong direction; and, therefore, the power to build up or tear down rests with the individual members of the community. If every individual, whether manufacturer, producer, distributor or consumer, would prove loyal to the community of interests of which he is a factor, it would check the growth of this cosmopolitanism which is revolutionizing the industrial world and making the weak weaker and the strong stronger.

"America for Americans" is a popular phrase with one of our great political parties, and, stripped of all political significance which the politicians may put upon it, the phrase per se sounds all right. It means home first, last and all the time. It means home-building, home-sustaining and home-protecting; and it means a helping hand first to a brother American. This is not selfishness; it is true patriotism, brotherly love and fidelity to home interests.

Michigan for Michiganders would be an extension of the same principle—and, by the way, I would include Michiganese as well. Of course, this does not mean antipathy or a feeling of animosity toward brother Americans outside of wolverine limits, but it does mean Michigan patronage for Michigan enterprise, and Michigan consumers for the fruits of Michigan labor in preference to that of any other state or country—provided the quality be as good and the cost no greater.

The same principle applies to county and township, but it does not end here. Real life, with all of its ups and downs, its hopes and aspirations, its social privileges and its joys and its sorrows, is involved in the countless little worlds which, in the aggregate, make up the great world in which we live. It is in one of these little worlds, dear reader, where you and I fight the daily battle of life; and our failures and successes do not depend so much upon a particular National policy, state legislation, a wise board of county supervisors or an economical set of township officers as upon the degree of fidelity to home interests which we and our fellow citizens evince in the daily affairs of our own little worlds.

With my mind's eye I see a Michigan village, or trade center of one of these little worlds, where the value of this principle of fidelity to home interests has always been fairly well recognized. It has a population of about 1,500, and in everything apparent to the eye is fairly representative of Southern Michigan villages. It has a bank which has never changed hands since it was first established, many years ago. For

many years its leading dry goods, readymade clothing and gents' furnishing business was conducted by two young men who came to the town with a small capital, and one of them had no experience whatever. They prospered from the very start and actually accumulated a snug little fortune. One of the leading grocers in that town, to-day, was working on the railroad less than a dozen years ago in a gang of track men. After accumulating a small sum of earnings he concluded to try the grocery business. He had no more experience in the business than the old railroad shovel he hung up in the back woodshed, but he planted his hard-earned dollars in the grocery business, and you may find him there to-day, at the same old stand. He made money from the very start, and is making money now, just as easily as he would if Bryan had been elected. Another leading grocer in that town went there over thirty years ago, a poor boy. He has made a tidy sum of money. One of the most popular dry goods men in business there to-day was a poor boy only sixteen years ago, working on a near-by farm at twelve dollars a month—including board, washing and mending. The shoe dealers, hardware men, and the druggists have all made money in that town. A bi-weekly newspaper is published there, and, strange as it may sound, it, too, has prospered—in fact, its good fortune seems almost miraculous when it is remembered that its proprietors set sail on the wreck-strewn gulf of journalism only ten years ago, and that with little or no experience, the entire capital, you might say, consisting of an old paste-pot, a whitewash brush and a grim determination to succeed. But it is needless to particularize further—only to state that all business interests in this little trade center have prospered, and that no other community of business interests in the State has better stood the test of the late terrible depression, or come out of it with fewer scars.

Now, what is the secret of this high degree of prosperity enjoyed by this particular town? Is it because a rich and extensive territory is tributary to it? No; the surrounding country is mostly poor, and on one side it is within twelve miles of a wide-awake, bustling city, while on the opposite side it is only three miles from a manufacturing town larger than itself. It cannot be attributed to its manufacturing interests, for they are really below the average for a town of its size. It certainly has not been afflicted with a boom of any kind, for it has enjoyed for at least twenty years the reputation of being one of the most conservative little towns in all Michigan. The fact is, the key to the whole matter is found in the fidelity of the citizens of all classes to home interests. Every business man "sticks up for" his own town. The shoe men buy their dry goods, groceries, hardware, furniture—even jewelry—in fact, everything they need—of their fellow business men; and these, in turn, buy their shoes at home. Two railroads connect the town with the adjacent city, but few bundles and parcels come from there to the town. The farmers in the surrounding country find a good market for everything they produce, and they have sense enough to realize the fact that, by buying all their supplies in their own trade center, they not only save time and expense, but buy as cheaply and create a market for a vast amount of truck that would otherwise

perish on their hands, or, what is more likely, would not be grown at all. The business men pull harmoniously together, as shown by the fact that in the days of the old B. M. A.'s the association in this town included every business man in the place. They pulled together and their association proved a source of both profit and pleasure.

This town has always proved a barren field for street fakirs, peddlers and itinerant Cheap John shysters of every description. A disposition to stand by each other and a willingness to pull together for mutual welfare and protection not only secure prosperity to this community, but make it a most desirable place in which to live and enjoy life.

Fidelity to home interests will bring about like results in any community. If you don't believe it try it.

E. A. OWEN.

How to Succeed in Life.

How to attain success in life is one of the greatest questions that come up for solution to every young man.

When men, apparently with no special training and possessing no remarkable or distinguishing talents, attain a notable success in commercial life, and when others who were never at the head of their classes at school rise to eminence in professional callings, it is very common for men who have failed, or who have only reached humble positions, to think that it is special stroke of luck, or peculiarly favorable circumstances have come together to help on the successful personage.

It is true that there are fortunate incidents which seem to have been brought into existence to crown with success a particular person. One man out of a multitude will discover a rich gold mine where all the thousands of others have failed to find anything. One hundred men may apply for a vacant position, and one out of the entire number secures it. Family and political influence can avail to push a young man on to promotion, but these, after all, are mere incidents, if not accidents. They do not interfere with the general rule that in the main, in the great body of cases, success is to be won only by the exhibition and persistent practice of the best qualities of human nature.

Leaving luck and favoritism out of the question, it will be worth while for the benefit of young men to give some consideration to the subject. The Chicago Record has for some time been printing statements from prominent and successful men in business and the learned professions as to the best methods to be pursued. If any of them possessed and made use of any magic or mysterious means for acquiring eminence they have not made it known. They have all declared that fair intelligence, energy, fidelity and honesty, faithfully and persistently applied, are the only agencies and powers known to them for securing success in any honorable calling.

It is the old story over again of the faithful apprentice: The industrious, intelligent and trustworthy employe who all the time consults the interests of his master grows up to become a partner, marries the master's daughter and succeeds him in the business.

But here comes in another question: What is success? If it means to amass a fortune and be known as a millionaire, then few can hope to compass such success. A fortune cannot be made by saving. The young man who starts in

with small wages cannot hope, even in a lifetime, to save up a million. Even by living in the most miserly manner he could not hope to become the master of a great fortune; but, even if he could, surely no miser could be considered successful. He is simply a wretched and despicable creature, neither doing good to any others nor even to himself, and no amount of money can gain for him the respect and confidence of his fellows.

Then there are men who, by taking dishonorable advantage of others who fall into their power and by shrewd speculation, have rapidly acquired great wealth. They are models of success, if the possession of money be all that is required; but they are not objects of general esteem and love. Their wealth can buy them servility, but not affection and true regard. Success should properly mean, in business, the attainment of financial independence and the acquiring of the respect of all honorable men who have dealings with or opportunity to know the person in question.

Everyone, whether he perform it or not, is charged with the duty of doing his part in promoting honor, virtue, knowledge, and in building up the material and moral prosperity of society. He must work wherever duty calls, and do his best under all circumstances. The young men who fail have, in a vast majority of cases, only themselves to blame. They were not up to the mark. The world is full of men, but there are not enough who are up to the mark of excellence that brings them to the top of affairs. By means of the vast combinations of capital and the formation of great corporations for the conduct of financial, commercial and industrial affairs, their enormous operations require the services of many men of the highest administrative ability, while there must be many others to whom large responsibilities are trusted. Not only are capacity and skill and knowledge necessary, but there are also required incorruptible honesty and unshakable fidelity and devotion to duty. There never was a time when honesty and faithfulness were more necessary, and there never was a time when they were so much in demand, since now there is more to be risked in the hands of others.

The Divine Master of men, in commending the devotion and faithfulness of a woman, said, "She hath done what she could." She had filled up the measure of her ability, and had done it in a spirit of love and cheerfulness. It is this which, when carried into a man's daily business, will gain him more ease of conscience, more internal satisfaction, than can be acquired in any other way, and it will help him on in the confidence of his employers and in the respect of his fellowmen. When it can be said of a man that he has done all he could, so far as his worldly duties go, it should be a certificate of his worthiness for the highest business success of which he is capable.

The man who gets religion proclaims it on housetops; the collegian proclaims his status in society unmistakably; the politician, the doctor, the lawyer, the clergyman, are types as easily distinguishable as the morning light; the traveling men's association is one of no less dignity than any of these. All call for particular traits of character, and are, in their essence, the result of only the most conscientious application, and of ability of no common stamp.

OLD HOUSE WITH A NEW NAME

We take pleasure in informing the trade that we have re-organized the I. M. Clark Grocery Co., changing the corporate style to the

Clark=Jewell=Wells Co.

under which name the business will be conducted hereafter. Within a few weeks we will remove to our new quarters in the beautiful and substantial Clark building, corner South Ionia and Island streets, where we shall have the largest floor space and most complete equipment of any jobbing house at this market. With ample capital, long experience and wide acquaintance, we hope to merit a continuance of the generous patronage bestowed on the house during the past quarter of a century.

Clark=Jewell=Wells Co.

M. J. CLARK, President.
FRANK JEWELL, Vice-President.
SUMNER M. WELLS, Sec'y and Treas.
WM. D. WEAVER.

Traveling Salesmen—How Can They Give the Best Results?*

The material comforts of the earth on which we live radiate from one center—that of commerce. Destroy the commerce of the world and you destroy its civilization and relegate it to the primitive condition of hopeless barbarism.

At the earliest dawn of civilization, so far as any records tell, the inhabitants of Egypt and Assyria were sending out and receiving back the products of the Orient. Water craft upon the Nile and the Euphrates were laden with the products of the earth, and manufactures of various kinds. Buyers were abroad in the land, near and far, building up and increasing commerce. Custom-houses were busy at various points collecting tariff dues. Long trains of camels and other burdened brutes were crossing deserts, threading valleys and mountain passes, intent in a small way on gathering and distributing the products of field and forest, and of the shops of the workers in such metals as were then known. Sea-going vessels went abroad, hugging the shores of contiguous waters. In these the Egyptian and Phoenician merchants were trading at initial ports, or trading points for long and short distances on the margins of what are now known as Asia, Africa and Europe, extending their trade beyond the Western Mediterranean limit and the Western coast of Europe, to the tin mines of the Cornishmen.

To facilitate trade by land and water trading posts and crude port cities were built on the coasts and along the rivers. Vast inland canals were constructed. Coarse and fine metals were sought for in deep mines, copper in Cyprus, tin ore in Britain, iron in Etrusca, precious stones, woods and gums on Asian coasts. Trade increased during the centuries, cities were built, harbors improved, commodities scattered, and, by contact, through commerce, with civilized peoples who came to them trading and interchanging commodities, their barbarism merged slowly but surely into the ways of civilization. Artisans in civilized wares became more numerous, gradually the trading points became more frequent and important, the half-wild peoples of the forests and mountains were strangely attracted to the commercial adventurers, and so it came about, in more ways than one, that the original traders became the civilizers and educators among the primeval heathen, before the days of Moses and Joseph. Under the influence of those early adventurers in trade, the forests were felled, wild beasts were slain, roads were thrown up, and rivers were bridged; tent life gradually gave way to the hut; the nomad to the fixed settler and tiller of the soil; civilization was invoked in the midst of the wilderness.

Back, far back in the uncouth ages, the commercial traveler began his arduous work. In his small, rude boat, he hugged the wild shores, beating up trade. No money had he, for none had been coined; but he had coarse fabrics and trinkets to barter for crude stuff, for peltries, for guns, and for now and then bits of suggestive metals, and once in a while for attractive slaves. At the risk of his life he ventured afar and sought trade. He was the avant-courier of the present day's vast commerce. After him, in the process of time, came greater ships and longer and more frequent caravans; great houses and firms sprang into life; concerns that sent out traveling men, sent out their agents to seek for commodities with which to load the ships and caravans. In like interest they wandered more or less from point to point, from hut to hut, from port to port, trafficking and preparing for traffic and shipment, slowly but surely educating the wild world in matters of useful interchange of the products of the times, laying the first foundation stones of the commerce which now is ours.

Commerce built the cities and the roads. Oftentimes in the world's history has commerce destroyed them. Commerce sent the ships to sea and

*Paper by Col. Jas. R. Nutting, of Davenport, Iowa, presented at National Convention of Hardware Dealers.

kept them there, provided means for setting up the great and little schools, for the erection of great enterprises and edifices, both Pagan and Christian. Through the labors of our class in other days and ages, laws were framed and courts established in all the earth; and so, step by step, from first to last, has it pushed the world along, conquering darkness and making it possible for light to shine. Its ships plow every sea; its iron rails mark every land. Behind every useful enterprise the world has ever known the sturdy merchant stands, the merchant and the traveling man. They were among the first in history—and they have never lost their grip. Great is the world's progress, and the men of commerce are at the bottom of it—and at the head.

The commercial traveler is no new thing. He began with the beginning. He was a peddler, bagman, chapman, wandered in boats, afoot, on horseback or on wheels, sold goods for himself, or for others. He found trade, extended it, planted more and more, nursed it, brought into it thrift. He is more numerous now than in the far-off days, but his instincts are much the same. If his energies are increased, it is only because of his greater facilities. Let us now proceed to look into him and his affairs more closely, in the light of the present hour. The commerce of all civilized countries depends largely upon the traveling salesman, or on personal solicitation; especially is this true of trade in iron and its products—the trade that you, as members of the National Hardware Association, represent. How then can traveling hardwaremen best subserve their personal interests and the interests of their employers, whether engaged on a fixed salary, or on a profit sharing basis? is the subject of discussion about to take place before this convention, and is the subject of this paper.

That there will be as many opinions as there are persons on this floor, admits of little doubt. If successful in suggesting some thoughts worthy of your careful consideration, the discussion of which brings you into closer relationship with each other, produces more harmony, brings about better feeling with and more consideration for the gentlemen who represent you as traveling salesmen; if the well-known fact is emphasized that your interests are mutual, that the interests of your salesmen should become yours also; that each is dependent upon the other; if the result of this discussion about to follow places you upon a higher plane of business honor and integrity, and if you all become more impressed with the priceless value of the Golden Rule, given so long ago, which has never yet failed, and upon which all successful and enduring business enterprises have been built, the time will have been profitably spent, and you will go from here with more confidence in each other, and have more consideration for those who bear heavy burdens in your behalf, and you may be assured of more profitable returns for your labors and for the use of capital that you have invested in your chosen occupation.

There should be perfect and absolute confidence in the men that are intrusted with the very life of your business. Without this they cannot succeed. If you doubt their ability or their integrity, do not send them out. It is unfair to them and unjust to yourselves.

Give them all the information that you possess as to the cost and quality of goods, expense of doing business, and probabilities of future fluctuations in the markets. Allow them all the discretion in selecting customers and making prices and terms that you would use if you were in their place upon the road personally confronting customers. Assist in selecting their routes, furnish them with names of reliable firms most likely to become desirable customers, and when acquaintances are made and trade is established, permit them to visit each customer at regular intervals, and the oftener the better. Write personal complimentary letters of encouragement as often as circumstances will justify, and if criticism becomes necessary, preface it with, "I may be, and I

hope I am, mistaken, but it seems, etc."

Under ordinary circumstances, it is better not to burden your salesman with collections. He should appear before his customer with all the advantage of favorable circumstances, and not be compelled to make settlements, demand payments, inquire as to financial conditions, or in any way be hampered. They are salesmen, and if they are to secure the best results, should not be burdened with anything beyond the usual difficult task of securing the order desired.

As to their expense accounts: Realizing that they are away much of the time from home and its comforts, the associations of their families and friends, deprived of needed rest and wholesome food, suffering from inclement weather, imperfectly ventilated rooms, and all the ills that flesh is heir to, no hotel should be too good for their use, no car seat too comfortable for them to occupy, no carriage too easy for their comfort. Would that all conditions pertaining to their personal welfare and convenience were improved. That they are paying just as much for railroad tickets, omnibus fares, sleeping car accommodations, hotel bills and incidentals as they did twenty years ago, when the profits on their sales were much greater than now, is not their fault, and they are making an effort, through their protective associations, to modify prices to conform, in some degree, to the present condition of small sales and close margins. And right here, it is only fair to them to admit that, in most small villages and towns, they are compelled to pay double the price for meals and lodging that any and all other classes of patrons are expected to pay for the same entertainment that they receive.

"How then can traveling hardware salesmen give best results?" There are several classes of hardware salesmen, but for our purpose a division in three classes will suffice:

First—The travelers who call upon

you, the leading jobbers of hardware in this country.

Second—The salesmen that you employ.

Third—The specialty men who visit any and all classes of trade.

As to the first, the answer is easy: They can give best results by receiving large orders at long prices from your own good selves.

Second: As to the people you employ, they can give you best results by keeping thoroughly posted on the condition of your stock, knowing exactly what you have to sell, just what the goods have cost, the general expense of doing business, to which they can add their salary or commission and their average daily expenses. By doing these things they can easily estimate each night just what results they have given you.

By frankness and veracity securing the confidence and esteem of their—your—customers.

By being made to feel that they each represent the very best house of all; that they carry a complete assortment of goods, especially adapted to the trade they visit; of excellent quality, and that their prices are conservative and reasonable.

By not thinking that competing salesmen have lower prices, or trying to prove that they have by the unmercantile method of examining their invoices.

By not making prices on a bill that has already been sold.

By not asking customers to cancel orders that have been placed.

By not stuffing orders.

By not overstocking their customers.

By not inducing them to buy against their will by representing that goods will advance. Country merchants should never be encouraged to speculate.

By fair consideration and honorable treatment of competitors. Sharp practices will not win in the long run. An undue advantage may secure one order, but the party injured will surely

The Staff of Life

should be made of the best flour—flour that embodies the greatest quantity of nutriment and strength-giving properties. If

GRAND REPUBLIC



did not meet this requirement and please every flour customer of your establishment, we could not expect to enjoy a continuance of your flour trade. Considering the number of flour customers on our books, we know our brand is all we claim for it. Note quotations in price current.

Ball-Barnhart-Putman Co.,
GRAND RAPIDS.

get even, with interest, for chickens always come home to roost.

By carefully observing the ever-changing wants of the trade; the retail dealer is in constant touch with the wants of the community in which he does business, and usually knows better, and in advance of the buyer for the wholesale house, what is wanted in his locality. For this reason the traveler should write freely and frequently, daily if necessary, to the house of any knowledge he has gathered with regard to new articles desired, or of the probabilities of less demand for goods that have usually been wanted, on account of changes in sentiments or climatic conditions.

By not accepting orders for goods not kept in stock, except the customer fully understands that they are to be bought in the market secondhanded, and is willing to pay accordingly and to receive them as an accommodation.

In short, by being courteous, upright and gentlemanly, possessing full knowledge of the requirements necessary to a successful prosecution of the business entrusted to their care.

If it be true that good husbands make good wives, it is just as true that good employers make good employees, and right here let it be fully understood that neither has a mortgage on the possession of goodness; that all the good people are not to be found in either position. There is no class of people that is entitled to or possesses more respect and confidence of the people than the traveling salesmen, not excepting the professions, public officials, or statesmen.

A hardware traveling salesman, in the goods he sells, has constantly before him object lessons that tend to improve his character, broaden his views, polish his manners, and intensify his observation. His capability of endurance comes from the hard-wear he experiences on the road. The plumb suggests uprightness in all dealings, the level that he must not feel above his work, or permit his self-respect to drop below the plane represented by it. The square directs him along straight lines, and he is reminded that he should be to his family, his employer, and above all to himself, as true as steel. The sharpest blade is most useful, but when its edge is misdirected, becomes harmful and dangerous. The brightest character, like the highest polished metal, is most easily tarnished. The anvil reminds him of that which bears the hardest blow without shrinking; skates admonish him that he must avoid thin ice of every description, especially in his judgment of credits; scales, that every business word should be well weighed before it is uttered; that, as the longest rope has an end, so will his days of travel terminate, and it should be a constant reminder to lay something up for a rainy day after he has made his last trip. The auger suggests to him that it is possible, by overpersistent effort at times when ambition and enthusiasm get the better of good judgment in the anxiety of obtaining a lucrative order, that he may become a bore, lose the coveted contract and, when it is too late, realize that there are times when speech is silver and silence is golden. Gauged by public opinion, measured by accurate rules, chiseled by days of adversity and discouragement, smoothed with the plane of personal contact with the people of the world, as well as with customers, polished by the emery of competition, it is no wonder that at length he stands forth in the light of the day, a manly man—strong as agate or granite, pliable as rubber, smooth as oil and sharp as a tack.

He never rests, scarcely ever stops to sleep; He talks by day, by night he rides or writes; Thus onward, up the hill of commerce, climbs From steep to steep, unto its very heights

The only smoke the insurance agents are not afraid of is that of the S. C. W. 5c Cigar. Best on earth—sold by all jobbers.

Illinois 'spends' at least \$2,000,000 a year in punishing criminals. It spends scarcely anything for their reform.

Success in Mercantile Life.

Written for the TRADESMAN.

There is nothing more true than that success in life is sure to follow well-directed efforts which do not clash with the immutable laws of nature. "Luck" is a word which has no place in the vocabulary of the successful merchant, and is used only by those who are so blind or ignorant as to be unable to trace effects back to causes. Fear of "bad luck" operates as a continual check on many, crushes good enterprises and prostrates energies. It is the conscience that—"doth make cowards of us all," and only by taking a rational and common sense view of the operating causes which change our position and affect our well-being are we enabled to profit by them and shake off the chains with which our weakness and irresolution have bound us.

The "luck" doctrine places an erroneous estimate on exertion and consigns success to the care of the "Divinity that shapes our ends," and makes a machine of man's nature and characteristics. Many a wrecked merchant sits for hours cursing the tardy divinity which should enrich him, wasting the moments and energy which alone can do it. "As ye sow, so shall ye reap," is as true to-day as it was when uttered, and he who would succeed in mercantile life must continually study, watch and labor. There is no royal road to this Mecca.

It is not "luck" but common sense which tells us that money put at interest will be worth more at the end of the year than if spent for riotous living. It is not "luck" but natural accumulation of investment that, in a few years, makes one dollar two dollars, the first hundred two hundred and the first thousand two thousand. It is as natural for the "pile" to grow as it is for grain to take root when planted in good soil. There is no chance about it—it must be so. Industry and economy are the aids to obtaining the first thousand—the following thousands are the consequence of the first. There is nothing marvelous about this, and nothing but what the man of average common sense may avail himself of, if misfortune not assail him. It is plain, matter-of-fact business and no "god of luck" can "rub it out," and no "god of ill luck" can overstep the proper safeguards erected to secure you in possession of what you have thus got your hand on.

Plea for Mother.

If mother would listen to me, dears,
She would freshen that faded gown;
She would sometimes take an hour's rest,
And sometimes a trip to town;
And it shouldn't be all for the children,
The fun, and the cheer, and the play;
With the patient droop on the tired mouth,
And the "Mother has had her day!"
True, mother has had her day, dears,
When you were her babies three
And she stepped about the farm and the house,
As busy as ever a bee;
When she rocked you all to sleep, dears,
And sent you all to school,
And wore herself out, and did without,
And lived by the Golden Rule.
And so your turn has come, dears;
Her hair is growing white;
And her eyes are gaining the far-away look
That peers beyond the night.
One of these days, in the morning,
Mother will not be here;
She will fade away into silence,
The mother so true and dear.
Then, what will you do in the daylight,
And what in the gloaming dim?
And father, tired and lonesome then,
Pray, what will you do for him?
If you want to keep your mother,
You must make her rest to-day;
Must give her a share in the frolic,
And draw her into the play.
And, if your mother would listen to me, dears,
She'd buy her a gown of silk,
With buttons of royal velvet,
And ruffles as white as milk;
And she'd let you do the trotting,
While she sat still in her chair;
That mother should have it hard all through,
It strikes me, isn't fair.

MARGARET E. SANGSTER.

OF COURSE WE'RE BUSY

But not so busy that we cannot give prompt attention to every letter of inquiry, every letter asking for quotations, and every order that is received, whether for one barrel of flour or ten carloads of mixed goods.

We have a Western Union operator in our office and direct line to Chicago. We are posted on the markets and we will be glad to keep you posted. We will advise you to the best of our ability if you write or wire. We have a long distance "Phone." We have every modern appliance for doing business quick. We are constantly improving all along the line. We have competent men watching every detail. We buy and grind only No. 1 wheat. We are selling more

"LILY WHITE FLOUR"

than ever before. Is it any wonder?

VALLEY CITY MILLING CO.,

GRAND RAPIDS, MICH.

Ebeling's Best XXXX OR Cream of Wheat

Minnesota Patent Flours are strong, sharp and granular—flours that will please each and every customer you have and will be a trade winner for you.

We grind only the choicest grade of No. 1 Hard Minnesota Wheat, and manufacture a superior Spring Wheat Flour for family or bakery use.

Our prices are the lowest, quality considered, and if you are wanting a high grade Spring Wheat Flour that has merit do not hesitate to write us promptly.

John H. Ebeling,

Green Bay, Wis.

We invite correspondence.
Samples cheerfully sent.

The Hardware Market.

Just at the beginning of the year and the end of the holidays there is but little of interest in the market report. Changes in prices are few and, while every one is busy figuring on his inventory, manufacturers and jobbers generally are also posting their men up, getting ready to start out to resume business for another year. The tendency of prices on the various lines of hardware at the present time is not upward. While there are no serious declines on any special lines of goods, manufacturers are not disposed to make any advances in the present conditions of trade. It is believed that business will soon start up, but all are manifesting a disposition to restrict purchases in accordance with their volume of business.

Wire Nails—The demand for wire nails is light and, while there is a disposition on the part of the manufacturers to maintain the price of \$1.50 at the mill, lower prices are being made in some instances. When it is followed up, however, we find that, in many cases, the factories quoting these cut prices are not able to furnish a full assortment of nails. Those who are on the inside say that, at the present cost of steel billets, nails cannot be sold at less than \$1.50 and the manufacturer come out even, but as this is something in which the dealer and consumer are not specially interested, all are trying to buy their nails as cheap as they can, irrespective of the profit of the maker. Unless there is a reorganization of the steel billet pool and the price is advanced, we do not believe there will be any change for the better in the price of wire nails for the next month to come. Prices from stock vary from \$1.80 to \$1.70, according to the quantity and the market with which one is competing.

Barbed Wire—The dealers are not manifesting a disposition to buy with the freedom of former years. This has a tendency to influence the jobber in his purchases, the consequence being that manufacturers are not loaded up with orders, as they have been in former years. The price on wire has not been firm and, although there has been no pronounced decline, buyers with desirable specifications and early terms of shipments do not find it difficult to get some concessions allowed them. The price remains as quoted last week.

Window Glass—This is one of the articles at present which is very firm in price. There is a strong combination among all the glassmakers and, while there has been a slight advance in the price, yet there does not seem to be at the present time a disposition on their part to raise the price in an unreasonable way. Stocks in the hands of all dealers in the country are very low and it is not surprising that the manufacturers are enabled to make a slight advance and get it without any difficulty. We quote at present 70 and 5 per cent. by the box, 65 and 10 per cent. by the light.

Sheet Iron—While the season for sheet iron is nearly over, the demand keeps up unusually well for this time of the year. On the better grade of sheet iron there is no change to note in price, while on some of the common grades it has been offered from 15¢ to 20¢ less per hundred pounds.

Solved the Apple Problem.

Twin Bluffs, Wis., Jan. 2—I have found where that 1 cent went to in the

problem of the two old men and the apples which appeared in a recent issue of your journal. If one man sells three apples for a cent, for one apple he gets $\frac{1}{3}$ of a cent. If the other man sells two for 1 cent, for one apple he gets $\frac{1}{2}$ of a cent. Now notice, one apple for $\frac{1}{2}$ of a cent and one apple for $\frac{1}{3}$ of a cent equals two apples, for the sum of $\frac{1}{2}$ and $\frac{1}{3}$, equals 5-6 of a cent. When selling separately they sell two apples for 5-6 of a cent, and at that rate they would sell one apple for $\frac{1}{2}$ of 5-6 or 5-12 of a cent. When selling separately their average price is 5-12 of a cent per apple. When sold together they sell five apples for 2 cents or one apple for 2-5 of a cent. This is where the loss comes in. When sold separately they are actually getting 5-12 of a cent per apple, and when sold together only 2-5 of a cent per apple. Take the difference: 5-12 and 2-5, reduced to a common denominator, equal 25-60 and 24-60, and the difference is 1-60 of a cent. They lose 1-60 of a cent on each apple, and on sixty apples they would lose sixty times 1-60 of a cent, or 60-60 of a cent, which is 1 cent. Notwithstanding they appear to be sold at the same price in both instances, they really are not.

GRAF E. MILES.

Over and Over Again.

Over and over again,
No matter which way I turn,
I always find, in the Book of Life,
Some lesson I have to learn:
I must take my turn at the mill,
I must grind out the golden grain.
I must work at my task with a resolute will
Over and over again.

We cannot measure the need
Of even the tiniest flower,
Nor check the flow of the golden sands
That run through a single hour;
But the morning dew must fall,
And the sun and the summer rain
Must do their part, and perform it all
Over and over again.

Over and over again
The brook through the meadows flows,
And over and over again
The ponderous mill-wheel goes;
Once doing will not suffice,
Though doing be not in vain,
And a blessing falling us once or twice
May come if we try again.

The path that has once been trod
Is never so rough to the feet,
And the lesson we once have learned
Is never so hard to repeat;
Though sorrowful tears may fall,
And the heart to its depths be riven
With storm and tempest, we need them all,
To render us meet for heaven.

JOSEPHINE POLLARD.

A German paper contains the following advertisement: "Any person who can prove that my tapioca contains anything injurious to health will have three boxes sent to him free of charge."

A California man is attracting attention from his ability to sleep standing up. The case is considered remarkable owing to the fact that he is not a policeman.

Business can never reach anything approaching perfection if it be characterized by doubts and fears, mixed with reserve and restraint.

TRADESMAN ITEMIZED LEDGERS



Size 8 1-2x14—Three Columns.

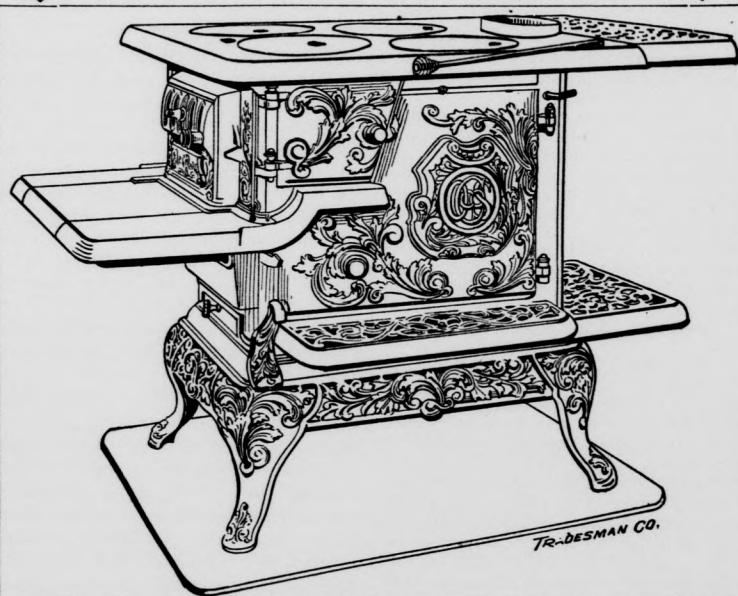
2 Quires, 160 pages.....	\$2.00
3 Quires, 240 pages.....	2.50
4 Quires, 320 pages.....	3.00
5 Quires, 400 pages.....	3.50
6 Quires, 480 pages.....	4.00

Invoice Record or Bill Book.

80 Double Pages, Registers 2,880 invoices.....	\$2.00
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TRADESMAN COMPANY
GRAND RAPIDS.

A special line of medium price Cook Stoves



Write for prices.

Foster, Stevens & Co.
Grand Rapids.

A large number of hardware dealers handle

THE OHIO LINE FEED CUTTERS

OHIO PONY CUTTER

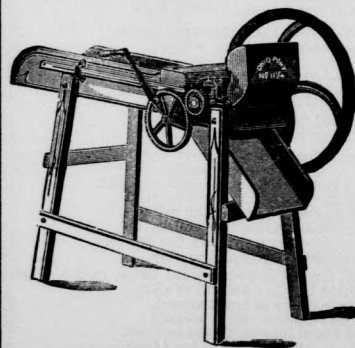
Fig. 783. No. 11 1/4.

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 1 1/4 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.

Some Amusing Incidents in the Lives of Tradesman.

Written for the TRADESMAN.

The most unreasonable persons are those who, when they go a shopping, are incapable of knowing what they desire. They really act as if the merchant ought to know, and to completely satisfy their taste in every respect, and also give them unlimited time to discuss the question before they arrive at a final decision.

Then, furthermore, customers will devise schemes which, although not actually embracing a falsehood, contain an amount of ingenuity worthy a better cause. A lady friend relates several examples, within her own knowledge, which occurred in a city in Michigan, and which, to say the least, are amusing if not criminal. And the merchant must submit in silence to the cheeky imposition or expect to lose the trade of those practicing it. Occasionally, however, it happens that "the biter is bitten."

"I called at a store," said my friend, "to purchase some linen handkerchiefs, but those shown me were too expensive for my purse. Not finding what I wanted, I was about to leave, when the proprietor said, 'Wait a moment, please; perhaps here are some you can use,' and he took down a box containing a half dozen very fine ones with the letter 'Y' stamped with indelible ink in the center of each. In every other respect they were even better than those already looked at. 'But this is the wrong letter,' said I. 'These are stamped for embroidering. Show me some with my own initial and I'll take them.' The man smiled and replied that he had no others of that quality stamped. 'And these,' said I, 'are left unfinished—how does that happen?' He answered, 'A lady purchased and paid for this half dozen a few weeks ago and, after keeping them ten days, concluded that the style was not fashionable, and returned them, neatly folded as when purchased, and I did not discover their condition until some time afterward.' 'And then,' moralized I, 'you should have called her attention to the stamping and asked her to again take and pay for them.' 'Yes, that would have been no more than just, but she would have been offended, and her trade is worth so much we could better afford to lose the goods entirely.' I paid for those handkerchiefs," continued my friend, "at one-half the former price, and carefully embroidered another letter over the stamp and never regretted the purchase.

"Another instance that came to my notice," said she, "was the following: A lady entered a store and asked to look at gentlemen's neckties. Selecting one from each of three different styles with the remark that she wanted one for her husband, she asked permission to take them home, that she might choose one, and she would return the others the following day. When the lady had passed out of the store with the package of neckwear, the clerk said in an undertone to a fellow employe, 'If you'd attend the Guard hop at Criterion Hall to-night, you'd see her husband wearing one of those ties, but they'll all be returned to-morrow as "unsatisfactory."'

"Why'd you let her have 'em, then?" asked the other, who was a comparatively new clerk in the establishment. 'Well,' was the reply, 'it's simply that woman's way of doing business. They are wealthy people and their trade is worth at least \$300 a year. If they were

not allowed to trade in their own way they'd go somewhere else; and we have orders to let them have what they want.' Her husband did wear one of those ties that evening, but the three were returned the following morning with the polite statement that 'they did not please him.'

"At another time," the lady went on, "I happened to be in a crockery store when a woman brought in a dozen dinner plates of a special pattern. It developed that she had kept them for several months. And they looked it, too. The glazing had been cracked by use and tiny nicks were plainly discernible on the edge of more than one, so that they were really secondhand goods. And—would you believe it?—that woman actually had the effrontery to ask that they be taken back, saying that 'she had intended returning them sooner but had not had the time to do so.' Her only apology was 'the size did not suit her;' and she said this with the full knowledge that they had no other size of that pattern in stock. But the man said, 'Certainly, Madam Blank,' and returned the money she had paid. As the woman passed out the door, he remarked, 'It takes all kinds of people to make a world.'"

Thus ended my friend. But here's another:

"Once when clerking in a country store," said an old merchant in Western Michigan, "we had a good cash customer in the person of a farmer's wife, who often brought us butter, for which she demanded—and received—the top market price, in trade, but at the same time she paid us considerable cash besides. Both in appearance and odor her butter was simply rank, so that it was almost impossible to get rid of it except for wagon or wool grease, and at less than half we had paid, at that. But, as her butter was always gilded over with many times its price in hard dollars, we always weighed up the basket and did the best we could with it. If too much of it accumulated, I just took a spade and gave it a decent interment at night in the back yard,

"with few prayers said,
And the lantern dimly burning."

"But our time came at last. A drouth caused a shortage of pasture; a few cows were sold off to pay harvest hands, and these men must have butter on their bread. So the good (?) woman sent her daughter to us for 'seven to ten pounds of good butter.' Well, we weighed out ten pounds from a crock of her own make purchased a few weeks previously. It had been well kept in cold storage, and, assuring the girl that 'we were indeed pleased'—which was strictly true—to be able to supply her mother with such good butter,' she paid in cash the price we had paid in goods, and took her departure.

"Did we lose the old dame's custom? In the language of the vernacular, Nit! But it was the last butter we could ever sell her, although we purchased hers afterward as usual. Yes, we kept her trade, and she never asked for credit either. It was 'the biter bitten,' and she 'swallowed her own medicine without making a wry face.'

FRANK. A. HOWIG.

The proposed census of 1900 is now troubling the minds of the powers that be at Washington. It is to be hoped that the caviling at the results of the last enumeration will not be repeated at the end of the century.

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
Flow.....	40&10

BUCKETS

Well, plain.....	\$ 3 25
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BUTTS, CAST

Cast Loose Pin, figured.....	70
Wrought Narrow.....	75&10

BLOCKS

Ordinary Tackle.....	70
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CROW BARS

Cast Steel.....	per lb 4
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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 55
Corrugated.....	1 25
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
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KNOBS—New List

Door, mineral, jap. trimmings.....	70
Door, porcelain, jap. trimmings.....	80

MATTOCKS

Adze Eye.....	\$16 00, dis 60&10
Hunt Eye.....	\$15 00, dis 60&10
Hunt's.....	\$18 50, dis 20&10

MILLS

Coffee, Parkers Co.'s.....	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	40
Coffee, Landers, Ferry & Clark's.....	40
Coffee, Enterprise.....	30

MOLASSES GATES

Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	30

NAILS

Advance over base, on both Steel and Wire.....	
Steel nails, base.....	1 65
Wire nails, base.....	1 75
20 to 60 advance.....	Base
10 to 16 advance.....	05
8 advance.....	10
6 advance.....	20
4 advance.....	30
3 advance.....	45
2 advance.....	70
Fine 3 advance.....	50
Casing 10 advance.....	15
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	25
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel 1/2 advance.....	85

PLANES

Ohio Tool Co.'s, fancy.....	@50
Sciota Bench.....	60
Sandusky Tool Co.'s, fancy.....	@50
Bench, first quality.....	@50
Stanley Rule and Level Co.'s wood.....	60

PANS

Fry, Common.....	60&10&10
Common, polished.....	70& 5

RIVETS

Iron and Tinned.....	60
Copper Rivets and Burs.....	60

PATENT PLANISHED IRON

"A" Wood's patent planished, Nos. 24 to 27 10 20.....	
"B" Wood's patent planished, Nos. 25 to 27 9 20.....	
Broken packages 1/4c per pound extra.....	

HAMMERS

Maydole & Co.'s, new list.....	dis 33 1/4
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30c list 70
Blacksmith's Solid Cast Steel Hand 30c list 40&10.....	

HOUSE FURNISHING GOODS

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

HOLLOW WARE

Pots.....	60&10
Kettles.....	60&10
Spiders.....	60&10

HINGES

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

WIRE GOODS

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

LEVELS

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

Sisal, 1/4 inch and larger.....	6
Manilla.....	9

SQUARES

Steel and Iron.....	50
Try and Bevels.....	
Mitre.....	

SHEET IRON

Nos. 10 to 14.....	com. smooth. com.
Nos. 15 to 17.....	\$3 30 \$2 40
Nos. 18 to 21.....	3 30 2 40
Nos. 22 to 24.....	3 45 2 60
Nos. 25 to 26.....	3 55 2 70
Nos. 27 to 28.....	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
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SASH WEIGHTS

Solid Eyes.....	per ton 20 00
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TRAPS

Steel, Game.....	60&10
Oneida Community, Newhouse's.....	50
Oneida Community, Hawley & Norton's.....	70&10&10
Mouse, choker.....	per doz 15
Mouse, delusion.....	per doz 1 25

WIRE

Bright Market.....	75
Annealed Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62 1/4
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 15
Barbed Fence, painted.....	1 80

HORSE NAILS

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

WRENCHES

Baxter's Adjustable, nicked.....	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.....	50

METALS—Zinc

600 pound casks.....	6 1/4
Per pound.....	6 1/4

SOLDER

1/2@1/2.....	12 1/4
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
20x28 IC, 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, }	

WM. BRUMMELER & SONS, GRAND RAPIDS,

Pay the highest price in cash for

**MIXED RAGS,
RUBBER BOOTS AND SHOES,
OLD IRON AND METALS.**

Drop them a postal "Any Old Thing." for offer on...

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.

Shoes and Leather

Shoes That Breathe.

From the New York Journal.

Some people have said that no good thing could come out of Salt Lake City but Matthew Hilgert, a Mormon shoemaker of a studious mind, claims to have disproved this by inventing what he calls the "breathing shoe." The purpose of the shoe is primarily to provide a means of ventilation for the feet, the necessity for such ventilation, according to the inventor's statement, being alarmingly great. Mr. Hilgert claims that the dread disease of consumption can be directly traced to the wearing of shoes that lack porousness, and which not only cramp the feet and prevent a healthy circulation of the blood, but cause the pedal extremities to become overheated and the skin abnormally surcharged with moisture. Shoemaker Hilgert asserts that the wearer of an unventilated shoe catches cold on the slightest provocation, the cold leads to consumption, and consumption to death. On the tombstones of a great percentage of the people who have died of consumption there should be written, according to Shoemaker Hilgert:

"Had he allowed his feet to breathe
The departed would still be breathing."

The invention to enable the feet to breathe consists of a shoe having an insole with three air channels that lead from a common center in the heel. These air channels contain holes through which air can be pumped into the interior of the shoe. The motive power is the muscular movement of the individual who wears the shoe.

Every time the foot comes down on the heel of the shoe, the weight presses a spring, which acts in the same way as a pair of bellows. At each step the air is forced through the channels and around the shoe by the motion of the foot. As the movement is shifted from the heel to the toe in walking, the air escapes by way of the heel, and when the weight comes down on the heel again a fresh supply is pumped into the shoe.

Mr. Hilgert's novel invention is regarded by leading shoemakers as important, inasmuch as there has long been an unsupplied demand for a shoe that would relieve sufferers from that distressing affliction—perspiring extremities—an affliction that is said to be equally distressing as the kindred complaint of cold feet.

Whatever may be the practical value of Mr. Hilgert's invention, there is no doubt that much truth lies in his theories on the subject of shoes and feet. There is positively no part of the body of the ordinary civilized man or woman which is so maltreated as the feet are. They are clothed with an utter disregard of all hygienic laws. Moreover, the shoes that are worn to-day are probably more injurious than any that have been known in any previous period of the world's history. To this we have come, in spite of our boasted practicality and our disregard of beauty in the pursuit of the useful. Ancient Saxons bound their feet wholesomely in linen, with thongs to keep it in place. Mediaeval men wore comfortable and beautiful shoes of untanned doeskin. The result of the modern state of affairs is too horribly apparent.

Mr. Condlon's Christmas Attraction for 1896.

Sault Ste. Marie, Dec. 28—Yours of Dec. 26 to hand, asking what I did in the way of Christmas advertising for 1896. In reply will say that my attraction for 1896 gave me more satisfaction than anything I have yet tried. It was the least expensive and, as a trade getter, it was a perfect success.

Our papers come out on Tuesdays, Thursdays and Saturdays. In my regular space in each, I simply called the attention of the children to the fact that Santa Claus and his money bags would be in my window all the week before Christmas. This simple announcement excited their curiosity and they talked

it over at school. They all remembered the Santa Claus who was in my window last year and how each one of them received a present by writing to him in my care; but this was something so new to them that they couldn't wait until the time for his appearance and a great many of the little ones came to me to find out "what that meant in the paper." The morning of the 18th I pulled down the blinds in that window and on a piece of cotton stretched across the front I said, "Santa Claus and his money bags will be in this window to-night." I then dressed the window. I got \$20 in new 1896 pennies from the bank and, taking a grain bag and half filling it with cotton and paper, I rolled the bag down within about an inch of the paper and, taking \$10 of the pennies, spread them over the top, making it look like a sack half full of bright new pennies. I did the same with two shot bags and, with my Santa Claus looking out of my big rubber boot, I had just what was advertised. I put a large card in the window, saying, "The boy or girl under 15 years of age who guesses the nearest to the number of pennies in the three bags will get a pair of skates on Christmas morning; and to the second best guesser I will give a pair of shoes." This, with a few pairs of shoes with tickets on, calling attention to Condlon's shoes, made up my window display. The guesses had to be put into an envelope with the name of the guesser and handed to me. I received guesses up to 7:30 p. m. Christmas eve and, after the business for the day was over, opened them. It was quite a job, but an increase of \$31.80 in my receipts for that day over any previous Christmas made the task seem less difficult than it would have been had I gone behind last year. The way I counted the pennies was this: When I put them into the window, I took out only a handful and put them in an envelope and put that in the safe, so I only had the number of pennies in the envelope to count to find just who had won. I received a great many guesses and a large number of them ran very close—so much so that I found three a tie for second place. The window was a great attraction for everybody and, to show how much interest the older people took in it, I may state that the pastor of one of the churches mentioned it in his sermon last evening and two of his hearers were customers of mine today on account of it.

Now, to look at this little thing, it does not appear that it would cause more than a passing notice, but there is something about money that makes a person get interested and, once a man or a woman gets the name of a place of business in his mind, coupled with an exhibit of this kind, the chances are that if a pair of slippers is wanted for a Christmas present, that is where they will go for them. The cost of this advertisement was \$1.75.

WILL J. CONDLON.

Be Neighborly.

We mean, of course, on your next pleasure trip, visit the neighboring Republic of Mexico. No sea sickness on this trip. Cheap rates. Expenses in silver. The Mexican Central railway reaches all the important points in the Republic. It is the only standard gauge line between the United States and City of Mexico and has in daily service Pullman buffet drawing-room sleeping cars. Mexico is an all-the-year-round tourist resort, and excursion tickets with nine months' limit may be purchased on any day of the year, carrying stop-over privileges in Mexico within final limit. For rates and further information address, M. H. KING, Gen'l Western Agt., 236 So. Clark Street, Chicago, Ill.

Holiday Shopping.

"Just to see that young fellow plunging through the solid crowd of shoppers! Who is the tall woman following so closely behind him?" "That's Mrs. Skaggs, and the young man is her nephew. She hires him to go shopping with her. He's the half-back in the college foot-ball team. Whew! See him break through the line!"

Why the Irishman Wanted a Receipt.

Some time ago while I was trading in a village store one of the clerks came to the junior partner, who was waiting on me, and said:

"Please step to the desk. Pat Flynn wants to settle his account and wants a receipt."

The merchant was evidently annoyed. "Why, what does he want of a receipt?" he said. "We never give one. Simply cross his account off the book. That is receipt enough."

"So I told him," answered the clerk, "but he is not satisfied. You had better see him."

So the proprietor stepped to the desk, and, after greeting Pat with a "Good morning," said:

"You want to settle your bill, do you?"

Pat replied in the affirmative. "Well," said the merchant, "there is no need of my giving you a receipt. See, I will cross your account off the book," and, suiting the action to the

word, he drew his pencil diagonally across the account. "That is a good receipt."

"And do you mane that that settles it?" exclaimed Pat.

"That settles it," said the merchant. "And you're sure you'll never be askin' me for it again?"

"We'll never ask you for it again," said the merchant decidedly.

"Faith, thin," said Pat, "I'll be afther kapin' me money in me pocket, for I haven't paid it."

"Oh, well, I can rub that out."

"Faith, now, and I thought the same," said Pat.

It is needless to add that Pat got his receipt.

Mexico claims a population of 10,000,000, 9,500,000 of whom sleep on the ground and 500,000 live in comfort and luxury.

We have cigars to burn. G. J. Johnson Cigar Co., manufacturer of the S. C. W. 5c Cigar.

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.

Mail us your orders for



**Grand Rapids Felt Boots
Lumbermen's Socks**

WALES-GOODYEAR AND CONNECTICUT

RUBBERS

We have them all or anything else you may need in a hurry, and look for quick returns from us.

HEROLD-BERTSCH SHOE CO.,

5 AND 7 PEARL ST., GRAND RAPIDS.



If you will send us your
sizing-up orders on...

RUBBERS

You will get THE BEST
made in the world.

THE GOODYEAR GLOVE

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

JANE CRAGIN.

Cy Changes his Mind and Writes to Jane.

Written for the TRADESMAN.

Milltown, Aug. 2, 18—.

Dear Jane:

It may surprise you, and it may not, to know that I am coming to Colorado Springs, and that I start on Monday morning. I have left matters so that the store will just about run itself during the dull trade of the summer, and with Sid to superintend and Jim to help, there can nothing happen that cannot be managed by wire.

I know, Jane, that you will say, "What under the sun is that fellow coming out here for?" And I guess the only real answer is the one you women folks give and so you will understand—"Oh, 'cause." You see, Jane, my plan didn't work; and while I might have known it wouldn't, and while I might have seen that it would bring me no end of the hateful kind of trouble, like the fool I was—guess I'd better say am!—I kept right on and in my clumsiness have grabbed the poker by the hot end every time. The fact is, Jane, I am all blisters, and every time I stir they smart so, I can't stand it here alone any longer. I come to the store in the morning and that Sid, well, he keeps his face straight—and he'd better if he knows what's good for him!—but has all he can do to keep the corners of his mouth where they belong. Then that Jim—I have an idea, Jane, that he has been here too long. I know he thinks we can't get along without him; and ever since this jamboree began, he goes balancing about with his head up and a look on his physiognomy that makes me want to spoil it for him! He's having a bad effect on me, and on that account, as much as any I think of now, 'twould be the best thing in the world for me to have an outing. So I'm coming out there to you.

If there was any news I'd write it, but the town just now is deader 'n two doornails. Mrs. Walker gave a dinner party, the other day, and was so kind as to ask me to lead the company out with her. It was a grand affair. The rooms were handsomely rigged out with flowers and the dining-table beat anything I ever saw, with the handsome old silver and cut glass. I never dreamed the old woman had so many fine things. She and Mrs. Willowby were dressed to kill. Sid took the widow out—I wish I had—and they made a handsome couple. I can't tell you what the ladies wore, but Mrs. Willowby had a yellow silk gown, cut way off her shoulders—too far off, I thought, to look well—with a lot of lace and stuff; and Old Lady Walker, she had on a kind o' drab silk, so stiff it could stand alone, and some o' the softest, richest lace that I ever looked at. Jane, did you ever know what a devilish old cat that woman with the corkscrew curls in front of her ears is? Confound her! She got an idea from your letter that I needed taking in hand, and the way she mally-hacked me at that dinner was a caution. I could have stood it a little better if every once in a little while she hadn't crossed her little cat paws on the edge of the table, tipped her head on one side and laughed the littlest, hatefulest laugh that ever gurgled in an old woman's throat! She thought I didn't know what she was doing. When you want to pay me off again, Jane, do, for heaven's sake, do it yourself. It may hurt more for the time being; but I never feel the disposition to strangle you when you do your worst. But this woman! Do you know, Jane, I should be willing to hear the sexton tolling her age this blessed minute!

So, take it all in all, I think I'd better go away for a while; and after I read your letter and found out that you "don't have any to-morrows unless you want 'em," I seemed to have a leanin' that way, and at last concluded to come. From the little that you say about the men folks out there, I have a notion that I'm going to like 'em. Mrs. Walker says you have three beaux: a Mr. Smith, a Mr. Walker and a certain Doc

tor something; and I know they must be good fellows or you wouldn't have anything to say to 'em. I like the doctor already. And when Mrs. Walker, in her mean little way, told how he lifted you up at arm's length to show how strong he really is, it seemed to me that he and I would have lots of fun together helping each other get strong! Poor fellow, I'm so sorry he's "a lunger."

I hope you won't see all the grand sights before I get there. Since you have been away I have been reading up about Colorado, and I want to go to the top of Pikes Peak, and go clear through a canon, and see the Garden of the Gods, and go to Manitou and drink some of that mineral water. I think I shall agree with the—m that I like the iron spring the better. How did you happen to think about Elisha's chariot of fire and his throwing the other fellow his cloak? I read that to mother and she said it almost made her want to come out and look at the clouds after sundown herself. I should think it would be nice to have parties every night about that time and drive over to the springs; only, I should think 'twould be better to go in buggies—you wouldn't be crowded and you wouldn't get all tired out trying to walk.

I think I'm going to like that Mrs. De Lancy; and I hope the young lady you call "Miss Louise" isn't so much of "a lunger" that she can't drive after dark. I want you to be on the lookout for me, Jane, in this line, for I don't suppose I can get a chance to take you buggy-riding for several weeks after I get there, even if I should make the engagement now. I don't know but it would be better for me to come as "a lunger," and then let the climate and the good fare at the Alta Vista cure me. What do you think about that? Did any of the other fellows play that dodge, or are they all three genuine? Take the doctor now—are his lungs in pretty bad shape, and does the poor fellow cough like everything? I should think it would be a good plan for you, whose lungs are as sound as a nut, to sort o' look out for these fellows and help them take care of themselves. Mother says that carelessness kills about half of the men that have lung troubles. They will not wrap up when they go out, and there isn't one of us with a blooming cold on the lungs who ever thinks it is anything, and who will muffle up unless there is somebody around to do it for him. Now, Jane, there is your chance! Florence Nightingale never had a better; and you can't do a greater kindness to Smith's girl or Walker's wife—Mrs. Walker furnished me with the statistics; you don't suppose he is an Evans, do you—or the doctor's sister than to keep their mufflers up around their necks when they are out in the evening air!

I came near forgetting to tell you—what you probably know already—that Mrs. Willowby, along in September, is to be married to a Mr. Crofton. It was announced at that dinner—the pleasantest thing, to me, there was about it. That's why they made such a spread—a sort of family affair. The Burleighs—Bob and his sister were over from Stonebottom—are Evanses, you know. I am glad to know that Crofton is so well fixed. They go abroad. I believe I'd like to take that trip sometime. Well, good-bye, or here's the German that Mrs. Willowby—that woman makes me tired!—sifted down on me the other day: auf wieder sehen. Cy.

RICHARD MALCOLM STRONG.

Seedtime and Harvest.

Give fools their gold and knaves their power,
Let fortune's bubbles rise and fall;
Who sows a seed, or trains a flower,
Or plants a tree, is more than all.

For he who blesses most is blest,
And God and man shall have his worth
Who toils to leave as a bequest
An added beauty to the earth.

And soon or late, to all who sow
The time of harvest shall be given;
The flowers shall bloom, the fruit shall grow—
If not on earth, at least in heaven.

JOHN G. WHITTIER.

Commercial Honor Desirable.

From Shoe and Leather Facts.

We have before referred to the effort which is being made by the German government to elevate the commercial honor of the merchants in that country. The sketch of a bill against unfair competition was published some time ago by the Imperial government, early publication being given it that there might be full time for discussion among those concerned. It has been revised, after being weighed by the tradesmen, and one of the remarkable things in connection with it is the fact that all political parties have expressed themselves in favor of the measure, there being a difference of opinion only on a few minor points.

The bill aims at a number of trade abuses which are indigenous to no particular country. In this country, however, only a few of the unfair means of competition as covered by the bill are deemed misdemeanors of sufficient magnitude to be punishable by law, by fine or imprisonment—what is proposed in Germany. The bill prescribes that a motion of putting a stop to an advertisement which contains mis-statements as to price, mode of manufacture, or origin of goods may be made by any tradesman or corporation engaged in a similar mercantile pursuit. Damages can also be claimed, and, if false statements have been made intentionally, a fine can be imposed. Upon a repetition of the offense the guilty party can be imprisoned.

Other abuses are treated by similar drastic measures. A merchant whose trade or credit is injured by statements of a competitor that are proved untrue can obtain damages; and, if guilty intent is found, the offender may be heavily fined. Another provision covers the same ground that our copyright laws do as to trade-marks, with additional restrictions in regard to the use in any way of a name of a firm so as to cause evil. The bill also proposes to grant to the Federal Council the right of discussing the quantity of any particular commodity that shall be sold or offered, and that the same shall be indicated on the wrapper. Furthermore, a fine or imprisonment awaits him who unlawfully communicates any factory or business secrets; and to incite another to transgress against this regulation is also a punishable offense.

While the measure looks very much like parental government in its most extreme form, the passage and execution of the proposed law will be watched with much interest in this country. The chances are that anything similar would be strongly opposed here as a revival of the old Blue Laws. It is undoubtedly desirable to keep competition within proper limits, but, where access to the law is made too easy, there is likelihood that, by the abuse of the power thus given, a far graver injury will be done than was suffered in the first instance.

A proposal to tax foreign commercial travelers to the tune of \$1,000 has been defeated by the municipal council of Rio de Janeiro.



This stamp appears on the Rubber of all our "Neverslip" Bicycle and Winter Shoes.

DO YOUR FEET SLIP?

The "Neverslip" gives elasticity and ease to every step taken by the wearer. It breaks the shock or jarring of the body when walking, and is particularly adapted to all who are obliged to be on their feet. None but the best of material used in their makeup. Every walking man should have at least a pair.



PINGREE & SMITH, Manufacturers.

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.

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.

LUMBERMEN'S SUPPLIES

LARGEST STOCK AND LOWEST PRICES.



WHOLESALE
GROCERIES AND
PROVISIONS

F. C. Larsen,

61 Filer Street,
Manistee, Mich.

Telephone No. 91

A Talk about Advertising in the Year 1850.

The following editorial, which was published in the Cincinnati Price Current about 1850, evidencing the unconquerable power of publicity and the early trend of American merchants to a more generous use of printer's ink, was valuable then and is apt even now, when we are nearing the close of this wonderful Nineteenth Century. The close observer will be struck at once with the similarity of arguments used then and now. Utterances which many writers on publicity consider original were used almost fifty years ago:

This is a subject which has, in a greater or less degree, engaged the attention of all business men; and, notwithstanding this, our progressive age, there are many—in fact, the great majority—who are disposed to think there is little, if any, advantage to be derived from making their business and their wants known through the medium of the public press, and that it is, except upon special occasions, a useless bill of expense, for which they receive little or no compensation. Now, we hold that this is in direct opposition to that which is every day demonstrated in the various ramifications of society, and that the sum spent for advertising our business is but as a drop in the bucket when compared with the vast amount which is spent in this way, but for quite a different object. The man who builds a splendid mansion, and adorns it within and without in the most gorgeous style, pays, in this way, hundreds of thousands of dollars, perhaps—and for what? Why, that his private mansion may be a standing advertisement, to enable his neighbors and a few strangers, as they pass, to properly classify him in society. Is not this a very expensive yet unprofitable way of advertising? Again, when an individual sports a splendid equipage, what is it but a daily advertisement that its owner must be a gentleman of wealth, at least, if not of distinction? And, when we see a man or woman put on costly or rich attire, with jewelry and other trappings to make them shine, what is it but giving notice that they must be considered as moving above the crowd?

But we might extend these illustrations, were it necessary, to show what vast amounts are expended in this way for advertising. However, it will be at once perceived that all the customs of fashionable life are but one long list of transient, standing and daily advertisements, hung out to catch the breath of fame or the praise of sycophants, with nothing received, or, indeed, expected, in return but an empty name.

If individuals would but follow the example of the celebrated Lundy Foote, who, when he became possessed of wealth by the manufacture of snuff, in which he was engaged many years ago in the Irish metropolis, bought a carriage of the most splendid description, in which he was drawn by four beautiful bay horses, decorated with the most costly trappings. On the door panel of this carriage he had painted, not figures of quadrupeds, with other armorial appendages, which would lead those unskilled in heraldry to suppose it meant his ancestors were closely allied to the brute creation, but in simple Anglo-Saxon,

SEE WHAT SNUFF DONE

And thereby his carriage, instead of being a bill of expense, was made a most successful medium of advertising, and which, in fact, immortalized the man and his merchandise, and they became thus associated, the one with the other, and as familiar to the nation as household words, and the result was that he retired in after years immensely wealthy. If men, we say, in this, our day, would follow the example of the Dublin snuff-maker and, when they build splendid houses or keep fine carriages, have emblazoned upon them, "See what

snuff done"—or see what this, that or the other done, as the case might be—would they not be turning their thousands or tens of thousands spent in this way to some practical account? Would it not be a decided hit in the way of advertising?

But now let us consider, for a moment, what are the objects to be attained in advertising our business. When a man has anything to dispose of which he knows others need, he ought to make it as public as possible. When a person wants anything which others may have, it is to his interest to make his wants known as far and as wide as may be necessary. The merchant, by publishing a daily or weekly edition of his business, is thereby spreading out before the eyes of the community his wares and his merchandise, and identifying his business with his name, and his name with his business, and making both so familiar that one cannot be named without thought of the other. And in this, our day of progress, of lightning and railroad lines, when strangers are continually rushing into our business marts and when the community is continually changing, the most sanguine can hardly form a just conception of the advantages to be derived from keeping our business before the people through the newspapers. It is, however, objected that but few read the advertisements in the public papers and that, consequently, they are comparatively useless. We are not of the opinion that anyone possessed of a moderate amount of practical knowledge believes this. All interested read them, and read them carefully, too.

Now, we do not mean to say that advertising will, alone, build up a business; but this we do say, that it is a powerful auxiliary—so powerful that the sheerest humbugs have, through its instrumentality succeeded. What we deem necessary to be possessed of in order to succeed in general business are experience, cash, credit, common sense and publicity. The first of these is obtained practically; the next incidentally, the next by integrity, Nature gives us common sense and the newspapers publicity.

Fancy Cheeses No Longer Foreign Products.

From the Grocery World.

During the week a leading local produce commission house received a letter from a large Wisconsin cheese manufacturer, offering to duplicate any foreign cheese in existence without the slightest diminution of quality. This fact illustrates the gigantic strides which are being made in the domestic fancy cheese industry.

A few years ago all such cheeses as Limburger, Roquefort, Fromage de Brie, Cheshire, and several others of the same category, were made abroad, our American cheese manufacturers not being equal to making them. To-day, however, there is not a fancy foreign cheese made that is not duplicated in this country, often better than the foreign article.

Ohio, Wisconsin and New York are the chief cheese-raising States which have progressed in the manufacture of these fancy cheeses. So far as can be seen and tasted, the domestic cheese is the same as the foreign, yet the latter seems to command a higher price, only, however, because of the mistaken idea that the cheese manufacturers of this country are deficient. In the case of Sweitzer or Swiss cheese, for example, the imported brings 10 or 20 cents per pound over the cost of the domestic. It is a curious fact that nearly all the Limburger cheese of the American trade is made in this country.

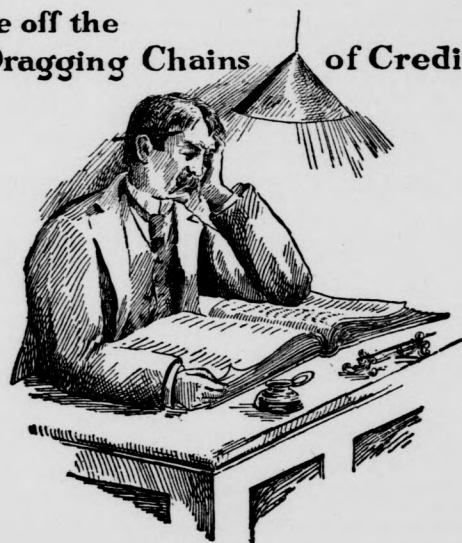
All foreign cheese pays a duty of 4 cents per pound, which itself gives it a decided advantage. It is expected to be only a question of time before the American public sees that they can save money by buying the domestic cheese at several cents' saving.

When you get the best of a bargain, it is cunning. When the other fellow gets the best of it, it is cheating.

Begin the New Year Right

and

Shake off the
Dragging Chains of Credit



by abandoning the time-cursed credit system, with its losses and annoyance, and substituting therefor the

Goupon Book System

which enables the merchant to place his credit transactions on a cash basis. Among the manifest advantages of the coupon book plan are the following:

- No Forgotten Charge.
- No Poor Accounts.
- No Book-keeping.
- No Disputing of Accounts.
- No Overrunning of Accounts.
- No Loss of Time.
- No Chance for Misunderstanding.

We are glad at any time to send a full line of sample books to any one applying for same.

Tradesman Company,

Grand Rapids.

Commercial Travelers

Michigan Knights of the Grip.

President, JAS. F. HAMMILL, Lansing; Secretary, D. C. SLAGHT, Flint; Treasurer, CHAS. McNOLTY, Jackson.

Michigan Commercial Travelers' Association.

President, S. H. HART, 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 Commercial Travelers' Mutual Accident Association.

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

Lake Superior Commercial Travelers' Club.

President, W. C. BROWN, Marquette; Secretary and Treasurer, A. F. WIXSON, Marquette.

Gripsack Brigade.

The capability of endurance of the hardware salesman comes from the "hard wear" he experiences on the road.

There's an old saying that "Everybody loves a lover," and it is equally true that everybody admires the hustler on the road.

Fred H. Ball (N. K. Fairbank Co.) has concluded to take up his residence in this city, having removed his family to this place from Kalamazoo.

The average traveling man likes a good meal, but a good sized order is the joy of his life, and for it he will cheerfully forego all creature comforts.

"Happy New Year to every drummer!
May '97 turn out a hummer!
May every salesman in the land
Sell goods this year to beat the band!
And boys, swear off from all your vices;
Stick to the truth and don't cut prices."

The only way to retain health of body and mind in this rushing high-pressure American life of ours is to leave behind your daily occupation when you quit work and amuse yourself with something that interests you outside of your business.

The traveling representative of the legitimate manufacturer, jobber or wholesaler is a gentleman—a man worthy of the retailer's confidence—and when he calls on him with his sample line is entitled to consideration, and should be given an audience.

H. R. Radford has been engaged to succeed B. Frank Parmenter as traveling representative for the Clark-Jewell-Wells Co. Mr. Radford has for the past three years been identified with the house of Godsmark, Durand & Co., at Battle Creek. He resides at Cassopolis.

Prosperity of commercial travelers and the success of the firms they represent depend largely upon the full employment and steady wages of the wage earners, whether they be laborers in the field, employed in manufacturing industries, or in the large corps of clerical force throughout the country.

Two more deaths have occurred in the ranks of the Knights of the Grip—Frank A. Boynton, of Grand Rapids, who has long been ill with consumption, and Jas. B. Rue, of Battle Creek, who died Dec. 27 of pleuro-pneumonia and was buried on the 29th ult. Deceased traveled for the Peninsular Stove Co., of Detroit and had been a member of the organization since Nov. 19, 1892, holding certificate No. 2,128. The death benefit is payable to the wife, Charlotte M. Rue.

The fighters in the commercial field are the men who dispose of goods by sample on the road. Commercial

agencies are trustworthy, so far as they go, but it is the duty of a commercial traveler to gain as much information as possible about the standing of his trade at the place where he is doing business.

Tom F. Dryden, formerly a member of the hardware firm of S. S. Dryden & Sons, at Allegan, but for the last two years Secretary and Treasurer of the Hunt & Burns Hardware Co., at Sioux City, Ia., has accepted a position with Foster, Stevens & Co. and, as soon as he posts up, will take the road, dividing the territory now covered by C. E. Mearns.

The house should allow its traveling representative all the discretion in selecting customers, making prices and terms that a member of the firm would use if he were upon the road confronting the trade. It should have perfect and absolute confidence in the man that is entrusted with the very life of a firm's business on the road. Without this he cannot succeed.

One of the chief reasons why commercial travelers' organizations in this country have not accomplished more in the past for the good of their calling is the jealousies which have existed between different associations. Let's do away with these with the New Year and determine to work for the best interest of the profession regardless of what organization of commercial travelers we may belong to.

There is only one way in which the traveling man can win the confidence of his trade, and that is, to be sure that what he says is strictly the truth. What is said here refers also to the firm he represents. The house cannot afford to make any concealment, either about its methods or its merchandise. Everything must be open and aboveboard; every policy of the house and its representative must be a right one.

The commercial traveler pays to-day as much for railroad tickets, omnibus fares, sleeping car accommodations, hotel bills and incidentals as he did fifteen years ago, when the profits on his sales were much greater than now. This, however, is not his fault, and he is making a concerted effort at the present time to modify prices to conform in some degree to the present condition of small sales and close margins. Are you with him?

Better results are being had by the firm employing commercial travelers that does not burden their salesmen with collections. A traveling man should appear before his customer with all the advantages of favorable circumstances and not be compelled to make settlements, demand payments, or in any way be hampered. They are sent out to sell goods to the trade and, if they are to secure the best results, should not be burdened with anything beyond the usual difficult task of securing the order desired.

The American commercial traveler is the recognized fighter in the commercial field. The country should be proud of him, for he has accomplished much in the interests of our country and is entitled to most cordial respect and good feeling. Selling goods on the road is serious business. If you don't believe it, run your mind over your list of traveling acquaintances. One of them is an earnest man; another, a clownish one. Which of the two sells the more goods? Fun is all right, providing it is just of the preponderating kind. But the man who is always funny is a pestilence.

Altogether Too Much Red Tape.

The new 5,000 mile interchangeable books are now on sale, but it is the opinion of railroad men that there will not be a great demand for the books. They are not what the traveling men asked for, and some of the commercial men say that they have to be well versed in international law and metaphysics before they will be able to travel on one of them. The holder of the ticket must have his photograph on the ticket, and pay \$100 for the book. The following gives some idea of the troubles the traveling man will have on his mind when he uses one of the new tickets:

1. That this ticket is valid only when presented by the original purchaser, whose photograph and signature are affixed.

2. That this ticket is not good for passage on trains, but must be presented at ticket office at starting point, where the agent will issue in exchange for mileage coupons a continuous passage exchange ticket, limited to date of issue, detaching in consecutive order one coupon for each mile or fraction thereof, except that for any distance less than five miles not less than five coupons will be detached; conductors of trains may issue such exchange tickets upon surrender of coupons for this mileage ticket when the owner of the mileage ticket takes the train at a station where there is no ticket office or where the ticket office was closed.

3. That this ticket must be presented to conductor with the exchange ticket received from the ticket agent. An exchange ticket will not be accepted for passage unless it is accompanied by the mileage ticket on account of which it was issued.

4. That the exchange ticket issued hereon entitles the owner to passage only on trains advertised and designated to carry passengers, and only to and from stations at which said trains are scheduled to stop to receive and discharge passengers.

5. That the right to obtain transportation at a reduced rate in accordance with the terms of this ticket is a privilege personal to the individual to whom it is issued, whose signature and photograph appear hereon, and who is the only lawful owner; this ticket and the attached mileage strip are not transferable, and no person other than the lawful owner has, or can obtain, any rights, title or property whatever herein; if this ticket, or any portion of the mileage strip is sold, transferred or given away, or if it be presented in any other manner than as herein provided, or found in the hands of any other person other than the lawful owner, it shall have no value whatever, and shall be forfeited.

6. That this ticket will not be honored if any changes or erasures are made in its conditions, limitations or restrictions as originally issued by the commissioner, nor if the personal appearance of the purchaser is so changed as to defeat identification by comparison with photograph affixed hereto.

7. That the conductors and ticket agents of the companies named on back hereof may, at any and at all times, require the holder to identify himself or herself as the original purchaser of this ticket by writing his or her name on the mileage strip detached from this ticket, or by such other reasonable and proper means as may be necessary to conclusively establish the identity of the original purchaser of this ticket.

8. That the stipulations and conditions named on the face hereof constitute and form a part of this contract.

The Board of Directors will hold a meeting at Lansing Jan. 16, at which time the books and accounts of the old Secretary and Treasurer will be audited and the positions turned over to the new incumbents installed in office.

All traveling men do not agree on the silver and gold question, but they all agree that the S. C. W. is the best nickel cigar on earth.

Resolve never to be out of anything. Never let the customer go across the street.

BEST 10 CENTS BEST

GREEN SEAL

SELL THESE

CIGARS

and give customers good satisfaction.

COLUMBIAN TRANSFER COMPANY
CARRIAGES, BAGGAGE
AND FREIGHT WAGONS
15 and 17 North Waterloo St.,
Telephone 381-1 Grand Rapids.

FREE CHECK ROOM
Wellington
EUROPEAN HOTEL. Entirely New
J. T. CONNOLLY, Proprietor, Grand Rapids.
52 S. Ionia St., Opposite Union Depot.

NEW REPUBLIC
Reopened Nov. 25.
FINEST HOTEL IN BAY CITY.
Steam heat,
Electric Bells and Lighting throughout.
Rates, \$1.50 to \$2.00.
Cor. Saginaw and Fourth Sts.
GEO. H. SCHINDHETT, Prop.

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.

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.

BE GOOD
to yourself while in Grand Rapids. Go to **FRED MARSH** for tonsorial work.
23 MONROE STREET.

Loss or Gain?
Young men and women attain greatest financial gain by securing a course in the Business, Shorthand, English or Mechanical Drawing Departments of the Detroit Business University, 11-19 Wilcox St., Detroit, Mich. Send for catalogue. W. F. Jewell, P. R. Spencer.

Drugs==Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

C. A. BUGBEE, Traverse City - Term expires Dec. 31, 1896
S. E. PARKILL, Owosso - Dec. 31, 1897
F. W. R. PERRY, Detroit - Dec. 31, 1898
A. C. SCHUMACHER, Ann Arbor - Dec. 31, 1899
GEO. GUNDRUM, Ionia - Dec. 31, 1900

President, S. E. PARKILL, Owosso.
Secretary, F. W. R. PERRY, Detroit.
Treasurer, GEO. GUNDRUM, Ionia.

Coming Examination Sessions—Detroit, Jan. 5 and 6; Grand Rapids, March 2 and 3; Star Island (Detroit), June —; Upper Peninsula, Aug. —.

MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

President, G. C. PHILLIPS, Ann Arbor.
Secretary, B. SCHROUDER, Grand Rapids.
Treasurer, CHAS. MANN, Detroit.
Executive Committee—A. H. WEBBER, Cadillac;
H. G. COLMAN, Kalamazoo; GEO. J. WARD, St. Clair; A. B. STEVENS, Detroit; F. W. R. PERRY, Detroit.

The Drug Market.

Acids—Consuming demand has been seasonably slow.

Alcohol—The demand for grain has not been heavy and the market has been quiet, as usual during the last of the holiday season and at the beginning of the new year, but general conditions remain about as last week.

Alum—Purchases have been of a hand-to-mouth character, with a resulting small volume of business, but prices are firmly held.

Arsenic—Powdered white, market is quiet, but quotations are well maintained at the old range.

Balsams—Peru, steady, although quiet.

Beans—A continued firm feeling prevails for all varieties of vanilla, late advices from Mexico having substantiated previous reports of limited supplies and rising tendency of prices.

Cacao Butter—Market is still seasonably inactive.

Cantharides—Light as to inquiry, but values remain firm.

Cassia Buds—Prices well kept up at the old range.

Castor Oil—Undertone of the market still strong.

Cinchonidia—No new features and no change in quotations.

Cod Liver Oil—Light consuming demand and prices barely steady at the recent reduction.

Colocynth Apples—Stocks being light, holders are not anxious sellers.

Cream Tartar—Manufacturers are firm as to values.

Cubeb Berries—Dull but reasonably steady.

Essential Oils—The only feature to note is the usual holiday dullness, the changes in prices being of no consequence. An early improvement is anticipated, and the undertone continues steady, especially as to the various domestic oils referred to recently.

Flowers—Nothing new.

Gums—Camphor has met with a further decline of 2c per pound at the hands of American refiners. The unsettled condition of foreign markets is regarded as the reason of the reduction.

Juniper Berries—Fair request for small parcels and values are steady.

Leaves—Everything seasonably quiet.

Lycopodium—No mentionable changes.

Opium—Business is restricted to small lots to meet consumers' current wants.

Quicksilver—Same is true as to quicksilver, but quotations are well sustained.

Rochelle Salts—Dull and featureless and manufacturers' prices remain unchanged.

Roots—German dandelion is again higher. Gentian and golden seal are

both a trifle easier. No new interesting features as to other descriptions.

Spermaceti—Although the demand has been slow, prices have held up well.

Sponges—Advices from all primary sources continue to indicate strong markets, and although local trading is not extensive, holders of prime grades are fixed as to their views.

Sugar of Milk—As stocks of powdered white are still exceedingly light, prices are firm for the leading brand.

Venice Turpentine—Movement is slow, but there is no quotable fluctuation in values.

Wax—Beeswax, market quiet, with no change in prices.

The Attitude of Physicians toward Pharmacy.

From the Pharmaceutical Era.

It is one of the loudest complaints of druggists that physicians know so little of pharmacy, and that prescriptions are consequently oftentimes wonderfully constructed. The art of compounding is truly an art, but it is not sufficient to cope with some of the problems set by prescribers ignorant of its first principles. But physicians are not willing to concede that pharmacy is an art and a science, just as much as is medicine; in fact, they seem to belittle its importance. A pharmacist author (he is a doctor, too) has recently produced a text book on materia medica and pharmacology. The attitude of the medical profession toward pharmacy is well instanced in a review of this book in a high-class medical journal. In this review occur these words: "That it will be of any service to medical men, students or practitioners, is improbable, to say the least, for its therapeutics is scanty, and botany and pharmacy, the very things which medical teachers most wisely minimize, are here made pre-eminent. The medical student of the present day has far too much that is vital to learn to waste time upon the unnecessary, but, notwithstanding his overburdened condition, enthusiastic specialists would add to his information (and his burdens) by treatises designed for the use of medical students, which they fondly think are suited to his needs, whether they are or not. Botany and pharmacy are prominent among the subjects which are not, a fact which medical teachers generally recognize, and which some day pharmaceutical teachers will come to learn."

If these words accurately express the sentiments of the medical fraternity, it would seem that we have all been wrong in advocating the acquisition by physicians of a little more knowledge of pharmacy. Still physicians claim the right, which is accorded them in some states, to conduct drug stores. A bit of inconsistency here, is there not?

Fond Hopes Shattered.

From the Pharmaceutical Era.

The popular impression is that druggists are rich men. How mistaken is popular impression! It must be to this impression that we may attribute the fact that the druggist holds first place in the affections of the burglar. Continued disappointment in the size of his collections does not seem to disabuse the marauder's mind of this fond belief. The newspapers are primarily responsible for the prevalence of this fiction, and it is about time they did something to show that it is but fiction. Chicago is particularly credulous, hence of late her druggists have received numerous unsolicited calls from "desperate highwaymen," and the common everyday (or every-night) burglar and sneak thief. These reprobate characters have embellished their calls with the various theatrical accompaniments customary in such cases, but the cash returns have been very meager. There may have been a time when druggists were men of money, but it was in the very distant past, and it doesn't seem a near prospect of futurity. The sooner burglars realize the vanity of their hopes in this direction the sooner will druggists be relieved of a very considerable annoyance.

How He Made a Chance Acquaintance to His Profit.

As usual, it was the drummer who was talking.

"They may talk as they please," he was saying, "about the naughtiness of flirting with the dear creatures, but it sometimes pays, and pays in cash."

"You don't mean to tell me," remarked a severe-looking person with a gray whisker and a stiff hat, "that you have ever made any money for your house by one of those disgusting flirtations I have seen some of you chaps carrying on on trains and elsewhere?"

"Yes, and I do say that, too," asserted the irrepressible, "but this one was a net profit to yours truly only, and I never divided with the house a little bit."

The severe person's harsh gray whiskers bristled.

"It was this way," continued the drummer. "At Crestline, in the great State of Ohio, the Big Four road going north and south crosses the Pennsylvania, which leads principally at that point to Canton, though a few benighted persons still go to Chicago. Well, I was coming down from Canton and way stations, and when I got to Crestline I had an hour to wait for a train to Cincinnati. During the wait I met a rattling good-looking girl waiting for a train to Cleveland. There was an immense crowd of pilgrims and others about the station on their way to the McKinley shrine, it being before election, and in the crowding some fellow made a grab for the girl's pocketbook, and if I hadn't been on hand she would have lost it."

My train was delayed an hour, and I told her she had better let me carry the book for her until I departed, when she would have to take care of herself again. Time flew and we strolled up and down the platform, and gratitude warmed her heart. When my train finally pulled in, we forgot all about the pocketbook in my pocket, and I didn't leave her until the train was moving. Half an hour later I remembered the pocketbook and took it out to see what there was in it. Nothing, so help me, but a \$50 bill and a few odds and ends that meant nothing. She had refused to tell me her name, and I didn't even know whether she was married or not, and I had nothing to do but wait."

"I had lied to her and told her I was going to Columbus, and I had given her an assumed name, or rather an assumed first name, and that's all she knew about me, so there wasn't much of a chance for her to find me. I told

the conductor about the dilemma I was in and the money I had, and I notified the police that I had found \$50; I also put a notice in the papers, but so far I have heard nothing, and I am beginning to think that the fair creature would prefer to lose \$50 than to have somebody find out she had been flirting with a horrid drummer. Be that as it may, I am now \$50 to the good, besides the flirtation, and I'm not saying a word, am I?"

He Couldn't Sleep.

Mistress: "Well, Bridget, and how is your husband?"

Washerlady: "Sure, an' he's all used up, mum."

Mistress: "Why, what ails him?"

Washerlady: "Indade, thin, mum, last night he had sich bad dreams that he couldn't slape a wink all night, mum."

CINSENG ROOT

Highest price paid by
Write us. **PECK BROS.**



GOVERNOR YATES.

A Seed and Havana Cigar as nearly perfect as can be made.

The filler is entirely long Havana of the finest quality—with selected Sumatra Wrapper.

Regalia Conchas, 4 1/4 inch, \$58.00 M.
Rothschilds, 4 1/4 inch, 65.00 M.
Napoleons, 5 1/4 inch, 70.00 M.

All packed 50 in a box.
We invite trial orders.

Morrisson, Plummer & Co.

200 TO 206 RANDOLPH ST.,
CHICAGO.



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

are made of the best imported stock.



GYPSINE...

Is the only permanent cement base wall finish made that does not set or settle in the dish.

It is what the consumer wants, for it works easily and satisfactorily, and gives beautiful and varied results.

Is well advertised and well known, and profitable to handle. Send for color card, copy of "Gypsine Advocate" and plans of local advertising, to

DIAMOND WALL FINISH CO., Grand Rapids, Mich.

WHOLESALE PRICE CURRENT.

Advanced—		Declined—Gum Camphor.	
Acidum		Tinctures	
Aceticum.....	80 10	Aconitum Napellis R	60
Benzoicum, German	75 80	Aconitum Napellis F	50
Boricum.....	15	Aloe.....	60
Carbolicum.....	27 39	Aloe and Myrrh.....	60
Citricum.....	44 46	Arnica.....	50
Hydrochlor.....	30 5	Assafetida.....	50
Nitroceum.....	80 10	Atropine Belladonna.....	50
Oxalicum.....	10 12	Aurant Cortex.....	60
Phosphoricum, dil.....	15 15	Benzoin.....	60
Salicylicum.....	45 50	Benzoin Co.....	50
Sulphuricum.....	1 40 1 60	Barosma.....	50
Tannicum.....	34 36	Cantharides.....	75
Tartaricum.....		Capficum.....	50
Ammonia		Cardamon.....	75
Aqua, 16 deg.....	40 6	Cardamon Co.....	75
Aqua, 20 deg.....	60 8	Castor.....	1 00
Carbonas.....	12 14	Catechu.....	50
Chloridum.....	12 14	Cinchona.....	50
Aniline		Cinchona Co.....	50
Black.....	2 00 2 25	Columba.....	50
Brown.....	80 1 00	Cubeba.....	50
Red.....	45 50	Cassia Acutifol.....	50
Yellow.....	2 50 3 00	Cassia Acutifol Co	50
Baccæ		Digitalis.....	50
Cubææ..... po. 18	13 15	Ergot.....	50
Juniperus.....	60 8	Ferri Chloridum.....	35
Xanthoxylum.....	25 30	Gentian Co.....	60
Balsamum		Gentian Co.....	60
Copalba.....	60 65	Guaiac.....	50
Peru.....	2 60	Guaiac ammon.....	50
Terabin, Canada.....	40 45	Hyoscyamus.....	75
Tolutan.....	65 75	Iodine.....	75
Cortex		Iodine, colorless.....	75
Abies, Canadian.....	18	Kino.....	50
Cassia.....	12	Lobelia.....	50
Cinchona Flava.....	18	Myrrh.....	50
Euonymus atropurp.....	30	Nux Vomica.....	50
Myrica Cerifera, po.....	20	Opil.....	75
Prunus Virgin.....	12	Opil, camphorated.....	50
Quillaja, gr'd.....	12	Opil, deodorized.....	1 50
Sassafras..... po. 18	12	Quassia.....	50
Ulmus..... po. 15, gr'd	15	Rhatany.....	50
Extractum		Rhei.....	50
Glycyrrhiza Glabra.....	24 25	Sanguinaria.....	50
Glycyrrhiza, po.....	28 30	Serpentaria.....	50
Hæmatox, 15 lb box.....	11 12	Stromonium.....	60
Hæmatox, 1s.....	13 14	Tolutan.....	60
Hæmatox, 1/4s.....	14 15	Valerian.....	50
Hæmatox, 1/8s.....	16 17	Veratrum Veride.....	50
Ferru		Zingiber.....	20
Carbonate Precip.....	15	Miscellaneous	
Citrate and Quinia.....	2 25	Aether, Spts. Nit. 3 F	30 35
Citrate Soluble.....	80	Aether, Spts. Nit. 4 F	30 38
Ferrocyanidum Sol.....	50	Alumen.....	24 3
Solut. Chloride.....	15	Alumen, gro'd.....	30 4
Sulphate, com'l.....	2	Annatto.....	40 50
Sulphate, com'l, by	35	Antimoni, po.....	40 5
bbl, per cwt.....	7	Antimoni et PotassT	55 60
Sulphate, pure.....		Antipyrin.....	1 40
Flora		Antifebrin.....	15
Arnica.....	12 14	Argenti Nitras, oz.....	55
Anthemis.....	18 25	Arsenicum.....	10 12
Matricaria.....	25 30	Balm Gilead Bud.....	35 40
Folia		Bismuth S. N.....	1 00 1 10
Barosma.....	15 20	Calcium Chlor.....	9
Cassia Acutifol, Tin-		Calcium Chlor, 1/4s.....	10
nevelly.....	18 25	Calcium Chlor, 1/2s.....	12
Cassia Acutifol, Alx.....	25 30	Cantharides, Rus. po.....	75
Salvia officinalis, 1/4s		Capsici Fructus, af.....	18
and 1/8s.....	12 20	Capsici Fructus, po.....	15
Ura Ursi.....	80 10	Caryophyllus, po. 15.....	10 12
Gummi		Carmine, No. 40.....	3 75
Acacia, 1st picked.....	65	Cera Alba, S. & F.....	50 55
Acacia, 2d picked.....	45	Cera Flava.....	40 42
Acacia, 3d picked.....	35	Cocculus.....	40
Acacia, sifted sorts.....	28	Cassia Fructus.....	27
Acacia, po.....	60 80	Centuria.....	10
Aloe, Barb. po. 20 28.....	14 18	Chloroform.....	60 63
Aloe, Cape..... po. 15.....	12	Chloroform, squibbs.....	1 35
Aloe, Socotri..... po. 40.....	30	Chloral Hyd Crst.....	1 15 1 30
Ammoniac..... po. 30.....	55 60	Chondrus.....	20 25
Assafetida..... po. 30.....	55 60	Cinchonidine, P. & W.....	20 25
Benzoin.....	50 55	Cinchonidine, Germ.....	15 22
Catechu, 1s.....	14	Cocaine, list, dis. pr. et.....	4 65 4 65
Catechu, 1/4s.....	16	Croosotum.....	35
Catechu, 1/8s.....	14	Creta..... bbl. 75.....	2
Camphora.....	45 50	Creta, prep.....	2
Euphorbium..... po. 35.....	10	Creta, precip.....	9 11
Galbanum.....	1 10	Creta, Rubra.....	8
Gamboge po.....	65 70	Crocus.....	50 55
Gualacum..... po. 35.....	65 70	Cudbear.....	50 55
Kino..... po. 84.00.....	4 60	Cupri Sulph.....	50 55
Mastic.....	4 60	Dextrine.....	10 12
Myrrh..... po. 45.....	40	Ether Sulph.....	75 90
Opil..... po. 33.30 3.50.....	2 35 2 40	Emery, po.....	8
Shellac.....	40 45	Ergota..... po. 40.....	30 35
Shellac, bleached.....	40 45	Flake White.....	12 15
Tragacanth.....	50 80	Galla.....	23
Herba		Gambier.....	80 9
Absinthium, oz. pkg.....	25	Gelatin, Cooper.....	60
Eupatorium, oz. pkg.....	20	Gelatin, French.....	35 60
Lobelia..... oz. pkg.....	25	Glassware, flint, box.....	60, 10 10
Majorum..... oz. pkg.....	28	Less than box.....	60
Mentha Pip. oz. pkg.....	23	Glue, brown.....	90 12
Mentha Vir. oz. pkg.....	25	Glue, white.....	130 25
Rue..... oz. pkg.....	39	Glycerina.....	10 26
Tanacetum Voz. pkg.....	22	Grana Paradisi.....	15
Thymus, V. oz. pkg.....	25	Humulus.....	25 55
Magnesia		Hydraag Chlor Mite.....	75
Calcined, Pat.....	55 60	Hydraag Chlor Cor.....	65
Carbonate, Pat.....	20 22	Hydraag Ox Rub'm.....	85
Carbonate, K. & M.....	20 25	Hydraag Ammoniat.....	95
Carbonate, Jennings.....	35 36	Hydraag Unguentum.....	45 55
Oleum		Hydrargyrum.....	1 50
Absinthium.....	3 25 3 50	Ichthyobolla, Am.....	1 25 1 50
Amygdale, Dule.....	30 50	Indigo.....	75 1 00
Amygdale, Amare.....	8 00 8 25	Iodine, Resubi.....	3 80 3 90
Anisi.....	2 20 2 30	Iodoform.....	4 70
Aurant Cortex.....	2 40 2 50	Lupulin.....	2 25
Bergamit.....	2 25 2 30	Lycopodium.....	50 55
Cajiputi.....	70 75	Macis.....	65 75
Caryophylli.....	53 58	Liquor Arsen et Hy.....	27
Cedar.....	35 65	drarg Iod.....	10 12
Chenopadi.....	2 25 2 50	Liquor Potass Arsenit.....	20 3
Cinnamoni.....	2 25 2 50	Magnesia, Sulph. bbl.....	1 1/4
Citronella.....	40 45	Manna, S. F.....	50 90
		Menthol.....	3 50

Odds and Ends

of Second-hand

Drug Fixtures

in good condition

Two Sets Drug Drawers

With Pulls and Labels

Six Show Cases

Three feet to six feet

Scales, Wall Paper Trimmer,
Sponge Baskets, Shelf Bot-
tles, etc., etc.

For sale cheap.

Hazeltine & Perkins Drug Co.,

Wholesale Druggists,

Grand Rapids, Mich.

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 Frazer's.....75 9 00 IX L Golden, tin boxes 75 9 00 Mica.....70 8 00 Paragon.....55 6 00 BAKING POWDER. Absolute. 1 lb cans doz.....45 1 lb cans doz.....85 1 lb cans doz.....1 50 Acme. 1 lb cans 3 doz.....45 1 lb cans 3 doz.....75 1 lb cans 1 doz.....1 00 Bulk.....10 El Purity. 1 lb cans per doz.....75 1 lb cans per doz.....1 20 1 lb cans per doz.....2 00	CHEESE. Acme.....@ 10 1/4 Amboy.....9 1/4 @ 10 1/4 Carson City.....@ 10 Gold Medal.....@ 10 1/4 Ideal.....@ 10 1/4 Jersey.....@ 10 1/4 Lenawee.....@ 9 1/4 Oakland County.....@ 10 Riverside.....@ 11 Sparta.....@ 10 Springdale.....@ 10 1/4 Brick.....@ 9 Edam.....@ 7 1/2 Leiden.....@ 19 Limburger.....@ 15 Pineapple.....60 @ 95 Sap Sago.....@ 20 Chicory. Bulk.....5 Red.....7 CATSUP. Columbia, pints.....4 25 Columbia, 1/2 pints.....2 50 CLOTHES PINS. 5 gross boxes.....45 COCOA SHELLS. 20 lb bags.....2 1/4 Less quantity.....2 Pound packages.....4 CREAM TARTAR. Strictly Pure, wooden boxes. 35 Strictly Pure, tin boxes.....37 COFFEE. Green. Rio. Fair.....17 Good.....18 Prime.....19 Golden.....20 Peaberry.....22 Santos. Fair.....19 Good.....20 Prime.....22 Peaberry.....23 Mexican and Guatemala. 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. Clark Jewell Wells Co's Brands Fifth Avenue.....30 Jewell's Arabian Mocha.....30 Wells' Mocha and Java.....26 Wells' Perfection Java.....26 Sanealbo.....23 1/2 Valley City Maracaibo.....20 1/2 Ideal Blend.....17 Leader Blend.....16 Worden Grocer Co's Brands Quaker Mandehling Java.....31 Quaker Mocha and Java.....29 Toko Mocha and Java.....23 Quaker Golden Santos.....24 State House Blend.....22 Package. Below are given New York prices on package coffees, 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 weight of package. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases. Arbuckle.....15 50 Jersey.....15 00 McLaughlin's XXXX.....15 00 Extract. Valley City 1/2 gross.....75 Felix 1/2 gross.....1 15 Hummel's foil 1/2 gross.....85 Hummel's tin 1/2 gross.....1 48 Kneipp Malt Coffee. 1 lb. packages, 50 lb. cases 9 1 lb. packages, 100 lb. cases 9 CONDENSED MILK. Gall Borden Eagle.....7 00 Crown.....6 25 Daisy.....5 75 Champion.....4 50 Magnolia.....4 25 Dime.....3 35	COUPON BOOKS.  Tradesman 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	FARINACEOUS GOODS. Farina. Bulk.....3 Grits. Walsh-DeRoo Co.'s.....2 25 Hominy. Barrels.....3 25 Flake, 50 lb. drums.....1 50 Lima Beans. Dried.....3 1/2 Macaroni and Vermicelli. Domestic, 10 lb. box.....60 Imported, 25 lb. box.....2 50 Pearl Barley. Common.....1 1/4 Chester.....2 Empire.....2 1/2 Peas. Green, bu.....90 Split, per lb.....2 1/4 Rolled Oats. Rolled Avena, bbl.....4 00 Monarch, bbl.....3 50 Monarch, 1/2 bbl.....1 88 Private brands, bbl.....3 25 Private brands, 1/2 bbl.....1 75 Quaker, cases.....3 20 Sago. German.....4 East India.....3 1/4 Wheat. Cracked, bulk.....3 24 2 lb packages.....2 40 Fish. Cod. Georges cured.....@ 4 Georges genuine.....@ 4 1/4 Georges selected.....@ 5 Strips or bricks.....5 @ 8 Halibut. Chunks.....10 Strips.....9 Herring. Holland white hoops keg.....60 Holland white hoops bbl.....8 00 Norwegian.....2 50 Round 100 lbs.....1 30 Round 40 lbs.....1 30 Scaled.....14 Flackerel. No. 1 100 lbs.....11 50 No. 1 40 lbs.....4 90 No. 1 10 lbs.....3 00 No. 2 100 lbs.....8 00 No. 2 40 lbs.....3 50 No. 2 10 lbs.....95 Family 90 lbs.....95 Family 10 lbs.....28 Sardines. Russian kegs.....55 Stockfish. No. 1, 100 lb. bales.....10 1/4 No. 2, 100 lb. bales.....8 1/4 Trout. No. 1 100 lbs.....4 75 No. 1 40 lbs.....2 20 No. 1 10 lbs.....63 No. 1 8 lbs.....53 Whitefish. No. 1 No. 2 Fam.....10 1/4 100 lbs.....6 50 5 75 2 00 40 lbs.....2 90 2 60 1 10 10 lbs.....80 73 35 8 lbs.....67 61 31	Souders'. Oval bottle, with corkscrew. Best in the world for the money.  Regular Grade Lemon. doz.....75 2 oz.....1 50 4 oz.....1 50 Regular Vanilla. doz.....75 2 oz.....1 20 4 oz.....2 40 XX Grade Lemon. 2 oz.....1 50 4 oz.....3 00 XX Grade Vanilla. 2 oz.....1 75 4 oz.....3 50 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.....30 17 lb pails.....40 30 lb pails.....60 LYE. Condensed, 2 doz.....1 20 Condensed, 4 doz.....2 25 LICORICE. Pure.....30 Calabria.....25 Sicily.....14 Root.....10 MINCE MEAT. Ideal, 3 doz. in case.....2 25 NATCHES. 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.....1 1/2 Good.....22 Extra good.....24 Choice.....27 Fancy.....30 Half-barrels 3c extra.	PICKLES. Medium. Barrels, 1,200 count.....3 50 Half bbls, 600 count.....2 25 Small. Barrels, 2,400 count.....4 50 Half bbls, 1,200 count.....2 75 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 1/4 Carolina No. 1.....5 Carolina No. 2.....4 1/4 Broken.....3 Imported. Japan, No. 1.....5 1/2 Japan, No. 2.....5 Java, No. 1.....4 1/4 Table.....5 1/2 SALERATUS. Packed 60 lbs. in box. Church's.....3 30 Deland'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. Anise.....13 Canary, Smyrna.....4 Caraway.....10 Cardamon, Malabar.....80 Hemp, Russian.....4 Mixed Bird.....4 1/4 Mustard, white.....6 1/4 Poppy.....8 Rape.....5 Cuttle Bone.....20 SNUFF. Scotch, in bladders.....37 Maccaboy, in jars.....35 French Rappee, in jars.....43 SYRUPS. Corn. Barrels.....13 Half bbls.....15 Pure Cane. Fair.....16 Good.....20 Choice.....25 SPICES. Whole Sifted. Allspice.....9 Cassia, China in mats.....10 Cassia, Batavia in bund.....20 Cassia, Saigon in rolls.....32 Cloves, Amboy.....15 Cloves, Zanzibar.....9 Mace, Batavia.....60 Nutmegs, fancy.....60 Nutmegs, No. 1.....60 Nutmegs, No. 2.....45 Pepper, Singapore, black.....9 Pepper, Singapore, white.....12 Pepper, shot.....10 Pure Ground in Bulk. Allspice.....12 Cassia, Batavia.....22 Cassia, Saigon.....35 Cloves, Amboy.....20 Cloves, Zanzibar.....15 Ginger, African.....15 Ginger, Cochin.....20 Ginger, Jamaica.....22 Mace, Batavia.....70 Mustard, Eng. and Trieste.....20 Mustard, Trieste.....25 Nutmegs, Trieste.....40 @ 50 Pepper, Sing., black.....10 @ 14 Pepper, Sing., white.....15 @ 18 Pepper, Cayenne.....17 @ 20 Sage.....18 SODA. Boxes, English.....5 1/4 Kegs, English.....4 1/4
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SALT.

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

Common Grades.

100 3 lb sacks.....	2 80
60 5-lb sacks.....	1 85
28 11-lb sacks.....	1 70

Worcester.

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

Warsaw.

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

Ashton.

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

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

56-lb sacks.....	21
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Common Fine.

Saginaw.....	60
Manistee.....	60

STARCH.**Kingsford's Corn.**

40 1-lb packages.....	6
20 1-lb packages.....	6 1/4

Kingsford's Silver Gloss.

40 1-lb packages.....	6 1/4
6-lb boxes.....	7

Diamond.

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

Common Corn.

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

Common Gloss.

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

SOAP.**Laundry.**

Armour's Family.....	2 70
Armour's Laundry.....	2 80
Armour's Comfort.....	2 80
Armour's White, 100s.....	6 25
Armour's White, 50s.....	3 20
Armour's Woodchuck.....	2 55
Armour's Kitten Brown.....	2 40
Armour's Mottled German.....	2 40

Armour's Brands.**WICKING.**

No. 0, per gross.....	25
No. 1, per gross.....	30
No. 2, per gross.....	40
No. 3, per gross.....	75

Robinson's Cider, 40 grain.....**Robinson's Cider, 50 grain.....****WICKING.**

No. 0, per gross.....	25
No. 1, per gross.....	30
No. 2, per gross.....	40
No. 3, per gross.....	75

Henry Passolt's Brand.**Whitefish.....**

Single box.....	2 85
5 box lots, delivered.....	2 80
10 box lots, delivered.....	2 75

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

American Family, wrp'd.....	3 33
American Family, plain.....	3 27
Lautz Bros. & Co.'s Brands.	
Aeme.....	2 85
Cotton Oil.....	5 75
Marselles.....	4 00
Master.....	3 70

Thompson & Chute's Brand.**SILVER SOAP.**

Single box.....	3 00
5 box lot, delivered.....	2 95
10 box lot, delivered.....	2 75
25 box lot, delivered.....	2 65

Allen B. Wrisley's Brands.

Old Country, 80 1-lb. bars.....	3 15
Good Cheer, 60 1-lb. bars.....	2 35
Uno, 100 1/2-lb. bars.....	2 80
Doll, 100 10-oz. bars.....	2 25

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

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 00
Domino.....	4 87
Cubes.....	4 82
Powdered.....	4 75
XXXX Powdered.....	4 62
Mould A.....	4 62
Granulated in bbls.....	4 37
Granulated in bags.....	4 37
Fine Granulated.....	4 37
Extra Fine Granulated.....	4 50
Extra Coarse Granulated.....	4 50
Diamond Confee. A.....	4 37
Confee. Standard A.....	4 25
No. 1.....	4 12
No. 2.....	4 12
No. 3.....	4 12
No. 4.....	4 12
No. 5.....	4 06
No. 6.....	3 94
No. 7.....	3 87
No. 8.....	3 81
No. 9.....	3 75
No. 10.....	3 69
No. 11.....	3 62
No. 12.....	3 56
No. 13.....	3 50
No. 14.....	3 47
No. 15.....	3 41
No. 16.....	3 38

TABLE SAUCES.

Lea & Perrin's, large.....	1 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

TOBACCO.**Cigars.**

G. J. Johnson's brand.....	
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S. C. W.....	35 00
H. & P. Drug Co.'s brand.....	
Quintette.....	35 00
Clark Grocery Co.'s brand.....	
New Brick.....	35 00

VINEGAR.

Leroux Cider.....	10
Robinson's Cider, 40 grain.....	10
Robinson's Cider, 50 grain.....	12

WICKING.

No. 0, per gross.....	25
No. 1, per gross.....	30
No. 2, per gross.....	40
No. 3, per gross.....	75

No. 0, per gross.....	25
No. 1, per gross.....	30
No. 2, per gross.....	40
No. 3, per gross.....	75

No. 0, per gross.....	25
No. 1, per gross.....	30
No. 2, per gross.....	40
No. 3, per gross.....	75

No. 0, per gross.....	25
No. 1, per gross.....	30
No. 2, per gross.....	40
No. 3, per gross.....	75

No. 0, per gross.....	25
No. 1, per gross.....	30
No. 2, per gross.....	40
No. 3, per gross.....	75

No. 0, per gross.....	25
No. 1, per gross.....	30
No. 2, per gross.....	40
No. 3, per gross.....	75

No. 0, per gross.....	25
No. 1, per gross.....	30
No. 2, per gross.....	40
No. 3, per gross.....	75

No. 0, per gross.....	25
No. 1, per gross.....	30
No. 2, per gross.....	40
No. 3, per gross.....	75

No. 0, per gross.....	25
No. 1, per gross.....	30
No. 2, per gross.....	40
No. 3, per gross.....	75

No. 0, per gross.....	25
No. 1, per gross.....	30
No. 2, per gross.....	40
No. 3, per gross.....	75

No. 0, per gross.....	25
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No. 2, per gross.....	40
No. 3, per gross.....	75

Candies.**Stick Candy.**

Standard.....	5 1/2 @ 7
Standard H. H.....	5 1/2 @ 7
Standard Twist.....	6 @ 7
Cut Leaf.....	7 1/2 @ 8 1/2

Mixed Candv.

Competition.....	@ 6
Standard.....	@ 6 1/2
Leader.....	@ 7
Conserve.....	@ 7 1/2
Royal.....	@ 7 1/2
Ribbon.....	@ 8
Broken.....	@ 8
Cut Leaf.....	@ 8
English Rock.....	@ 8
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.....	@ 12 1/2
Gum Drops.....	@ 5
Moss Drops.....	@ 7 1/2
Sour Drops.....	@ 8 1/2
Imperial.....	@ 8 1/2

Fancy-In 5 lb. Boxes.

Lemon Drops.....	@ 50
Sour Drops.....	@ 50
Peppermint Drops.....	@ 60
Chocolate Drops.....	@ 65
H. M. Choc. Drops.....	@ 75
Gum Drops.....	@ 35
Licorice Drops.....	@ 75
A. B. Licorice Drops.....	@ 50
Lozenges, plain.....	@ 55
Lozenges, printed.....	@ 60
Imperial.....	@ 60
Mottos.....	@ 65
Cream Bar.....	@ 60
Molasses Bar.....	@ 50
Hand Made Creams.....	80 @ 90
Plain Creams.....	60 @ 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.....	@ 30

Fresh Meats.**Beef.**

Carcase.....	6 @ 7 1/2
Fore quarters.....	4 @ 6
Hind quarters.....	6 @ 7 1/2
Loins No. 3.....	8 @ 12
Ribs.....	8 @ 10
Rounds.....	5 1/2 @ 6 1/2
Chucks.....	4 @ 5
Plates.....	4 @ 4

Pork.

Dressed.....	3 1/2 @ 4 1/4
Loins.....	6 1/2 @ 5
Shoulders.....	@ 5
Leaf Lard.....	@ 5 1/2

Mutton.

Carcase.....	5 @ 6
Spring Lambs.....	6 1/2 @ 7 1/2

Veal.

Carcase.....	6 @ 8
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Crackers.

The N. Y. Biscuit Co. quotes as follows:

Butter.	
Seymour XXX.....	

DAIRY INSPECTION.

First Annual Report of Inspector Haven.

Bloomington, Mich., Dec. 3—1 herewith submit a report of the work done by me as Dairy Inspector from June 20 to Oct. 1, 1896:

Cheese factories visited, 57; creameries visited, 28; samples of city milk inspected, 43; wholesale cheese dealers visited, 9; tests of milk made with Babcock tester, 353. This work was done in the counties of Allegan, Ottawa, Van Buren, Saginaw, Shiawassee, Tuscola, Genesee, Monroe, Lenawee, Hillsdale, Kalamazoo and Clinton.

The object in taking up factory inspection is chiefly to learn its condition and needs and ascertain the method by which the Dairy and Food Commissioner can be of the greatest assistance in elevating the standard of Michigan dairy products. Three months is too short a time to take up any regular plan of work, but it gives an opportunity to do a little missionary labor and to show the factorymen that the State has not forgotten them.

Michigan dairy industry! Does it need any medicine? Yes, most emphatically. It is troubled with general debility. It needs large doses of care, thought, energy and good judgment.

Of all the faults observed, none are so great as lack of care and a neglect of the things—seemingly small—which tend to make the finished product what it should be.

Carelessness! What a wonderful amount of trouble is produced by tainted milk, sour milk, off-flavored factories, poor cheese, low grade butter, mud holes around the buildings, leaky boilers and steam pipes, rusty machinery and—worst of all—rust on the bumps of energy and cleanliness. We invariably find that the factories which have a good reputation are those where manager and patrons work together for mutual benefit and with confidence in each other—not with a feeling of distrust and envy.

The product of creameries, being sold mostly in cities, comes in competition with that from other states. It is, therefore, gauged by a certain standard, to which it must attain. This gives the buttermaker a guide, and quickly does he hear of any departure therefrom.

The manufacture of cheddar cheese is definite enough to be called a system, and the method of handling the curd after it is removed from the whey is such that the competent maker can, to quite an extent, remedy the effects of previous imperfections. But Michigan cheese—the genuine Michigan, found nowhere else on earth, soft, mild, rich, porous, good in twenty days or safe for sixty days, the cheese that pleases the eye of the maker and tickles the palate of the consumer—cannot be made without the use of two articles—pure milk and gumption.

An error of many factorymen is in following the same method every day, without regard to the weather or the condition of the milk, using the same amount of color, of rennet, of salt, of temperature in cooking, airing in the drainer, holding the cream a certain number of hours before churning, running the churn the same length of time and salting and working the same. While it is true that certain principles govern dairy practice, it is equally true that the successful factory manager must have a strong undercurrent of judgment to guide those principles. He must keep in mind the object to be attained and vary his methods to meet varying conditions. Nothing else so enlarges the horizon of a dairyman as to study why certain causes produce different effects; to investigate the reason for the methods he practices; to realize that he is producing an article of food, and to aim to make each day's product excel that of the previous day. Our most successful cheese and buttermakers are those who carefully look after the minor points which, in the aggregate, cause success or failure.

One chief fault with our cheese product is the lack of uniformity. It is said that in Canada or Wisconsin one could

purchase a carload or a shipload of cheese and have it all of about the same quality. It is not so here. Some factories never have but one day's make alike and even that varies in size.

The word "Michigan" on a cheese box conveys no information as to the contents, except that it was made within the limits of the State. It may be sweet, sour, hard, soft, wet, dry; in texture, anywhere from a mushroom to a grindstone; in flavor, from clover to ragweed; in color, from lily white or annatto to red; in strength, as mild as April zephyrs or strong as Boreas' wildest blasts. I do not wish to convey the idea that such a variety can be found in each factory—far from it. We have factories which make first-class cheese thirty days each month. I regret to say that we have others over whose products we must draw the veil of charity.

There is need of better understanding between factories and wholesale dealers in relation to the market. Each factory caters to the retail trade as much as possible and sells the surplus to the jobber. In this way each factory becomes a competitor on the market. Everyone for himself, and the retail dealer gets the benefit. The jobbing houses are of great help to the factorymen, and if we would place our product in their hands, furnish such an article as the consumer desires, stop the pernicious habit some makers have of putting in cheese they know to be poor with the good ones in order to get rid of them, quit cutting on price to get customers away from some one else, in short, make a cheese that will sell on its merits, be honest, fair business men and practice business methods, we will be far more successful than if we work on the theory that every other cheeseman in the State is our enemy, and will place the industry on a more substantial basis and give Michigan cheese the reputation of a pure wholesome article of food.

I am confident that a combination of inspection and instruction will get the poorer makers in line; will aid them to see the importance of following methods that have proven successful, and will assist honest dairymen to improve and prevent dishonest practices from fear of detection. Every movement made toward improving the condition of the dairy interests of our State is a benefit to every individual engaged in that industry.

Michigan is inferior to no state in natural advantages for dairying—or anything else. If we each do our part, build as well as we know, all things will work together for our mutual good.

E. A. HAVEN.

The Egg in History—Its Primal Use and Its Present Position.

Correspondence Minneapolis Commercial Bulletin.

The history of the egg is very ancient history. The memory of man is not so old as the first egg, for geology tells us that before the first man went bird-nesting the first fowl had lived, died and turned to stone. Not history but zoology tells us that this first bird laid an egg, and that egg was the first egg—we speak now of birds' eggs and not the eggs of reptiles and other vermin that crawled many, many centuries before the first bird got license to fly in the atmosphere of this great earth. It is not known when the first man discovered that the egg was good for food, but it must have been early in the history of the race. Probably other animals learned that the egg was a palatable dish before man came to earth. This taste has remained in many races of animals up to the present, for any farmer can tell you that the skunk and the crow have a very great leaning toward poached egg.

* * *

At any rate we find early races of peoples hunting for eggs. They did not know enough to keep fowls for their eggs, probably because they did not have to do it, for there are islands of the sea and many a sea coast that are swarming with sea gulls and like fowl of the deep, that lay their eggs about on the crags and the sands, ready for the

hand of the hunter. It is a matter of very modern knowledge that islanders, especially those of the Orkney and Shetland group imperil their lives climbing the cliffs for eggs, or letting themselves over ledges by long ropes to gather the eggs of the sea birds that nest thereabout. This is proof of the high estimate man places on the egg as an article of food. Travelers on the Amazon tell us that the natives gather turtle eggs in the egg season, and make up a kind of stuff they call butter, but that is more like scrambled egg. This is not palatable for fine haired folk, but it serves as a great delicacy for these heathen who couldn't tell alligator rump from porterhouse steak.

* * *

There are eggs and eggs! The fruit of some fowl is offensive. I warrant that one could as well eat a crow as a crow's egg. What the fowl eats is likely to impart a flavor to the egg. This is odd, but is verily so. You ask any Chicago packer of eggs what eggs he likes best for his packing, and he will tell you that he will have early spring eggs, laid before the hen goes grass-hopper hunting. The egg not only keeps better, but is of better flavor if it is laid in the spring, when the hen is getting fresh grass, has the range of the sweet fields and a little grain thrown in on the side. Not only does the food

the bird eats make a difference in the flavor of the egg, but the bird itself makes a difference. The line of fowls know by the zoologist as gallinaceous fowls lay the most palatable eggs. These are the domestic fowls and allied races, like partridges, prairie chickens and the like. But probably you have noticed that there is a difference between the flavor of the eggs laid by these birds. If a turkey egg, a goose egg, a guinea fowl egg and a hen's egg were placed before you, the hen's egg would be the one you would take. The rest of the civilized world would vote with you, for, as you have noted, the egg of commerce is the hen's egg.

Suitable Reward.

New England Man—How did you get in?

Skater—Fell in; help me out.

N. E. Man—Is it cold?

Skater—Colder than the devil! Help me out.

N. E. Man—What will you give me?

Skater—Give? I will give you my place.

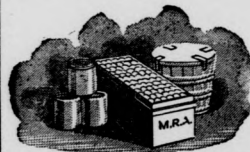
A bill is to be introduced at the next session of the New York Legislature which provides for the granting of marriage contracts and the prohibition of the so-called common law marriages.

HEN FRUIT

Is always seasonable. Eggs "just laid" get the very highest market price with me.

Write me

R. HIRT, JR., Market St., Detroit.



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

J. M. DRYSDALE & CO.

WHOLESALE FRUITS AND PRODUCE,

SAGINAW, E. S., MICH.

Fancy Catawba and Malaga Grapes, Oranges, Lemons, Bananas, Figs, Dates, Nuts, Cider, everything in our line for Holidays.

Pure Mincemeat

is the "Upper Crust" from

MEADER & KNUTTTEL,

WEST SAGINAW.

ONIONS * APPLES * ONIONS

SQUASH, CABBAGE, CIDER, ETC., in car lots or less.

Correspond and send your orders to me. **HENRY J. VINKEMULDER,**
GRAND RAPIDS, MICH.

We are a mail order Fruit and Produce House and can save you money.

HAPPY
NEW
YEAR

You will find
FANCY GOODS

in Nuts, Figs, Honey, Grapes, Lemons, Oranges, Cranberries, Spanish Onions, Sweet Potatoes at

STILES & PHILLIPS,

9 N. IONIA ST., GRAND RAPIDS,
Both Telephones 10.

GOTHAM GOSSIP.

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

Special Correspondence.

New York, Jan. 2.—The new year opens with the comforting reflection that it can be no worse for general business than 1896 has been, while the chances are that conditions will steadily improve. The past year is not a particularly gracious period to think of, so far as business is concerned. It has been only by the wisest and most conservative management that failures have been so few. Some concerns have made money—have called 1896 an excellent year for their particular business—but the exception only proves the rule.

It is difficult to form an idea of the condition of the markets as they exist during this week. All hands have been so busy stocktaking that it has been hard to corner one long enough to ask about trade. Buyers have been very conspicuous by their absence. Mail orders have been few and for the smallest quantities, supreme efforts being made to clear the shelves of all goods possible.

Coffee closed quietly, although the deliveries were ahead of the same time last year. Rio No. 7 is held at 10½¢@10¼¢. The total stock afloat and at ports in Brazil and here amounts to 729,190 bags, against 623,218 bags last year. There was some inquiry for mild grades of coffee and Padang Interior is firm at 22½¢@23¢.

Tea was in extremely light request. Buyers were few and far between and at the auction sale scarcely a spark of enthusiasm was manifested. Greens and Japans are doing rather better than other grades, if any perceptible difference exists.

Some very good-sized sales of raw sugars were made, but at a reduction of 1-16c from previous rates. Refined has been quiet and sales were of an assorting character—just to "chink in" with until we fairly embark for the new year's trade.

Sales of foreign rice have cut quite a figure in this week's transactions and nearly all were for future delivery. Domestic have sold in the usual manner and holders seem quite content with the week's work. They have "set their faces towards the East" and look for a money-making period for all concerned from now on. May they not be disappointed.

In spices the year went out with light demand, and quotations low and seemingly unprofitable. Cloves are worth, for Zanzibar, 5½¢@5¼¢; Amboyna, 10½¢@11¢. Singapore pepper, 5½¢.

Molasses and syrups drag their slow lengths along and there is not a feature of interest in the situation. Sales are made of a hand-to-mouth character and all hands are "waiting for something to turn up." The finest grades of syrups are relatively well cleaned up and prices are firm.

In canned goods the new year dawns with a good deal of hope for this industry. Prices have been so low during the year just passed that consumption has been large and, as the output was much smaller last year than during previous years within recent date, the new year sees smaller stocks and a more hopeful feeling all around. Stocks of tomatoes in the great producing district of Maryland and New Jersey are said to be very light. Of course, if prices advance, we shall probably witness a big output next season and consequent demoralization again. Packers should act conservatively during the coming year.

Foreign fruits are selling moderately—and only moderately. Lemons are in abundant supply and quotations continue low. Oranges, bananas, etc., are moving in about the usual way, with bananas a trifle higher.

The profession of letters has again been elevated. "Houses That I Have Fired" is the title of a work by Morris Schoenholz, expert incendiary, now on trial for his numerous crimes. That a man could live in this city for years and earn a fat living by firing buildings for others sounds strange, but it is true.

He is now "peaching" on himself, and has cleared away the mystery surrounding many cases of supposed spontaneous combustion. That in many cases the insurance companies had paid over big money to the owners, makes the case more interesting still. There are many strange ways of making a living here, but that of Morris Schoenholz, "expert incendiary," passes them all.

It has been remarked that every part of the city has its full share of business enterprises, but on Eighth avenue a newspaper man searching for a place to buy a lead pencil walked nine blocks on the east side of the avenue, where almost all other lines were represented. In the tenth block he found a stationery store. For nine blocks he saw only a succession of bakeries, groceries, saloons, drug stores and undertakers.

Strong Plea for the Honesty and Usefulness of Ladle Butter.

On the publication of Major Alvord's remarks in disparagement of ladle butter, which he made at the New York State Dairymen's Association at Delhi, the Tradesman rather expected to hear something further on the subject from those engaged in packing this class of stock. That expectation has now been realized, A. W. Johnson, of the firm of Samuel Lilburn & Co., Ottumwa, Iowa, having come to the rescue through the Produce Review. Mr. Johnson's defense of ladle butter is as follows:

Was there ever a more deliberate case of misrepresentation? Any one who knows the truth (and this Professor should know it in his high position) knows that ladle butter and imitation creamery are butter, pure butter, just as pure butter as that made in an exclusively farm dairy or creamery. We know very well that they may not and do not have the same high quality as to flavor, body, etc., as butter made by those engaged in its exclusive manufacture from the milk with all the improved machinery and methods of the day; but they are butter nevertheless, as pure and unadulterated as the butter of a creamery or exclusive farm dairy. The distinguished Professor does not appear to have a very high opinion of the farmers and country merchants who really compose a very large part, if not a majority, of our people, and having that opinion, he does not look well in the government position he holds. The distinguished Professor says: "Much the greater part of this butter is made in small quantities upon farms as an incident of general farming." Yes, that's true, but the distinguished gentleman then says: "These small lots of butter are mainly unfit for table use and cannot be sold for that purpose." That's not so. They may not have that high flavor that suits the palate of the distinguished professor, but the great mass of our people are only too glad to get even this butter for their use.

It is too bad that the conditions in this world and in this country are such that all the people cannot have and enjoy all the luxuries that come to the hand and mouth of this distinguished Professor, and hence he looks down and frowns upon and slanders common people and taunts them with eating plain food lacking high flavors and qualities such as suit his own cultured taste. The distinguished gentleman says: "The farmers take these small lots of butter to country stores and dispose of them in trade, the maker getting 8 or 10 cents in trade." Yes, they do take this butter to the country stores and receive 8 to 20 cents per pound in trade, and thereby the farmer gets his groceries and much of his family wearing apparel in exchange for his product of the churn and the poultry yard. And during the hard times of the past two or three years these "small lots" of butter in exchange for articles secured at the country store have gladdened the hearts of tens of thousands of good housewives with many of the comforts of life throughout the land. Shame on the distinguished Professor for libeling the product of her hand! He further says:

"The storekeeper does not attempt to sell this butter in his community and must get rid of it as best he can." That's another falsehood. Does the distinguished gentleman mean to have it inferred that the people in these communities do not eat butter at all, or that they have some other means of supplying their wants for this article of diet? Anyone can easily see that either inference is preposterous. The country merchants sell to the towns people in the country towns and more or less to other farmers thereabouts who may for the time being be in need of it. Of course there is a surplus, just the same as there is of eggs, potatoes, apples or other farm products taken in exchange for goods and groceries by the dealer.

And now, look you, see what this distinguished Professor says about the store-keeper. He says: "These promiscuous lots of butter are frequently dumped into all sorts of receptacles; the stuff is then absolutely neglected until the quantity on hand becomes too great to give it store room, or the condition of it becomes such that nobody can live in the same room with it." What a foolish statement that is! As though the store-keeper did not know enough to take care of the butter he receives in trade. It's an important part of his business, a large part, and he takes excellent care of it, sells what he can to his trade at a profit, and ships the balance in good order to larger markets, to be used in its original form, or to the factories that reladle and put it up in tubs or in such form as the various markets require. The learned Professor says: "Then it is shipped as slow, low grade, cheap freight to the establishment of one of the numerous ladlers, etc." Here he again shows his complete ignorance of the subject, for as a matter of fact it is shipped at as high a rate of freight as creamery butter in tubs all the time, and under some conditions higher rates. This well-informed Professor further says: "I have seen the butter coming to the ladlers' establishments in most unsuitable and filthy packages, with their

contents in an indescribably repulsive condition." What rot! What foolish speech! The writer has been handling this butter, thousands and thousands of packages, and in the past ten years, railroad accidents barred, has not had a single instance of butter packages being in such a condition.

The whole story is fiction: from beginning to end, and the learned Professor either wilfully misrepresents Western methods and Western business, or he shows lamentable ignorance of the subject that does great dishonor to one who holds such a high position in our general Government. If the distinguished gentleman did but know it, he is vilifying and slandering a very large majority of our people who eat this butter of which he speaks so disparagingly. All honor to our large dairies and creameries which make fine butter of high flavor and quality, where they are in a position to do so. They deserve great credit for the advancement they have made in the production of this article of food; but the world is wide, it's made up of many people and their wants are varied, and there is use for ladle and imitation creamery butter. This wholesale slander of farmers and country merchants will not add to the honor of the distinguished Professor nor promote the general welfare of the butter industry.

Suitable Substitute.

"Have you any good substitutes for coffee? My doctor says I must quit using the genuine."

"Oh, yes, we have several excellent and wholesome substitutes for the genuine article."

"Well, give me a pound of what you consider your very best."

(In a whisper) "James, bring me a pound of that 'Pure Ground Java.'"

There are fifty-two penitentiaries and over 17,000 jails in the United States. They cost \$500,000,000 to build them, and the criminal expense to the country is not less than \$100,000,000 annually.

"Illinois Jersey Sweets"

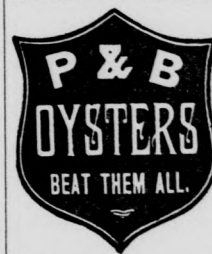
are grown in Illinois from New Jersey Sweet Potato Seed. They are just as fine, but cheaper. We have them by ear lot or less, also

CAPE COD CRANBERRIES, SPANISH ONIONS, ORANGES, LEMONS.

BUNTING & CO.,

20 & 22 OTTAWA STREET,

GRAND RAPIDS, MICH.



Wholesale Foreign and Domestic Fruit and Vegetables

OYSTERS

The only exclusive Wholesale Oyster Dealers in Grand Rapids. Prompt attention given to Mail and Wire Orders. SEE OUR QUOTATIONS IN PRICE CURRENT.

ALLERTON & HAGGSTROM, 127 Louis St.

BEANS

We are in the market daily for BEANS, POTATOES, ONIONS, carlots. Send large samples beans with best price you can furnish carlots or less.

MOSELEY BROS.,

WHOLESALE SEEDS, BEANS, POTATOES, 26-28-30-32 OTTAWA ST., GRAND RAPIDS, MICH.

ANCHOR BRAND

OYSTERS

Prompt attention given telegraph and mail orders. See quotations in price current.

F. J. DETTENTHALER, Grand Rapids, Mich.

Eighth Annual Convention of the Michigan Knights of the Grip.

The eighth annual convention of the Michigan Knights of the Grip was held at Detroit last Tuesday and Wednesday, the first session opening at 3 p. m., Tuesday. R. W. Jacklin called the convention to order and turned the gavel over to President Symons, who then read his annual address, which is published elsewhere in this week's paper.

Secretary Owen then presented his annual report, which was published in full in last week's paper.

Treasurer Frost reported expenditures for the year of \$1,818.20 from the general fund, and \$6,650 from the death benefit fund, leaving a balance of \$664.10 in the general and \$1,531.59 in the mortality fund.

The President then announced the appointment of the following special committees:

Credentials—L. S. Rogers, George A. Reynolds, R. M. Dively, J. B. Heydlauff, Fred Anderson.

Rules and Order of Business—L. M. Mills, D. C. Slaght, W. V. Gawley, W. J. Richards, Grant S. Bennett.

President's Address—C. S. Kelsey, A. W. Stitt, J. N. Bradford.

Resolutions—E. P. Waldron, N. B. Jones, R. W. Jacklin, Charles McNolty, R. J. Bigelow.

Amendments—F. M. Tyler, James F. Hammell, Frank R. Streat.

Vice-Presidents—J. J. Evans, Edward Hamlin, L. Williams, Charles Hurd, M. Foley.

On Secretary's and Treasurer's Reports—A. F. Peake, John R. Wood, Frank R. Streat, John McLean, Fred Fox.

Several amendments to the constitution were reported and adopted. One added the Treasurer to the Board of Directors as an ex-officio member, and another proscribed that no person could be received into the active membership of a post except he was a member in good standing of the State body. A third amendment limited the membership of the order to persons actively engaged in selling goods at wholesale, adjusting, insurance and as superintendents of agencies, the object being to keep out others than strictly commercial travelers.

The first matter to come up for discussion Wednesday morning was a proposition to raise an annual entertainment fund by a 50 cents per capita assessment. This, it was claimed, would put the Association above the level of charity and do away with the levying of contributions on resident merchants, who felt they had to give something or fall from grace. James F. Hammell opposed the resolution, on the ground that the convention was an advertisement for the town, and that the resident business men could afford to give something for it. It then came out that the funds for the Detroit convention had been raised by the Merchants' and Manufacturers' Exchange. The motion was finally tabled, and the convention adjourned, to enable the members to join in the annual parade.

At the opening of the afternoon session, election of officers was announced as the first thing in order. Jas. F. Hammell was nominated for President by W. S. Cooper and supported by several members of different parts of the State. There being no other candidate, the election was made unanimous.

Four candidates were then nominated for Secretary, as follows: John B. Heydlauff, Post B, Jackson; J. W. Schram, Post C, Detroit; George F. Owen, Post E, Grand Rapids; D. C. Slaght, Post G, Flint. Mr. Owens' past prompt and accurate record was pointed to as his qualification, but many held the impression that two years were enough and that he ought to give another the chance at emoluments. Six ballots were taken before a choice was made, resulting in the selection of Mr. Slaght. Detroit withdrew her candidate after the result of the fourth ballot was announced.

For Treasurer three nominations were made—Charles T. McNolty, of Jackson, who ran second in the race for the position two years ago; Michael Howarn,

of Detroit; W. V. Gawley, Detroit. Mr. McNolty was elected on the first ballot.

The Committee on Resolutions then presented the following report:

Resolved, That the traveling public, which is largely composed of traveling salesmen representing the commercial interests of the country, is very desirous of obtaining the best facilities for traveling and does hereby deem an interchangeable mileage book the object of our earnest solicitation, and have the best reasons for believing that the general managers of the roads have been impressed with our persistent earnestness and will grant this as soon as the details can be arranged.

This can in no way be considered as class legislation, for it is a recognized business principle that the largest purchasers are entitled to a consideration as a wholesale purchaser, but it is an act of justice and comity that would commend itself to all reasonable business men.

Further, we are not in favor of a flat two-cent general fare in Michigan, as we believe it would be detrimental to the best interests of interior Michigan and will only serve to centralize business in larger cities and sap the very life blood of the smaller towns, thereby depreciating real and personal property therein and injuring the trade of our very best customers, and further impair the excellent service we now receive and the equipments for carrying passengers, which should be of the best possible character as to strength of cars for safety.

Should we feel that it is our province to do something for the largest number of people in this State, we would most emphatically suggest that freight rates are the particular and important point that should be adjusted to the present low price of products, thereby enabling the producer of this State to realize vastly more for his products and thereby benefitting everybody.

Resolved, That the Michigan Knights of the Grip, in our eighth annual convention assembled at Detroit, hereby declare our sympathy with the Cubans for life and independence.

Resolved, That the thanks of the Michigan Knights of the Grip be extended to the out-going officers for the efficient manner in which they have carried out the duties of their various offices and so zealously protected the interests of our Association during the year of 1896.

Resolved, That a vote of thanks be extended to the Mayor and the municipal officers of Detroit and the citizens in general for the large-hearted hospitality with which they have received us, and for the universal kindness which they have extended to the visiting knights and their ladies during this convention.

Resolved, That our especial thanks are due to the ladies of Post C and to the ladies of Detroit in general for the marked courtesy and kindness they have shown visiting ladies among them, and their open-hearted hospitality will be a bright spot in the memories of all who have attended the eighth annual convention of the Michigan Knights of the Grip.

Resolved, That a vote of thanks be extended to the press of Michigan in general for the efficient manner in which they have at all times furthered our interests, and that our thanks are especially due to our official organ.

Resolved, That a vote of thanks be extended to the active members of Flint, Port Huron and Owosso for their success in organizing themselves into posts in their respective districts.

The report was adopted, with the exception of the recommendation relating to interchangeable mileage, which was laid on the table.

John A. Hoffman presented an invitation to hold the next convention at Kalamazoo.

The so-called souvenir book matter was then given an airing, resulting in a statement from each member of the Board present to the effect that he regretted the transaction, when a resolution

was adopted regretting the action of the Board.

The following Vice-Presidents were elected: L. Williams, Detroit; A. W. Stitt, Jackson; F. Chandler, Coldwater; John A. Hoffman, Kalamazoo; Manley Jones, Grand Rapids; Fred Anderson, Flint; J. B. Corlett, Port Huron; R. P. Bigelow, Owosso; Otto Helling, Muskegon; Geo. H. Randall, West Bay City; John McBurney, Cadillac; A. F. Wixson, Marquette.

Maj. Jacklin wanted indorsement for his candidacy for the position of Adjutant-General, but he wanted it unanimous, and as some of his fellows thought it savored too much of politics, he had to forego the favor. They said they would do all they could for him in their private capacity, however.

Frank M. Tyler (Grand Rapids) and B. D. Palmer (St. Johns) were re-elected members of the Board of Directors and Chas. L. Stevens (Ypsilanti) was elected in place of Jas. F. Hammell, who becomes a member ex-officio.

The officers were then installed and the convention adjourned.

NOTES BY THE WAY.

The annual parade which took place Wednesday morning was participated in by so few travelers that it was positively ridiculous, yet the wonder was that even so many men were willing to wade through mud and slush rather than abandon this feature of the programme. In the opinion of the Tradesman, the parade is one of the things which can be eliminated from future conventions, with credit to all concerned. It is undignified and not in keeping with the occasion. A parade of firemen, or policemen or letter carriers, in connection with a convention, is excusable, on the ground that the people have a right to know the extent and character of the employees who serve the people in the capacity of public servants; but a parade of traveling men, interspersed with wheezing bands of juveniles—especially with rain overhead and mud underfoot—is about as incongruous a thing as can be imagined.

The Tradesman heard of but one complaint over the entertainment—or lack of entertainment—provided by the Detroit boys. Frequent announcements were made in the convention concerning special features arranged for the ladies in attendance, but it appears that none of the features put in an appearance, and that the Detroit ladies who were delegated to entertain their lady guests and direct the special entertainment features provided for the ladies were detained at home. No reception was given the ladies at any of the hotels, as has been the custom at previous conventions, nor were any street car or carriage rides provided. No one believes that the omission was intentional, but all regret that so important a portion of the programme should have been entirely overlooked.

The comparatively small attendance from other towns in the State clearly demonstrates that Detroit is not a success as a convention town, on account of its being too far removed from the more remote portions of the State. While the local attendance was very large, the outside attendance was less than at Saginaw, Grand Rapids or Lansing. This is to be deplored, because the hotel facilities at Detroit are exceptionally good, on account of the large number of good hotels. The result of the convention plainly indicates that no town situated in a corner of the State can secure the outside attendance that a city can which is more centrally located.

The banquet on Tuesday evening and the ball on Wednesday evening were

both superb affairs. They were handled with great care and involved a degree of preliminary preparation which must have severely taxed the ingenuity of the gentlemen having them in charge. All who attended these events assert that they were unqualified successes and the Tradesman congratulates the Detroit boys on the reputation they have thereby achieved in the line of entertainers.

WANTS COLUMN.

BUSINESS CHANCES.

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

WANTED—TO CORRESPOND WITH Gentleman with capital who wishes to engage in retail boot and shoe trade; young man preferred, with or without experience. Address 176, care Michigan Tradesman. 176

TO EXCHANGE—55 ACRES ADJOINING thriving village in Gratiot county for merchandise. Address Lock Box 27, Baldwin, Mich. 174

WANTED—IN GRAND LEDGE, MICH. A first-class boot and shoe, clothing, or dry goods firm; a good opening for any of these lines. Store for rent Jan. 15; located in the very best point for trade; size 2½x85 feet, brick. Geo. H. Sheets, Grand Ledge, Mich. 172

FOR SALE—GOOD SET OF FIXTURES for grocery store, including \$18 Enterprise coffee mill, show cases, Howe and Fairbank scales, lamps, oil tank, candy trays, cracker case, cheese safe, etc. etc. All modern and in good shape. Will be sold cheap for cash or bankable paper. Address No. 168, care Michigan Tradesman. 168

WANTED—TO BUY A GOOD WATER power flouring mill. No steam need apply. Also a good drug stock from \$3,000 to \$5,000. N. H. Winans, Tower Block, Grand Rapids. 165

TO EXCHANGE—FOUR VILLAGE LOTS in good town near Grand Rapids for furniture stock. Will pay cash for the difference, if necessary. Address G, care Michigan Tradesman. 170

FOR SALE—FINEST MEAT MARKET in Grand Rapids, having established trade among best people. Don't apply unless you have \$2,000 ready cash. Good reasons for selling. Address No. 163, care Michigan Tradesman. 163

WILL PAY CASH FOR CLEAN STOCK Groceries. State in first letter price, sales and rent. W. J. Henwood, Niles, Mich. 169

FOR SALE—A GOOD DRUG AND NOTION store in Elkhart county, Indiana. No pharmacy law. T. P. Stiles, Millersburg, Ind. 164

NEW HOUSE, SPLENDID LOCATION AND rented to desirable tenant. Will trade for stock of goods in any live town of 2,000 or over. Address Lock Box 27, Lowell, Mich. 158

RUBBER STAMPS AND RUBBER TYPE. Will J. Welser, Muskegon, Mich. 160

DRUG STOCK FOR SALE—THE BEST located suburban store in Kalamazoo, Michigan. Stock is clean; rent low. Address Hazel-tine & Perkins Drug Co., Grand Rapids, Mich. 138

FOR SALE AT A BARGAIN THE WAT- rous' drug stock and fixtures, located at Newaygo. Best location and stock in the town. Enquire of Hazeltine & Perkins Drug Co., Grand Rapids, Mich. 136

FOR SALE—IMPROVED 80 ACRE FARM in Oceana county; or would exchange for merchandise. Address 380 Jefferson Avenue, Muskegon. 110

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

MISCELLANEOUS.

ANY INFORMATION AS TO THE WHERE- abouts of R. W. Bird, who is a printer or newspaper man, will be thankfully received. Address No. 175, care Michigan Tradesman. 175

ONE CHILD'S ELEGANT WHITE HEARSE, costing \$700 when new, to exchange for bedroom suites and dining room chairs, or will sell cheap for cash. Address Lock box 146, Cheboygan, Mich. 173

WANTED—POSITION AS STENOGRAPHER and book-keeper by young man who has had several months' experience in mercantile lines. Salary not material at first, advertiser being actuated by desire to secure an opportunity to identify himself with an establishment in which there is a chance to advance. Address No. 167, care Michigan Tradesman. 167

WANTED—SITUATION BY REGISTERED druggist, fourteen years' experience and sober. P. H. G., care Michigan Tradesman. 162

WANTED—SITUATION AS CLERK IN A clothing, shoe or general store by a young man of 25. Best references. Six years' experience. Address No. 145, care Michigan Tradesman. 145

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

WANTED—SEVERAL MICHIGAN CEN- tral mileage books. Address, stating price, Vindex, care Michigan Tradesman. 899

Travelers' Time Tables.

CHICAGO and West Michigan R. Jan. 1, 1897.

Going to Chicago.
Lv. G'd Rapids.....8:30am 1:25pm +11:00pm
Ar. Chicago.....3:00pm 6:50pm +6:30am
Returning from Chicago.
Lv. Chicago.....7:20am 5:00pm +11:30pm
Ar. G'd Rapids.....1:25pm 10:30pm +6:10am
Muskegon and Pentwater.
Lv. G'd Rapids.....8:30am 1:25pm 6:25pm
Ar. G'd Rapids.....10:15am.....10:30pm
Manistee, Traverse City and Petoskey.
Lv. G'd Rapids.....7:20am 5:30pm
Ar. Manistee.....12:05pm 10:25pm
Ar. Traverse City.....12:40pm 11:10pm
Ar. Charlevoix.....3:15pm
Ar. Petoskey.....4:55pm
Trains arrive from north at 1:00p.m. and 9:55 p.m.

PARLOR AND SLEEPING CARS.
Chicago. Parlor cars on afternoon trains and sleepers on night trains.
North. Parlor car on morning train for Traverse City.
†Every day. Others week days only.
GEO. DEHAVEN, General Pass. Agent.

DETROIT, Grand Rapids & Western. Jan. 1, 1897.

Going to Detroit.
Lv. Grand Rapids.....7:00am 1:30pm 5:55pm
Ar. Detroit.....11:40am 5:40pm 10:10pm
Returning from Detroit.
Lv. Detroit.....7:00am 1:10pm 6:00pm
Ar. Grand Rapids.....12:30pm 5:20pm 10:45pm
Saginaw, Alma and Greenville.
Lv. G R 7:10am 4:20pm Ar. G R 12:20pm 9:30pm
To and from Lowell.
Lv. Grand Rapids.....7:00am 1:30pm 5:25pm
Ar. from Lowell.....12:30pm 5:20pm
THROUGH CAR SERVICE.
Parlor cars on all trains between Grand Rapids and Detroit and between Grand Rapids and Saginaw. Trains run week days only.
GEO. DEHAVEN, General Pass. Agent.

GRAND Trunk Railway System Detroit and Milwaukee Div

Eastward.
+No. 14 +No. 16 +No. 18 *No. 82
Lv. G'd Rapids 6:45am 10:10am 3:30pm 10:45pm
Ar. Ionia.....7:40am 11:17am 4:34pm 12:30am
Ar. St. Johns.....8:25am 12:10pm 5:23pm 1:57am
Ar. Owosso.....9:00am 1:10pm 6:03pm 3:25pm
Ar. E. Saginaw 10:50am.....8:00pm 6:40am
Ar. W. Bay City 11:30am.....8:35pm 7:15am
Ar. Flint.....10:05am.....7:05pm 5:40am
Ar. Pt. Huron 12:05pm.....9:50pm 7:30pm
Ar. Pontiac.....10:53am 2:57pm 8:25pm 6:10am
Ar. Detroit.....11:50am 3:55pm 9:25pm 8:05am

Westward.
For G'd Haven and Intermediate Pts.... 7:00am
For G'd Haven and Intermediate Pts.... 12:53pm
For G'd Haven and Intermediate Pts.... 5:12pm
†Daily except Sunday. *Daily. Trains arrive from the east, 6:35a.m., 12:45p.m., 5:07p.m., 9:55 p.m. Trains arrive from the west, 10:05a.m., 3:22p.m., 10:15p.m.
Eastward—No. 14 has Wagner parlor car. No. 18 parlor car. Westward—No. 11 parlor car. No. 15 Wagner parlor car.
E. H. HUGHES, A. G. P. & T. A., Chicago.
BEN. FLETCHER, Trav. Pass. Agt.,
JAS. CAMPBELL, City Pass. Agent,
No. 23 Monroe St.

GRAND Rapids & Indiana Railroad Sept. 27, 1896.

Northern Div.
Leave Arrive
Trav. C'y, Petoskey & Mack... 7:45am + 5:15pm
Trav. C'y, Petoskey & Mack... 2:15pm + 6:30am
Cadillac..... 5:25pm + 11:10am
Train leaving at 7:45 a.m. has parlor car to Petoskey and Mackinaw.
Train leaving at 2:15 p.m. has sleeping car to Petoskey and Mackinaw.

Southern Div.
Leave Arrive
Cincinnati..... 7:10am + 8:25pm
Ft. Wayne..... 2:00pm + 1:55pm
Cincinnati..... 7:00pm * 7:25am
7:00p.m. train has parlor car to Cincinnati.
7:00p.m. train has sleeping car to Cincinnati.

Muskegon Trains.
GOING WEST.
Lv. G'd Rapids..... 7:35am 11:00pm 5:40pm
Ar. Muskegon..... 9:00am 2:10pm 7:05pm
GOING EAST.
Lv. Muskegon..... 7:10am 11:45am 4:00pm
Ar. G'd Rapids..... 9:30am 12:55pm 5:20pm
†Except Sunday. *Daily.
A. ALMQUIST, C. L. LOCKWOOD,
Ticket Agt. Un. Sta. Gen. Pass. & Tkt. Agt.

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

STANDARD OIL CO.

DEALERS IN

ILLUMINATING AND LUBRICATING

OILS

NAPHTHA AND GASOLINES

Office and Works, BUTTERWORTH AVE.,

GRAND RAPIDS, MICH.

Bulk works at Grand Rapids, Muskegon, Manistee, Cadillac, Big Rapids, Grand Haven, Traverse City, Ludington, Allegan, Howard City, Petoskey and Reed City.

Highest Price Paid for Empty Carbon and Gasoline Barrels.

JESS

PLUG AND FINE CUT

TOBACCO

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

MUSSELMAN GROCER CO.,
GRAND RAPIDS, MICH.

JESS

JESS

JESS

ROOFS AND FLOORS OF TRINIDAD PITCH LAKE ASPHALT

Write for estimates and full information to

Warren Chemical & Manufacturing Co.,

81 Fulton St., New York, 94 Moffat Bld'g, Detroit.

Offices also in CLEVELAND, CINCINNATI, TOLEDO, BUFFALO, UTICA, BOSTON and TORONTO.

IN OUR 24 YEARS How much you have lost by not sending orders to us for our superior quality



BARCUS BROTHERS, Manufacturers and Repairers, Muskegon.

FURNITURE FACTORY AT Assignee's Sale

On January 28th, 1897, at 3 o'clock p. m., will be exposed at public sale, on the premises of the Mt. Jewett Furniture Co., at Mt. Jewett, Pa., all property belonging to said company, consisting of complete plant (including two acres of land and buildings), well equipped with new and latest improved machinery necessary for the manufacture of furniture, dry kiln, steam heating, blow pipe system and elevator. Also city water for use and for fire protection, and natural gas for fuel. Everything O. K. and all ready to get up steam and start the plant. This plant is located in the midst of an abundance of hard wood timber. Plenty of good Swede labor can be secured at reasonable rates. Railroad facilities first class. This entire plant which cost about \$17,000, will be sold on the above date to the highest bidder. A chance of a lifetime for the right man or men.
GEO. V. THOMPSON, Assignee.

I Will Invest \$100,000

In a hard or soft wood manufacturing business with some one having experience and capable of assuming management in every detail of plant now in operation, within 100 miles of Buffalo. Two lines of railroad, splendid shipping facilities, easily accessible to forestlands of Pennsylvania. Private R. R. switches, electric light plant and perfect equipment. Original cost nearly \$300,000. Fifth largest in the United States. To some person who will organize a company for manufacturing wood mantels, desks, bank and office furniture, etc., an exceptional opportunity. See letter on file with Grand Rapids Furniture Manufacturers' Association. For further particulars address

BLINN YATES, Agent,

640 Ellicott Square, Buffalo, N. Y.

Strike while the Iron Is Hot

and send us your order for OLD COUNTRY SOAP while you can secure one box free with every order for 10 boxes.



has stood the test of time and is everywhere recognized as one of the leading brands on the market. This offer holds good for a short time only, being subject to withdrawal at any time.

ALLEN B. WRISLEY CO., Chicago.

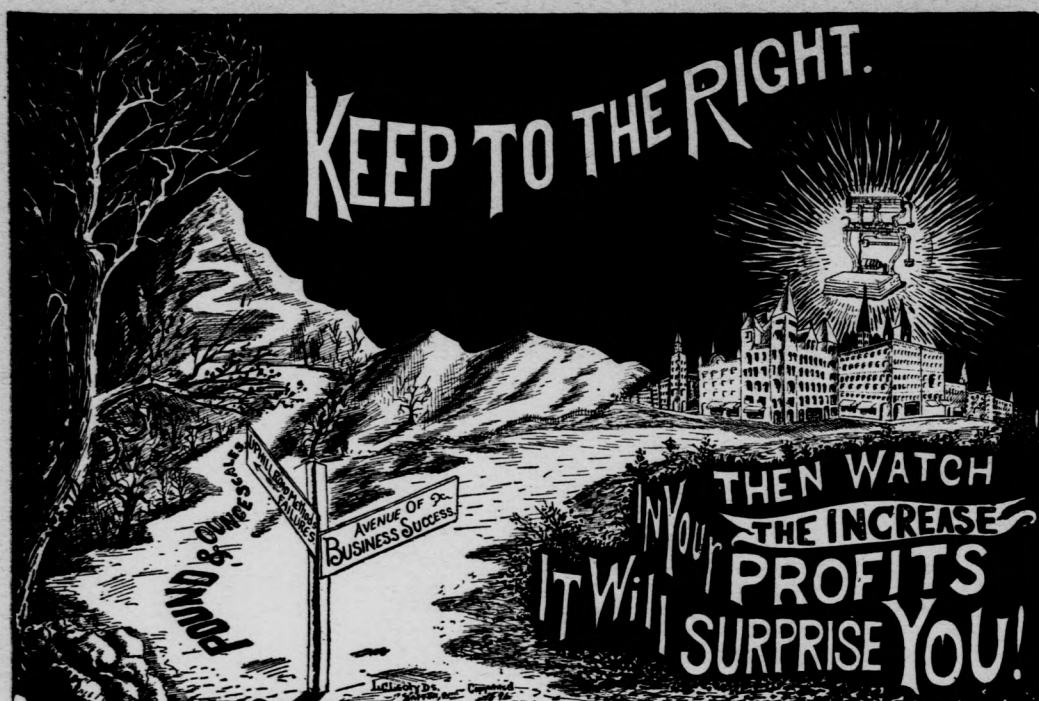


5 AND 7 PEARL STREET.

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



**Start Right
With the
"New Year"**

By ordering
Your store
Fitted up with



DAYTON MONEY WEIGHT SCALES

WRITE

**THE COMPUTING SCALE CO.,
DAYTON, OHIO.**



**A STORE DO YOU
RUN ONE?**

If so, and you are endeavoring to get along without using our improved Coupon Book System, you are making a most serious mistake. We were the originators of the coupon book plan and are the largest manufacturers of these books in the country, having special machinery for every branch of the business. Samples free. Correspondence solicited.

**TRADESMAN COMPANY
GRAND RAPIDS, MICH.**