

MICHIGAN TRADESMAN

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Volume XIV.

GRAND RAPIDS, WEDNESDAY, JANUARY 20, 1897.

Number 696



We can sell you
ANY KIND QUANTITY PRICE COAL
LIME OR CEMENT.
S. A. MORMAN & CO.,
19 Lyon St., Grand Rapids, Mich.

PERKINS & HESS, Dealers in **Hides, Furs, Wool and Tallow**
We carry a stock of cake tallow for mill use.
Nos. 122 and 124 Louis St., Grand Rapids.

Snedicor & Hathaway

80 to 89 W. Woodbridge St., Detroit,
Manufacturers for Michigan Trade.

**DRIVING SHOES,
MEN'S AND BOYS' GRAIN SHOES.**
C. E. Smith Shoe Co., Agts. for Mich., O. and Ind

Are You Pushing

your flour trade for all there is in it? Are you selling a flour that gives complete satisfaction? Are you selling a flour that you can guarantee to give satisfaction or money refunded? Are you selling a flour that you know is the best for the money in the market? If not, you should sell

"LILY WHITE"

flour. We have described it above.

Valley City Milling Co.,
GRAND RAPIDS, MICH.

Commence the New Year Right

Handle Ebeling's Spring Wheat Flour.
It is a trade winner. If you handle car lots write

JOHN H. EBELING,
GREEN BAY, WISCONSIN.

Or you can get small lots from

S. S. SHILLING,
PETOSKEY, MICH.

—OR—

WATSON & FROST,
GRAND RAPIDS, MICH.

Would be glad to quote you prices.

We solicit correspondence in

...MIXED CARS...

FLOUR, FEED and MILL STUFFS

GUARD, FAIRFIELD & CO., Allegan, Mich.



1897 VALENTINES

Quick sales. Big profits. Good Assortment.
Small investment. Brightens up your store.
Get catalogue and prices from

FRED BRUNDAGE,
MUSKEGON, MICH.

**FOR
1897**

Our celebrated

Thin Butter Crackers

will be trade winners for the
merchants who know them.

Christenson Baking Co.,
Grand Rapids.

J. A. MURPHY, General Manager.

FLOWERS, MAY & MOLONEY, Counsel.

The Michigan Mercantile Agency

SPECIAL REPORTS.

LAW AND COLLECTIONS.

Represented in every city and county in the United States and Canada.

Main Office: Room 1102, Majestic Building, Detroit, Mich.

N. B.—Promptness guaranteed in every way. All claims systematically and persistently handled until collected. Our facilities are unsurpassed for prompt and efficient service. Terms and references furnished on application.

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

HANSELMAN GANDY CO., OF KALAMAZOO

About February 1 WILL MOVE to their New Building on East Main Street to accommodate their GROWING BUSINESS. This building is 66 x 165 feet, 3 stories high and has side track from the L. S. & M. S. Ry. Full equipment of the MOST MODERN MACHINERY is being placed in the new building.

CHARLES MANZELMANN
MANUFACTURER OF
BROOMS AND WHISKS
DETROIT, MICH.



A
PURE
MALT
SUBSTITUTE
FOR
COFFEE

MANUFACTURED
BY

KNEIPP MALT FOOD CO.

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

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.

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.

PROTECTION

DIAMOND CRYSTAL
SALT in boxes is impervious
to the odor of the mackerel
barrel. Fastidious customers
believe in such protection.

See Price Current.

DIAMOND CRYSTAL SALT CO.,
ST. CLAIR, MICH.

Travelers' Time Tables.

CHICAGO and West Michigan R'y 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 5:25pm
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.
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 C'y 11:30am 8:35pm 7:15am
Ar. Flint..... 10:45am 7:06pm 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
7:10a.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 annoy-
ance. Write

TRADESMAN COMPANY, Grand Rapids

MICHIGAN TRADESMAN

Volume XIV.

GRAND RAPIDS, WEDNESDAY, JANUARY 20, 1897.

Number 696

I Will Invest \$100,000.00

in a hard or soft wood manufacturing business with some one who can furnish capital or organize stock company 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 forest lands 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.

The.....

PREFERRED BANKERS LIFE ASSURANCE COMPANY

.....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, from Friday morning, Jan. 22, until Monday evening, Jan. 25.

THE
Grand Rapids
FIRE INS. CO.
Prompt, Conservative, Safe.
J. W. CHAMPLIN, Pres. W. FRED McBAIN, Sec.

The Michigan Trust Co.,

Grand Rapids, Mich.

Acts as Executor, Administrator,
Guardian, Trustee.

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

Commercial Credit Co., (Limited)

ESTABLISHED 1886.

Reports and Collections.

411-412-413 Widdicombe Bldg., Grand Rapids.

Save Trouble
Save Losses
Save Dollars

Tradesman Coupons

MISTAKEN ECONOMY.

The protests of the more intelligent of the community against the action of the Board of Supervisors in reducing the salaries of the circuit judges resulted in the rehearing of the matter on petitions signed by most of the representatives of the bar and many of the most prominent and conservative of the business men of the city and county. But the narrowness characteristic of such boards, actuated by the ignorant popular demand for "economy," precluded the possibility of the success of such petitions, so by its denial the original action is affirmed.

This result is greatly to be deprecated. It is a consequence of a lack of appreciation of the necessary qualifications of a jurist to fill such a position. The salary which has been paid is as small as could safely be offered to secure the legal knowledge and ability to properly guard the interests of those coming before the courts and to protect the tax-payers from the cost of remanded trials.

One of the judges affected by this reduction has already made preparations to vacate his position. There will be no lack of aspirants for the vacancy—indeed, they will be much more numerous than if the salary had remained at the higher figure, as that would have limited the number to the higher grade of legal ability, instead of offering an ambition for every mediocre political aspirant of the profession. That the thousand dollars cut off from the salaries of each of these judges will be lost several times every year that the new order remains in force, is a proposition with which every careful observer of judicial proceedings in the county and State will fully agree.

THE MONETARY CONVENTION.

The National Monetary Convention, whose session at Indianapolis last week was anticipated with considerable interest, has proved a disappointment to those who expected such action as would command legislative attention or have any material effect on the currency questions. And its failure in this regard is no less a source of satisfaction to those who think the results of the last election sufficiently indicate that radical changes in financial methods are not desirable.

The action taken was the passing of resolutions favoring the retirement of the different forms of United States paper currency and the substitution of National bank notes, and the appointment of a permanent committee to continue the consideration of the question. It was noticeable that in the proceedings little attention was given the two members of the banking and currency committee who were present; they were treated very cavalierly by the majority of the convention. Assuming this attitude and antagonizing the probable financial policy of the incoming administration and Congress, it is not probable that any action will ever be taken by the committee which will command attention, and the entire movement will

have no significance except to emphasize the fact that the country is thoroughly tired of the disturbing effects of continued financial agitation.

Growth of Department Stores.

Written for the TRADESMAN.

The department store is an institution of comparatively recent origin. The oldest enterprise of this character is the Bon Marche of Paris, which is said to have been established about forty-five years ago. The date of the establishment of the oldest in this country is more recent, but is not accurately known, if, indeed, there is a definite date.

Most of the department stores are of very gradual growth from the beginning. In many instances their origin is without a distinct plan. In some few cases they are the result of departmentizing the different kinds of wares in a variety store, but more frequently they result from the addition of side lines to the main business of some enterprising dealer who fancies that he has pushed the single branch of trade to its utmost possibilities. In such instances the beginning is without a deliberate plan—the enterprise is a sort of spontaneous growth dependent on the conditions and opportunities of the trade and on the personality of the projector, if he may be so termed. Depending thus on a favorable combination of circumstances involving so many factors, not many of the enterprises started on the way to become a great department store succeed in attaining that position.

The success of these institutions depends, in a great measure, on the personality of a director possessing a peculiar genius. This may be an individual, or it may be a firm in which some one of the partners takes the lead. This genius is manifested in the selection of subordinates and in the devising of methods of organization which shall introduce and maintain a constant accession of strength in each of the divisions of the enterprise, through all the means of emulation and the suitable recognition and reward of individual merit.

Then the surroundings and clientage of a great undertaking of this kind must be the most favorable, for their permanence to be assured, even when guided by the highest genius. Many merchants have undertaken to build this many-sided structure in localities where the trade could not be commanded by the means of advertising at hand, and their efforts have ended in failure when success might have been possible elsewhere. Thus the combination of sufficiently favoring conditions is not very frequent; consequently, the number of such stores, taking the country through, is not great, and the increase in the number is very slow.

The growth of the department store is by a constant accretion of trade in the various departments. This increase in the few great institutions is owing to a carefully-devised emulation and competition between the buyers and managers of the different departments. This is a competition as to results in profits

more than in quantity of sales, which keeps the main object constantly in view and keeps every one at his best. In this fact is found an instructive lesson for the managers and employees of the regular stores. It is so easy to let vigilance and energy slacken when there is not the immediate presence of the competition and accounting which are such prominent features of these institutions.

While the aggregate number of department stores may be considerable in all the great cities of the country, they are few compared with the stores conducted on the ordinary plan. There is no principle involved in that system of distribution of goods likely to supersede the individual stores. With the general growth of the country there will, doubtless, be an increase in their number and magnitude. But some will fail as the result of the loss of competent management, through natural changes; other supporting conditions will change and some others will decline. In fact, it will be found that such institutions are subject to the same general laws as the other forms of modern trade.

W. N. FULLER.

In the last issue of Bradstreet's there is given a table showing the comparative prices of commodities at intervals of three months for the past five years. The showing is significant in that the prices for the last quarter of 1896, while not showing a material advance, indicate that the long movement downward is finally arrested. During the entire year there was an advance in the price of thirty-three quotations, with a decline in that of seventy-two and three were practically the same. The showing for the last quarter is an advance in forty articles and a decline in forty, with twenty-eight the same. When the fact is taken into consideration that during this latter period there was an increase in the number of declining prices caused by the breaking up of combinations, especially in the iron industries, it is reasonable to conclude that the turn in the trend of prices is passed, and that the future will show an accelerating movement in the right direction.

Every man with ordinary intelligence has a niche somewhere waiting for him to fill; and he alone can satisfactorily solve the problem as to what he was made for. There is no doubt that, in many instances, men on the road have mistaken their calling in this direction, and have eaten the bitter fruit of disappointment for their mistake. There has been a certain illusion about the easy life led and the elegant time had by commercial travelers, while the truth of the matter is that to make a success of the calling needs clear intellect, keen foresight, a vast degree of executive ability, a fair knowledge of the line of goods handled and an unusual amount of hard work.

Among the holiday purchases of a wealthy negro at Americus, Ga., were thirty bottles of imported champagne, which he paid for in gold.

Bicycles

The Highway Movement.

Written for the TRADESMAN.

During the present sessions of the various state legislatures increased attention is being given to the subject of road improvement, and the press of the country is giving it more prominence than ever. In some of the states action is resulting, but in many, of course, there is more of talk than anything else.

As might be expected, from their greater wealth, some of the Eastern States are making the most positive advance. New Jersey and Massachusetts, in proportion to area, are doing the most, perhaps. In the latter of these the difficulties of roadbuilding, on account of the hilly country and intractable materials to be dealt with, are, probably, as serious as in any part of the country. Thus it has been found necessary to construct much of the most costly Macadam or Telford roadbed at a great cost, \$10,000 per mile; and yet these are found to pay.

In New York, where the movement is being urged with a strong probability of material results, the problem is almost as serious as in Massachusetts. Good road material must be transported considerable distances, and the character of the soil is such that only the most costly construction will answer.

In contrast with those localities, permanent road improvement in Michigan is really a simple matter. In the first place, the road surface in much of the State has better natural drainage and the comparatively level country makes easier the preparation of the roadway. Then, in the construction of the permanent way, there is suitable material widely distributed which may be had for the taking.

And the demands upon the roads in Michigan are not so heavy as in the older communities, and so it is not necessary to build in so expensive a manner. With a properly shaped roadway, covered with a suitable thickness of ordinary gravel, the roads are amply sufficient, with slight annual repair, for the needs of Michigan traffic. Thus it is not necessary for our legislators or press to discuss projects involving such large sums per mile, and yet contemplate reasonably permanent structures.

A subject which should receive special attention is that of reforming the present modes of "working out" the road tax of the State. The old useless methods are still in vogue in most localities. In much of the State there is absolutely no beneficial result from the present custom. If some means could be devised by which there could be the direction of the present expenditures to the construction of a small quantity of improvement of a permanent character, it would be a long step in the right direction.

Too much cannot be said of the value of good roads. There must be created an appreciation of the costly character of a mile of good road, even in Michigan, and the sentiment must be made to result in its preservation. Tires must be regulated, so that a heavily-loaded vehicle may not do more damage in traveling a short distance than the entire outfit is worth.

These matters are receiving some attention, but not to the degree desirable. There is no other industrial way by which the entire community can be

raised in the scale of material comfort and wealth so quickly as by giving attention to its highways.

W. N. FULLER.

Is Cycling Healthy?

From the London Lancet.

The lengthy correspondence which has recently appeared in the columns of a contemporary has, as might have been expected, elicited a wonderful diversity of opinions. Some have nothing but good to say of the cycle; others record all sorts of aches, pains, and nervous affections coming on after a ride. One rider attributes these entirely to the use of the bicycle as apart from the tricycle, owing to the unconscious strain involved in keeping the former upright. The plain truth seems to us to rest upon a very simple basis: Cycling is not good for everybody, and if abused is good for nobody. Within the last two years people of all ages have rushed into cycling in the most haphazard way. They have regarded neither age nor previous habits nor their physical condition. Small wonder then that many have found evil rather than good come from an exercise which inevitably demands a heavy expenditure both of nervous and muscular force. Probably just the same outcry would have arisen if the same class had suddenly taken to running or rowing or mountain climbing without any previous preparation. It is easy to preach moderation, but it must be remembered that moderation is a term varying with the individual, and everyone finds for himself how much he can do. With regard to the strain involved in keeping up a bicycle and keeping a lookout, it is probably no more than that involved in walking down the Strand without "cannoning" against others, but many of us have done the one from childhood, while the other is but a newly-acquired accomplishment. There is no need to make a bicycle a very heel of Ixion, especially with a "safety," for it is easy to get off and equally easy to remount; therefore the cry, "You must go on or you will fall," seems to us to ignore the fact that we are reasoning animals.

How One Gentleman Got Even with Another.

From the New York Sun.

This time the drummer was a traveling salesman for a large drug firm in Philadelphia and he was, as he put it, merely knocking around New York to see if his goods were a drug in the market or not.

"The meanest, low-down kind of revenge I ever heard of one man taking on another," he was saying when the conversation had got around to the anecdotal stage, "was told me the other day. I won't mention names of persons or places, for the parties are still living; but a dozen years ago there was hurled at the great American public, through the newspapers, from every dead wall in the city and every fence and barnside in the country, in millions of pamphlets and pictures, and by every means known to the skilled advertiser with unlimited capital, the name and virtues of a medicine that would cure all the ills that flesh is heir to, and this valuable truth was heralded forth with all painful and realistic details until it actually made the reader feel as if he needed some of the cure-all as soon as he could get to it.

"In some sections of the country the landscape was alive with the glittering and glaring advertising of this wonderful medicament, and in one particular city and state it seemed as if every available inch of unoccupied territory was covered with notices of it. Bigger, too, than the name of this medicine was the name of this Napoleon of Public Benefactors, this Healer of Mankind, the Great Discoverer, and Blank's Whatever-it-was was far more in evidence as Blank's than as Whatever-it-was.

"In the meantime one man in the city referred to above was gnashing his teeth and pulling his hair out by the follicles and another man was laughing

his lungs out. And why? Because one was the revenger and the other was the revenged.

"And the nub of it is herein: Blank was a wealthy man in the city of Nameless, where the advertisements showed up the thickest, and he was ultra swell and un-American and looked down upon earned wealth as compared with the inherited kind—he being an inheritor. He snubbed most of his fellow-citizens when he had the chance, but he was particularly ready to down the man who was the architect of his own fortunes. He who made money was too utterly vulgar for anything. Across the street from him lived one of the kind he disliked so heartily, and this man was a millionaire and a gentleman. He had made every cent he possessed, and made it honestly, and a snob was one of the objects in life he was gunning for perpetually.

"And Blank was one he had it in for more than all the others, for Blank he had with him always. He didn't know just how he was going to obtain his object in life, but he waited and trusted in Providence, and one day it came to him in the shape of a formula offered to him by a prominent physician, who recommended it as very nearly an infallible remedy in certain cases. He listened quietly, said nothing, took the formula, made up his mind, and one Sunday morning every Sunday newspaper in the city of Nameless and in all the cities in the United States fairly blossomed with the circus bill posters of Blank's Wonderful Whatever-it-was, and Blank woke up to find himself famous. He tore the carpets up in his vain pawings to assuage his wrath, but that did no good, for before the week was out there wasn't a spot on earth within reach of Blank's eye that didn't carry the hateful thing to glare at him and make his life a mockery and a bitterness.

"His was a proud name to be thus dragged through the mire of vulgar printers' ink, but he had no recourse, for the other man had found another Blank, one who wasn't so aristocratic and was willing to sell his good name at a fair price to decorate a patent medicine. It was the same name, yet in law it wasn't, and Blank couldn't do one earthly thing except groan in spirit and curse the day that the man across the street had been born. Once he threatened to challenge his tormentor, but on second thought concluded that would further advertise himself and the medicine, so settled down finally to accepting the situation and preserving a dignified silence, which he has done to this day.

"Now, just to show how Providence is always on the side of some people," concluded the drummer, "I may say that the man who risked his money to make Blank's name a burden to him made half a million dollars out of the patent medicine, and to add somewhat to the romance of it, he gave \$25,000 of his earnings to a widowed sister of Blank, who had several children dependent upon her and had but a small income."

A Remnant.

Love keeps a shop beneath the trees,
Where orange blossoms sway
Forever in the fragrant breeze,
And every month is May.

And there, some twenty years ago,
A heart I wished to buy;
'Twas Anna's, but she scorned me so
I found the price too high.

To-day again I chanced to trace
My way to that same store,
And there I found the same fair place
That I had known before.

And there hung Anna's heart unsold;
It bore this sign: "To-day
This spinster's heart, a trifle old,
At what you please to pay."

Said I, "This wreck will never sell;
'Tis damaged past recall.
I care for it no more," and, well—
I bought it, after all!

ELLIS PARKER BUTLER.

Germany pays foreign countries about \$7,000,000 a year for fruit. The recent move against American apples may have been towards reducing expenses and not because the deadly bacillus was present in them.



A few more good agents wanted.

ADAMS & HART,
SOLE DISTRIBUTERS,
GRAND RAPIDS, MICH.



Every Rider Knows

How bad bad bicycles are; what an endless amount of expense and trouble they are. What rider has not had experience, or seen some friend experiment with bad bicycles? Bicycles made by inexperienced builders, who could make good guns, fine furniture, smooth sewing machines, magnificent mill machinery, etc. To build good bicycles, a fine plant, organized labor, and years of careful experimenting are among the requisites of successful bicycle producing. New CLIPPERS are acknowledged by all standard makers as standard bicycles, which has long since passed that uncertain stage of construction which has cost thousands of riders thousands of dollars. New CLIPPERS are too good for department stores and auction rooms. Sold by Dealers only.

Pratt 233.

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

Getting the People

Assuming Too Much.

John C. Graham in Printers' Ink.

Some business men are tempted to advertise by the glowing accounts they hear of others' successes. It is to be feared, however, that these are, too often, much exaggerated. The whole truth is not told about them—the amount of labor, time and money involved in securing success, the untiring energy required, the eternal vigilance necessary to win and hold popularity. Instantaneous, or even rapid, successes in advertising are extremely rare. For each one of them known to-day, we can count hundreds of instances where success has only been attained by the expenditure of much capital through years of hard work and unflagging attention.

This fact should not discourage sensible merchants. In advertising, as in all other things, the certainty of success lies rather in patient perseverance and persistent energy than in brilliant but brief effort—the spasmodic, "flash-in-the-pan" sort of methods that have marked the meteor-like existence of some concerns. Again, as a general rule, the longer it takes to build up a business by advertising, the more solid and permanent is the success, while, invariably, the quick triumph is soon changed to decline and failure. We can all remember a long list of "brief booms" that lacked stamina, and consequently died a natural death. Their fate should be a warning to others.

In commencing advertising it is not wise to assume too much in regard to results. It would be more judicious to prepare for small losses at first, to anticipate those little disappointments that are sure to come in the best managed concerns, and to set to work with the clear understanding that many difficulties have to be overcome and much annoyance endured before lasting success comes. But it will come if brains and industry are properly combined in the effort to produce it, if the advertising is well-worded and well-placed, and the statements and promises embodied in them are honestly adhered to by the advertiser.

Some men assume too much at the start by supposing that it is only necessary to advertise in order to draw a crowd and sell goods. There are others in business besides themselves—others who may be doing a good trade because of their previous persistent advertising. It is not likely that the single effort of a new advertiser is going to take business from those who have already built up a solid reputation by advertising, and thus popularized their goods with the public. It is more reasonable to suppose that the newcomer will have to do the same amount of advertising as they did before he can secure the same amount of business they enjoy. Neither is it sensible to assume that the public will, or should, believe the first announcement of a new advertiser. True, it may have no valid reason for doubt, but it is not in human nature nowadays to place implicit faith in the professions and promises of a stranger—as one who has never sought publicity before must necessarily be to the public. The new advertiser may reasonably assume that, by using good, attractive matter that states the truth about his goods, in mediums of large circulation, and keeping his advertisements regularly in those mediums, he may ultimately secure a fair share of business which will recompense him for all his outlay and give him a handsome profit, but if he expects to make a fortune quickly, with little or no effort, on a small cash investment, he is deluding himself and assuming too much.

Who Was the Hypocrite?

Stroller in Grocery World.

Some truth-teller has asserted that it is impossible to get along in this world of sorrow and care without nerve, and I believe he is right. Observation justifies me in declaring that the man with the most nerve usually gets ahead the farthest and the fastest.

Grocers have to have nerve, too. Some of them have, heaven knows, but there are lots who haven't. This is the story of one who has, and who tells me it pays him to have.

He's a little grocer up in New York State, not far from Albany. I say little; he does a few thousand a year, probably about the average country grocery store trade. Last week he let me in a scheme he has—a scheme which for barefaced nerve and downright gall I have never seen equalled. If I were to get one of the circulars that fellow sends out, there would be one store in town where I wouldn't deal, and that would be his.

This grocer is an ardent church-member and religious worker, and makes money by being so. He told me so himself. Whether he is these things for the sake of money, you can infer. I have my own conclusions, but they're not for publication.

We—this grocer and I—were talking of the value of advertising, and the grocer said he didn't believe in it. That didn't surprise me at all, after I had listened to some of his views on other subjects. While we were on the subject, he brought out a circular which he said he used.

"I don't know whether you can call this an advertising circular," he said, "but I believe it's done me a heap of good."

I got a copy of the circular, and here it is:

—, N. Y., —, 189—.

Dear —:

I have noticed with much pleasure the fact that you have joined the ranks of the First Methodist Episcopal Church, of which I am a member, and it is my desire that you may be blessed in your religious life. Everybody should be a member of some church. We have a devoted pastor, who carefully looks after the interests of his flock, and our church is in a very prosperous condition.

I presume to add that I, who am one of your fellow-members, keep a grocery store at the corner of Bank and Smith streets. The store is up to date in every particular, and I strive to keep the best goods at the lowest prices. I shall be glad to take you by the hand as a — (brother or sister) in the church.

Yours in the church,

When I had absorbed this and had fully realized its consummate nerve, its sacrilegious, hypocritical self-seeking under guise of religious zeal, my jaw dropped. Then I got hot all over, for though somewhat unregenerate myself, I have too much respect for the church to see it smeared in this way. The grocer, however, stood looking at me with a fatuous smile, too thick-headed to see how the thing really impressed me.

"What do you do with this thing?" I asked, sharply.

"Why," said the grocer, "every brother or sister who joins my church I send one of these, filled out according to circumstances."

"Do you get any custom by it?" I asked.

"I think I do," said the grocer. "Don't any of the people you send these to resent it?" I asked.

"We—ell," said the grocer, hesitatingly, "sometimes somebody takes it wrongly, although I send it in the kindest possible spirit. You see, when a man or woman comes into a strange town, they feel lonely and appreciate the grasp of a Christian's hand."

"Yes," I said, "I suppose they do. You appreciate the grasp of their hands, too, don't you, when they come to your store?"

"Oh, yes," said the grocer, "but they're glad, as a rule, to get a good grocery store to deal with."

"Well, my friend," I said, "it's a mystery to me that some of your church friends don't jump all over you for this sort of soliciting."

"Why," said the grocer, in an aggrieved tone, "I think it's all right. Sometimes a man, as I said, don't take it right, but that's because he's not a true Christian. Just to show what hypocrites some church members are, I'll

show you a letter I got a few days ago." He went to a desk he had and hauled out a letter. While I was reading it a customer called him away, and I made surreptitious notes on a bit of waste paper. Here is the letter, and it suits my ideas as thoroughly as if I wrote it: Mr. —,

Dear Sir:—I have received a circular letter from you containing a curious mingling of religion and advertising. You apparently use your religious affiliations as a cloak to try and secure new customers. Allow me to say that I do not believe any man who can find this possible is a true Christian. I shall buy my groceries wherever I please, regardless of the fact that you are a member of the church I have lately joined. If I find your store is the best, I shall deal there. But I do not expect to find it the best.

Very truly,

"Did you ever see a worse hypocrite?" said the grocer, when he rejoined me.

"Hypocrite!" I echoed, "he did exactly right—just as I would have done under the circumstances!"

"Don't you believe the members of a church ought to stand together?" said the grocer, in an injured tone.

"Under certain circumstances I do," I replied. "If a consumer who is a church member can't get better goods of a grocer outside of his church, I believe in patronizing those inside his church. If he can get better goods outside, he owes it to his best interests to do it."

"Young man," said the grocer, as he looked at me sadly, "I'm afraid you're not what you ought to be. Why don't you join some church?"

"I'm afraid I might get one of your circulars," I said, as I left.

There ought to be a law against hypocrites.

The Power of Price.

From N. Y. Dry Goods Chronicle.

General advertising operates on a community in a general way; but the feature that directs the steps of the purchaser straight to your store is the fact of the published price and description of the goods. Time was when the great conservative stores of New York ignored this power of the printed price; they sternly refused to yield to such a degenerating tendency; the traditions of these establishments were against it, and so it was frowned down, although, unfortunately for them, it refused to be frowned down to any great extent; the practice grew, and its friends to-day are legion. One by one the great stores have fallen into line. The latest convert to the idea is Tiffany, New York's great jeweler. Tiffany's advertisements

now bristle with prices. The great American maxim, "Suit your goods to your customers' tastes and fit your price to their pockets," has won out.

Some Elmira Bargains.

From the Elmira Daily Advertiser.

A West Water street photographer has put up a placard that is sure to attract attention:

REMEMBER! BABIES REDUCED TO \$1 A DOZEN.

A Lake street cobbler has this cheerful sign hanging in front of his place of business:

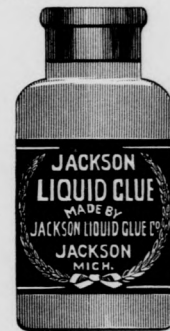
STOP! GET YOUR SOLES SAVED FOR 75 CENTS!

The next one, found on Railroad avenue, needs to be repunctuated and reconstructed before the public will clearly understand it:

COCKROACHES CAUGHT ON STICKY FLY PAPER FOR SALE HERE

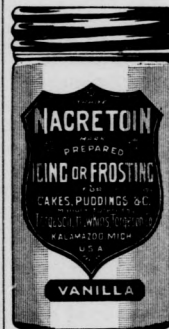
This is the first time, outside of printing offices, that there has been any known demand in Elmira for cockroaches.

As an example of the condition to which corn land in England has fallen, the Farnbridge estate of 763 acres, near Rochford, forty miles from London, valued in 1872 at £30,000, and on which an insurance company advanced £20,000 on mortgage, has been within the past few days sold for £6,275.



The new and better Liquid Glue or Cement for making and mending every thing.

JACKSON LIQUID GLUE CO. JACKSON, MICH.



A New Cake Frosting

ready for immediate use, always reliable and absolutely pure. Put up in 12 oz. glass jars in beaten and unbeaten form; Chocolate, Lemon, Vanilla and Rose Flavors. \$2.40 per dozen, in cases of 2 dozen assorted.

Torgeson, Hawkins, Torgeson Co.,

KALAMAZOO, MICH.

WE PAY FREIGHT.

Ruberoid Ready Roofing

Will last longer than any other roofing now on the market. We have full faith in its merits. But if you want other kinds we always have them at reasonable prices. Let us quote you prices, if you need roofing of any sort.

H. M. REYNOLDS & SON,

Detroit Office, foot of 3d Street.

GRAND RAPIDS, MICH.

Around the State

Movements of Merchants.

Rushville—W. C. Perkins has opened a drug store at this place.

Maple City—Fralick & Ennest have opened a drug store at this place.

Mulliken—Boyer & Crane succeed Frank Gould in the meat business.

Ionia—Wm. Wing has purchased the harness stock of W. S. Bouk & Co.

Saginaw—Jay Ostrander succeeds Jay Ostrander & Co. in the drug business.

Bay City—Thornwaite Bros. succeed W. J. Thornwaite in the harness business.

Portland—John C. Campbell, of Sebawa, succeeds N. Cary in the jewelry business.

Mulliken—The new cold storage warehouse of Albert Lawrence is nearly completed.

Durand—Dr. P. E. Witherspoon will erect a new building which he will occupy with his drug stock.

Benton Harbor—Winninger & Sutherland, meat dealers, have dissolved, Rufus Sutherland succeeding.

Ludington—Frank C. Ewing continues the carriage and implement business formerly conducted by P. Ewing & Son.

Chauncey—Filkins Bros. have sold their general stock to G. W. Bentley, who will continue the business at the same location.

Webberville—Dr. F. N. Turner has purchased the interest of his partner, Mr. Harvey, in the drug firm of Turner & Harvey.

Charlotte—F. H. Goadby has sold his dry goods stock to Watson & Newman, of Des Moines, Ia., who will take possession April 1.

Vermontville—Clark E. Smith, for three years in the drug business in Detroit, has moved his stock to this place and resumed business.

Ishpeming—Chas. A. Lind has purchased the interest of John Carlson in the grocery firm of Lind & Carlson and will continue the business at the same location under his own name.

Horner—B. F. Woodbury & Co. have branched out somewhat from the regular routine of the drug business and have put in a telephone exchange in the village and extended a State line to Marshall.

Cadillac—Chas. H. Sinclair and John A. Benson, who conducted the furniture and undertaking business, under the style of Sinclair & Benson, have dissolved. Each will continue business hereafter in his own name.

Coldwater—John H. Buggie has uttered a chattel mortgage to his wife, Mary E. Buggie, for \$3,255 on his clothing stock and book accounts. It has been known for some time that Mr. Buggie was involved but it was hoped and believed that he would pull through all right.

Wayland—Geo. McConnell, who has been in the meat business here for some time, was in Sparta last week and purchased a market in that village, and will soon move his family there to reside. Mr. Eugene Hicks, a former resident of this village, has joined the firm as a partner.

Ferry—The firm of Fisher & Gershon has been dissolved and the business discontinued at this place. The grocery stock has been purchased by P. F. Ernst, and the dry goods and boot and shoe stocks have been removed to Stetson and consolidated with the general stock of Mr. Fisher. Mr. Gershon announces his intention of removing to

Chicago and embarking in the meat business. The firm had been in existence less than six months, having opened for business here on July 21, 1896.

Eaton Rapids—L. T. White has sold his drug, grocery and notion stock to J. H. Ford, of Albion, the transfer to take effect Feb. 1. The store building has also been sold and Mr. White has taken as part pay for the property a third interest in the J. W. Brant Medicine Co., of Albion. Mr. White expects to move his dye works business to Albion as soon as he can secure a suitable location, and will handle the dyes himself instead of jobbing them. The drug store in this city will be in charge of Mr. Herzer, a son-in-law of Mr. Ford, a graduate of the chemical and pharmaceutical department of the University of Michigan. Mr. Ford has been a traveling salesman for many years and is well and favorably known to many business men here.

Port Huron—Asman & Beard, dealers in dry goods and carpetings, are in financial difficulties, and have filed a chattel trust mortgage in favor of Charles D. Thompson, trustee for the creditors, for \$57,039. The mortgage covers everything owned by the firm, including fixtures and appurtenances, also all book accounts, notes and bills receivable. It becomes due March 1, 1897. The mortgage includes all creditors of the firm, a total of 118, who are divided into four classes, A, B, C and D. After providing for the payment of all necessary expenses, trustee's compensation, taxes and insurance, payment of creditors is provided as follows: Class A, First National Exchange Bank, Port Huron, \$5,500; Strawbridge & Clothier, Philadelphia, \$7,651.55. Class B, Agnes Beard, \$14,500; Anton Asman, Sr., \$1,000; Jeannette Balmer, \$1,450. Class C, Burnham, Stoepel & Co., \$1,698.54; S. L. Merriam, \$1,135; L. A. Sherman, \$425; Walter Sanderson, \$471. Class D comprises 109 creditors, to whom is due a total of \$23,207.91, ranging from \$5.75 due the Monatuck Silk Co. to \$1,626.42 due H. B. Claflin & Co., New York.

Manufacturing Matters.

Detroit—The H. M. Snyder Co. succeeds The United States Cycle Co.

Saginaw—The Michigan Lumber Co. is succeeded by the G. A. Alderton Lumber Co., not incorporated.

Muskegon—W. R. Konkle, for twelve years in the employ of the Alaska Refrigerator Co., as one of the foremen on the machine floor, has resigned in order to devote all his attention to his feed store business, which his son has been managing.

Calumet—Work was begun Jan. 11 on the old Centennial copper mine, near this place. An assessment was made on the stockholders, and what was years ago one of the prominent copper mines will soon be a producer again—of copper or another assessment.

Detroit—The Alpha Manufacturing Co., manufacturers of shirt waists, has filed a chattel mortgage on its stock, machinery and furniture at 134 Jefferson avenue. Malcolm P. McGregor is named trustee of the mortgage, which secures seventeen creditors, who have claims aggregating \$16,330. The principal creditors thus secured are the Singer Manufacturing Co., \$1,502.02; Chas. L. Morgan, \$285; E. C. Whately, \$81.94; Wm. H. Wetherbee, \$130, who are preferred creditors; Strong, Lee & Co., \$13,803.23; Merrick Thread Co., \$119.90; Burnham, Stoepel & Co., \$119.55.

Tribute to the Tradesman.*

It is with great satisfaction that I meet you at your annual gathering tonight. Although a stranger among you, I do not feel myself in a strange land, neither do I feel that you are all quite strangers to me.

Through the columns of the Tradesman I have held weekly seances with some of you for the past three years, and, by reading between the lines of your contributions, I have formed a fellow friendship with you only next to a personal acquaintance.

To be a contributor to the columns of a journal of such practical utility and broad usefulness as the Tradesman is truly an honor. Its field of usefulness is unconfined and embraces the great hive of workers for the honor, prosperity and glory of our common country, giving paramount importance to industrial avocations which are daily adding wealth to the world. Devious or doubtful methods of doing business by unsafe or dishonest dealings are promptly pointed out in its columns and sternly rebuked. It is a faithful record of the experience of practical business men in every branch of mercantile life, intended for the benefit of the less successful, and is the adviser and friend alike of the employer and the employed. Perhaps it does not become us to speak much in praise of its literary character, outside the cold details of business experience, but I can safely affirm that, through the vigilance of its management, unprofitable discussions are discouraged, all personalities ruled out, a general air of courtesy pervading its columns in perfect harmony with its unrivalled mechanical make-up. Every contributor to such a journal should recognize it as his duty to use extra care in the preparation of his offerings.

Simple language used in expression of ideas is always forcible and sometimes eloquent. Any narration should bear the stamp of truthfulness. When the imagination is set to work, the fiction produced should follow so near the line of fact as to be hardly distinguishable from the actual truth. A knowledge of when and where to stop should also be cultivated. Characters or descriptions that are overdrawn or unnatural always invite unpleasant criticism.

A word about the mechanical make-up of communications for publication may not be thought out of place here. It has always seemed to me that there was (or ought to be) a moral obligation resting upon every contributor to a newspaper to place his ideas before the editor and compositor in as plain and legible a form as possible. The time of editors and compositors is always too valuable to spend in interpreting bad spelling and worse penmanship. A careful attention to these suggestions would do away with much unspoken profanity and some outspoken cuss words in the compositor's room. No doubt, many valuable contributions have found their way into that common grave of buried literary hopes and ambitions—the editor's waste basket—from this cause alone.

The birthday anniversary of the Printers' Patron Saint is peculiarly a proper time for holding such social gatherings as this. What better tribute could be paid to his memory than the general adoption of the custom by all the newspapers in the country on that day of gathering together their employees in honor of his immortal name?

In conclusion, I know you will all join me in congratulating the Tradesman upon its past success and wishing it the continued enjoyment of the prosperity it so richly merits and the honor of first place in the rank of commercial journals. To my fellow workers in all the departments that go to make up the Tradesman, I will say, in the language of Rip Van Winkle, "May you live long and prosper," and in your declining years may you look backward upon life's journey with the same pleasurable sensations that you would experience in looking upon a beautiful landscape or reading a pleasing book.

*Address by W. S. H. Welton at annual banquet of working force of Tradesman Company, Jan. 16.

The Old Man.

Who, when his evening prayer is said,
And wearily has gone to bed,
Who thanks his stars he's not been bed?
The old man!

Who greets us with a cheery smile,
In which the stranger sees no guile—
Until he's here a little while?
The old man!

Who, when the day is very hot,
Can cause the mercury to drop
Until you wonder where 'twill stop?
The old man!

Who shares alike our woes and joys,
And calls us all his girls and boys,
And never seems to mind a noise?
The old man!

Who, after all is said and done,
Who works from dawn till set of sun—
In short, who makes the whole thing run?
The old man!

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.

FOR SALE—SIX 8 FT. ROUND FRONT show cases—metal and wood—in good order, \$7.50 each, boxed. The Converse Mfg. Co., Newaygo, Mich. 180

FOR SALE OR EXCHANGE FOR STOCK OF merchandise—Forty acre farm near Hart, good buildings, 900 bearing fruit trees. Address No. 179, care Michigan Tradesman. 119

EXCHANGE—FOR MERCHANDISE OR SELL—80 acre farm two miles from station, near Perkins, Upper Michigan; land first class. Write for full description. P. A. Bredeen, Escanaba, Mich. 183

SMALL SHOE STOCK WANTED—CORRESPOND with XXX, care Michigan Tradesman. 184

I HAVE 120 ACRES OF THE FINEST HARD-wood timbered land in Northern Michigan, with some improvements, well watered, and half a mile from a beautiful lake, which I desire to trade for stock of groceries, boots and clothing. Address Box 404 Harbor Springs, Mich. 182

TO EXCHANGE—MODERN HOUSE, 9 rooms, furnace, grate, gas, etc., 15 minutes' walk from Monroe street; also two lots; will take stock of goods or farm for part and give time on balance. W. H. Kinsey, 19 Fountain st., Grand Rapids. 181

FOR SALE FOR CASH—STOCK GROCERIES and crockery invoicing between \$3,000 and \$5,500; good location; good choice stock. Will sell cheap. Good chance for someone. Address D, Carrier No. 4, Battle Creek, Mich. 177

TO EXCHANGE—58 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 22x85 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

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

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 22, Lowell, Mich. 158

RUBBER STAMPS AND RUBBER TYPE. Will J. Welser, Muskegon, Mich. 160

FOR SALE AT A BARGAIN THE WATSONS' drug stock and fixtures, located at Newaygo. Best location and stock in the town. Enquire of Hazeltine & Perkins Drug Co., Grand Rapids, Mich. 186

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.

WANTED—SITUATION BY REGISTERED druggist, fourteen years' experience and sober. P. H. G., care Michigan Tradesman. 162

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

WANTED—SEVERAL MICHIGAN CENTRAL mileage books. Address, stating price, Vindex, care Michigan Tradesman. 899

Grand Rapids Gossip

J. W. Bottriel, who conducted the grocery business at 323 South Division street, has closed out his stock and retired from trade.

Wm. Vinch has removed his grocery stock from the corner of Gold and West Fulton streets to the corner of Broadway and North street.

Johannes Fernambucq has sold his grocery stock at 632 North avenue to Albert H. Robertson, who will continue the business at the same location.

Wellington R. Lawton, general dealer at Berlin, has purchased the grocery stock of Geo. E. Stahlnecker, at 95 Broadway, where he will continue the business. He will retain his store at Berlin and divide his time between the two places.

The Grand Rapids Gas Light Co. earned \$519,383 net during December, against \$20,424 in December, 1895. The net earnings for the fiscal year ending Dec. 31 were \$125,438, being an increase of over 7 per cent. over the net earnings of 1895.

At the fifth annual meeting of the Herold-Bertsch Shoe Co., the following officers were elected: President, Christian Bertsch; First Vice-President, Alonzo Herold; Second Vice-President, F. E. Walther; Secretary, R. W. Bertsch; Treasurer, A. C. Wetzell. S. H. Simmons was elected a member of the Board of Directors.

Samuel I. Harrison, who was formerly identified with Harrison Bros. in the retail clothing business at St. Louis, and afterwards engaged in the shoe business at the same place, has purchased the notion stock of Morris Levy, at 29 Crescent avenue, where he will continue the business. Mr. Levy will continue his connection with the business as city salesman, and his son, Oscar, will cover the outside trade of the house.

The annual banquet tendered the working force of the Tradesman Company was held at the office of the establishment last Saturday evening. Covers were laid for forty persons and only two places were vacant when the party sat down to the repast, which was served in Caterer Swetland's superb style. After the menu had been discussed for an hour, a couple of hours were pleasantly spent in listening to volunteer responses and the relation of interesting reminiscences connected with the early history of the Tradesman and the Tradesman Company. The affair was thoroughly enjoyed by all present, and affords substantial evidence of the cordial co-operation and hearty good feeling which have always existed between employer and employe, as well as the employees in the several departments of the Tradesman Company's business.

The Potato Situation.

The following expressions from several of the prominent Grand Rapids shippers and the officials of the principal potato carrying lines will be of interest to buyers and dealers generally:

C. B. Metzger: Yes, there is no question but that the movement of potatoes has been greatly aided by the change in classification. I do not think that it has increased the price very much—the consumer gets the benefit; but I have shipped quite extensively into localities where there would have

been no market but for the change. I am finding no difficulty in placing all the shipments I am making. Yes, I am handling a good many potatoes, but not as many as I would if there was more money in them.

Moseley Bros: The change in the rate has, undoubtedly, aided the movement of potatoes greatly, but it is not yet what it ought to be. While the special rate to Texas points, which terminated a week ago, was in force it helped our trade materially and since then there has been a decline in the volume of our trade. Yes, we feel encouraged as to early improvement.

C. N. Rapp: Our potato shipments have steadily increased and the outlook for the future is favorable. No doubt the movement has been greatly helped by the change in the classification, and during the time of the special rates to Texas points it was considerably stimulated. The outlook for continued movement is favorable.

E. C. Leavenworth, General Freight Agent of the Grand Rapids & Indiana: There is no question but that the reduction of rates has greatly increased the movement. Naturally, the first effect was felt in the towns nearest the consuming points; thus Sturgis sold all its crop early in the season. We find the improvement gradually moving to more distant points from market and think there will be no trouble as to the movement of the entire crop on our lines. Our supply of refrigerator cars seems to be kept busy, but there is no trouble in furnishing a sufficient quantity as yet. Yes, I was in favor of changing the rate and I am satisfied that it is resulting in finding markets which higher rates would have prevented.

Mr. Williams, for the Chicago & West Michigan and Detroit, Grand Rapids & Western, thinks the outlook good and that the lower rates have helped the situation.

Flour and Feed.

The week has been without special feature, either in the flour or feed trade, buyers being content to purchase simply for present needs; and, while the conditions surrounding the wheat market, or which affect actual supply and demand, are such as to indicate much higher values before another crop can be harvested, the trade prefers to wait for a decided and well-sustained upturn of the market before making purchases for spring trade. Just when this will come is very uncertain and, no doubt, many will delay entirely too long to get in on the basis of present values. European traders are taking our surplus steadily; and, with much smaller world's shipments during the past three weeks, they will be likely to take what little we have to spare within the next few weeks. Grand Rapids mills are getting their share of the business and are running as steadily as a limited supply of good milling wheat will permit.

The prices of feed, meal and mill-stuffs are steady and unchanged for the week.

WM. N. ROWE.

Guests to Burn.

"I had a funny dream last night," remarked Albert C. Antrim the other day. "I thought I had died and was in hades. When I met Satan he had a big crowd around him.

"You seem to have a lot of guests, your majesty," I said.

"Yes, indeed," he replied, "I have guests to burn."

The Grocery Market.

Sugar—Nos. 1 and 2 were advanced a sixpence last Friday and on Tuesday of this week these grades were marked down to the old level, while all grades above No. 1 were reduced $\frac{1}{8}$ c. The market is quiet and rather dull. Domestic raws are firm, and the Trust has not succeeded in bearing the market to any extent. Only small purchases are being made at present. The European market is fairly steady. The consumptive demand for sugar at present is rather small, as is usual at this season of the year.

Tea—Jobbers report fair sales at full prices. The trade still look for first-class business after general conditions revive somewhat. The present volume of trade is not more than half what it is expected to be later. The Japan tea season, which starts about the first of May, is expected to develop a decided shortage, which will probably result in an advance between this and then. Some dealers prophesy an advance in Japan teas of 2c a pound.

Coffee—While actual coffees are quoted at $\frac{1}{4}$ c below last week, there seems to be no change in the situation to warrant a lower basis. The slight weakness is due probably to manipulation, based on reports of a fairly large growing crop. The demand from the country has been good and outlook encouraging. Maracaibos are very firm and selling freely. Java is firm and unchanged. Mocha is in light demand at unchanged quotations.

Molasses—The quantity of centrifugal goods is quite large, as is that of low-grade open kettle, which are decidedly cheaper than last year at this time. Fancy open-kettle molasses is decidedly scarce and will probably be out of the market in a few weeks. Prices are much lower now than last year at this season. The demand is fair.

Rice—Stocks throughout the country are at minimum and it is only a question of a few weeks when there must be widespread demand. Advices from the South note full former movement along the Atlantic Coast, with enlarging inquiry in New Orleans. Foreign sorts are moving at satisfactory rate and better selections are once more selling in advance of arrival.

Provisions—Notwithstanding the liberal current manufacture of product and the evidence that the months of January and February will show a gain over last year's operations, there has been a more confident tone in the market, the trade seeming to feel that, if last year's total for the winter is not to be reached, the situation on the present basis of values is an encouraging one. A better jobbing demand is being experienced by dealers and the current distribution of product is fairly liberal. The week's exports were moderate of lard and liberal of meats—the comparison being with an exceptionally large movement last year.

The Grain Market.

The wheat market surprised the bulls as well as the bears during the past week. The longs were exceedingly surprised at the decline, as all reports favored higher markets. The visible decreased 1,420,000 bushels, the world's shipments were only about 5,000,000 bushels and the world's visible decreased about 4,068,000 bushels. The short interests were timid about putting out new lines, but were nonplussed when wheat sagged so easily. The only bear news during the week was the re-

port from the Illinois Millers' Association, which claimed that 22 per cent. of the crop of '96 was still held in farmers' granaries and 20 per cent. of the crop was still held in grain elevators. If they refer to Chicago they may be right, but Chicago holds only about 150,000 bushels of winter wheat—good, bad and indifferent. The fact is, only about 50,000 bushels of this is good No. 2 red winter. The remaining 13,000,000 bushels is spring wheat, which came from the Northwest. To show how scarce winter wheat is, we will state that a Grand Rapids mill bought two cars of wheat of a good elevator man. He shipped one car, but wanted to be released on the other car, as he could not furnish it, notwithstanding wheat has declined fully 2c per bushel. It is always thus. Rumors of \$5,000,000 gold exports and more bank failures all help to depress prices, especially in grain.

Coarse grains are as dead as can be, owing to the superabundance of both corn and oats. Prices remain in statu quo. Rye shows a slight advance of about 1c per bushel.

The receipts in this city were about the smallest on record, being only 24 cars of wheat, 1 car of corn and 1 car of oats.

Owing to the scarcity, millers are paying 85c for wheat.

The growing crop of winter wheat is well protected and promises to show up well in the spring. C. G. A. VOIGT.

Purely Personal.

Sumner Wells, Secretary of the Clark-Jewell-Wells Co., has been confined to his home for a week by an attack of the grip. He is now on the road to recovery and hopes to be able to resume his duties at the house by the end of the week.

Richard R. Bean, who served the Olney & Judson Grocer Co. eight years in the capacity of book-keeper, and who has been on a ranch near San Diego for the past year, recruiting his health, has returned to the city and taken the position of book-keeper for the Putnam Candy Co.

J. Henry Moores, President of the Moores & Weed Co., at Lansing, proposes to remove about Feb. 15 to Ellensburg, Miss., where he is interested in two sawmills and a tract of 50,000 acres of yellow pine. Mr. Moores has been actively identified with the lumbering interests of Michigan for thirty years and takes to his new location an intimate knowledge of the details of lumbering operations which will serve him to excellent purpose.

Easily Changed.

Irate Manufacturer—See here! I sent you an advertisement saying my pianos were "inferior to none."

Editor—Yes, sir.

Irate Manufacturer—You printed it "inferior in tone."

Editor—Oh, well, never mind; that's easily fixed.

Irate Manufacturer—Eh? Easily fixed?

Editor—Certainly. Change the name of your pianos and send me another advertisement. Here's a card showing our rates. Good day, sir.

His intended bride having deserted him at the eleventh hour, a Crewe, Va., man thought it too bad to deprive his friends of pleasure just because he had been shabbily used, and he held the reception just the same, discoursing philosophically on the chances of life.

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

NEW POTATOES IN WINTER.

Interesting Discovery of a Wisconsin Man.

From the Milwaukee Wisconsin.

Genuine new potatoes, fresh from the soil as in July or August, will doubtless be considered a remarkable delicacy in midwinter. Yet just such potatoes are now on the market in Milwaukee, and are meeting with a ready sale, although the novelty of new winter potatoes is one of the very latest things known among produce commission men here.

"If you want to inspect really new potatoes, drop in and see us," was the request which floated into "The Wisconsin" office yesterday over the telephone wire from a well-known commission house on Lower Broadway. Taking the sender of this message at his word, the potato editor of this great family journal was sent out to investigate. He did so, and found several barrels of new potatoes, of the Early Rose variety, with every appearance of being fresh from their native soil. That they were as youthful as they looked was soon demonstrated, and the assurance of the commission man that the visitor could have all the new Murphies he might want at the rate of \$3 per bushel rather staggered the potato editor, who has long been accustomed to meeting, interviewing and writing up freaks in the potato family.

There they were, a large supply of fresh, young potatoes, tender and new in every sense, on the last day of the year, when "old" potatoes are usually found to be somewhat decrepit and insipid from age and the general wear and tear since potato-digging time in the fall. Those who had partaken of the novelty potatoes pronounce them just as delicious as any July produce.

Inquiry brought out the fact that these new potatoes are now being produced by means, it is said, of some secret process, by Frank Dalzell, an extensive potato grower, at Genesee, Wis., where he has a farm of 160 acres. On this farm is a large building which no one but Dalzell himself enters, and here, it is said, he is now producing the early summer potato in all its glory. He has made the Milwaukee commission firm of Thomas & Shaus his agents for Wisconsin and they positively state that they are daily in receipt of a sufficient quantity of these new potatoes to supply an average market for such a vegetable novelty in midwinter. They are also assured by the grower, Mr. Dalzell, that by another winter he expects to be able to supply the entire Milwaukee market with the winter-grown article, his intention being to put genuine new potatoes on the market here months before the Southern growers can have any of their very earliest potatoes ready for the North, which is during the latter part of February or in March. First, he guarantees to furnish fresh, new potatoes during any and every winter month, and to have them in sufficient quantities for all by another season.

It has been suggested that this new potato wonder is the result of the discovery of some process for preserving new potatoes from early summer until midwinter in such a manner as to keep them absolutely fresh, plump and "new" in every sense. But this is declared to be an erroneous idea, and, on the contrary, Mr. Dalzell's most intimate friends insist that he produces the potatoes in the natural way, without hothouse aid or other artificial means, except that the secret process, discovered by himself, is used in their growth and protection from frost. It is claimed, also, that he can grow new potatoes in large quantities with the ground covered with snow and things frozen up generally, just as easily as at the present time, when the weather has been much milder than the season calls for. Whatever is the secret of this new move, it is quite certain that "new" or "early" potatoes are now on the market in Milwaukee, and that they are delicious and in every way as edible as those taken from the average garden when the robins and the early summer

zephyrs are singing carols to contented Nature.

Marvelous Increase in the Consumption of Eggs.

From the Minneapolis Commercial Bulletin.

It has become an adage that there are millions in cheese, but there is more in eggs. I am told on as good an authority as the census of the United States that there is more wealth taken out of the hens' nests of the United States in any given year than there is taken out of the gold mines of this country. This sounds like a fairy tale, but figures do not lie, though sometimes in a presidential campaign liars do figure. This country produced something like \$45,000,000 worth of gold last year, but the eggs were worth more than that, although just how much more no one can say to a nicety, for every farmer who ate an egg for breakfast, and every farmer's boy who sucked an egg out behind the strawstack, did not render an account thereof to the United States bureau of statistics. However, we do know that the eggs were worth more than the gold.

* * *

The men who make a study of eggs tell us that the demand for eggs is on the increase in this country. Good eggs are a good thing. Scientific farmers say that the brain workers of the cities are calling for more eggs and less pork and that the poor people of the same cities are taking eggs because they have to pay too much for fish. Candy makers, too, are using an unconscionable amount of eggs in their trade, while butchers, and bakers, and calico makers need eggs in their trades. At any rate there is a call for all the eggs that can be produced, at prices ranging from 7 cents in the flush of the season to 23 cents or about that figure in the midst of the winter. The profit in eggs has set people to raising hens as a specialty. It has been found that hens will support a man, and sometimes his wife and children. Good hen scientists say that it costs but 75 cents to keep a hen all the year around, while she ought to lay an average of 168 eggs a year. A hen farmer with 600 hens made report at one of the recent farmers' institutes of a net profit from his hens of \$1,076 in one year. The man who made this profit says that he doesn't have to work more than four days out of the week, counting ten hours to the day. The rest of the time he takes for reading up on how to raise hens and eggs. Now I hope this rosy tale of profits will not induce everyone to rush into the hen business, for in this thing there are a plenty of fools who rush in where wise men fear to tread. The man who does not do some fine studying, and use good judgment, is as likely to see his 600 hens drop over with the pip or cholera some fine summer day as he is to make a profit off them. The hen and the egg have as many enemies as have wheat, corn, watermelons or apples.

* * *

Three-fourths of the unsatisfactory results that come to the egg and the hen business come through the same channel that unsatisfactory results come to butter and cheese. To keep a breed of fowls that lay the maximum of eggs in a season, one can't let his flock roam all over the farm, roost over the horses' mangers and on the buggy top, pick up their living around the hog pens, behind the cattle in the stable, and on the steaming manure pile. This is the kind of treatment that evolves the ancient breed of fowl known as the "dung hill fowl." The man who asks a hen to elaborate fine flavored eggs in her anatomy from such food is too mean to know a good egg when he tastes it, but he will know something when he attempts to get rich off such eggs. This is the kind of farmer that throws whiffletrees at his hens to keep them off the onion bed and uses profane language whenever his wife talks about setting some hens. He looks on the whole breed of domestic fowls as so many vermin. If they were as poor a success at their trade as he is at farming, they would not be worth the raising; but

hens, properly handled, can produce much good food for the world and profit for the breeder, as many can testify.

Meet Sunshine Halfway.

Habit, like fire, is a good servant but a bad master. Grumbling about dull trade gets to be a habit with some men and they keep it up even when trade has ceased to be dull. We have known, and now know, several such men. They may have been cheery fellows in other days, but they have probably incurred some difficulty with the liver which puts a smoked glass between them and the fair outer world. Nothing bears a pleasing hue and they have lost the knack of hopefulness.

Everybody knows that business during the current season has been far from satisfactory, and yet some investigation among grumbling friends has elicited much better totals to date than they or we had suspected. There are a good many houses, both wholesale and retail, that have done more business than they did to the same date last year.

It never helps matters to look blue and grumble. If any good can be done by complaining, have it out and done with it. Anybody can be jolly when everything is floating his way, but it is when the skies are leaden that the plucky fellows shows his ginger. Smiles and cheery words are better than new goods in business. There are strong indications of great improvement in the near future, and the best that all can do is to meet the sunshine halfway.

Get Better Acquainted.

From the Pharmaceutical Era.

Much as we regret to say it, the fact remains that there is a large class of druggists who are unconsciously slow to grasp an opportunity or take all that should come to them. These are the men who sell what is called for, but never dream of trying to push an article on their own account. They act as if they thought that their customers buy

medicines as they do butcher's meat, and as if the arts of a clever salesman were of no avail in a drug store. They are entirely dependent for the disposal of their stock upon the demand created by the manufacturers, and never lift a finger to stimulate that demand or, least of all, create a new one.

This attitude of the druggists has led to a curious mistake on the part of the manufacturers. Because the druggists do not create a demand the manufacturers think they cannot—as if a druggist's word of recommendation were not of any avail! Nevertheless, the fallacy exists in full strength, and every day manufacturers are losing money because, instead of recommending their wares to the druggist and trying to get him, in turn, to recommend those wares to his customers, they ignore him and advertise entirely to the public. Putting the cart before the horse is as little profitable as it is logical.

To a Beginner in Business.

A word to the young man preparing to open a store of his own: When you get ready to tell the public what you are going to do, tell the public what you are going to do. Use plenty of advertising space to tell your story well and thoroughly, but tell it simply. Don't whoop. Don't turn verbal flip-flops. Don't make a jumping-jack of the English language. Don't tear your hair and froth at the mouth.

Just get down to business and tell people, in short, simple words, all about your new store and your new goods. Act like a solid business man, not like a fly-by-night fakir. The man who merely jumps up and down might as well stand still. "Soft and fair goes far in a day."

Work up a good solid business by solid business methods. Coax, and wheedle, and suggest, and argue—don't try to yank trade in by the hair. As Bill Nye once sagely observed: "When you want to kiss a girl, don't grab for it. Take your time—it's there."



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.

ALLERTON & HAGGSTROM, 127 Louis St.

ANCHOR BRAND

OYSTERS

Prompt attention given telegraph and mail orders. See quotations in price current.

F. J. DETTENTHALER, Grand Rapids, Mich.

"Illinois Jersey Sweets"

are grown in Illinois from New Jersey Sweet Potato Seed. They are just as fine, but cheaper. We have them by car lot or less, also

CAPE COD CRANBERRIES, SPANISH ONIONS, ORANGES, LEMONS, FANCY WHITE CLOVER HONEY.

BUNTING & CO.,

20 & 22 OTTAWA STREET,

GRAND RAPIDS, MICH.

FANCY GOODS

Nuts, Figs, Honey, Grapes, Lemons, Oranges, Cranberries, Spanish Onions, Sweet Potatoes, at . . .

9 N. Ionia St., Grand Rapids. Both Telephones 10.

STILES & PHILLIPS.

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, Jan. 16—Business here in grocery jobbing circles has averaged from fair to middling, but with very few has it been satisfactory. With reports of improving manufacturing there come also tales of curtailed production and, altogether, we have no great improvement to report. Over one-third of all the money in the country is said to be concentrated here, and this is certainly an indication of depressed business in the country at large.

Coffee is weak and inactive. The closing quotation for Rio No. 7 is 10½ cents. The American visible supply is about 17,000 bags larger than last year, but almost a quarter of a million bags larger than two years ago. Everything indicates an era of low prices for coffee.

Sugar, the market for refined has been quiet. Buyers have not been numerous in person, although a reasonably fair amount of orders have been received by mail. No delay is experienced in promptly filling orders, and, in fact, the delay is all the other way. Raws steady and unchanged.

Teas, the market for the better grades is fairly satisfactory, but the general inquiry is for low-price qualities. Auction sales bring out the usual crowd, but no particular animation is displayed.

Rice, dealers are hopeful. The past week, however, has been a quiet one. Stocks are about of an average character and probably one could do as well to make purchases now as later on.

Spices, there is scarcely anything of interest to chronicle in this line. Pepper is firmer, and for other articles there is no change. Demand has been of an average character, though dealers profess confidence in the future—say about March 5.

Canned goods, same old song; and yet a little investigation shows that matters might be a good deal worse than they are, and that they have been worse.

Tomatoes and corn are especially firm, and, considering that the demand is not active and that buyers are conspicuous by their absence, the feeling is one tending to an improved feeling all along the line. N. Y. gallon apples are worth \$1.50@1.75. N. Y. corn, 60@70@80@85c—the latter figures for fancy stock; best grades Maine, 90c f. o. b. Portland. An average rate for standard tomatoes is 70c, net cash. No. 3 N. J. pack is firmly held at 77½@80c.

Dried fruits remain in light request, and sell at about the figures that have long prevailed.

Fresh fruits are in better demand and orders have come in increasing numbers. Lemons show no special advance, but for oranges there is a better outlook, and it is undoubtedly a pretty good time to make purchases. Apples are in full supply and sell for \$1.75@2 per bbl. Fancy cranberries, \$5@5.50 per bbl.

Butter, a better trade has been done during this week than last, but there is scarcely any difference in quotations. Western extra creameries, 20c. Western firsts, 18@19c.

Cheese, the market is firm and indications are that we shall see advanced quotations shortly. Full cream fancy stock is worth 11c.

Eggs, the market has been so fully stocked that quotations have been hammered down until the freshest stock brings but 20c. Values are entirely nominal.

Beans, market remains in pretty much the same condition as before, although if any change be visible it is toward a lower basis. Pea beans are worth 97½c; marrow, \$1.17½.

Molasses is in very light request and selling prices are on a low range. Syrups in fair request, and selling within a range of 18@23c for choice to fancy.

Annual Convention of the Michigan Dairymen's Association.

The annual convention of the Michi-

gan Dairymen's Association will be held at Charlotte, Feb. 2, 3 and 4. For the first time in the history of the organization, the work has been carefully specialized, the cheesemakers, butter-makers and Jersey cattle breeders each having a session to themselves. Following is the detailed programme:

TUESDAY FORENOON.

Music.
Prayer.

Address of Welcome—Mayor of Charlotte.

Response—John I. Breck, Jackson.
President's Address—James N. McBride, Owosso.

TUESDAY AFTERNOON.

Music.

The Man at the Receiving Can—E. A. Haven, Bloomingdale.

Rennet, Its Preparation, Use and Influence—Myers Sine, Clio.

Curing and Cooking the Curd—B. E. Peebles, Fairfield.

Dipping, Salting and Hooping—B. C. Martin, Hilliards.

TUESDAY EVENING.

Music.

The Curing Room—S. G. Power, Northville.

The Needs of Michigan Cheese Manufacturers—Geo. B. Horton, Fruit Ridge.

Milk, Butter and Cheese from the Standpoint of Health and Economy—Dr. Mary E. Green, Charlotte.

WEDNESDAY FORENOON.

Music.

Appointment of Committees.
The Chemistry of Milk, Butter and Cheese; their Adulteration and Methods of Detection—W. L. Rossman, State Analyst, of Lansing.

The Relation of a Factory to its Patrons—E. A. Darling, Willis.

Separation and Care of Cream—A. H. Pomeroy, Petersburg.

Creamery Buttermaking—A. O. Barnes, Caledonia.

WEDNESDAY AFTERNOON.

Programme furnished by the Michigan Jersey Cattle Club.

Music.

Some Great Jerseys and their Families—J. F. Avery, Ann Arbor.

The Jersey as a Necessary Adjunct to the Dairy—J. W. Helme, Jr., Adrian.

Jerseys vs. Other Cattle. Liability to Consumption—John I. Breck, Jackson.

What Can Our Association Do for the Jerseys?—Homer E. Flint, Detroit.

Do Jerseys Stand Scientific Tests?—Prof. C. D. Smith, Agricultural College.

WEDNESDAY EVENING.

The Work of the Dairy School—Prof. G. H. True, Agricultural College.

The Old and New in Dairy Feeding—Prof. C. D. Smith, Agricultural College.

The Dairyman as a Business Man—Aaron Clark, Caledonia.

A banquet will be served immediately after this session by the ladies of the Congregational Church.

THURSDAY FORENOON.

Music.

How to Start and Operate a Co-operative Creamery—A. C. Jones, Middleville.

Are Co-operative Creameries a Success in Michigan—B. S. Holly, Woodland.

The Production, Care and Mode of Delivering Milk to City Customers—A. M. Welch, Ionia.

If time will permit, reports will be received and election of officers held, so that the meetings can adjourn at the close of this session.

THURSDAY AFTERNOON.

Music.

Reports of Committees.

Reports of Secretary and Treasurer.

Election of Officers.

Selection of next place of meeting.

Miscellaneous business.

This Colder Weather

Is good for oyster appetites and the progressive merchant avails himself of the opportunity to gratify his best customers by offering the best oysters obtainable. In Eastern markets oysters are still high, but the famous Anchor brand is still being billed at 95c per gallon by F. J. Dettenthaler, of Grand Rapids.

Uncle Silas and the Universe.

"What's all this thing about?" says he.

"Wall, I dunno," says I.

"What good is all this worl' to me

This lan' an' sea an' sky?

The same ol' thing? Git up an' dress.

An' eat an' work like sin;

Then go to bed, git up an' dress,

An' eat an' work ag'in.

What's all this thing about?" says he.

Says I: "Can't tell ye, John;

But, as for me, I like to see,

To see the thing go on

"There ain't no end to this machine

An' no man hereabout.

So fur's I have ever seen.

Can tell what it grinds out;

Its belts are hitched to far-off gears,

Far out be-end the sun,

An' I've no doubt 'twill run for years

The way it allus run."

"But what's the thing about?" says he;

Says I: "Can't tell ye, John;

But, as for me, I like to see,

To see 'he thing go on."

"Tis day an' night an' night an' day,

The same ol' thing," says John.

"I guess it is," says I. "but say,

Let's watch the thing go on;

For all the grass an' things that grow,

An' stars, it seems to me,

Are jes' a fr-e-for-nothin' show.

For us deadheads to see.

An' I ain't tired of it yit.

It's pretty middlin', John;

An' as for me, I like to see,

To see the thing go on."

SAM WALTER FOSS.

A Good Example.

From the Pharmaceutical Era.

The Vermont State Board of Pharmacy set an example the other day which it were well should be followed by other boards throughout the country.

A drug store was damaged by fire, and the Secretary of the Board inspected the drugs, and all which were damaged or deteriorated by reason of the fire were condemned and thrown out. We do not know just how far the Board of Pharmacy would be legally upheld in transactions of this sort, but certainly the idea is a good one. It is all well enough to have fire sales in the dry goods business, but when it comes to drugs nothing but the best should be allowed for use. Yet we have known of instances where drugs badly damaged by fire or other causes have been sold and used without compunction by the purchaser. Some manufacturers of pharmaceuticals and patent medicines are supposed to be continually on the lookout for job lots of material, and to be not over scrupulous as to the quality of this material, provided the price of the article is right, and some cutters have been accused of purchasing shop-worn and fire-damaged patent medicines at low figures, to supply the rapacious demand for these articles. What would be the best way to prevent the sale and use of damaged drugs, it is hard to assert, but one thing is sure, it should be prevented. The action of the Vermont Board furnishes a delightful precedent.

It is stated that the Gulf of Mexico has risen one foot since 1850. With experts the question is as to whether it contains more water or has the erosion of the great area draining into the gulf filled the bottom to the depth of one foot. Possibly seismic action has much if not wholly to do with the change.

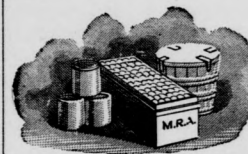
It is fully believed that Claus Spreckels will relent when he realizes that his daughter will have to live on the paltry \$2,000 a month that constitutes her income since she deeded her father's gifts back to him.

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.

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.

J. M. DRYSDALE & CO.

WHOLESALE FRUITS AND PRODUCE

SAGINAW, E. S., MICH.

Navel Seedling and Valencia Oranges,

Bananas, Cranberries, Sweet Potatoes, Etc.

Pure Mincemeat

is the "Upper Crust" from

MEADER & KNUTTTEL,

WEST SAGINAW.



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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.

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - - JANUARY 20, 1897.

AN AMERICAN ARISTOCRACY.

Now that Chicago has become, as to population and business, the rival of New York City, it must also become a social center. To this end a committee, with Hon. Robert T. Lincoln as chairman, has been appointed to formulate a social organization and to dictate who shall be its members.

There was a considerable demand that the Chicago Four Hundred should be based upon "blue blood," or aristocratic descent; but that was found to be impracticable in a new place, which can, necessarily, have no "old families." Doubtless there is no lack of gentle blood among the Chicagoites, but its representatives are in many cases poor and have not the means to make the show that would be required in the select circles of Chicago.

The simple fact is that any American aristocracy must be based upon wealth; there are no other means of making a privileged class in a democratic republican country.

The aristocracy in European countries is so by virtue of possessing certain rights and privileges of social precedence. One person, in the exercise of these rights, can sit higher than another, or walk in front of another, on state occasions. In this republic, official station confers some such privileges; but they are only temporary and transient, since the official of to-day may be a private person to-morrow, while the social precedence given by rank and titles in monarchical countries is owned for a lifetime, and may be transmitted to descendants. One man there is better than another by virtue of his rank, while here there is no such title to superiority.

In a country like ours an aristocracy must be founded upon something substantial, and there is nothing else but money that is available. However, there will always be, even in an aristocracy of wealth, a process of natural selection which will bring together people more or less congenial. There are some rich people who cannot get social recognition, no matter how much money they may have. Moreover, it is a necessity to society that there shall be agreeable and cultivated people in it, and, therefore, there can never be any sharply drawn lines between classes. One will run into the other, and so

there will always be a decided democratic flavor in American society.

Social leaders must be persons of ability and distinguished social qualities, for the American people of no class will ever be content to be led by gilded fools; therefore, American society will always possess delightful and charming qualities, millions or no millions. It is announced that Anglophobia will not be a feature of the Chicago ton, and there will be no objection to persons in trade. In the meantime, crests and coats of arms are blooming out on writing paper and carriage doors, without regard to the European colleges of heralds.

MISTAKEN GENEROSITY.

Attention has repeatedly been called to the adverse effect of the competition of lands given as homesteads by the Government, during the past thirty years, on the agricultural interests of the country. It has been shown that the older localities in which land is costly cannot compete with the fertile prairies which have been acquired simply by occupation. One result of this mistaken policy has been a depreciation in values of the older lands many times greater than any benefit which may have accrued to the comparatively few who have profited by the generosity of the Government.

But these considerations have failed to leave any effect on the majority of the National legislators. There is a popularly attractive sound to the terms "free homesteads" and "free homes" which secures their approval regardless of the magnitude of the ulterior effects. Any movement looking to the retention of the remnant of federal lands—a remnant still of immense value, although small compared to what has been given away—receives no attention.

As illustrating this proposition, there is a measure called by the attractive title, the Free Home Bill, which was introduced early in the term by the delegate from Oklahoma, for the remission of the charges of the Government for the valuable lands acquired from the Indians. A year ago, the Secretary of the Interior reported that the proposition would involve a loss to the Government of over \$15,000,000. Yet it promptly passed the House, and as it comes up in the Senate the inconsiderate generosity of that body prompts it to add an amendment making its provisions apply to all similar lands outside of Oklahoma as well. This amendment increases the loss to the Government to the considerable sum of \$40,000,000. This means the taking of that amount from the proper revenues of the country and the distributing of it among the members of a class comprising, no doubt, many needy ones, but also many of the well-to-do and wealthy. But the injury wrought by this feature of the matter is much less than that resulting from the undue competition of such lands, as already stated.

A small minority of the Senate, appreciating the injustice of the bill, vigorously protested against it; but their number was too small to stem the tide of the mistaken generosity of the majority, and the bill was quickly passed. The amendment will, no doubt, soon receive the concurrence of the House and become another of the series of laws which have worked injury to the agricultural interests of the country.

The greatest tax-payer is tobacco. In the last twenty-seven years this product has paid a tribute of \$1,000,000,000 to Uncle Sam alone.

THE TRADE SITUATION.

While there is considerable disappointment that prices do not improve more rapidly, the increase in industrial activity and in the movement of goods in many lines is all that could be reasonably expected. Manufacturers of cotton goods were too prompt in their anticipations of returning demand and the mills have piled up production until curtailment again seems necessary. At the same time, iron and steel plants and other manufacturing enterprises which have long been idle are resuming operations all over the country. The natural dullness of the season affects the general jobbing movement in dry goods and allied lines, but the reports from travelers are decidedly encouraging, especially on orders for spring delivery.

In the face of strong foreign indications of further advance in wheat, the bears in the speculative markets have kept the price on a slight downward tendency most of the week. The movement has been less active and promises to be without interesting features for the present.

The textile situation is still unsatisfactory, although there is more movement in prints than for weeks past. Woolen mills have made heavy purchases of wool, but there is little improvement yet manifest in the manufactured products.

Hides have declined slightly in price, but there is a decided increase in the demand for leather, indicating a healthy outlook for the shoe trade.

With the exception of the steel rail movement, which is kept back by what is considered too high a price, there is decidedly increased activity all along the line in iron and steel. The output of pig iron increased during the month of December, from 142,278 tons weekly to 159,720 tons weekly, but heavy purchases have prevented a reduction in price in consequence. Exports from the Southern mines still continue, and there was a shipment of 2,000 tons of billets from Pittsburg to Manchester. The demand for steel bars and finished products is steadily increasing.

The general financial situation continues favorable, especially at the principal centers. The movement of gold has been small, but the import for the month has exceeded the export by upwards of \$2,000,000. During the corresponding month of last year the export was over \$14,000,000 more than the imports. Bank clearings were \$1,048,000,000 and failures were 478, against 488 last week.

PROSPERITY IN BRITAIN.

The commercial interests of the various great trading nations of the world are so closely knit together that what affects favorably or otherwise one of them is pretty apt to react upon all. When the Barings failed, some years ago, precipitating financial difficulties in London, this country was prompt to feel the effect, and poor trade in Europe is apt to be very promptly reflected on this side of the Atlantic. This experience would seem to justify the expectation that prosperity in Europe would be pretty apt to be soon felt in this country.

It is well known that, for some little time back, Germany and France have been in a fairly prosperous trade condition. It now appears that Great Britain has also shared in the trade revival, and is enjoying, at the present moment, a period of great commercial expansion.

In an address delivered last week at

Bristol, Sir Michael Hicks-Beach, the Chancellor of the Exchequer of the United Kingdom, said that the prosperity of the country in 1896 even exceeded that of the preceding year, the value of the imports showing an increase of £25,000,000, while the exports increased in value £14,000,000. He said he had reason to anticipate a fair revenue, and declared that the surplus would be beyond what was generally expected. He foresaw that Ireland would be a powerful claimant on the surplus, and he did not intend to discuss the difficult question of the financial relations between that country and Great Britain until Parliament met. He did not wonder that the Irish, in face of the report of the financial commission, were demanding consideration; but there was no subject which required to be approached with a more judicial mind, and which was further apart from sentiment.

The fact that the British revenue has proven so very much larger than was estimated proves to what extent trade has expanded in the United Kingdom. This business activity will not be long in reaching our shores, if only our legislators at Washington are prudent enough to give us a tariff law which is adapted to the exigencies of the present time.

OUR FOREIGN TRADE.

Although the full details of the foreign trade movement during the past year have not yet been made public, the Bureau of Statistics of the Treasury Department has already issued the customary advance statement showing the exports of the principal articles of domestic produce, including breadstuffs, cotton, oils and provisions. These figures show a very considerable increase in the shipments, not only over 1895, but also over the preceding two years, for which statistics are given.

The total value of the shipments of the articles named during 1896 amounted to \$634,000,000, as compared with only \$522,000,000 in 1895, \$537,000,000 in 1894, and \$583,000,000 in 1893. Cotton and grain contributed the most of this increase, although oils also showed a fair gain. In provisions alone was there any shrinkage, and that was but slight. The exports of breadstuffs approached very closely to the shipments during 1893, the year of the great scarcity in Europe, and the higher prices prevailing that year were probably more largely responsible for the larger total valuation than any excess in quantity.

The full figures of imports, as well as exports, will be awaited with interest, as there is every reason to expect that a very large trade balance in our favor will be shown. The rate at which gold has been imported during the latter half of the past year is now readily explained, as it was manifestly impossible for Europe to settle the enormous trade balance accumulated against her, through her heavy takings of our produce, in any other way than by shipments of the yellow metal.

Germany is "making up" to Mexico on every occasion nowadays. Germany appreciates the value of a trade which the United States have made no governmental effort to obtain.

It is suggested that somebody at once negotiate a treaty of arbitration between the Senate and the State Department at Washington.

If you don't keep eternally at it you will become a back number in no time.

CONQUEST OF THE WORLD.

Many rulers have dreamed of universal conquest, and not a few have attempted it, and always with force and violence.

The ancient conquerors were able to inspire and spur on their men by promising them the plunder of rich countries. Alexander the Great turned his back upon Europe, because it was not rich in gold and silver, and invaded Asia, where had been accumulated the wealth of many ages of civilization and luxury. Outside of Greece, the people of Europe were barbarians, and in many cases savages, living by war or the chase. They had no cities, no culture and nothing that could be called civilization.

Nothing was to be gained by invading any of the European countries. They had no mines of gold. There were silver mines in Spain, which were monopolized by Phoenicians from the eastern shores of the Mediterranean, and, as all the world's wealth was in Oriental countries, Alexander, when he attempted his scheme of conquest, turned his face to the East, where not only glory, but countless wealth was to be won.

After the Greeks, it was much the same with the Romans. They invaded Gaul, Britain and Spain; but the whole of Germany and of what is now Russia were left almost untouched, because they offered no rich spoils to the world's mightiest robber nation.

The Spaniards, animated by an unquenchable thirst for gold and silver, invaded and conquered all that part of America in which there was any civilization, and, as a result, an accumulated wealth. The people of Mexico and of Peru were found living in stone-built cities, in a comparatively high state of civilization, and were possessed of immense quantities of gold and silver. The natives in the other portions of the hemisphere were savages, with no accumulated wealth, and only subsisting on the precarious fruits of the chase, and they were not worth the attention of conquerors who were fired by a love of gold and were willing to face every difficulty and danger to secure it.

Rome plundered every country her iron legions conquered, and left all the conquered peoples in poverty and misery. Spain did little better. Robber nations have always been destroyers, not builders. The ruins of ancient cities and the destruction of civilizations older than their own are the chief of their achievements that they can boast of, for, after they had spent in luxury and debauchery their ill-gotten wealth, they fell into decay, and Rome finally suffered the fate she had inflicted on so many victims. Spain may profit by the example.

The dream of universal dominion is still nourished, and it is stimulated by the same objects which have spurred on every other conqueror, namely, the desire to secure the wealth of the nations of the earth. But no more will there be any essay to win it by force. Commerce takes the place of war, and the ships that sail to foreign lands are no more filled with armed men and munitions of destruction. They carry the products of peaceful labor, to be exchanged in friendly traffic for the wealth of the strangers.

England has been foremost in this sort of conquest and has come nearer than any other nation of the modern age in securing the commercial domination of all lands and seas. The present is the age of traffic and it is not strange

that Germany, Russia, Italy, and even France, the most conservative of all the nations in the matter of colonies, are seeking to extend their settlements on many strange shores in order to build up their commerce.

In all this extraordinary movement, the richest and most populous of the civilized nations, the great Republic of the New World, is resting supine and inactive. The country which should lead the commerce of the world, and, by virtue of vast extent and geographical position, should dominate all seas and carry the world's products, has no ships. This great nation is wholly dependent on the ships of strangers. The United States flag is a rarity in most of the great commercial ports of the world, and in many has, perhaps, never been seen for a quarter of a century.

The American people seem to have no faculty for handling the world's trade. The idea most popular with them is to get money; not by trafficking with the nations of the earth, but out of each other by means of class legislation and special privileges to certain classes. Thus it is that there is no great and wise system of national finance and commerce in this country. There seems to be an utter ignorance or neglect of the fact that wealth is to be gathered from other countries, but now by the peaceful methods of trade rather than by war and conquest.

The eloquent Henry Watterson, one of the most eminent journalists in this country, said in a speech in Chicago, on Jackson's Day, that to-day the millions of the American people love money more than liberty. If so, they ought to use the wisest methods within their reach to get it. But, so far from that, they are not seeking to bring wealth into the country, and so increase the common stock. On the contrary, they seem to have no other idea than to take from those of their own countrymen who have it, and, in a word, to inaugurate an internal and internecine struggle for the possession of what there is already here.

All American politics to-day tends to that end. The ultra protectionists are just as much wrong as are the socialists, and thus it is that the country which should dominate the commerce of the world is far behind many weaker but more enterprising nations.

THE NEW SECTIONALISM.

The Populist Governor of Kansas sent his first message to the State Legislature last Tuesday. It was specially remarkable for its violent attack on the Eastern States, their cities, their morals and their press. He characterized the cities of New York and Chicago as semi-civilized foreign colonies, with semi-barbaric splendor at the apex, and semi-barbaric squalor at the base of their social life, the vicious instincts of whose people are pandered to by a venal press.

This is a violent assault on the social life of the Eastern States, and is the first that has been officially made. The Western socialists, with Governor Waite, of Colorado, for a spokesman, threatened to slaughter the Shylocks and money-grabbers of the East until the Western hordes should ride in blood up to the bridle-bits; but they proposed to spare the women and children. But now Governor Leedy, of Kansas, embraces all classes and conditions in his fierce and scandalous denunciations. This is a more loud-mouthed sectionalism than ever gave tongue in the preliminary war of words which preceded the conflict of arms between the South and the North. The one ended in a bloody war. What will be the climax of the other?

THE BRITISH EMPIRE.

It is rather a noteworthy fact that recently Great Britain has shown less disposition to acquire new territory than was formerly her wont. Notwithstanding the pickings which the result of the war between China and Japan left for the great powers to quarrel over, England made no sign of any desire to share in the spoils, and Russia was allowed to elbow Japan out of the fruits of a dearly-bought victory without opposition.

People who have watched the course of British diplomacy for the past quarter of a century and more are wondering what can be the cause of this forbearance. During the periods when Mr. Gladstone held the reins of power it was well understood that he was opposed to further colonial extensions and was prepared to withdraw from existing responsibilities in that line. The present conservative Government, however, has always been active in fostering territorial extensions and is adverse to yielding a single foot of territory now held. It is, therefore, somewhat remarkable that Lord Salisbury should have allowed so many recent opportunities to pass by without seeking to secure fresh additions to the British domain.

Some explanation may be found for the inactivity displayed by Great Britain, in the speeches which have been made by cabinet ministers and other public men in England on the Turkish question. All these speeches indicate an unwillingness to interfere in Turkey for fear that such interference should precipitate a dismemberment of the Turkish Empire at a time when it would be inconvenient for England to profit extensively by the break-up. It is, in fact, admitted that, for the time being, Great Britain has her hands full in looking after the various and widely-separated British possessions and that, in the event of war, it would be already a difficult task to properly defend every portion of the Empire as it now exists. Here, then, is a plausible explanation of the recent inactivity of England in the scramble for new territory. She has more already than she can properly care for.

For several years past the British government has endeavored to promote a closer union of interests between the various fragments of the British Empire. Colonial secretaries have sought to bring about an imperial federation in which the colonists might be brought into a close understanding with the mother country on matters relating to the common defense. A free interchange of products was also a part of the federation scheme, but the difficulty of bringing about an equalization of tariffs has so far been in the way of the success of the imperial federation plan. The anxiety of England to enlist the colonies in a movement for the general defense proves that the burden of providing for the protection of all parts of the Empire is bearing more heavily than formerly on the home government.

The recent statements of Lord Roberts with respect to India also prove that the British government sees embarrassments ahead in the management of the magnificent Indian Empire, the most valuable of all England's possessions. While it is true that the Indian army is in splendid condition and is undoubtedly loyal, there are many evidences, as Lord Roberts points out, of dissatisfaction among the great masses of the Indian population. The existing famine in India only serves to intensify

more enduring subjects of discontent.

Profiting by past experiences, England will no doubt take such steps as will secure the tranquility of India, but the necessity for such precautions only serves to add emphasis to the explanation given above of the recent inactivity shown in the scramble for new territory.

AMERICAN PHILANTHROPY.

The world is not nearly so bad as some of the pessimists would have us believe, and those who try to find evidences of the steady progress of man's humanity to man can discover them easily at almost any time in this latter part of the Nineteenth Century.

The provisions made through private donations for education, religion and charity, from year to year, measure admirably the extent of moral development in a Nation and indicate the growth of the idea of the citizen's obligations to his fellows, above and beyond the requirements of legal statutes. Measured by such tests, the year just past shows a gratifying and remarkable progress over the preceding year, as, indeed, 1895 showed over 1894. In the latter year the sum total of the bequests of the character above indicated, according to the Chicago Tribune, amounted, in this country, to but \$19,967,000. In 1896 the sum was \$33,670,000. In 1895 these charities reached \$28,943,000. Here is seen a steady gain for the worthy objects among which these large sums are distributed. Of the money given last year, colleges obtained \$16,814,000, in round numbers; charities, \$10,854,000; churches, \$2,135,000; museums and galleries, \$2,333,000, and libraries, \$1,452,000.

When the unusually fortunate and wealthy people of the world begin thus to recognize their moral obligation to the cause of education and charity and religion, there is great hope for the future. Immense fortunes will be regarded with less suspicion and enmity by the general populace when the multi-millionaires betray a sympathy in a practical way with the less fortunate life about them. The poor have ever been dependent upon the rich for any comforts enjoyed beyond the bare necessities of life. The higher institutions of learning, the public galleries, libraries, great hospitals and other adjuncts of our humane and refining civilization must largely depend upon voluntary contributions. Where shall these benefactions come from if not from the rich? In proportion as the great millionaires—and, indeed, wealthy people generally—recognize their stewardship for the public, in just such proportion will their fortunes in the future be safe and the world grow better.

The discussion about the origin of the fountain pen has led to the discovery that the Danish Countess Ulfeldt had one in 1663. In her account of her prison life she speaks of her "silver pen filled with ink, which it can send forth." It must have been a different fountain pen from the kind made now if it "sent forth ink."

Governor Black, of New York, has no fault to find with the fact that the State appropriated \$1,000,000 to preserve the surroundings of Niagara Falls, but says that this object is insignificant compared with the necessity of keeping intact the Adirondack forests.

Somebody told a New York woman that gasoline would burn better if it were boiled. She did not live long enough to find out how the experiment terminated.

Early Aspirations of an Embryo Merchant.

Written for the TRADESMAN.

My first commercial aspirations were of a very modest character. Some young ladies came to our house to spend a Fourth of July when I was a little boy. I had acquired a bag of candy, and it occurred to me that I might start a store therewith, and finally obtained permission to use an empty box for a counter. Mother suggested that I dispense the goods without recompense, but this view of the matter did not gain my approval. Mine was to be a regular store, and people who bought must pay. Mother's ideas of hospitality were much more pronounced than those which touched matters commercial, so that we finally compromised. The girls bought liberally of my stock in trade, paying for it in pins—and Mother furnished the medium of exchange.

Next I find myself in company with another boy planning to set up in the peanut business in a small city in Northern Wisconsin. We thought a regular stand like old Mrs. Maloney's would about fit our case, and we had selected the street corner where it should repose. There were a good many bad boys in Oconto, and we decided that the first of our fixtures should be a large and heavy black snake whip with a very long lash. Armed with this weapon, we would pursue the recreant gamin who refused to liquidate, and chastise him. The peanut business fell through, but I do not find that these aspirations interfered in any way with the normal development of my mind, for I remember with a pang of regret, which the softening hand of time can never quite obliterate, the intense grief I felt when father refused point blank to let me go

to work in a shingle mill. Other boys of my age filled positions in that institution, and earned in some cases as much as seventy-five cents a day. A boy I know ran a knot saw there, and lost three fingers and a thumb, and was a hero for ever so long. But that made no difference with father. I even thought, if possible, he was more unyielding than before that happened, and I was half sorry that I told him of it. However I did not work in the shingle mill, and had to console myself by wading a little farther than any other boy of my size in the old muddy slough back of the Jefferson schoolhouse.

Charlie Smith had a gun, and when he started for the woods on Saturdays, there was always a small drove of boys who wanted to go with him. I shall probably never forget the pride that filled my breast when of all the rest I was chosen one afternoon to accompany him upon his hunting expedition. I was allowed to carry the gun where no game was visible. It was a great heavy musket, and it wore the skin off my shoulder, and hurt my back. Charlie shot a porcupine and a very large owl, and he let me carry them, too. I got a quill in one of my legs, and the owl recovered consciousness long enough to bite a piece out of my right hand. But that was nothing. There wasn't a boy in my grade who wouldn't have given ten years of his life to have been in my place. Ultimately I became the possessor of a gun, too, and later in life I acquired a watch. A horse trader queered me out of my timepiece, and I sold the gun for \$2.

Thus I have brought you by easy stages to the time when I entered the employ of Wadsworth & Thurston at a salary of \$5 a month.

A man wanted some matches and Mr. Wadsworth said:

"Oh, George'll get them for you."

You should have seen me wait on that customer. That was all he wanted. Just a box of those old "seven day" sulphur matches, and the price was ten cents. He smiled benignly upon me when he paid for them. It was my first sale, and he knew it. Nevertheless it was done. I had made my debut in the world of commerce.

Those were the days when we had to haul our purchases twenty-five miles in winter and at least nine in summer. We used to buy in the fall all the flour and pork and sugar and other heavy goods that we thought we could sell during the winter, and after the teamsters had been drawing goods from the nearest lake port for a week or ten days, our warehouse was a sight to behold. I have been in some pretty big wholesale houses, and I was at the World's Fair, but I have seen nothing which so impressed me with a sense of vastness and immensity, or so filled me with awe, as did that old warehouse the first time I saw it piled high with goods. Why, it must have contained ten barrels of sugar! and fifty of flour!! I positively know that there was at one time fifteen barrels of pork, for it was bad, and had to be carted clear back to Mancelona and re-shipped.

I never could understand where so many goods went to. And yet how anxiously we watched it after the middle of winter, and how rapidly all those provisions melted away toward spring!

Then we had to start teams out again and "sort up." And how glad we were when navigation opened again!

As a salesman I was not a marked

success. I sold goods, it is true, but that was nothing to my credit. People in those days came to buy. They knew pretty near what they wanted, and they were bound to have it if it was to be had. Whether I wanted to or not I had to sell. I think it a common fault with boys to get rid of customers as quickly as possible when it can be done without attracting the attention of a superior. I well remember the wonderful faculty father had of unearthing goods that I had just said we were out of.

Father was always finding things. He would find dirty tinware and dishes, no matter how carefully I hid them away, and he would suggest the advisability of their being washed. While I was following his advice he usually asked me if I didn't think it better to attend to those things at the time they were soiled. And I always agreed with him. I never did a disagreeable job in my life without wishing that somebody had attended to it before.

Competition was not very close in those days. East Jordan was but a postoffice, Bellaire had not been invented and Charlevoix (Pine River then) and Elk Rapids were each a long way off. John H. Silkman at Torch Lake and R. W. Coy at Spencer Creek were our nearest competitors. John Pear also had a store at Eastport, but I think he went out of business about that time.

Everything was new and crude and raw. Dexter & Noble, of Elk Rapids, were buying cord-wood for the furnace with "scrip" good for merchandise, and this acted as currency to a great extent. Any store in this region took these "maple slivers" the same as coin. Many town treasurers accepted it for taxes, and land was paid for with it. It was very plentiful when we came

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here, and everybody had it, yet it never seemed to take the place of money. A man in our store with a pocketful of "splinters" always acted uneasy until he had bartered it all away, to the very last ten cent piece. And it sometimes seemed as though it made very little difference what he got for it.

He would buy what he came for, and then often look about the store in a puzzled way and say:

"Well, I've got some more o' them d-d slivers. What'll I get fer 'em?"

But without them many people would have suffered positive want. They were really good things, and in these days of short currency and hard times I often think that a few thousand dollars' worth o' maple slivers scattered over Antrim county every month for a while would make many, many wretched people comfortable. GEO. L. THURSTON.

"It's an Ill Wind that Blows Nobody Good."

The following well-authenticated story is told of Lundy Foote, who was once a great snuff manufacturer of Dublin, and originally kept a small tobaccoist's store in Limerick.

One night his store, which was uninjured, burned to the ground. As he contemplated the smoking ruins, in a condition of mind bordering on despair, some of the bystanders, searching among the embers for spoil, stumbled upon several canisters of unburned but half-baked snuff, which they tried and found so grateful to their olfactory organs that they loaded their pockets with the stuff.

Foote, aroused from his stupor, imitated their example and took a generous "pinch" of his own property, when he was instantly struck by the superior pungency and flavor it had acquired from the great heat to which it had been subjected. Accepting this valuable hint, he engaged another shop and, preparing a large oven for the purpose, set about the manufacture of the high-dried commodity which was known as "Black Yard Snuff," a name derived from his location, and subsequently corrupted into the term "Black-guard."

Foote made his customers pay liberally for one of the best kinds of snuff in the world and soon found himself the possessor of a large fortune.

A Slave's Overcoat.

In an old copy of the "Natchez Free Trader," published in Natchez, Miss., in the year 1852, was discovered the following curious invention, which was no doubt of great value at the time, but how many colored men are there to-day who could be induced to wear the overcoat? It was called a "water-proof sack for negroes."

For a plantation of fifty or 100 negroes, take twenty gallons of linseed oil, into which mix three pounds of litharge, after the oil shall have been boiled a few moments. The litharge should be pulverized before being incorporated with the oil and well stirred in.

Previously, an overcoat, or sack, should be neatly made from common cotton cloth, called Domestic, long enough to reach below the knees, to be closely buttoned up in front.

When the mixture of oil and litharge is boiling hot immerse the garment, wring it as dry as possible and let it hang in the sun for three days, when it will become completely waterproof, an overcoat for the negro secure against storm or tempest, impervious to the wintry winds or the chills of the night. It will cost less than sixty cents per sack and last one or two years.

Early Standards of Commercial Inter-course in the United States.

Written for the TRADESMAN.

In view of the recent agitation in favor of a "gold standard," "bimetallism" and other "isms" in this country, a few facts anent the early currency in use before gold and silver were even thought of as a means of exchange will be of interest to readers of the Tradesman.

Long before any permanent settlements were made on the shores of New England an extensive commerce was carried on with the Indians of that territory by the ships which came each year from England for fish and furs. In this intercourse cash was scarcely known. The Indians were eager to give large quantities of skins for beads, knives, hatchets and blankets, and especially for tobacco, powder, shot, guns and whisky. Philanthropists of that day who wished to bring the savages under the salutary restraints of civilization perceived that the majority of such articles used for barter tended to demoralize and render to a dangerous neighbor. They petitioned for and obtained restrictions, which caused much excitement among the English traders, who cared more for their own interests than for the welfare of the Indians.

The article of peltry, abundantly offered by the natives and eagerly sought by foreigners, was received and passed as cash by the colonists. Another commodity, which was adopted from the aborigines was wampum. This was brought from "Manhatoes"—afterwards New York—in 1628. The result of this is thus described by Governor Bradford:

"That which in time turns most to our advantage is their now acquainting and entering us into the trade of wampum. By which and provisions, we quite cut off the trade both from the fishermen and straggling planters. And strange it is, to see the great alteration it in a few years makes among the savages. For the Massachusetts and others, in these parts, had scarce any, it being only made and kept among the Pequots and Naragansetts, who grew rich and potent by it; whereas, the rest, who use it not, are poor and beggarly."

Here, then, is the position so long assured, that a circulating medium, aside from the fruits of the harvest and the wealth of the forests, tends to enrich and strengthen a people, confirmed by the experience of savages.

Roger Williams, in observations on this early money of the New England Indians, gives the following description of it: "It is of two sorts, one white, which they make of the stem or stalk of the periwinkle, when all the shell is broken off. And of this sort, six of their small beads, which they make with holes to string as their bracelets, are current with the English for a penny. The second is black, inclining to blue, which is made of the shell of a fish, which some English call hens—poquahock—and, of this sort, three make an English penny. One fathom of this, their stringed money, is worth five shillings." INDEX.

People who are afraid of handling money will be relieved to learn they may use silver with impunity, as there is little danger that bacteria may be transferred on coins. Metals are fatal to microbes. The Vienna Medical Gazette says that at a temperature of 95 to 100 degrees Fahrenheit, which is common in pockets where money is carried, the destruction of microbes occurs within three hours.

The Staff of Life

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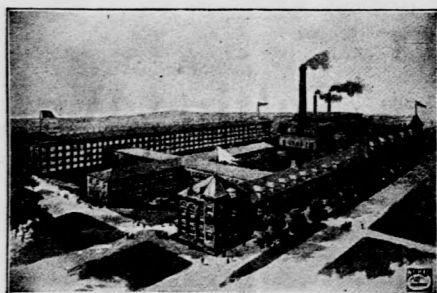
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Finely salted
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Lead in every respect.

We wish all the greatest prosperity for 1897.

NEW YORK BISCUIT CO.
GRAND RAPIDS.

*Start the
New Year
Right.*

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.

This, That and the Other.

Written for the TRADESMAN.

The Standard Oil Co. has received no end of criticism from a suffering public for sins of omission and commission. Though one of the sufferers, it is not my purpose to cast an additional stone at this gigantic corporation, that in defensive tactics so much resembles a jelly-fish. Besides, my grievance does not justify such harsh measures. It concerns externals only, though it affects the personal comfort and cleanliness of all who are obliged to handle the product.

I allude to the smear used on kerosene barrels. If intended as a trade-mark alone, it is a failure, since infringements are, with immunity, continually made upon it. Surely no court would decide against the unfortunate transgressor because he was compelled, in spite of the utmost carefulness, to carry off portions more or less on his hands and clothing.

Whatever may be the purpose in covering each container with a bluish oleaginous mixture, every dealer handling the same has personal reasons for protest. In behalf, therefore, of thousands who have heretofore concealed their feelings, I modestly suggest to the company that they instruct all delivering agents to use a genuine brand of paint compounded with a material of a drying nature and apply it to each package at least twenty-four hours previous to shipment.

* * *

Of all topics that absorb general interest the weather stands pre-eminent. It is the theme of discussion wherever men or women meet, either accidentally or by previous notice and intention. Not so much what the weather has been, nor what it is, but, rather, what it is to be, is the subtle question that keeps most of mankind on the ragged edge of conjecture. This is a broad statement but it would be a needless waste of time to verify it by citing particular instances in full. Should any doubt it, let him ask the proprietor of any country drug store, where almanacs, calendars and other gratuities are kept on tap to supply the public thirst for information. People who are stoical by nature concerning the acquisition of wealth by speculation here show a morbid desire to "dabble in futures." It is an exciting and less expensive game than that in which the bulls and bears of metropolitan exchanges delight. Among the piles of almanacs that crowd the druggists' counters, those which furnish the most detail in the matter of forecasts are the favorites.

Last year a certain annual published in St. Louis, Mo., led all the rest in that respect, so that the last copy was taken when its advertising competitors were comparatively neglected. This year it failed to arrive, and it is painful to witness the expressions of disappointment on the faces of customers as they note the absence of the pamphlet that has so satisfactorily ministered to their mental idiosyncrasies in the past. What wonder, then, if the public feel a sense of grievance toward the druggist for failing to stock up with a leading staple which they consider they had the right to demand.

It is interesting to observe that this peculiar reference does not always spring from a blind faith in the weather predictions so eagerly sought by them. Indeed, most people ridicule the claims of astute weather prophets concerning thermal conditions a year in advance, though acknowledging that

science may predict the motions of planets for centuries, as they regularly appear true to the celestial time table. They even take more delight in marking the incorrect guesses than they do those that are occasionally verified by actual events.

To one who closely watches the trend of popular sentiment it is evident that people, nowadays, are naturally inclined to let by-gones be by-gones, and direct most of their attention to the future. The press recognizes this feeling, and hastens to gratify it by publishing every fact gleaned by the Government Bureau to feed the appetite of all who "want to know, you know." Local agencies seek, by steam whistles and flag-signals, to disseminate timely forecasts to all who cannot afford to take a city daily paper. In fact, this age is determined to discount the future as fast as the mysterious forces of Nature can be applied to that purpose. If it were possible, every great catastrophe occurring in any part of the globe would be announced in advance to our expectant millions—not indeed with any hope of prevention, but solely to gratify the universal craving for news that shall be newer than time itself—always a slow coach—can supply. But that possibility is, unfortunately, a thing of the future, and must remain so until Invention has made a few more giant strides into the misty realms of the days that shall be.

* * *

Speaking of the advertising matter sent to local dealers for distribution, it is evident that the druggist is getting more than his share of this undesirable surplus. Compared with the goods they represent, the sales amount to a most insignificant fraction. In patent medicines especially, these avant-couriers often show such a ratio to sales that the latter can only be computed by the decimal system. Besides, but few of the most popular remedies have more than an intermittent demand. A fickle public, accustomed to diagnose their own ailments by the aid of free medical literature stripped of technicalities and toned down to the comprehension of the average mind, seldom remain steadfast in the use of any one remedy. They prefer, like the bee, to flit from flower to flower, in hope to sip the nectar of health from some one of them, until Nature rebels and the chronic sufferer is compelled to turn over to the hands of professionals the responsibility of further experimenting on a diseased system.

There are probably no lines of trade so difficult to manage in harmony with the law of supply and demand as patent and proprietary medicines. Since sales depend not only on generous advertising that will reach remotest corners, but also on its newest and ever-changing forms to attract notice, the druggist can seldom anticipate far in advance what the demand is likely to be. In spite of the best business judgment, dead stock must accumulate, which cannot be disposed of by the common method of discount or bankrupt sales. Yet a thoughtless class of buyers are ever ready to insist that the Procrustean theory of a fixed percentage of profit should apply to this kind of stock, however irregular may be the demand. At the same time, proprietors of patents tire the patience of druggists with solicitations to load their shelves with goods that have as much prospect of practical use in domestic economy as the Thompson door-plate Mrs. Toodles declared to be "such a bargain!" S. P. WHITMARSH.

A Definition of "Competition."

Written for the TRADESMAN.

Competition in trade is considered "the life of business." Now, while I do not pretend to set up my opinion in opposition to the established and acknowledged proverbs of our fathers, still I differ, in some particulars, with the spirit of the adage quoted above. It should be qualified and amended. Honorable competition is a means of creating trade and develops the capacity of men. But that competition which seeks every means in its power to monopolize trade by reducing prices and by other reprehensible practices is far from the "life of business," and is, in fact, its sure death. Fair, upright, honorable dealing is always sure to obtain its reward, although the returns may not be immediate. And it is better to compete fairly and openly than covertly and in secret. We live in excitement, and commercial life is a constant conflict. In this country, competition does not yet flourish to the extent it has reached in Europe. Still, we have a strong conception of its injurious effects when carried to excess. In the great battle for existence and wealth, men resort to every species of trick to secure success in trade, and every device is used to entice custom. This spirit is, unfortunately, on the increase in the United States, and merchants continually undersell each other, without reference to the market, to their own injury as well as those whose business they seek to undermine. "Live and let live" should be the Golden Rule of trade. It is at variance with that motive which prompts a merchant to undersell his neighbor for the purpose of obtaining his clientele, and deserves to be practiced more frequently. There is no selfishness in it, but, on the contrary, a spirit of liberality and courtesy, which makes more fortunes than any other method.

Were business men to study their true interests, there would be less of this false competition among them, and there would be fewer complaints of dull times and far less failures.

The spirit of competition, when carried to excess, and its false definition tend to degrade merchants and make them heartless, selfish and, in some extreme cases, even cruel to their fellows. If this is not checked, it leads to distrust, enmity and uncharitableness. A disposition for fair dealing will do much to destroy these evil results, and makes life much less irksome and miserable than if we pass through it with the full determination to advance our own interests, no matter what the consequences to others. There is a living, and even more than that implies, for all, without seeking to deprive each other of the means of livelihood; and if that spirit of selfishness which prompts to excessive competition is thrown aside, the individual will be benefited, as well as others, and the world of trade will be a much more endurable place. RADIX.

The Origin of Metal Currency.

In the early ages of mankind, all commerce was conducted by means of barter. The tradesman exchanged his cattle for goods, and the merchant his goods for food to eat. But such a status of affairs could not continue long and the necessities of mankind led to the substitution of a medium of exchange, or representative of value. The precious metals, from their intrinsic worth, as well as their portable character, naturally suggested themselves for this pur-

pose. At first, however, they were used in bars, without stamp or coinage, and were necessarily weighed and assayed at every transfer. But the inconvenience of this method soon became apparent, and the expedient was soon hit upon of establishing the weight and authenticating the value by a mark or symbol. Soon after, that the needs of trade might be further met, the bars were made of various sizes. Finally, to still further impress the character of a legalized currency on the gold, silver, bronze or copper employed, appropriate shapes were selected, the circular form being that most generally adopted.

It was not always, however, that money was made round. Our British ancestors, prior to the invasion of Julius Caesar, employed rings, sometimes singly, but oftener made into a chain. Large quantities of this species of coin have been unearthed in England, Ireland, Scotland and Wales. The smallest piece of money of this description which has been discovered is a gold ring weighing half a pennyweight. But others containing three times this weight, and up to a pound Troy, have also been dug up, thus proving that the rings were not intended for ornaments, but for currency.

Even among the Romans, circular coins were not in use until the time of Servius Tullius, and in Great Britain they were not employed until some time after the Caesarian conquest.

Of all ancient nations, the Greeks produced the most beautiful coins, those of the Romans not being particularly attractive until a late period in their history.

The method of stamping the piece of money was simple. Usually, the blow which made the impression was struck by a hammer and, at first, the die was cut in the face of the instrument itself. So late as two centuries ago, the coining of money, even in England, was conducted after a rude fashion, and many a Spanish coin, still in evidence, bears decisive proof of uncouth coinage.

Even now, at the close of the great Nineteenth Century, a century which marks greater advance in the arts and sciences than any preceding, a large amount of the coin of Europe is disgraceful to art, and is frequently baselessly alloyed. The exceptions are the coins of England, France, Belgium and Prussia.

Some of the finest coins and medals ever made were those issued by the Emperor Napoleon. The worst executed coins, among civilized nations, are those of Mexico and the South American States.

Money, according to the encyclopedia, is a word derived from the temple of Jupiter, moneta, where a metallic currency was first struck by the ancients. Cash comes from the French word *caisse*, a coffer or chest in which money is kept. The word *pecuniary* is derived from *pecus*, the Latin word signifying a flock or herd of animals, these constituting, in the earlier ages, the equivalents of money.

No Danger.

Doctor: "You won't forget your medicine?"

Patient: "Can't, Doctor. It's too disagreeable to forget."

During the civil war in France, Montaigne always kept his castle gates unbarred, and was not molested. His character was more powerful than the King's Guards. Truly, as Pope says, he's armed without that's innocence within.

Shoes and Leather

The Little Shoe.

I'd been out in the fight and frenzy,
In the desperate struggle and strife;
In the battle that men call business,
And came home wearied of life.

I dragged my coat from my shoulders,
And tossed my hat with a sigh;
I threw me prone on the sofa,
With a hand pressed over each eye.

And yet I saw visions and visions
Of the turmoil and clamor and din,
Of the pitiful grasping for riches
By methods approaching to sin.

I rose to dispel these bad visions;
Had just reached the library door
When something arrested my notice,
Something lying upon the floor.

'Twas nothing of serious import;
Nothing tragic, uncanny or grue,
For the thing I saw lying before me
Was only a little shoe.

Only a wee baby's something,
Yet great as the world is wide;
Lying there just where she kicked it,
Topped upon its side.

'Twas worn and battered and crumpled,
But it set my heart in a glow;
The buttons were lost or loosened
And a great hole kicked in the toe.

I stooped and raised it and fondled it;
My breath came faster to think
Of the wee chubby foot that wore it,
The wee chubby foot so pink.

And I tiptoed into the bedroom
Where a cradle was standing still;
I saw a baby foot peeping
As baby feet sometimes will,

Pushed through the rounds of the cradle,
Dangling so tempting and sweet,
I dropped on my knees beside it,
Close down by my dear baby's feet.

I clasped the warm lump of a "tootie"
Between the broad palms of my hands,
I was instantly transported hither
To fairer and happier lands.

The touch of that wee tender hand
Sent a thrill through my uttermost part,
From the furthestmost tips of my fingers
To the bottommost depths of my heart.

'Twas so soft and so warm and so precious,
And I kissed it again and again,
And I thought a wee babe such a blessing
To be sent to the lives of men.

My kissing disturbed the fair sleeper;
She drew in her foot through the rounds;
And turning and tossing and sighing,
Made such murmuring, baby-like sounds.

I rose and bent over the cradle,
And I gazed on her dimpled form,
Till the folds of the little pink nightie
Seemed a mystical mantle so warm.

I saw her breathe softly and gently
Like the swell of an angel's sigh;
And I turned with my eyelashes listening
As the dew from a summer sky.

I'd forgotten the fight and the frenzy,
And the desperate struggle and strife;
I'd forgotten the battle of business,
I was chastened and charmed with life.

CHARLES NELSON JOHNSON.

Some Dealers—But There Are Others.

Written for the TRADESMAN.

"I'll tell you something that happened to me once," said an old shoe dealer, in my presence, "and if you had told me that I could be queered that way I would have called you a liar.

"A lady came in one morning to look at some fine shoes. She wanted the best we had, and it didn't take long to suit her. She asked if I objected to her taking the shoes to her friend's house a couple of blocks off, to try on; and, as she was ladylike and apparently all right, I gave permission without the slightest hesitation.

"She returned in the course of an hour and laid the shoe box on the counter, saying that she had concluded not to take them, and walked out. I was waiting at the time, and, as one of my clerks received the package, I can give no good reason for going to look at the shoes. I suppose I wanted to see that they were properly buttoned.

"I took them from the box, and lo! what had been a beautiful hand-sewed kid shoe was transformed into one of those shoddy sheepskin affairs that sells, nowadays, at retail for about a dollar.

"I seized the box and rushed out of

the store. Not far away I perceived the retreating form of my fair customer; and, quickly overtaking her, I said:

"Beg pardon, madam, but there must be some mistake. You have returned the wrong pair of shoes."

"She gave me a stony stare and said, in an indifferent tone:

"O, there is no mistake—on my part, at least."

"I hadn't got the hang of her yet, so I blundered innocently on:

"Sorry to contradict you, madam, but we never had a pair of those in our store. You have certainly brought back somebody else's shoes."

"She shrugged her shoulders as though my persistence annoyed her, and turned the corner, saying that 'she was not in the habit of being swindled by shopkeepers.'

"That made me mad and, following her, I said:

"Madam, you will kindly return to my store with me. You have cast a slur upon my honesty. I will show you that you are mistaken."

"She turned her head slightly and in that same cold, indifferent tone said:

"You fool, go back home and let me alone—you make me tired!"

"That was pretty queer talk from a woman and I stood stock-still watching her retreating form. In fact, I didn't get properly mad until she was out of sight.

"Then I swore a circular oath that I would have that woman's scalp—and the shoes, too—and I hurried to the office of a friend of mine who was a lawyer, and told my story.

"He thought the thing over a minute and advised me to let the matter drop. I could have had the house searched where she was staying, and that was very likely what she wanted. If I failed to find the shoes, she would probably have come 'back at me' for damages.

"I took my friend's advice."

"I went to Smith's hardware store for an 8x10 window t'other day," said the kicker, as he borrowed a fresh chew and settled himself within easy shot of the box stove. "I wanted an 8x10 window cuz the' wouldn't no other size fit my house, an' I sez to Hank, sez I, 'How much be they?' 'One dollar,' sez he. 'Jumpin' jeehossyphat!' sez I. 'Yer don't charge nothin' fer 'em!' sez I. 'What's the matter?' 'Glass is up,' sez he; 'way up skyhigh, glass is, an' we can't hardly git it fer love nor money. Guess yer don't keep posted on glass,' sez he. 'Waal, by gum!' sez I; 'can't be helped, I s'pose, an' I've gotter have it anny hows.'

"So we went back inter the store, an' jes' then in come a feller with two coon hide an' a skunk. Hank, he grabbed 'em up an' looked 'em over an' slatted 'em daown on the floor an' started off a whis'lin, like he'd forgot all 'bout 'em.

"Hain't yer a goin' ter buy 'em?' asked the feller. 'Buy what?' says Hank, turnin' raound kinder s'prised like. 'Why, these here skins,' says the feller. 'O, by gum!' says Hank; 'I d'no. Furs is ter'ble low now. Market all gone ter h—l. Hole inter it bigger 'n a b'loon—skins hain't wo'th what they uster be.' 'What'll yer gimme fer 'em,' says the feller, lookin' sorry. 'D'no 's I want 'em at all,' says Hank. 'Make me an offer,' sez the feller. 'They hain't no good to me.' 'Waal,' sez Hank, kinder slow an' hesitatin' like, 'I s'pose I might gin ye thirty cents fer 'em.'

"So the feller, he took it. Bought nails with it. An' nails had riz, so Hank said.

GEORGE CRANDALL LEE.

Welcome to Boots.

From Shoe and Leather Facts.

A leading retailer informed us this week that he still occasionally has a demand for a pair of the old-time men's fine calfskin boots, and he anticipates that the time is not so very far distant when there will be a return of this style of footwear, at least to a considerably greater extent than most people anticipate could be possible.

Well, why not? Surely the leather manufacturers, as also the members of many other branches of the trade, would welcome a swinging back into former grooves in this respect. The more leather the average individual wants in his footwear, as also materials of other kinds, provided he is willing and able to pay for them, the better it is for all who are connected with the production or handling of such goods. Shoes are too cheap in comparison with clothing and other commodities, as every member of the trade is willing to admit. Why should a lady pay a couple of

hundred dollars for a dress, and probably not more than three or five dollars for the pair of shoes she wears in connection therewith? Why should not a man have the satisfaction of knowing that his boottops are lined with the most delicate colored kid, and that the ornamentation thereon is a work of art?

Do not say that, because shoes are so much more comfortable, boots will never come into use again. Were razor toes comfortable as at first constructed? Is a French heel very conducive to ease in walking or a graceful carriage? Nonsense! that has very little to do with it. One of Carlisle's characters dilates at considerable length on the philosophy of clothes, and endeavors to prove, with considerable success, that footwear was first introduced for ornamentation, rather than as a protection to the feet.

"Time is short, but art is long," is the old saying, and who knows but we may have reached the point in the swinging of the circle when boots will again be en regle.

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.



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.

In selecting your spring stock, do not omit adding our celebrated line of . . .

CHINESE GOLF GOODS

to your SHOE department, if you want the very best values for your trade. Every pair has our name on the shank. In Men's, Women's, Misses', Children's.

HEROLD-BERTSGH SHOE CO.,
GRAND RAPIDS.

An Experience Which Furnished Fun for Another Man.

From the New York Sun.

"In a house that I was in one night," said the retired burglar, "I opened a door from the hall on the ground floor and went right on into a room without flashing my light ahead, something that I very rarely did. I hadn't gone more than four feet before I tripped over something and fell. Whatever I'd fell over I upset when I first struck it, and the contents spread over the floor ahead. In trying to save myself I got skewed around in some way and went down finally flat on my back in this stuff, whatever it was, and I found out very soon what it was—it was paste; and I was covered with it all over my back from head to foot. And in some way which I didn't understand then, and which I have never been able to cipher out since, I had got both my feet into another bucket of paste, and my shoes were plastered thick and heavy with it, as they would have been with mud if I'd been walking in soft, sticky mud. I turned my light on them, which I'd hung onto when I went down, and took a look around.

"This was apparently the library of the house that I was in and they were repapering it. There wasn't a blessed piece of furniture in it—nothing but the paperers' things, and a pile of rolls of paper in one corner. Along one side of the room there was a long high table such as paperers use, long smooth boards laid on high horses, and there were a few brushes and things and these two buckets of paste standing on the floor. I suppose I might have noticed there was no carpet on the floor, but I had on rubbers, and you run across more or less hardwood floors, and I hadn't noticed it.

"Well, I stood there a minute, covered with paste and my feet heavy with it, and waited. The bucket had made a good deal of slamming when I upset it, and I'd jarred the house considerably when I went down, though I'd tried to go down as easy as I could; but I didn't hear anybody, and then I thought I'd like to get some of the thickest of the paste off my shoes before I went any farther, because it wasn't very comfortable to carry around. There wasn't anything to sit on there—I suppose I might have turned up one of the paste buckets and sat on that, but I'd had about all I wanted to do with the paste buckets—and so I stepped into the room ahead. It was the parlor, and just to the left of the door, as I went in, I saw a low corner seat with about ten thousand soft sofa cushions on it. I could see this by the light that was burning in the front hall turned down low.

"I sat down on this corner seat and spread out on the floor in front of me a newspaper that I'd found in the library and got the blade part of my jimmy out of my bag and began scraping the paste off my feet. It seemed as though there were tons of it and it stuck very hard. I found it pretty difficult to reach around and get it off the back of my feet, and I thought I might do better if I could get my rubbers off. I'd been holding my feet on the floor and bending over to scrape, with my lamp standing on the floor in front of me and the light from it shining on my feet. I straightened up and sat back and brought my left foot up over my right knee and pulled off my left rubber. I could do better with it then, and when I'd got that one pretty well cleaned I put it back on my foot and did the same thing with my right rubber, and then when I went to get up it seemed as though there was something sort of pulling me back, and when I stood up I was like a great human dromedary with a million humps. I had sofa cushions sticking to me all over. I couldn't have got through the door of a barn.

"There must have been glue or something in the paste, because they didn't drop off and I couldn't pull 'em off. I reached around and tried about seven times to pull off the one on my left elbow, but I couldn't start it a bit. Then I thought I'd try rubbing 'em off against the jamb of the library door,

scraping my back to and fro on the door jamb, and I'd just got my feet braced and was beginning to rub when I heard something.

"Standing in the doorway leading from the hall was a man trying so hard to keep from laughing that I thought he'd bust. When he saw me look up he sat down on a chair in the hall and laughed until I thought he'd never come to. Of course, there wasn't anything to be afraid of in a man that could laugh like that and I stopped rubbing and waited.

"Let me help you," he says. "Those are my wife's sofa pillows that you've got on. She'll feel bad enough to find paste on 'em, but she'd feel a mighty sight worse to have 'em torn."

"So he turned up the gas in the hall and came in, and we stood near the door, where he could see better, and he helped me off with the cushions. Gradually he worked 'em all off without tearing more'n two or three of 'em, and when he'd got 'em all off, he says:

"You don't want anything more here to-night, do you?"

"And I said I didn't think I did.

"Then, if you don't mind," he says, "I think I'll let you out the front door; you might stick in the cellar window."

"I laughed with him a little myself at that, but on the whole it never struck me as a funny experience."

Getting What You Give.

Deacon in Furniture News.

The other day my attention was drawn to the peculiar action of a farmer's team at the Central market. The team had started a few steps without orders, which movement called for a loud yell from the farmer. The team were blocked from going further by another sled, and instead of attempting to move backward or forward, they began alternately to stand on their hind legs.

There is a screw loose in the family government on that farm, thought I, which guess proved true when the farmer ran to the team, caught them by the bits and began mauling them on their noses with his fist. This, of course, served to quiet the team, to bring them to their sober second thoughts, to make them tractable, docile and altogether valuable and well broken.

I am no horse tamer but I have driven some horse flesh in my day and generation. And this I am free to say: You can get out of a horse, scrub or thoroughbred, all you put into him. If you are a chump, so will your horse be. If you are a devil, so will your horse be. If you are a gentleman and a scholar, so will your horse be.

The general principle underlying this specific case is also true: You can get out of your business results commensurate with what you put into it. If you are dull, so will your business be. If you are bright, so will your business be. If your balance is right, so will that of your ledger be.

Moreover, you can get out of the world about what you put into it. Carry sunshine with you and the world will be sunny where you are. Wrap yourself in a thunder cloud and you will sour all the milk of human kindness in your neighborhood. Be a clean, decent, honest man and you will be surprised to find how full your town is of the same sort of folks. Be a moral leper and your world will be a leper colony.

Do you think it does not pay to squander good works on a selfish and unappreciative world? Yes, it does. The world crucified its Savior, but His life impressed a handful of appreciative people, and that is what makes this world fit to live in to-day. Don't worry about the world's appreciation. Be a righteous man a while, see how good it feels, and you will keep at it for the sheer love of it, whatever the world says. The world will take a hitch upward if you live right.

Representative Lambert will introduce a bill early in the session of the Kansas Legislature to prohibit the wearing of bloomers by women and to make the riding of bicycles by women astride a misdemeanor.

'Good Things Taken from the Advertisements of Up-to-date Shoe Dealers.

It makes us "laf" when we think of the many merchants offering you shoes at less than cost, without stating their reasons for so doing. There is no necessity for our making such statements, for you know, gentle reader, our prices are always lower than any of the "be-low-cost men's" prices.

Every man should have at least two pairs of shoes; by occasional changing, shoes wear better, allowing the perspiration to dry inside; they retain their shape longer and certainly feel much more comfortable.

Our reputation for putting in good quality and style for the price of quality alone should bring every wearer of shoes within fifty miles of the Bee Hive to this department Saturday. We wish we had space to say all the good things that should be said about these shoes. Show your good judgment by coming to-morrow—day or evening.

Ever had that uncertain feeling after making a purchase? It's never known to buyers here. There is a satisfaction when you know for a fact that you're getting the best. We back all our claims with reliable goods.

Our enterprise and our superior facilities are linked to an honest ambition to sell you better shoes than anybody else—and sell them for less money. The biggest store, biggest stock, biggest variety, biggest values and biggest crowds are the unmistakable signs of success.

Testing Friendship.

"I do not believe that I have a true friend in the world."

"So you have been trying to borrow money, too, have you?"

Maine is one of the mighty few states where the farmers outnumber all the other occupations or professions in the Legislature. As a rule, in other states that is where the young lawyers manage to get a living.



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.

Our New Spring Fabrics

Are now ready for inspection.

WASH GOODS of all kinds from the cheapest 5c Ginghams to fine grades as high as 20c.

PRINTS, Hamilton, Windsor, Pacific, Garner, American, Simpsons, Allens, Coheco, Merrimack and Washingtons in all new colors and designs.

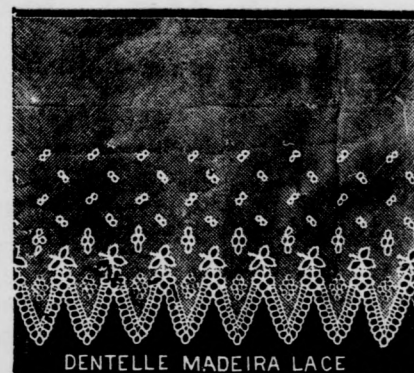
DRESS GOODS, Plaids, Mixtures, Coverts, Plain and Fancy Weaves at from 7½ to 42½c. per yard. Be sure and see our line before buying.

P. STEKETEE & SONS, Wholesale Dry Goods.

GRAND RAPIDS.

NEW EMBROIDE

NEW LACES



Our own importation.

VOIGT, HERPOLSHEIMER & CO. WHOLESALE DRY GOODS, GRAND RAPIDS, MICH.

Clerks' Corner

Observance of the Golden Rule in Business Affairs.

Did you ever pause to think what an impetus it gives to your every movement to know that you are in the employ of a firm whose "word is as good as its bond," and how prone you are to boast of the "standing of our house," with pretty much the same feeling, too, that you experience when it is a case of "one of the family." If not in the employ of such a house strive to get there. It will prove an excellent incentive to best effort. Note the difference between employees of such an establishment and one where it is one eternal dun. Remarks concerning the house are greeted with contempt by others, and thus disgust creeps in and helps to deaden many a good business impulse, and in time brings a general careless way of taking hold of things and deadens the sensibilities as to the value of commercial integrity.

While too much aggressiveness is not a desirable quality, neither is too little any more to be admired. The one produces a lucifer match and the other a milk-sop. There is no need of friction over every trifle but when a matter calls for settlement, it is the duty of everyone interested to court an investigation. Therefore, when differences arise among employees, the most sensible way is to have a straightforward searchlight thrown upon the matter and have it settled, instead of indulging in recriminations, tale-carrying, etc. Nothing detracts more from dignity and lowers the tone of a business establishment than this very thing. There are those who think that, by exercising unlimited forbearance, they are displaying a Christian spirit, but, in the opinion of the writer, they not only harm themselves, but also others by pursuing this course. All injustice merits investigation.

It will interest all clerks who are anxious to profit by the experience of others to note the results of a minister of St. Louis who made inquiries of forty business men as to the observance of the golden rule, "Do unto others as you would that others should do unto you," in business. Thirty replied at greater or less length and some in direct opposition to others. This latter fact would seem to indicate that a man's view of business morality is shaped largely by his own practice.

One man writes: "The saying is a true one, that competition is the life of trade, and competition forces men to deceive and blunts the fine edge of honesty. The competition one meets with in these days of progressiveness is conceived in iniquity and born in sin. The merchants who instruct their salesmen to sell articles at cost, 'to start the trade,' and then make up the lost profit on other articles, certainly blunt the fine edge of honesty. Men who attack the integrity of their competitors, who make sneering remarks of other houses, their methods and their credit, do not know what the golden rule is, for they never practice it. Merchants, shrewd business men, so called, who force their smaller competitors out of business; do they practice the golden rule? Men who manipulate markets for their own profit, crushing out small holders, driving them to starvation and absolute want; do they know anything about Christian principles? Men of wealth, heads of large institutions, big givers to charities and large contributors to the support of their respective churches, who employ a large number of men and women at salaries that will scarcely keep body and soul together, who by their methods put a premium on dishonesty; what do they know of the golden rule? What need I say about the obligations made by people for the support of churches and charitable institutions, obligations that are never paid? These matters and methods are as familiar to you as they are to every one

who has given the subject any thought or attention. Under existing conditions, it is almost impossible for one to conduct his business entirely on the line of Christian principles and the golden rule."

* * *

Another says: "Any business which is conducted on a basis of short measure or light weights, or that carries with it deception, exaggeration or untruthfulness, is bound to come to grief. In these times, when great concentration of forces is characteristic of the mercantile pursuit, it requires, perhaps, a closer watchfulness of self and self-interest than ever before to avoid touching on methods that are questionable. But with the increased responsibility there comes a realization of the necessity for such rules of government, applying to all alike, as are the best safeguards of commercial life. It is a well-recognized fact that in every community there are men in mercantile life who are in a certain sense leaders in forming public opinion; who follow, as faithfully as it is within the power of weak human nature, the principle of the Gospel, to 'live and let live,' and to 'love thy neighbor as thyself.' Nor is there the slightest opposition or conflict between following the golden rule and the successful conduct of business enterprise. These men stand at all times for the best interests of the community in which they live, being ready, with warm hearts and sympathetic, cordial greeting and generous purses, to do what they can to alleviate human suffering and contribute to the enlightenment and elevation of the human family. * * * It is as absolutely possible to conduct a mercantile business purely, honorably and honestly as it is to live so in any other phase or condition of life. In all the large and successful houses of this country you will find that the basis of every act is fair dealing and a close following of the measure of the golden rule. It is confidently believed by the best element of mercantile life in this country that it embraces within its sphere many of the best, purest, most high-minded and generous men that exist in the world to-day."

A Boy's Pocket.

"Where," said the auctioneer, addressing an audience of possible purchasers, "where else on the face of the globe will you find in one place copper, tin, iron, cotton, hemp, grain, game—"

And a voice from the crowd replied: "In the pocket of my youngest son!"

The business of farming in Spain is so much depressed that the government is about to devote \$1,200,000 to the relief of that industry.

Guard Well Thy Tongue.

Deacon in Furniture News.

I had occasion last week to call on Lawyer Goshawk on business. I had never met this personage, and on entering his office, in which three men were sitting, I inquired if Lawyer Goshawk were in.

"Well, I guess yes," responded one of the three, a man of some thirty-five years, who proved to be Lawyer Goshawk.

I transacted my business in five minutes, but it did not take me five seconds to arrive positively and finally at the following definite conclusions, viz.:

If I had suit with a railway company involving \$250,000, I should not employ Lawyer Goshawk.

If I were forming a corporation with a capital of \$50,000, and wished to know my rights and liabilities in the premises, I should not consult Lawyer Goshawk.

If I were trying to get a \$500 back pension for my uncle's widow, I should shun Lawyer Goshawk.

If I were swindled on a \$50 horse trade and wanted legal redress, I should think twice before hiring Lawyer Goshawk.

If papers had to be drawn in order to convey away my right and title in a brindle cat, and no other lawyer were within call, I might seek the services of Lawyer Goshawk.

And why should I thus take so sudden and serious a dislike to Lawyer Goshawk?

Because he is a frivolous and flippant fellow, "for his speech betrayeth him."

For aught he knew I might have been a prospective client seeking advice on a serious matter. My address is dignified enough to call forth the average dignity of any man. I think I called forth his average dignity, and such dignity as appeared in the first four words I ever heard him utter is not dignified enough for legal judgment in any case eligible to go beyond a justice's court.

The moral of this is that, though many young men think it witty and uncommon smart to corrupt the English tongue with sloppy slang, that staid old tongue will have its revenge. When the world sits in judgment between the English tongue and the man who mistreats it, its verdict is always in favor of the plaintiff.

Cash Prize and Diploma for Best Essay.

Dayton, Ohio, Dec. 15—We do not believe the Michigan Tradesman can do a better work for its readers than to lay before them the ideas of successful grocers on "How to Successfully Conduct a Retail Grocery Store."

To this end we have decided to offer,

with the permission of the Michigan Tradesman, a prize of \$25 in gold, and a diploma, for the best essay written by a retail grocer on the subject, "How to Successfully Conduct a Retail Grocery Store."

Essays entered in the competition must not exceed 2,000 words in length. They must be written on one side of the paper only and mailed to the editor of the Michigan Tradesman on or before April 1, 1897.

Each essay must be marked with a fictitious name, the real name of the writer being enclosed in a sealed envelope and sent in the same package with the essay.

The prize will be awarded by a committee of three judges, one chosen by the editor of the Michigan Tradesman and one by us, these two to choose the third judge.

Some of the essays entered in the competition will be printed from time to time in the Michigan Tradesman.

The essay to which the prize is awarded will be printed in the issue of May 5.

NATIONAL CASH REGISTER CO.

Commercial Ginger.

The ginger of commerce is the product of a plant growing in both the East and West Indies. In appearance it resembles a reed, while the stems rise from a root similar to the sweet flag or iris. Like the root of this flower, the ginger plant spreads and increases every year. From the upper surface of the ginger root arises, in the spring, a green, reed-like stalk, about two and a half feet high, which bears narrow, lance-shaped leaves. The flowers of the plant, which are white and lilac in color, grow on a separate stem. The ginger we employ as a spice is the root, to obtain which the plant is cultivated in much the same manner as potatoes, and when the stalks have withered, the roots are dug up. The best and soundest of them are selected, scraped clean and carefully dried in the sun, when they are ready for use. The inferior roots are boiled in scalding water, instead of being scraped, and these, when dried, make what is called black ginger—an article very rarely used at the present time. The color of black ginger is a yellowish gray on the outside and an orange brown within. In shape, it is thick and knotty. The best, or white ginger, being scraped, is smaller in size, not being so thick and knotty. Its color is of a light yellow, and it is much more aromatic and pungent than the black.

They all say

"It's as good as **Sapolio**," when they try to sell you their experiments. Your own good sense will tell you that they are only trying to get you to aid their new article. : : : : : : : : :

Who urges you to keep **Sapolio**? Is it not the public? The manufacturers, by constant and judicious advertising, bring customers to your stores whose very presence creates a demand for other articles.

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—F. 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.

"It is no trick at all to do business," so says an old-timer on the road, "provided one has the right kind of goods to do it with."

In business the man who knows everything that is happening is a long way ahead of the fellow who knows only some of it. It pays to keep posted.

All buyers have little weaknesses and the traveling salesman who can touch them in the tender spot is sure to secure an order. This is philosophy and business combined.

Frank W. Hadden, for the past six months on the road for Geo. H. Wheelock & Co., of South Bend, Ind., has signed with I. T. & Geo. H. Bowman & Co., of Cleveland, covering Western Michigan.

The oldest traveling man has turned up again. This time he is J. J. Squaier, of Chicago, who is 81 years of age and has traveled over sixty years. He sells grocers' sundries, doesn't look over 65 and says he is good for twenty years yet.

A mighty maxim for all buyers: "Be careful when you make an appointment with the traveling man to look over his line; but having once promised to be at his sample room at a certain time, stand by it." The man who has a reputation for keeping his appointments promptly has an asset which is better than a big bank account.

W. B. Holden, who the past year has covered Michigan, Wisconsin, Indiana and Ohio for the Rapid Hook & Eye Co., has now signed with Voigt, Herpolsheimer & Co. to cover the territory between Grand Rapids and Detroit, which has been covered by Joseph Martin. This is the third time Mr. Holden has returned to the employ of Voigt, Herpolsheimer & Co.

As will be noted in the report of the meeting of the Board of Directors, Geo. F. Owen will continue to act as Secretary of the Michigan Knights of the Grip until January 30, on which date the Board will hold another meeting at Lansing for the purpose of acting on the bonds of the recently-elected Secretary and Treasurer, in case they are ready for the Board at that time.

The Jackson Liquid Glue Co. is represented on the road as follows: In Michigan by C. C. Colville, who was for several years identified with the hardware trade of Central Michigan; in Ohio by J. J. Thompson, formerly connected with the Jackson Grocery Co., and in Illinois by W. A. Kintzel, of Freeport, Ill., who formerly traveled for the Novelty Manufacturing Co., of Jackson.

The success of Mrs. Wm. R. Allen in the Michigan field has influenced E. W. Gillett to place another salesman in the territory, and an arrangement has been effected with Mr. Allen by which he will take the Eastern and Southern portion of the State, while his wife will continue her visits to the trade of Northern and Western Michigan. If Mr. Allen succeeds in achieving the same measure of success Mrs. Allen has accomplished, he is "all right."

The customer who is in the habit of taking solace out of the clay pipe may experience beatitude through a choice Havana cigar, which will allay discordant feelings and put him in good buying humor. But it must be handled cautiously by the traveler, and it must never appear that he goes about with a case full of the article intended expressly for the purpose of giving him an audience with the trade. The dealer is not to be bought, and if the offering of a cigar carries with it the remotest intimation of this sort, the traveler had better pack his grip on the spot.

"I rode forty miles into Petoskey on a caboose the other day," remarked a well-known traveler, "and saved two hours by so doing, so it paid. A ride in a caboose," he continued, "is exhilarating. There is neither ease nor elegance about it, and it's as different from riding in a Wagner as is a trip over a country road in a farm wagon from a drive on a paved street in a Brewster victoria. There are no triple spiral springs under a caboose, but it trips merrily along at the tail end of a long string of cars, bobbing serenely from side to side with an irregularity which prevents all attempts to nullify the motion. There is an invigoration in the way the train stops and starts, and if one braces himself to receive a swing to the right, he gets a lurch to the left which bangs his head against the wall, or probably the stove. Yes, I prefer to ride on a passenger train, but time on the road is money, and to make it the commercial traveler must once in a while, at least, resort to the little red caboose on the hind end of a freight train."

Miss May Gerson, who has followed the profession of commercial traveler for seven years, recently submitted to an interview, in the course of which she said: "I don't think that the life of a commercial traveler is suitable for women, which is evidenced by the fact that so few of them have adopted it. In my career on the road I have met with only one real woman drummer. I often tell people I am the only one in the world. The fatal objection to the business, viewed from the female standpoint, is that it takes you away from home. Home means much more to us than to men. A man can manage to get along with periodical visits to his family and gets hardened to hotel existence, but that sort of life wasn't intended for his sisters or daughters. I am not at all soured or disappointed, but am taking a common sense view of the subject. My own life is full of pleasant spots; I live well and get a comfortable salary, having climbed up the ladder from a beginning of \$7 a week. People treat me nicely, and there isn't a town in half a dozen states where I haven't a lot of friends. During all these hard times I have taken orders, and expect to take more than ever, now that the election is over. Personally, I have nothing to weep over, but I reiterate my advice to all women who may contemplate entering on the life of a drummer—don't."

Regular Meeting of the Board of Directors, K. of G.

Grand Rapids, Jan. 18.—The regular meeting of the Board of Directors of the Michigan Knights of the Grip was held at the Hudson House, Lansing, Saturday, Jan. 16. All of the members of the Board were present except President Symons and Director Streat.

Secretary Owen presented his financial report, showing receipts in the general fund of \$1,428 and in the death fund of \$2,722, for both of which amounts he held the Treasurer's receipt. The report was approved by the Finance Committee, adopted and placed on file.

Treasurer Frost presented his report, showing cash on hand in the general fund of \$1,275.85, and in the death fund of \$2,851.50. He presented a statement from the cashier of the City National Bank of Lansing to the effect that he has a credit in that bank of \$4,206.60, which includes outstanding checks of \$79.25.

The following bills were audited by the Finance Committee and orders were ordered drawn on Treasurer Frost for their payment:

Geo. F. Owen, salary.....	\$491 20
J. J. Frost, salary.....	84 84
Postage account.....	71 25
Tradesman Company.....	23 50
A. F. Peake, attendance at Board meeting.....	2 71
F. M. Tyler, attendance at Board meeting.....	6 00
John R. Wood, attendance at Board meeting.....	6 02
B. D. Palmer, attendance at Board meeting.....	5 02
Geo. F. Owen, attendance at Board meeting.....	6 35
Chas. L. Stevens, attendance at Board meeting.....	5 36
Chas. McNolty, attendance at Board meeting.....	2 73
D. C. Slaght, attendance at Board meeting.....	2 48

On motion, the Board of Directors for 1896 adjourned sine die.

President Hammill called the new Board together with a very pleasant speech, urging economy and faithful discharge of the duties devolving upon each member. He announced the following standing committees:

Finance—A. F. Peake, Jackson; F. M. Tyler, Grand Rapids; John R. Wood, Detroit.

Legislation—E. P. Waldron, St. Johns; N. B. Jones, Lansing; C. S. Brown, Hastings.

Railroads—John McLean, Detroit; C. S. Kelsey, Battle Creek; Leo A. Caro, Grand Rapids.

Hotels—S. E. Symons, Saginaw; A. Becker, Detroit; J. B. Heydlauff, Jackson.

Bus and Baggage—W. S. Cooper, Lansing; W. J. Moore, Jackson; A. Saul, Menominee.

Printing—B. D. Palmer, St. Johns; Chas. L. Stevens, Ypsilanti; F. R. Streat, Flint.

Employment and Relief—Geo. F. Owen, Grand Rapids; J. H. Temmink, Lansing; M. V. Foley, Saginaw.

Chaplain—John M. Fitch, Durand. Sergeant-at-Arms—C. L. Lawton, Coldwater.

On motion, the Secretary and Treasurer were each required to furnish a bond in the sum of \$4,000, issued by some surety company satisfactory to the Board. Both gentlemen stated that they had not yet secured the bonds asked by the Board, and were therefore granted two weeks' further time, when the Board would meet in special session.

Communications were read from A. W. Willis regarding the Nashville Centennial Exposition; G. W. Lampkins, in regard to souvenir book; J. C. Wittliff and Mayor N. S. Boynton, extending invitation to hold the next convention at Port Huron; J. A. Hoffman and City Clerk C. H. Gleason, inviting the Association to come to Kalamazoo for the next convention. The communications were placed on file, the invitations from Kalamazoo and Port Huron being made the special order of business at the meeting to be held Jan. 30.

The following resolution, presented by Director Peake, was adopted:

Resolved, That in the future the Secretary be instructed to turn over to the Treasurer all moneys in the deposit fund and report same to the Board at each meeting, as provided in constitution and by-laws.

Proofs of death of E. C. Keuthan, Daniel Loeb, Carl A. Reinsch and James B. Rue were received, and, on motion, warrants were drawn on the treasury in the sum of \$500 for the beneficiary in each case.

There being no further business, the meeting adjourned, to convene at the Hotel Downey, Lansing, Saturday, Jan. 30, at 9 o'clock a. m.

GEO. F. OWEN, Sec'y.

Bismarck is a passionate smoker, but of late tobacco seems to disagree with him, and he has a daily struggle with himself as to the number of pipes he may indulge in.

Loss or Gain?

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

COLUMBIAN TRANSFER COMPANY

CARRIAGES, BAGGAGE AND FREIGHT WAGONS

15 and 17 North Waterloo St.,

Telephone 381-1

Grand Rapids.

FREE CHECK ROOM

The Wellington

EUROPEAN HOTEL. Entirely New. J. T. CONNOLLY, Proprietor, Grand Rapids, 52 S. Tonia 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.

A CLEAN SHAVE

while you take a snooze is quickest acquired at

FRED MARSH'S

barber shop in Wonderful Building, at Grand Rapids.



and give customers good satisfaction.

Drugs--Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

C. A. BUGBEE, Traverse City
S. E. PARKILL, Owosso
F. W. R. PERRY, Detroit
A. C. SCHUMACHER, Ann Arbor
Geo. GUNDUM, Ionia

Term expires
Dec. 31, 1896
Dec. 31, 1897
Dec. 31, 1898
Dec. 31, 1899
Dec. 31, 1900

President, S. E. PARKILL, Owosso.
Secretary, F. W. R. PERRY, Detroit.
Treasurer, Geo. GUNDUM, 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, Armada.
Secretary, B. SCHROEDER, Grand Rapids.
Treasurer, CHAS. MANN, Detroit.
Executive Committee—A. H. WEBBER, Cadillac;
G. E. COLMAN, Kalamazoo; Geo. J. WARD, St. Clair; A. B. STEVENS, Detroit; F. W. R. PERRY, Detroit.

The Drug Market.

Atropine—Advanced 50c per ounce.
Balsams—Peru is a trifle easier.

Beans—Vanilla, market very strong and the tendency is toward higher prices and holders are not anxious sellers.

Cantharides—Demand shows no particular improvement, but values are well maintained.

Cassia Buds—Consumptive demand is fairly satisfactory and the market is firm.

Castor Oil—Values are steady.

Cocaine—Prices have been reduced 25c per ounce, the reason being overproduction and the large stocks abroad.

Cream Tartar—Prices firm at hands of manufacturers.

Cubeb Berries—Dull but steady.

Essential Oils—The market is none too active and there is room for improvement, but still general trading has been somewhat better. Few of the changes incident to the beginning of the new year are of more than ordinary importance. Anise is lower. Sassafras is marked by an easier feeling.

Flowers—General market quiet.

Gums—Asafoetida, active and firm. Camphor, fairly active at the reduction mentioned last week, but market is more or less unsteady.

Iodine—Business is of average volume in a jobbing way and manufacturers' quotations for resublimed continue steady.

Juniper Berries—Fair jobbing demand as to small parcels and values are firm at the former range.

Leaves—Short buchu, fair consumptive demand and prices steady. Senna is having a good demand. Consuming demand is light for descriptions other than above and the general market may be said to be quiet.

Lycopodium—Market is barely steady, due to abundant stocks and exceedingly inactive demand.

Manna—Market strong at the recent advance, prices being well maintained, and some business has been going forward, as to consumers, at the improved quotations.

Morphine—Jobbing demand has kept on improving and the movement into consuming channels has been fair, with manufacturers' prices ruling steady.

Opium—Market still exceedingly quiet.

Quicksilver—Market fairly steady.

Roots—Gentian, easier. Same is true of golden seal. Blood root is said to be practically out of the market, and powdered has gone up.

Salicin—The only inquiry is for small jobbing parcels. Prices are unchanged but fairly steady.

Seeds—Coriander is showing some

activity, but the tone of the market is lower.

Spermaceti—Quiet but reasonably steady.

Sugar of Milk—Market remains active, there being a good demand both as to home consumption and export, but business is confined to small proportions, on account of the light available stocks. Quotations are unchanged but firm.

Why Women Are Not Adapted to the Drug Business.*

In a certain pharmaceutical journal there recently appeared an article with the same title as the one I have announced. It was written by a Miss—, and it was evident from its tone that the fair writer was meeting, and, let us hope, surmounting, many and serious obstacles to the attainment of a full realization of her ambition to be a "pill-roller." I regret you have not all read the article referred to, but I shall endeavor to have you know what was said therein by my references to the same.

I take direct exception to several statements made by this writer, and in some of these exceptions I believe there exists excellent argument as to why women are not, as a class, fitted for the duties and requirements of the pharmacist.

In the first place, while the statement that "statistics show that the great majority of wage-earning women have others dependent upon them for support" may go unquestioned, it can have but little, if any, bearing upon an argument in this instance, for statistics will not show that women who desire to become pharmacists are, even in the majority of cases, forced to wage-earning that they may provide food and clothing for others. On the contrary, the years of unremunerative apprenticeship, which are as unavoidable as they are necessary, and the expenses of acquiring an adequate pharmaceutical education, make it incumbent upon one to have some means for existence. Neither can the laudable ambition to be possessed of the proverbial corner drug store be gratified from the earnings of the drug clerk. True, there are a few such instances on record, but in the great majority of cases all this is clearly contemplated when the start is made. Hence, the argument that the ranks of pharmacy should be open to women, that an additional means of wage-earning for the support of others might be created, is a weak one. When the unfortunate necessity for wage-earning by women exists, there is no individual entitled to greater encouragement, assistance or respect, but, looking at it from an unprejudiced standpoint, one cannot but admit that pharmacy, in the abstract, does not provide a means of existence for some years after it is entered upon; and I might add that there are but comparatively few male apprentices to the drug business who contemplate providing for the existence of others until such time in the future when, having completed their studies and entered upon the enjoyment of the large (?) salaries paid their kind, they create family obligations with new mouths to feed annually.

Continuing the argument, and conceding that the average woman who enters upon the study and learning of pharmacy does not do so from a necessity of wage-earning, I cannot but utter a word of warning. The ambition of the average woman is granted to be to acquire all the accomplishments possible, both useful and ornamental, to enjoy the sweets of life, to command the homage of man and the world and to eventually "marry some good fellow and be happy ever afterward." To become a pharmacist, woman must disentangle herself considerably from the "poetry of life," and to say that she must get down to the "stern realities of life," when she takes up the profession of pharmacy is but expressing it mildly.

*Paper read by H. D. Dietrich at annual convention Wisconsin Pharmaceutical Association.

The writer of the article referred to asks that "the world recognize the fact that woman is compelled to seek employment side by side with man and that it give her the same chance and consideration that it shows to him." Be it so, by all means, and if women will persist in becoming pharmacists then let them do so "side by side" with men. Let them begin at the age of "sweet sixteen" or earlier to assume the duties of the drug apprentice—to sweep and dust the store, clean the windows, scrub the sidewalk, carry the coal, chop the wood, run the errands, hammer the vanilla bean for four weary hours, take a twenty-pound shovel and mix the horse and cattle powder, and an ax to break up into salable shape the caustic soda, charge the soda fountain, yank the boxes up and down the cellar steps, and withal begin the day's work at 6:30 a. m., only to end it after sixteen or eighteen hours of "work that is work," and I will leave it to ninety-nine druggists of every hundred who have served an apprenticeship whether this picture is overdrawn or not.

Oh, no, such an apprenticeship is not the kind woman is seeking, and the man who would require it of a beautiful little woman would be justly termed a brute. What a woman wants is a special sort of an apprenticeship—one arranged for her benefit. But this work must be done, and if not by the "lady" apprentice then either by the proprietor, his right bower or by a second and probably otherwise unnecessary adjunct in the shape of the small boy.

The fair writer quoted concedes that, to be a successful pharmacist, woman must be unusually well and strong—able to stand long hours and a great deal of drudgery; but women who aspire to become pharmacists are seldom built that way.

Woman as a pharmacist is a beautiful picture, my friends, but as an apprentice to pill-rolling and a dead-sure thing it don't go, and I would ask here whether in the vocabulary of woman there is language sufficiently expressive for use when a little "pillulet" which is being carefully and lovingly rolled between the fingers drops to the floor and rolls out of sight under the prescription counter, or when a prescription for sixty capsules or twenty-four suppositories is presented at five minutes before twelve, just as she is

about to escape for the last car? I fear not. If woman actually desires to be a druggist, then, by all means, let it be as suggested by this writer, "side by side with man." That alone will cure many a woman of her ambition in this direction.

I do not want to be misunderstood in this matter. For woman I have the most profound admiration; for woman I would readily yield every point of vantage, and believe me, it is solely because of my undying love for woman that I would raise my voice against her submitting to the indignities heaped not only upon the average apprentice, but the matured, full-grown, all-wood-and-yard-wide drug clerk as well. I would save her the aching heart, the weary body, the tired head and the soiled, calloused hands of the drug clerk; and all these are inevitable, for to slightly paraphrase the language of the poet, "He (or she) who enters here leaves all hope behind."

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Acidum		Conium Mac.		Scilla Co.	
Aceticum.	80 10	Copaiba.	1 15 10	Tolutan.	50
Benzoic, German.	75 80	Cubeba.	1 50 10	Prunus virg.	50
Boric.	15	Erigeron.	1 30 10	Tinctures	
Carbolicum.	27 39	Gaultheria.	1 50 10	Aconitum Napellis R.	60
Chloric.	44 46	Geranium, ounce.	75	Aconitum Napellis F.	50
Hydrochlor.	30 5	Gossypii, Sem. gal.	50 60	Aloes and Myrrh.	60
Nitrosum.	10 12	Hedeoma.	1 0 10	Arnica.	50
Oxalic.	10 12	Juniper.	1 50 20	Assafoetida.	50
Phosphoric, dil.	15	Lavandula.	90 20	Atropa Belladonna.	50
Salicylicum.	45 50	Limonia.	1 30 15	Aurant Cortex.	50
Sulphuric.	1 10 15	Mentha Piper.	1 0 20	Benzoin.	50
Tannic.	1 40 160	Mentha Verid.	2 65 25	Benzoin Co.	50
Tartaric.	34 36	Morhuze.	1 90 20	Borax.	50
Ammonia		Myrica.	4 00 40	Cantharides.	75
Aqua, 16 deg.	40 6	Olive.	75 30	Capsicum.	50
Aqua, 20 deg.	60 8	Picis Liquida.	10 12	Caramon.	75
Carbonas.	12 14	Picis Liquida, gal.	35	Cardamom Co.	50
Chloridum.	12 14	Ricina.	99 104	Castor.	1 00
Aniline		Rosmarini.	1 00	Catechu.	50
Black.	2 00 2 25	Rose, ounce.	6 50 8 50	Cinchona.	50
Brown.	80 1 00	Succini.	40 45	Cinchona Co.	60
Red.	45 50	Sabina.	90 100	Columba.	50
Yellow.	2 50 3 00	Santal.	2 50 7 00	Cubeba.	50
Bacca.		Sassafras.	50 63	Cassia Acutifol.	50
Cubeba.	13 15	Sinapis, ess., ounce.	1 40 150	Cassia Acutifol Co.	50
Juniper.	6 8	Tigili.	40 50	Digitalis.	50
Xanthoxylum.	25 30	Thyme.	40 50	Ergot.	50
Balsamum		Thyme, opt.	1 60	Ferri Chloridum.	35
Copaiba.	80 65	Theobromas.	15 20	Gentian.	50
Peru.	2 60	Potassium		Gentian Co.	50
Terabin, Canada.	40 45	Bi-Barb.	15 18	Guaiaca.	50
Tolutan.	55 75	Bichromate.	12 15	Guaiaca ammon.	60
Cortex		Bromide.	48 51	Hyoscyamus.	50
Abies, Canadian.	18	Carb.	12 15	Iodine.	75
Cassia.	12	Chlorate, po. 17@19c	16 18	Iodine, colorless.	75
Cinchona Flava.	18	Cyanide.	50 55	Kino.	50
Euonymus atropurp.	30	Iodide.	2 90 3 00	Lobelia.	50
Myrica Cerifera, po.	20	Potassa, Bitart, pure	27 30	Myrrh.	50
Prunus Virgin.	12	Potassa, Bitart, com	15 15	Nux Vomica.	50
Quillaja, gr'd.	12	Potassa Nitras, opt.	8 10	Opil.	50
Sassafras.	10 18	Potassa Nitras.	7 9	Opil, camphorated.	50
Ulmus.	15	Prussiate.	25 28	Opil, deodorized.	50
Extractum		Sulphate po.	15 18	Quassia.	50
Glycyrrhiza Glabra.	24 25	Radix		Rhatany.	50
Glycyrrhiza, po.	28 30	Aconitum.	20 25	Rhei.	50
Hematox. 15 lb box.	11 12	Althaea.	22 25	Sanguinaria.	50
Hematox. 1 lb.	13 14	Anchusa.	12 15	Serpentaria.	50
Hematox. 1/4s.	16 17	Arum po.	20 25	Stromonium.	60
Hematox, 1/4s.	16 17	Calamus.	20 40	Tolutan.	60
Ferru		Gentiana.	15 15	Valeriana.	50
Carbonate Precip.	15	Glycyrrhiza, po. 15	12 15	Veratrum Veride.	50
Citrate and Quinia.	2 25	Hydrastis Canad.	16 35	Zingiber.	30
Citrate Soluble.	50	Hydrastis Can., po.	40	Miscellaneous	
Ferrocyanide Sol.	50	Hellebore, Alba, po.	15 20	Aether, Sps. Nit. 3 F.	30 35
Solut. Chloride.	15	Inula, po.	15 20	Aether, Sps. Nit. 4 F.	30 35
Sulphate, com'l.	2	Ipecac, po.	1 65 1 75	Alumen.	2 4 3
Sulphate, com'l, by	35	Iris plox., po. 35@38	35 40	Alumen, gro'd. po. 7	30 4
Sulphate, pure.	7	Jalapra, pr.	40 45	Annatto.	40 50
Flora		Maranta, 1/4s.	20 25	Antimoni, po.	40 5
Arnica.	12 14	Podophyllum, po.	22 25	Antimoni et PotassT	55 60
Anthemis.	18 25	Rhei, cut.	75 100	Antipyrin.	1 40
Matricaria.	25 30	Rhei, pv.	75 100	Antifebrin.	15
Folia		Spigelia.	35 38	Argent Nitras, oz.	55
Barosma.	15 20	Sanguinaria, po. 30	35 38	Arsenicum.	10 12
Cassia Acutifol, Tin-	18 25	Serpetaria.	30 35	Balm Gilead Bud.	38 40
nevelly.	18 25	Senega.	40 45	Bismuth S. N.	1 00 1 10
Cassia Acutifol, Alx.	25 30	Similax, officialis H	40	Calcium Chlor., 1s.	10
Salvia officialis, 1/4s	12 20	Scilla, po. 35	10 12	Calcium Chlor., 1/4s.	10
and 1/4s.	12 20	Symplocarpus, Fost-	10 12	Calcium Chlor., 1/4s.	12
Ura Ursi.	8 10	us, po.	25	Cantharides, Rus. po	75
Gummi		Valeriana, Eng. po. 30	15 20	Capsici Fructus, af.	18
Acacia, 1st picked.	65	Zingiber.	12 16	Capsici Fructus, po.	15
Acacia, 2d picked.	45	Semen		Caryophyllus, po. 15	10 12
Acacia, 3d picked.	35	Anisum, po. 15	12 15	Carminio, No. 40.	3 75
Acacia, sifted sorts.	28	Apium (graveleons)	40 6	Cera Alba, S. & F.	50 55
Acacia, po.	60 80	Bird, 1s.	40 6	Cocculus.	40 42
Aloe, Barb. po. 30@28	14 18	Carui, po. 18	10 12	Cassia Fructus.	27
Aloe, Cape.	10 12	Cardamon.	1 25 1 75	Centraria.	10
Aloe, Socotri.	30 40	Coriandrum.	8 10	Cetaceum.	45
Ammoniac.	55 60	Cannabis Sativa.	3 1/4 4	Chloroform.	60 63
Assafoetida.	22 25	Cydonium.	75 100	Chloroform, squibbs	1 15 1 30
Benzoinum.	50 55	Chenopodium.	10 12	Chondrus.	20 25
Catechu, 1s.	13	Dipterix Odorata.	2 90 3 00	Cinchonidine, P. & W	20 25
Catechu, 1/4s.	14	Foeniculum.	7 10	Cinchonidine, Germ	15 22
Catechu, 1/8s.	16	Foenugreek, po.	7 9	Cocaine.	3 8 4 00
Camphora.	44 50	Lint.	2 1/4 4	Corks, list, dis. pr. et	65
Euphorbium, po. 35	10	Lint, gr'd. bbl. 2 1/2	3 1/4 4	Creosotum.	35
Galbanum.	1 00	Lobelia.	35 40	Creta.	11
Gamboge po.	65 70	Phalaris Canarian.	3 1/4 4	Creta, prep.	5
Guaiacum.	35	Rapa.	4 1/4 5	Creta, preclp.	11
Kino.	4 00	Sinapis Albu.	7 8	Creta, Rubra.	8
Mastic.	60	Sinapis Nigra.	11 12	Crocus.	50 55
Myrrh.	40	Spiritus		Croci Bear.	24
Opil.	2 40 2 50	Frumenti, W. D. Co.	2 00 2 50	Cupri Sulph.	50 6
Shellac.	40 60	Frumenti, D. F. R.	2 00 2 25	Dextrine.	100 12
Shellac, bleached.	40 45	Frumenti.	1 25 1 50	Ether Sulph.	75 90
Tragacanth.	50 80	Juniperis Co. O. T.	1 65 2 00	Emery, all numbers	8
Herba		Juniperis Co.	1 75 3 50	Emery, po.	6
Absinthium, oz. pkg	25	Saacharum N. E.	1 90 2 10	Ergota.	30 35
Eupatorium, oz. pkg	25	Spt. Vini Galli.	1 75 6 50	Flake White.	12 15
Lobelia, oz. pkg	25	Vini Oporto.	1 25 2 00	Galla.	23
Majorum, oz. pkg	25	Vini Alba.	1 25 2 00	Gambier.	9
Mentha Pip. oz. pkg	25	Sponges		Gelatn, Cooper.	60
Mentha Vir. oz. pkg	25	Florida sheeps' wool	2 50 2 75	Gelatn, French.	35 60
Rue, oz. pkg	25	Nassau sheeps' wool	2 00	Glassware, flint, box	60 10 10
Tanacetum, oz. pkg	25	carriage.	2 00	Less than box	60
Thymus, V. oz. pkg	25	Velvet extra sheeps'	1 10	Glue, brown.	12
Magnesia.		wool, carriage.	1 10	Glue, white.	12 25
Calcined, Pat.	55 60	Extra yellow sheeps'	85	Glycerina.	13 26
Carbonate, Pat.	30 22	wool, carriage.	85	Grana Paradisi.	15
Carbonate, K. & M.	30 25	Grass sheeps' wool,	65	Humulus.	25 55
Carbonate, Jennings	35 36	carriage.	65	Hydraag Chlor Mite	75
Oleum		Hard, for slate use.	75	Hydraag Chlor Cor.	65
Absinthium.	3 25 3 50	Yellow Reef, for	1 40	Hydraag Ox Rub'm.	85
Amygdala, Dule.	30 50	slate use.	1 40	Hydraag Ammoniat	95
Amygdala, Amara.	8 00 8 25	Syrups		Hydraag Unguentum	45 55
Anisi.	2 20 2 30	Acacia.	50	Hydrargyrum.	60
Aurant Cortex.	2 40 2 50	Auranti Cortes.	50	Ichthyobolla, Am.	1 25 1 50
Bergamit.	2 25 2 30	Zingiber.	50	Indigo.	75 100
Caljputi.	70 75	Ipecac.	50	Iodine, Resubi.	3 80 3 90
Caryophylli.	53 58	Rhei Arom.	50	Iodoform.	4 70
Cedar.	65	Smlax Officialis.	50 60	Lupulin.	2 25
Chenopadii.	2 50	Senega.	50	Lycopodium.	50 55
Citronomli.	2 25 2 50	Scilla.	50	Macle.	65 75
Citronella.	35 40	Syrups		Liquor Arsen et Hy-	27

Morphia, S.P. & W.	1 75 2 00	Sinapis.	18	Linseed, pure raw.	30	33
Morphia, S.N.Y. Q. &	1 65 1 90	Sinapis, opt.	30	Linseed, boiled.	32	34
C. Co.	65 80	Snuff, Maccaboy, De	34	Neatsfoot, winter str	65	70
Moschus, Canton.	15 18	Snuff, Scotch, DeVo's	34	Spirits Turpentine.	33	38
Myristica, No. 1.	15 18	Soda Boras, po.	6 8	Paints		
Nux Vomica, po. 30	15 18	Soda Boras, po.	6 8	BBL.	LB	
Os Sepia.	15 18	Soda et Potass Tart.	28 28	Red Venetian.	1 1/2 2 25	25
Pepsin Saac, H. & P.	1 00	Soda, Carb.	1 1/2 2 25	Ochre, yellow Mars.	1 1/2 2 25	25
P. Co.	1 00	Soda, Bi-Carb.	3 1/2 4	Ochre, yellow Ber.	1 1/2 2 25	25
Picis Liq. N.N. 1/2 gal.	2 00	Soda, Sulphas.	2 2	Putty, commercial.	2 1/2 2 1/2	23
Picis Liq., quarts.	2 00	Spts. Cologne.	2 60	Putty, strictly pure.	2 1/2 2 1/2	23
Picis Liq., pints.	2 00	Spts. Ether Co.	50 55	Vermilion, Prime	5 1/2 5 1/2	53
Pil Hydrarg.	10 80	Spts. Myrela Dom.	9 00	American.	13 15	15
Piper Nigra.	10 22	Spts. Vini Rect. bbl.	2 39	Vermilion, English.	70 75	75
Pilx Burgum.	10 22	Spts. Vini Rect. 1/2 bbl.	2 44	Green, Paris.	13 14	19
Plumbi Acet.	10 22	Spts. Vini Rect. 1/4 gal.	2 47	Green, Peninsular.	13 16	16
Pulvis Ipecac et Opil	1 10 1 20	Spts. Vini Rect. 5 gal.	2 49	Lead, Red.	5 1/2 5 1/2	53
Pyrethrum, boxes H.	1 25	Less 5c gal. cash 10 da.	3 10	Lead, white.	5 1/2 5 1/2	53
& P. D. Co., doz.	30 33	Strychnia, Crystal.	1 40 1 45	Whiting, white Span	70 70	70
Pyrethrum, pv.	30 33	Sulphur, Subl.	2 1/2 2 1/2	Whiting, gliders.	70 70	70
Quassia.	80 10	Sulphur, Roll.	2 1/2 2 1/2	White, Paris Amer.	70 70	70
Quinia, S. P. & W.	27 32	Tamarinds.	80 10	Whiting, Paris Eng.	70 70	70
Quinia, S. German.	23 28	Terebenth Venice.	28 30	cliff.	1 40	1 40
Quinia, N.Y.	27 30	Theobroma.	42 45	Universal Prepared.	1 00 1 15	1 15
Rubia Tincturum.	12 14	Vanilla.	9 00 16 00	Varnishes		
Saccharum Lactis pv	24 26	Zinci Sulph.	70 8	No. 1 Turp Coach.	1 10 1 20	1 20
Salicin.	3 00 3 10	Oils		Extra Turp.	1 60 1 70	1 70
Sanguis Draconis.	40 50	Whale, winter.	BBL. GAL.	Coach Body.	2 75 3 00	3 00
Sapo, W.	12 14	Lard, extra.	40 45	No. 1 Turp Furn.	1 00 1 10	1 10
Sapo, M.	10 12	Lard, No. 1.	35 40	Extra Turk Damar.	1 55 1 60	1 60
Sapo, G.	10 12	We manufacture		Jap. Dryer, No. 1 Turp	70 70	75
Siedlitz Mixture.	20 22	Essence Pepsin				

Essence Pepsin

Equal to the best in the market. Test it. One teaspoonful will curd one quart of luke-warm milk.

Price per pound 50c; per gal. \$3.50.

De Boe's Soluble Elixir Flavoring

For making a brilliant simple elixir without the trouble of filtering. Full directions on each package.

Price per pint 50c; per gal. \$3.50.

Soluble Extracts Lemon and Orange

For making brilliant syrups of Orange and Lemon. No precipitates will form in using our soluble extracts. Can also be used for soda fountain syrups.

Price per pound 75c; per gal. \$5.00.

Syrup Hydriodic Acid U. S. P.

And the 2% Syrup.

This Syrup will be found to possess all the alterative effects of the preparations containing salts of this element. We guarantee these Syrups to be unchangeable and will not deposit free iodine.

Price per pound 1 1/2 50c; per gal. \$3.50.

Price per pound 2 1/2 75c; per gal. \$4.50.

Hazeltine & Perkins Drug Co.

GROCERY PRICE CURRENT.

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

AXLE GREASE. Aurora, doz. gross 6 00 Castor Oil, doz. gross 7 00 Diamond, doz. gross 5 50 Frazer's, doz. gross 9 00 IXL Golden, tin boxes 75 Mica, doz. gross 8 00 Paragon, doz. gross 5 50 BAKING POWDER. Absolute. 1 lb cans doz 45 1 lb cans doz 1 50 Acme. 1 lb cans 3 doz 45 1 lb cans 3 doz 1 50 El Purity. 1 lb cans per doz 75 1 lb cans per doz 1 20 1 lb cans per doz 2 00 Home. 1 lb cans 4 doz case 35 1 lb cans 4 doz case 55 1 lb cans 2 doz case 90 Our Leader. 1 lb cans 45 1 lb cans 75 1 lb cans 1 50 Peerless. 1 lb cans 85 BASKETS.  Standard Bushel, per doz 1 25 Extra Bushel, per doz 1 75 Market, per doz 30 1/2 bushel, bamboo del'ry. 3 50 1/2 bushel, bamboo del'ry. 4 00 1 bushel, bamboo del'ry. 5 00 Iron strapped, 30x16, 2 50 Diamond Cloth, 30x16, 2 50 Braided Splint, 30x16, 4 00 BATH BRICK. American, doz. 70 English, doz. 80 BLUING. CONDENSED PEARL BLUING 1 doz. Counter Boxes 40 12 doz. Cases, per gro. 4 50 BROOMS. No. 1 Carpet, 1 90 No. 2 Carpet, 1 75 No. 3 Carpet, 1 50 No. 4 Carpet, 1 15 Parlor Gem, 2 00 Common Whisk, 70 Fancy Whisk, 80 Warehouse, 2 25 CAKE FROSTING. Nacretin, per doz. 2 40 Two doz. in case assorted flavors—lemon, vanilla and rose. CANDLES. 8s, doz. 7 16s, doz. 8 Paraffine, doz. 8 CANNED GOODS. Plantowoc Peas. Lakeside Marrowfat, 1 00 Lakeside E. J., 1 30 Lakeside, Cham. of Eng., 1 40 Lakeside, Gem, Ex. Sifted, 1 65 CHOCOLATE. Walter Baker & Co.'s. German Sweet, 22 Premium, 31 Breakfast Cocoa, 42 CLOTHES LINES. Cotton, 40 ft, per doz. 1 00 Cotton, 50 ft, per doz. 1 20 Cotton, 60 ft, per doz. 1 40 Cotton, 70 ft, per doz. 1 60 Cotton, 80 ft, per doz. 1 80 Jute, 60 ft, per doz. 80 Jute, 72 ft, per doz. 95	CHEESE. Acme, doz. 10 1/2 Amboy, doz. 9 1/2 Gold Medal, doz. 10 1/2 Ideal, doz. 10 1/2 Jersey, doz. 10 1/2 Lenawee, doz. 9 1/2 Oakland County, doz. 10 Riverside, doz. 11 Sparta, doz. 10 Springdale, doz. 10 1/2 Brick, doz. 9 Edam, doz. 7 1/2 Leiden, doz. 19 Limburger, doz. 15 Pineapple, doz. 60 Sap Sago, doz. 20 Chicory. Bulk, doz. 5 Red, doz. 7 CATSUP. Columbia, pints, 4 25 Columbia, 1/2 pints, 2 50 CLOTHES PINS. 5 gross boxes, 45 COCOA SHELLS. 20 lb bags, 2 1/2 Less quantity, 3 Pound packages, 4 CREAM TARTAR. Strictly Pure, wooden boxes, 35 Strictly Pure, tin boxes, 37 COFFEE. Green. Rio, doz. 17 Good, doz. 18 Prime, doz. 19 Golden, doz. 20 Peaberry, doz. 22 Santos. Fair, doz. 19 Good, doz. 20 Prime, doz. 22 Peaberry, doz. 23 Mexican and Guatamala. Fair, doz. 21 Good, doz. 22 Fancy, doz. 24 Maracaibo. Prime, doz. 23 Milled, doz. 24 Java. Interior, doz. 25 Private Growth, doz. 27 Mandehling, doz. 28 Mocha. Imitation, doz. 25 Arabian, doz. 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 Sanealco, 23 1/2 Valley City Maracaibo, 20 Ideal Blend, 17 Leader Blend, 15 Worden Grocer Co.'s Brands Quaker Mandehling Java, 31 Quaker Mocha and Java, 29 Toko Mocha and Java, 24 Quaker Golden Santos, 23 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, doz. 15 00 Jersey, doz. 14 50 McLaughlin's XXXX, doz. 14 50 Extract. Valley City 1/2 gross 75 Felix 1/2 gross 1 15 Hummel's roll 1/2 gross 85 Hummel's tin 1/2 gross 1 43 Knapp Malt Coffee. 1 lb. packages, 50 lb. cases 9 1 lb. packages, 100 lb. cases 9 CONDENSED MILK. Gall Borden Eagle, 7 00 Crown, doz. 6 25 Daisy, doz. 5 75 Champion, doz. 4 50 Magnolia, doz. 4 25 Dime, doz. 3 85	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 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 1,000 books, 17 50 Credit Checks. 500, any one denom'n. 3 00 1,000, any one denom'n. 5 00 2,000, any one denom'n. 8 00 Steel punch, 75 DRIED FRUITS—DOMESTIC. Apples. Sundried, doz. 3 Evaporated 50 lb boxes, 4 California Fruits. Apricots, doz. 11 1/2 Blackberries, doz. 6 Nectarines, doz. 7 1/2 Peaches, doz. 7 1/2 Pears, doz. 7 1/2 Pitted Cherries, doz. 7 1/2 Prunelles, doz. 7 1/2 Raspberries, doz. 7 1/2 California Prunes. 100-120 25 lb boxes, doz. 5 1/2 90-100 25 lb boxes, doz. 5 1/2 80-90 25 lb boxes, doz. 5 1/2 70-80 25 lb boxes, doz. 5 1/2 60-70 25 lb boxes, doz. 5 1/2 50-60 25 lb boxes, doz. 5 1/2 40-50 25 lb boxes, doz. 5 1/2 30-40 25 lb boxes, doz. 5 1/2 1/2 cent less in bags Raisins. London Layers 3 Crown, 1 60 London Layers 5 Crown, 2 50 Dehesias, doz. 3 50 Loose Muscatels 2 Crown, 5 1/2 Loose Muscatels 3 Crown, 6 1/2 Loose Muscatels 4 Crown, 7 1/2 FOREIGN. Currants. Patras bbls, doz. 4 1/2 Vostizias 50 lb cases, doz. 4 1/2 Cleaned, bulk, doz. 6 1/2 Cleaned, packages, doz. 6 1/2 Peel. Citron American 10 lb bx 14 Lemon American 10 lb bx 12 Orange American 10 lb bx 12 Raisins. Ondura 25 lb boxes, doz. 7 1/2 Sultana 1 Crown, doz. 8 1/2 Sultana 2 Crown, doz. 9 Sultana 3 Crown, doz. 9 1/2 Sultana 4 Crown, doz. 9 1/2 Sultana 5 Crown, doz. 10 1/2	FARINACEOUS GOODS. Farina. Bulk, doz. 3 Grits. Walsh-DeRoo Co.'s, doz. 2 25 Hominy. Barrels, 50 lb. drums, 3 25 Imported, 25 lb. box, 1 50 Lima Beans. Dried, doz. 3 1/2 Macaroni and Vermicelli. Domestic, 10 lb. box, 60 Imported, 25 lb. box, 2 50 Pearl Barley. Common, doz. 1 1/2 Chester, doz. 2 Empire, doz. 2 1/2 Peas. Green, bu, doz. 80 Split, per lb, 2 1/2 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, doz. 4 East India, doz. 3 1/2 Wheat. Cracked, bulk, doz. 3 24 2 lb packages, 2 40 Fish. Cod. Georges cured, doz. 4 Georges genuine, doz. 4 1/2 Georges selected, doz. 5 Strips or bricks, 5 @ 8 Halibut. Chunks, doz. 10 Strips, doz. 9 Herring. Holland white hoops keg, 60 Holland white hoops bbl, 8 00 Norwegian, doz. 8 Round 100 lbs, 2 50 Round 40 lbs, 1 30 Scaled, doz. 14 Flackerel. No. 1 100 lbs, 11 00 No. 1 40 lbs, 4 70 No. 1 10 lbs, 1 25 No. 2 100 lbs, 8 00 No. 2 40 lbs, 3 50 No. 2 10 lbs, 95 Family 90 lbs, 95 Family 10 lbs, 95 Sardines. Russian kegs, 55 Stockfish. No. 1, 100 lb. bales, 10 1/2 No. 2, 100 lb. bales, 8 1/2 Trout. No. 1 100 lbs, 4 75 No. 1 40 lbs, 2 20 No. 1 10 lbs, 63 No. 1 5 lbs, 53 Whitefish. No. 1, 100 lb. 6 50 No. 2, 100 lb. 5 75 No. 2, 40 lb. 2 90 No. 2, 10 lb. 2 60 No. 2, 5 lb. 80 No. 2, 1 lb. 67 No. 2, 1/2 lb. 73 No. 2, 1/4 lb. 31	Souders'. Oval bottle, with corkscrew. Best in the world for the money.  Regular Grade Lemon. 2 oz. doz. 75 4 oz. doz. 1 50 Regular Vanilla. 2 oz. doz. 1 20 4 oz. doz. 2 40 XX Grade Lemon. 2 oz. doz. 1 50 4 oz. doz. 3 00 XX Grade Vanilla. 2 oz. doz. 1 75 4 oz. doz. 3 50 GLUE. Jackson Liquid, 1 oz. per doz. 65 Jackson Liquid, 2 oz. per doz. 98 Jackson Liquid, 3 oz. per doz. 1 30 GUNPOWDER. Rifle—Dupont's. Kegs, doz. 4 00 Half Kegs, doz. 2 25 Quarter Kegs, doz. 1 25 1 lb cans, doz. 30 1/2 lb cans, doz. 18 Choke Bore—Dupont's. Kegs, doz. 4 00 Half Kegs, doz. 2 25 Quarter Kegs, doz. 1 25 1 lb cans, doz. 34 Eagle Duck—Dupont's. Kegs, doz. 8 00 Half Kegs, doz. 4 25 Quarter Kegs, doz. 2 25 1 lb cans, doz. 45 HERBS. Sage, doz. 15 Hops, doz. 15 INDIGO. Madras, 5 lb boxes, 55 S. F., 2, 3 and 5 lb boxes, 50 JELLY. 15 lb palls, doz. 30 17 lb palls, doz. 34 30 lb palls, doz. 60 LYE. Condensed, 2 doz. 1 20 Condensed, 4 doz. 2 25 LICORICE. Pure, doz. 30 Calabria, doz. 25 Sicily, doz. 14 Root, doz. 10 MINCE MEAT. Ideal, 3 doz. in case, 2 25 MATCHES. Diamond Match Co.'s brands. No. 9 sulphur, 1 65 Anchor Parlor, 1 70 No. 2 Home, 1 10 Export Parlor, 4 00 MOLASSES. New Orleans. Black, doz. 11 Fair, doz. 14 Good, doz. 20 Fancy, doz. 24 Open Kettle, 25 @ 35 Half-barrels 2c 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, 4 00 Babbitt's, 4 00 Penna Salt Co.'s, 3 00 RICE. Domestic. Carolina head, 6 1/2 Carolina No. 1, 5 Carolina No. 2, 4 1/2 Broken, 3 Imported. Japan, No. 1, 5 1/2 Japan, No. 2, 5 Java, No. 1, 4 1/2 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, doz. 13 Canary, Smyrna, 4 Caraway, doz. 10 Cardamon, Malabar, 80 Hemp, Russian, 4 Mixed Bird, 4 1/2 Mustard, white, 6 1/2 Poppy, doz. 8 Rape, doz. 5 Cuttle Bone, 20 SNUFF. Scotch, in bladders, 37 Maccaboy, in jars, 35 French Rappee, in jars, 43 SYRUPS. Corn. Barrels, doz. 13 Half bbls, doz. 15 Pure Cane. Fair, doz. 16 Good, doz. 20 Choice, doz. 25 SPICES. Whole Sifted. Allspice, doz. 9 Cassia, China in mats, 10 Cassia, Batavia in bund, 20 Cassia, Saigon in rolls, 32 Cloves, Amboyina, 15 Cloves, Zanzibar, 9 Mace, Batavia, 60 Nutmegs, fancy, 60 Nutmegs, No. 1, 10 Nutmegs, No. 2, 45 Pepper, Singapore, black, 9 Pepper, Singapore, white, 12 Pepper, shot, 10 Pure Ground in Bulk. Allspice, doz. 12 Cassia, Batavia, 22 Cassia, Saigon, 35 Cloves, Amboyina, 20 Cloves, Zanzibar, 15 Ginger, African, 15 Ginger, Cochon, 20 Ginger, Jamaica, 22 Mace, Batavia, 70 Mustard, Eng. and Trieste, 20 Mustard, Trieste, 25 Nutmegs, 40 @ 50 Pepper, Sing., black, 10 @ 10 Pepper, Sing., white, 15 @ 20 Pepper, Cayenne, 17 @ 20 Sage, doz. 18 SODA. Boxes, doz. 5 1/2 Kegs, English, doz. 4 1/2
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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 60
60 5-lb sacks.....	1 85
28 11-lb sacks.....	1 70

Worcester.

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

Warsaw.

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

Ashton.

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

Solar Rock.

56-lb sacks.....	21
Common Fine.....	60
Saginaw.....	60
Manistee.....	60

STARCH.

Kingsford's Corn.....	6
20 1 lb packages.....	6 1/4



Kingsford's Silver Gloss.....	6 1/2
40 1-lb packages.....	7
6-lb boxes.....	7

Diamond.....	5 00
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 1/2
3-lb packages.....	4 1/2
6-lb packages.....	5 1/4
40 and 50 lb boxes.....	2 1/2
Barrels.....	2 1/2

SOAP.

Armour's Brands.....	
Armour's Family.....	2 70
Armour's Laundry.....	3 25
Armour's Comfort.....	2 80
Armour's White, 100s.....	6 25
Armour's White, 50s.....	3 20
Armour's Woodchuck.....	2 55
Armour's Kitchen Brown.....	2 00
Armour's Mottled German.....	2 40

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

Henry Passolt's Brand.

Armour's Brands.....	
Armour's Family.....	2 70
Armour's Laundry.....	3 25
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Marselles.....	4 00
Master.....	3 70

Scouring.

Sapallo, kitchen, 3 doz.....	2 40
Sapallo, hand, 3 doz.....	2 40

SUGAR.

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

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 Loaf..... 4 87

Domino..... 4 75

Cubes..... 4 50

Powdered..... 4 50

XXX Powdered..... 4 62

Mould A..... 4 25

Granulated in bbls..... 4 25

Granulated in bags..... 4 25

Fine Granulated..... 4 37

Extra Fine Granulated..... 4 37

Extra Coarse Granulated..... 4 37

Diamond Confee. A..... 4 25

Confec. Standard A..... 4 12

No. 1..... 4 00

No. 2..... 4 00

No. 3..... 3 94

No. 4..... 3 81

No. 5..... 3 75

No. 6..... 3 69

No. 7..... 3 69

No. 8..... 3 62

No. 9..... 3 56

No. 10..... 3 50

No. 11..... 3 44

No. 12..... 3 37

No. 13..... 3 31

No. 14..... 3 25

No. 15..... 3 19

No. 16..... 3 06

TABLE SAUCES.

Lea & Perrin's, large.....	4 75
Lea & Perrin's, small.....	2 75

Halford, large.....	3 75
Halford, small.....	2 25

Salad Dressing, large.....	4 55
Salad Dressing, small.....	2 65

TOBACCOS.

G. J. Johnson Cigar Co.'s brand.....	
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Cigars.

G. J. Johnson Cigar Co.'s brand.....	
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The Hardware Market.

The condition of trade at the present time is not very encouraging, as the average dealer does not manifest a disposition to buy beyond his immediate wants. Prices remain stationary, except in some staple lines, which manifest a decided weakness. Manufacturers are of the opinion that the low prices now prevailing on certain lines of goods are only temporary and that we will soon see a revival, both in business and in prices. It is to be hoped that this will prove true, as no one feels like buying many goods on a falling market. Legislation in many states against the formation and action of trusts has had its effect on prices, as well as the slow buying, and the conditions of trade, as reported to hardware journals in various parts of the country, indicates that the same waiting policy prevail and that the conditions now prevailing in Michigan are not an exception.

Wire Nails—Notwithstanding the fact that manufacturers claimed after the dissolution of the trust that the price on wire nails—\$1.55—involved no profit, owing to the strong competition existing between manufacturers of the large mills, the price is still on a downward grade. It is believed and claimed that the present price is not justified by the price of raw material and that at the least provocation the low price now ruling will be withdrawn and that nails will go to a figure which will afford the manufacturers a profit. As the spring trade is near at hand, this does not seem unreasonable, and the dealer who can enter his order now for shipment with price guaranteed is taking no risk in his purchasing and is certainly protecting himself against any advance that may occur between now and the opening of business. We quote wire nails from stock at \$1.75; from factory, \$1.50 to \$1.45, according to quantity.

Barbed Wire—As the price on barbed wire has now reached nearly the lowest figure it ever did, dealers are buying with much more freedom for future shipments. As the same guarantee against decline covers this commodity as it does on wire nails, manufacturers are refusing to sell at the present price beyond April 1, as they are satisfied that it is only a question of a very short time before they will get better prices. We quote at present painted barbed wire from stock, \$1.75; galvanized, \$2.10, and for shipments from the mill 20 and 25c less than above prices, according to the quantity.

Coil Chain—At a recent meeting of the manufacturers, the prices on all grades of chain were reduced about 25c per 100, which makes the following prices ruling on $\frac{3}{8}$ inch chain: common, 4 $\frac{1}{2}$ c; B B, 5c; BBB, 5 $\frac{1}{2}$ c.

Ammunition—Owing to the advance in powder that has taken place during the last six months, averaging at least \$1 per keg, the manufacturers of loaded shells have been advised to make an advance in their prices which averages about 15 per cent. The present discount on Winchester and U. M. C. loaded shells is 40, 10 and 5 per cent. and 40, 10 and 10 per cent., according to the quantity.

Clothes Wringers—Owing to the advance of raw rubber, the manufacturers of wringers have made an advance all along the line that averages not less than \$2 per dozen.

New Members Who Have Joined Since Last Report.

Grand Rapids, Jan. 18—The following additions have been made to the mem-

bership book of the Michigan Knights of the Grip since the last report:

Elmer E. Smith, Hillsdale.
M. N. Ryder, Marshall.
R. M. Griswold, Winona, Minn.
Jos. P. Presley, Belding.
H. H. Tremayne, Ionia.
Hull Freeman, Grand Rapids.
J. L. McCauley, Detroit.
Emma L. Allen, Chicago.
T. J. Hanlon, Jackson.
W. H. Hulsizer, Rochester.
A. W. Patriarche, Saginaw.
D. M. Wittmer, Caledonia.
S. B. Rosenfield, Detroit.
Geo. J. Kellogg, Plymouth.
H. Riegelmann, Deer Point, N. H.
C. H. McKnight, Muskegon.
M. Jameson, Linden.
Earnst Wilke, Saginaw.
F. M. Bosworth, Olivet.
J. R. Mantle, Hartford.
W. O. Wells, Albion.
E. E. Saylor, Saginaw.
W. A. Drury, Grand Rapids.
J. C. Sounenberg, Saginaw.
J. H. Kerswill, Detroit.
Wm. Weed, Saginaw.
P. T. Walsh, Detroit.
Stephen Christie, Grand Rapids.
L. T. Norton, Chicago.
O. P. Bilees, Saginaw.
F. G. Rolland, Chicago.
W. M. Guider, Saginaw.
B. N. Mercer, Saginaw.
E. T. Danby, Owosso.
W. S. Burns, Grand Rapids.
E. D. Voorhees, Lansing.
L. Thacher, Cincinnati.
J. A. Hickey, Port Huron.
Chas. Gruel, Port Huron.
W. E. Stewart, Port Huron.
W. J. Worden, Detroit.
E. I. Butler, Detroit.
J. F. Hutt, Petoskey.
Burr Willbur, Hillsdale.
A. W. Lewis, Hillsdale.
F. H. Bowen, Jackson.
A. Gilson, Owosso.
J. A. McConvey, Owosso.
C. W. Allen, Detroit.
C. F. Smith, Jackson.
D. A. Clark, Pontiac.
H. C. Kendrick, Flint.
Eugene Crane, Lansing.
A. B. Stanton, Pontiac.
S. M. Lemon, Grand Rapids.
E. F. Peer, Lansing.
Wm. H. Yates, E. Saginaw.
G. W. Gorman, Detroit.
F. E. Bowen, Armada.
W. A. Reynolds, Jackson.
G. J. Wendall, Ionia.
Otto Schupp, Saginaw.
J. J. Alger, Grand Rapids.
F. M. Crowe, Owosso.
A. R. Kibbe, Chicago.
A. W. Town, Jackson.
M. R. Layton, Leslie.
T. C. Conway, Detroit.
M. W. Smith, Detroit.
A. F. Wixson, Marquette.
A. R. Horton, Flint.
Geo. E. Newall, Flint.
H. P. McHugh, Flint.
J. W. Straughn, Flint.
E. C. Mathewson, Flint.
F. L. Dupont, Detroit.
T. Fred Anderson, Flint.
Roy S. Knaggs, Bay City.
B. S. Ratcliff, Detroit.
E. M. Holbrook, Detroit.
Chas. W. Devine, Detroit.
J. C. Vail, Detroit.
L. C. Steers, Detroit.
F. C. Loranger, Detroit.
Alex. Rafel, Detroit.
C. R. Vane, Grand Rapids.
J. Q. Ryan, Detroit.
J. S. Shaul, Detroit.
H. E. Gibbs, Detroit.
S. M. Johnson, Detroit.
C. C. Pierce, Detroit.
N. B. Hickey, Detroit.
C. H. Stanton, Lansing.
James M. Bostwick, Detroit.
F. M. Walsh, Detroit.
N. Hezlewood, Imlay City.
J. A. Frise, Flint.
A. Myers, Flint.
H. C. Woodruff, Saginaw.
Geo. L. Blackburn, Detroit.
William Murch, Mt. Clemens.
Jno. F. Bible, Ionia.
C. H. Adams, Grand Haven.
J. C. Higgins, Detroit.
GEO. F. OWEN, Sec'y.

A Crippled Post Office.

From the Washington Star.

"I obtained a peculiar order from a Kentucky storekeeper," said a cigar salesman. "I left the railroad to work some interior towns and stopped at the country stores en route. At one of these places I found a man whom the commercial agencies gave a good rating and who acted as postmaster as well as storekeeper. I handed him my card and he said:

"Thar ain't but one thing yo' kin sell me."

"What is that?" I inquired.

"Yo' kin sell me 'bout \$50 wuth o' stamps, envelopes an' postal kyards."

"Why, you can get them from the Government."

"No, I kain't. Yo' see, they won't credit me. I hev ter sell stamps an' put 'em on people's bills, but th' Government won't let me hev none 'thout sendin' th' money. 'Tain't right, o' co'se, fer I'm good—they orter know thet. But I hain't got a stamp nor a

kyard in th' office, an' no way ter git none. I'll hev ter buy 'em somewhars."

"After becoming convinced of the man's solvency, I sold him a line of stamps, stamped envelopes and postal cards, to be shipped with a bill of cigars."

A Superb Investment....

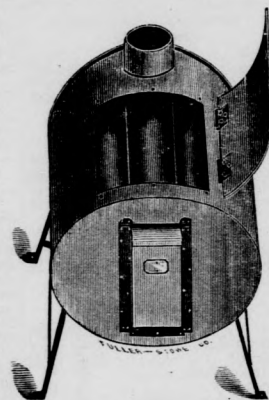
For \$5,000 a gentleman of thoroughly Christian habits and business methods can have an equal share with the writer, a Boston man, in the control, for the State of Michigan, of the most valuable invention of the age for extinguishing fire. I desire to remove State Headquarters to Grand Rapids. Write

WALTER G. TUCKER,

State Agt. of the Underwriters' Fire Extinguisher, 145 Griswold St., Detroit.

POTATOES ARE MOVING

We make the only perfect
and complete Car Stove
there is in the market.



And everybody uses it.
Write for prices or send in
your orders.

FOSTER, STEVENS & Co.

Grand Rapids, Mich.

THE AMERICAN APPETITE.

It Is Undergoing a Slow Transformation.

That the American appetite is changing, slowly yet definitely, as the years go by is one of the curious facts that escape the attention of most people. Its tendencies are easily to be seen in the light of recent dietetic investigations, which men like Professor W. O. Atwater, of Wesleyan University, and Edward Atkinson, of Boston, have been prosecuting for several years past. These investigators, however, have confined themselves largely to studies of the comparative nutriment of the different foods of America, the most complex and inclusive bill of fare of the world. It has been reserved for men of lesser note to point out the new directions of appetite and precisely what these mean.

There is one of these tendencies that, because of its importance, overshadows all the rest—the largely increasing consumption of sugar and sweets. Primarily, this has been brought about by the cheapening of all kinds and grades of sugar; that is, its full use has been placed within the reach of many of the poor, who, when a pound cost seven cents, and even more, had to limit their delving into the sugar bowl. The surprising thing, though, is that cheap sugar should have proved such a boon. Other foods have gone down in price, and the consumption of them has not increased materially. But let a fraction of a cent go off the price of sugar and hundreds of barrels more of it are eaten. There is no other country in the world that is developing so fast or so surely a sweet tooth.

Interesting deductions are to be made from this. Scientific men say that in time this tendency will completely alter the American sense of taste, and will make a greater variety of food necessary to satisfy the craving of the future American's system. Already it has had some effect in reducing to a degree the consumption of alcoholic liquors. It is a well-known fact that total abstainers, as a general thing, eat a great deal of sugar, getting a large part of the pleasures of their diet from it. With sugar placed within the range of every laboring man's pocket, so that he can thoroughly satisfy himself with it three times a day, some part of the temptation to drinking is removed. Scientists say that if sugar continues low in price an indefinite length of time this tendency will be very marked. It takes, it should be said, many years to bring such a change about.

At first sight the importance of this does not make itself apparent. It is better understood, however, when the scientific fact is explained that food is divided into three great divisions—the nitrogenous (roughly speaking, the meats,) the fats and oils, and the starchy substances, such as flour, potatoes, and most important of all, grape sugar. Everything popularly known as "sweet" is changed in the course of digestion, by the action of the saliva and the pancreatic juice, into this grape sugar, which exists in its primary state in grapes and fruits of all kinds. Sugar is, therefore, one of the elementary forms of food, and in one or another of its forms practically a principle of life.

Whether the great increase in its use is going to do any harm to the American people is something that doctors are divided on. It is pretty generally conceded that digestively it will prove a decided benefit in the way it is yearly forming a larger proportion of the diet, for thereby a smaller proportion of meat is eaten—an advantage, for a meat diet tends to nervousness and excitability; but many physicians believe that it will prove of serious injury to the coming generation's teeth. This point is being actively debated now.

Sugar, nevertheless, important as it is, is not the only article of diet that is having an effect upon the appetite of Americans. Beer made according to the German method has increased enormously in popularity among people in this country that have no German connections or affiliations, and not only

that, but darker colored, heavier beer is more and more coming into vogue. It is quite the same with a large number of solid German delicacies, a few years ago hardly known among English-speaking Americans, now enjoying an extended sale in the large American cities.

A further general tendency is toward food well spiced and curiously seasoned in foreign styles. The swarm of foreigners that has been pouring into the harbor of New York for fifty years has brought this about, it is true, but it is astonishing how nearly all native Americans have taken to these foreign dishes, materially altering their tastes. Oils and condiments of many strange and pungent flavors have risen into esteem, and German, Spanish and Hungarian cookery has settled down in no uncertain popularity. The simple, old-fashioned cookery of the past is no longer cared for, and the "bakings," so distinctively American, have gone by, it is probable, never to return. This is the tendency, even among the poorer classes. Again, the coarser foods, little by little, are being dropped out of the category of breakfast, dinner and supper possibilities, and are being replaced by those of finer quality. This is especially the case in bread and meat, and is due to a finer appreciation and a more delicate sense of taste.

The American "French Mixed."

From the Washington Star.

"In the manufacture of candy," said a diplomatic officer of experience, "there is no doubt but that America now leads the world. American candies are about the only ones made of sugar that can be bought in Paris. Though the French have long led the world in this line, they have gradually but surely managed to do away with the use of sugar in their candies, except where they make them for consumption in other countries, and in America in particular. The French people will not buy a confection which is made of sugar alone. They want combinations and depend more upon starches than sugar."

"I think I am safe in saying that sugar-made candy is rarely, if ever, sold in Paris. Of course, it would be made if it were desired but the people of Paris prefer something else. Two weeks before Christmas I was in Paris and I had to send to at least a half-dozen so-called famous candy manufacturers before I could buy any sugar-made candies. I could get hundreds of combinations, marshmallows, chocolates and things in that line. In Germany, it is much the same way."

Association Matters

Michigan Hardware Association

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

Michigan Retail Grocers' Association

President, J. WISLER, Mancelona; Secretary, E. A. STOWE, Grand Rapids; Treasurer, J. F. TATMAN, Clare.
Next Meeting—At Grand Rapids, Feb. 17 and 18, 1897.

Traverse City Business Men's Association

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

Grand Rapids Retail Grocers' Association

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

Owosso Business Men's Association

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

Jackson Retail Grocers' Association

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

Alpena Business Men's Association

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

Lansing Retail Grocers' Association

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

Grand Rapids Retail Meat Dealers' Association
President, L. J. KATZ; Secretary, PHILIP HILBER; Treasurer, S. J. HUFFORD.

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. Steel.....	5 50
First Quality, D. B. Steel.....	10 50
BARROWS	
Railroad.....	\$12 00 14 00
Garden.....	net 30 00
BOLTS	
Stove.....	60
Carriage new list.....	65 to 65-10
Plow.....	40&10
BUCKETS	
Well, plain.....	\$ 3 25
BUTTS, CAST	
Cast Loose Pin, figured.....	70&10
Wrought Narrow.....	75&10
BLOCKS	
Ordinary Tackle.....	70
CROW BARS	
Cast Steel.....	per lb 4
CAPS	
Ely's 1-10.....	per m 65
Hick's C. F.....	per m 55
G. D.....	per m 35
Musket.....	per m 60
CARTRIDGES	
Rim Fire.....	50&5
Central Fire.....	25&5
CHISELS	
Socket Firmer.....	80
Socket Framing.....	80
Socket Corner.....	80
Socket Slicks.....	80
DRILLS	
Morse's Bit Stocks.....	60
Taper and Straight Shank.....	50&5
Morse's Taper Shank.....	50&5
ELBOWS	
Com. 4 piece, 6 in.....	doz. net 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
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.....	40
2 advance.....	50
Fine 3 advance.....	70
Casing 10 advance.....	15
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	45
Finish 8 advance.....	55
Finish 6 advance.....	65
Barrel % 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, Acme.....	60&10&10
Common, polished.....	70&5
RIVETS	
Iron and Tinned.....	60
Copper Rivets and Burs.....	60
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27 10 20	
"B" Wood's patent planished, Nos. 25 to 27 9 20	
Broken packages % per pound extra.....	
HAMMERS	
Maydole & Co.'s, new list.....	dis 33 1/2
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30c list 70
Blacksmith's Solid Cast Steel Hand 30c list 40&10	

HOUSE FURNISHING GOODS

Stamped Tin Ware.....	new list 75&10
Japanned Tin Ware.....	20&10
Granite Iron Ware.....	new list 40&10
HOLLOW WARE	
Pots.....	60&10
Kettles.....	60&10
Spiders.....	60&10
HINGES	
Gate, Clark's, 1, 2, 3.....	dis 60&10
State.....	per doz. net 2 50
WIRE GOODS	
Bright.....	80
Screw Eyes.....	80
Hook's.....	80
Gate Hooks and Eyes.....	80
LEVELS	
Stanley Rule and Level Co.'s.....	dis 70
ROPES	
Sisal, 1/4 inch and larger.....	6
Manilla.....	9
SQUARES	
Steel and Iron.....	80
Try and Bevels.....	
Mitre.....	
SHEET IRON	
Nos. 10 to 14.....	com. smooth. com. \$3 30 \$2 40
Nos. 15 to 17.....	3 30 2 40
Nos. 18 to 21.....	3 45 2 60
Nos. 22 to 24.....	3 55 2 70
Nos. 25 to 26.....	3 70 2 80
Nos. 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
SASH WEIGHTS	
Solid Eyes.....	per ton 20 00
TRAPS	
Steel, Game.....	60&10
Oneida Community, Newhouse's.....	50
Oneida Community, Hawley & Norton's 70&10&10	
Mouse, choker.....	per doz 15
Mouse, delusion.....	per doz 1 25
WIRE	
Bright Market.....	75
Annealed Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 15
Barbed Fence, painted.....	1 80
HORSE NAILS	
Au Sable.....	dis 40&10
Putnam.....	dis 5
Northwestern.....	dis 10&10
WRENCHES	
Baxter's Adjustable, nickeled.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	80
Coe's Patent, malleable.....	80
MISCELLANEOUS	
Bird Cages.....	50
Pumps, Clifton.....	80
Screws, New List.....	85
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	50
METALS—Zinc	
600 pound casks.....	6 1/2
Per pound.....	6 1/2
SOLDER	
1/2@3/4.....	12 1/2
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
TIN—Melyn Grade	
10x14 IC, Charcoal.....	\$ 5 75
14x20 IC, Charcoal.....	5 75
20x14 IX, Charcoal.....	7 00
Each additional X on this grade, \$1.25.	
TIN—Allaway Grade	
10x14 IC, Charcoal.....	5 00
14x20 IC, Charcoal.....	5 00
10x14 IX, Charcoal.....	6 00
14x20 IX, Charcoal.....	6 00
Each additional X on this grade, \$1.50.	
ROOFING PLATES	
14x20 IC, Charcoal, Dean.....	5 00
14x20 IX, Charcoal, Dean.....	6 00
20x28 IC, Charcoal, Dean.....	10 00
14x20 IC, Charcoal, Allaway Grade.....	4 50
14x20 IX, Charcoal, Allaway Grade.....	5 50
20x28 IC, Charcoal, Allaway Grade.....	9 00
20x28 IX, Charcoal, Allaway Grade.....	11 00
BOILER SIZE TIN PLATE	
14x56 IX, for No. 8 Boilers, 1 per pound.....	9
14x56 IX, for No. 9 Boilers, 1 per pound.....	
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.	

From the Tradesman's New York Correspondent.

New York, Jan. 5—I beg to thank you most heartily for your kind invitation to participate in the annual supper you will give to the working force of the Tradesman. Distance alone prevents my accepting.

Some of the hardest-working years of my life—and some of the happiest ones—were spent in "general stores" in Michigan. It is almost twenty years since I struck a small hamlet in Allegan county, where the only store was crowded from morning until night. Railroad ties were legal tender there, and, in fact, constituted about the only visible supply of money. They went to furnish part of the supply of the G. R. & L. Railroad, and I think the demand from the company was sufficient to take all the neighborhood had to spare. My employer came out ahead in this deal; but the tables were turned when butter became the legal tender. He must have had three or four tons packed away in kegs. He afterwards sold it to a soap factory in Grand Rapids in exchange for soap—and what an almighty lot of not very good soap he had! It didn't end here, either, for, notwithstanding all he received, there was still more to come, and I believe the factory failed, owing him many boxes.

I recall several Grand Rapids drummers, the heavyweight being "Hi." Robertson. I have forgotten his firm, but one could never forget "Hi." Arthur Meigs was then on the road, and he always came, no matter what the weather. I believe he always wore a broad-brimmed slouch hat. And there was genial Wm. Logie, of Rindge, Bertsch & Co.—always the same, always successful.

Times have changed and methods have been overturned since the 70's. I suppose the influence of the big city department stores is felt at the remote points and that trusts and combinations make life not altogether pleasant for the small dealer.

I extend to you and yours my hearty congratulations upon the success you have achieved with the Tradesman. You have a paper worthy the patronage of all retailers and manufacturers of food products and I hope your shadow may never grow less. F. J. ROOT.

Advertisers' Bright Sayings.

High art divorced from high prices. The temptation we spread before you is quality—without that any price would be dear.

We know but the one grade—the best. Whether it is an every-day suit, pants or overcoat, you'll find it the best for the price that can be produced.

A patient once said of her doctor: "He has the largest practice in the city, yet never seems to have any case but mine." That's a perfect physician. We endeavor to carry out this same principle with each and every one of our customers.

Because we sell high-grade clothing some people infer that we have no low-priced goods. That is a mistake. We have no shoddy or other truck for sale at any price, but we sell as low and as good as is consistent with durability and honest trading.

The first thing a shrewd man does, when considering a business proposition, is to ask himself, "What is it worth?" When we mention our guarantee as one inducement for you to take up the sale of our goods, you naturally ask this question. Consult your Dun's or your Bradstreet's and it will be answered to your entire satisfaction.

Good Words from an Old Friend.

Traverse City, Jan. 15—Your invitation to be present at your annual gathering to-morrow evening is before me. It would afford me much pleasure to meet with you, and I sincerely regret that home duties are such at this time as to prevent me from once more enjoying your hospitality.

A gentleman once said to me that he took great pleasure in giving you advertisements for the Tradesman—first,

because he got his money's worth; second, because the expenditure involved a percentage of profit to me, he thinking that I was a part owner in the paper. I assured him that no cash dividends had ever been declared in my favor, but that I felt highly complimented that my social relations with the Tradesman had even appeared to be bordering upon a moneyed interest therein. It may have appeared to some that I owned the Tradesman out and out, because I sat at the editor's desk frequently, especially in his absence, like the pompous darkey who was janitor in an uptown church. A young son of the pastor who had for the first time attended church and Sunday school was carefully taking in all the movements of the officious negro. Finally, he said to his father, in coming away, "Does that big nigger own that church and Sunday school?" You see I have enjoyed the distinction without any pecuniary loss consequent upon the hard times.

My interest in the Tradesman has always been of the kindest, and I trust that the coming year will be one of prosperity to you and all connected with it.

FRANK HAMILTON.

The Produce Market.

Apples—Local dealers hold carefully selected Johnsons and Steel's Red at \$1.50 per bbl. and other varieties at \$1.25.

Butter—Fancy dairy is sluggish at 10@12c and factory creamery is slow sale at 10c. Receipts continue liberal.

Cabbage—50@55c per doz., according to size and quality.

Celery—15c per bunch. The quality is very inferior this year, owing to the fall rains, which affected the crop in a peculiar manner.

Cider—\$4 per bbl., including bbl.

Cranberries—Dealers hold Cape Cods at \$1.75 per bu. and \$5 per bbl.

Eggs—The market is glutted with shipments of fresh stock, which finds an outlet at 12@13c, according to size and quality, the outside price being for carefully candled stock. The trade generally are using strictly fresh eggs and the present use of storage eggs is confined to bakers and the cheap trade on the basis of about 10c per doz.

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

Honey—White clover is in fair demand at 12½@13c. Buckwheat is not so salable, bringing 8@10c, according to quality and condition.

Onions—Home grown continue to advance, handlers now paying 50@60c and holding at 60@75c per bu. Spanish stock is now out of market.

Potatoes—12½@15c per bu. on track in carlots.

Squash—Scarce and higher, good stock readily commanding 3c per lb.

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

Mr. Rockefeller, the Standard Oil magnate, has just been made defendant in a novel suit. The Tabernacle Baptist church, of which Mr. Rockefeller is a member, wished to establish a home for young working women. Mr. Rockefeller gave \$50,000 worth of Northern Pacific bonds bearing 5 per cent. interest. The Northern Pacific got into trouble and the interest defaulted. The church, through its pastor, Mr. Potter, claimed that Mr. Rockefeller was obliged to make good, so they sued for the overdue interest.

OUT OF THE OLD HOUSE INTO THE NEW

Before breaking up our stock for removal to our new store building, we offer special bargains in our entire line of syrups and molasses, among which are:

Silver Drips,
Bertha,
Bagatelle,
Allendale,

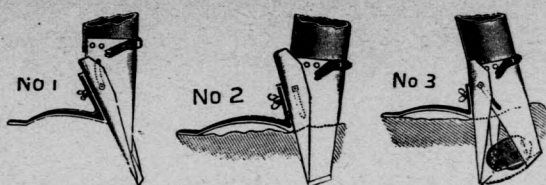
Ideal Vanilla,
St. Clair,
St. James,
Ben Hur.

We also offer a full line of canned fruits and vegetables, including 500 cases of Michigan and New York gallon apples and a complete assortment of Curtice Bros. celebrated goods, for which we hold the agency. We suggest the advisability of our customers buying liberally of these goods, because they are bound to go higher.

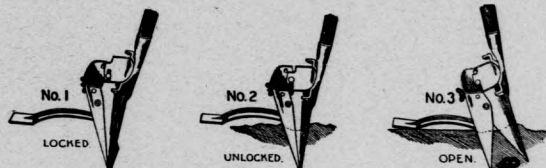
CLARK-JEWELL-WELLS CO.,

GRAND RAPIDS.





The "Eureka" self-locking hand Potato Planter.
The only perfect tube planter.
Retail price \$1.25.



The "Pingree" self-locking Hand Potato Planter.
A stick-handle planter, with greatly improved lock.
Retail price \$1.25.



The "Eureka" Patent Seed and Fruit Sack.
Retail price 50 cents.

Always open. It cannot swing. Never in the way. Leaves both hands free. Just the thing for use with the hand potato planter.

Liberal Discounts to the trade.

GREENVILLE PLANTER CO.,

Successors to EUREKA PLANTER CO.,
SOLE PATENTEES AND MANUFACTURERS,
GREENVILLE, MICH.

THE FAMOUS

S.C.W.

5 CENT CIGAR.

Sold by all jobbers. Manufactured by

G. J. JOHNSON CIGAR CO., Grand Rapids.
ENTIRE BUILDING, 15 CANAL STREET.

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.

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.

Four Kinds of Coupon Books

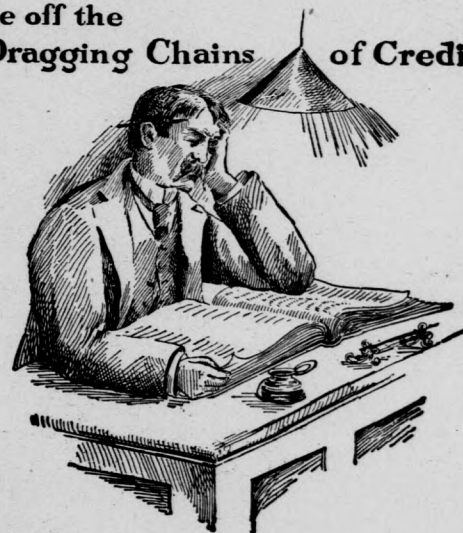
Are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application.

TRADESMAN COMPANY, Grand Rapids.

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

Coupon 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.

LUMBERMEN'S SUPPLIES

LARGEST STOCK AND LOWEST PRICES.

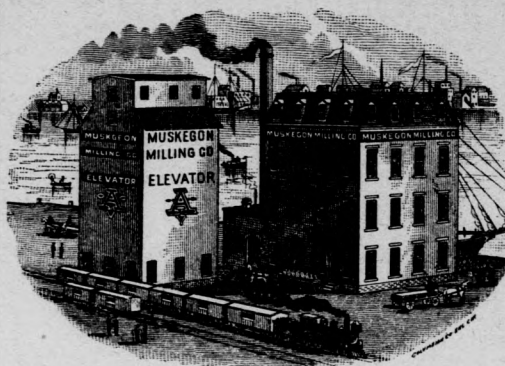


WHOLESALE
GROCERIES AND
PROVISIONS

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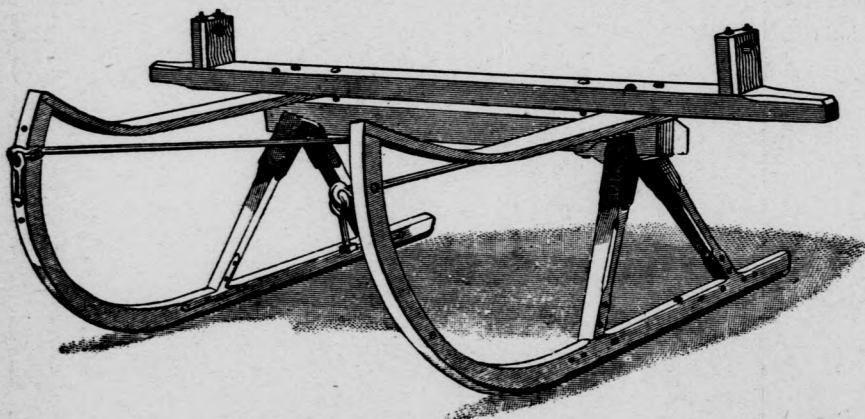
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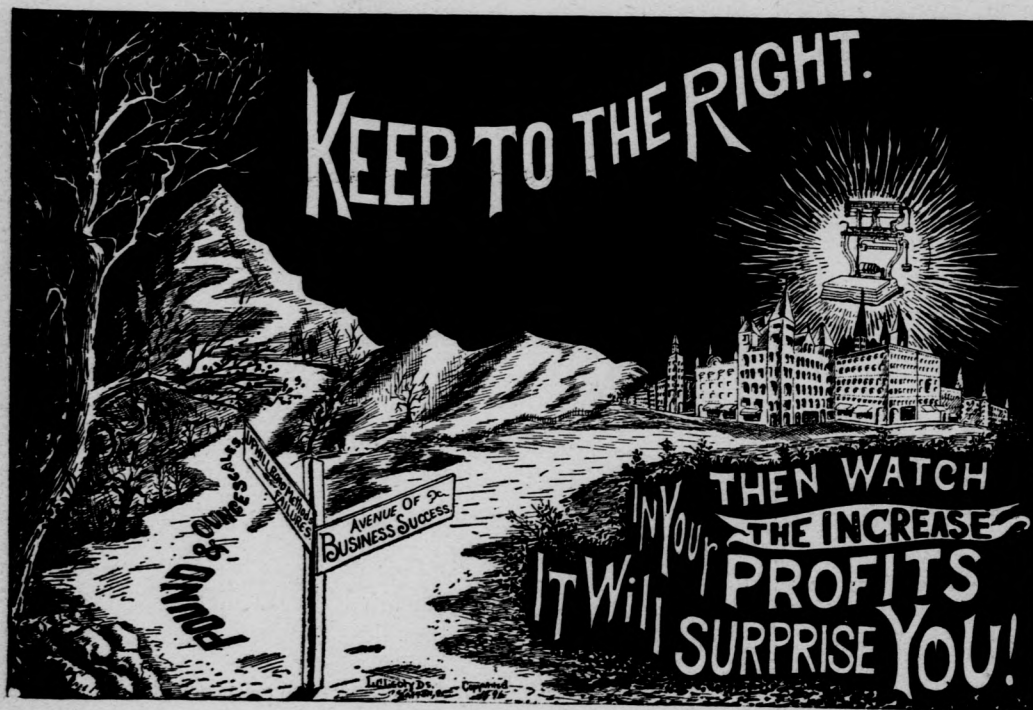
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