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

MUSSELMAN GROCER CO.,
GRAND RAPIDS, MICH.

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FOR
1897

Our celebrated
Thin Butter Crackers

will be trade winners for the
merchants who know them.

Christenson Baking Co.,
Grand Rapids.

We solicit correspondence in

... 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.

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.

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.

Why are the . . .

Manitowoc Lakeside Peas

Better than ever?



Because they are grown, handpicked
and packed by an experienced force.
They have thus become a "Standard
of Excellence."

Sold by . . .

WORDEN GROCER CO.
GRAND RAPIDS, MICH.

HANSELMAN CANDY 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.

THE FAMOUS

S.C.W

5 CENT CIGAR.

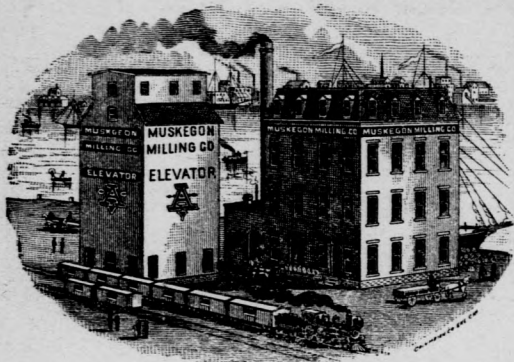
Sold by all jobbers. Manufactured by

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

ENTIRE BUILDING, 15 CANAL STREET.

MUSKEGON MILLING CO. LUMBERMEN'S SUPPLIES

LARGEST STOCK AND LOWEST PRICES.



Self-Rising Buckwheat Flour

Best on the market.
Be sure to have this in
stock.

MUSKEGON, MICH.



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GROCERIES AND
PROVISIONS

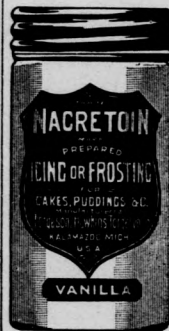
F. C. Larsen,
61 Filer Street,
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Telephone No. 91.



with the Pass Book and
other antiquated charging
systems when you can
adopt the Coupon Book
System and place your
business on a cash basis.
Communicate with the

TRADESMAN
COMPANY,
GRAND RAPIDS.



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.

ROOFS AND FLOORS

OF TRINIDAD PITCH LAKE ASPHALT

Write for estimates and full information to

Warren Chemical & Manufacturing Co.,

81 Fulton St., New York, 94 Moffat Bld'g, Detroit.

Offices also in CLEVELAND, CINCINNATI, TOLEDO, BUFFALO, UTICA, BOSTON and TORONTO.

IN OUR 24 YEARS

How much you have lost by not sending or-
ders to us for our superior quality



-BARCUS BROTHERS, Manufacturers and Repairers, Muskegon.

CHARLES MANZELMANN

MANUFACTURER OF

BROOMS AND WHISKS

DETROIT, MICH.

In Time of Peace Prepare for War

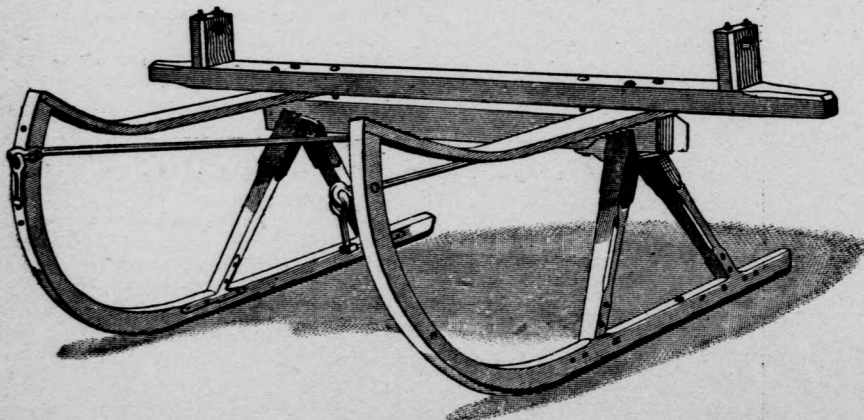
Winter is coming and sleighs will be needed.
We make a full line of

Patent Delivery and
Pleasure Sleighs.

WRITE FOR PRICE LIST.

The Belknap Wagon Co.,

GRAND RAPIDS, MICH.



Our New Hub Runner.

MICHIGAN TRADESMAN

Volume XIV.

GRAND RAPIDS, WEDNESDAY, JANUARY 27, 1897.

Number 697

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 Widdicomb Bldg., Grand Rapids.

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

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 In-
surance in Michigan in 1895, and is being ad-
mitted 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. Mr. Connor will announce in
the next issue of this paper dates when he will
be at Sweet's Hotel, Grand Rapids.

Duplicating Sales Books

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

J Pads

Acme Cash Sales Book

Nine Inch Duplicating Book

Twelve Inch Duplicating Book

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

TRADESMAN COMPANY,
GRAND RAPIDS.

INCREASING BUSINESS.

That the country did not suddenly
spring from a condition of the lowest
industrial depression to one of great ac-
tivity and high prices upon the settle-
ment of the currency controversies is a
matter of disappointment to many,
which has found expression in predic-
tions of continued hard times and trade
dullness. The impulse given by the de-
cision was such as to encourage the
idea of quick revival, and those who
did not stop to consider that time was
necessary for the establishment of a new
basis of values and for the gradual
growth of demand dependent on the in-
crease of employment concluded that
the expectation of better times was not
warranted.

During the early weeks of November,
while the Tradesman was congratulating
its readers on the rebound from the
effects of the political distraction, it
took occasion to predict that the rushing
of some industries into activity would
be premature, and that some enterprises
would doubtless be compelled to again
suspend operations. This seemed in-
evitable from the obvious rush of pro-
duction beyond the slow materialization
of demand. The Tradesman is glad to
note that, while there have been enough
of such suspensions to warrant its
prophecy, there has been a continued
steady increase in the number of re-
sumptions, sufficient to keep the move-
ment toward activity as rapid as a sound
business basis would warrant.

Many have seemed to think, also,
that the manifest indications of return-
ing activity must be higher prices. Such
have not considered that, during
these years of depression, methods of
cheapening production have been in-
creasing even in greater degree than in
the years of plenty which preceded
them. While these have influenced
some lines, low tariff rates and the con-
ditions of foreign competition have in-
fluenced others, and thus various causes,
which are still in operation, not neces-
sarily inimical to the return of activity
and prosperity, have placed prices on a
plane from which there can be no
sudden or even rapid elevation.

Certain lines of trade, and so certain
classes of producers, are much quicker
in realizing the improvement than
others. In localities where the depend-
ence is upon the agricultural produc-
tions, which have not shared in the fa-
vorable prices realized for cereals, too
far removed from manufacturing centers
to be affected by such demand, the dis-
couraging dullness continues almost with-
out mitigation. Dealers supplying
such regions may cite their experience
as evidence that the revival is a myth
and that confidence is not a significant
factor. But if such will have a little
patience and take a broader view, the
evidences of the good time coming will
soon be manifest even to them.

The demand for export and the in-
creased employment in the great manu-
facturing centers have already made a
decided difference in the general re-
ports of trade conditions. Increased ac-
tivity, though on the low basis of the
new values, is reported from most of the

jobbing points. Making due allowance
for the fact that in many places the sit-
uation is affected by the natural winter
dullness, there seems to be as much ac-
tivity as should be expected at this
time.

In some industries, the effects of com-
binations are still manifest, to the con-
tinued demoralization. In the iron and
steel industry, for instance, the steel
rail combination, in reducing its price
from twenty-eight to twenty-five dollars,
stopped at too high a figure to meet the
new conditions. The consequence is
their product does not move and they
are obliged to suspend operation. The
same causes of continued depression
are in evidence in other lines. But in-
dications of improvement in the general
situation are coming to hand from all
the principal manufacturing centers.
The iron industry, considered the con-
servative barometer of trade conditions,
has assumed a healthy activity wherever
it is free from the incubus of artificial
combination prices. Other industries
are falling in line and workmen are
finding employment; and the results of
these changes will soon be manifest in
all localities.

How the Merchant Stood the Assess- ment.

No one who was not in the thick of the
campaign in Colorado last summer will
ever be able to understand how bitter it
all was. Now much of the intensity of
feeling has passed, but then it was at
white heat. At times it was brutal
fighting, too. The silver committee
called one day upon a merchant in a
Colorado city. He had been suspected
of friendliness to McKinley.

"We are raising a fund for Bryan,"
said the leader of the delegation, "and
we thought you might want to subscribe
something."

The merchant took the subscription-
book and found that other merchants in
his class were putting down \$50.

"Yes, I will subscribe," said the
merchant. "I will give you \$50."

"No, you don't," retorted the silver
leader. "You are under suspicion of
being a d-d goldbug, and you will put
up \$150 or stand the consequences."

"Certainly, certainly," said the mer-
chant, who had good temper and a large
bump of caution. "Did I say \$50? I
meant \$150. A hundred and fifty it is."

The Gold Production.

Mint Director Preston announces that
the estimated product of gold in the
United States for the calendar year 1896
will reach \$51,500,000, thus making it
certain that the production of the world
will approach \$220,000,000. The in-
crease in gold production in the United
States for the year was about \$5,000,000;
the production of Colorado for 1896 was
\$17,000,000, California \$17,000,000, Mon-
tana between \$4,000,000 and \$5,000,000,
and South Dakota upward of \$4,000,000.
It is expected that Australia and the
Russian empire will show an increase
nearly equal in each case to that of the
United States.

California Wines Up.

A resolution has been adopted by the
trustees of the California Sweet Wine
Association, fixing the price of port
under its control at 32½ cents, and of
angelica at 35 cents a gallon, naked.
This is an advance from last year's
prices of from 25 and 27 cents, respec-
tively. The reason assigned is that the
vintage of sweet varieties of wine is a
third less than that of 1895.

THE TRADE SITUATION.

While those looking for advance in
prices as a feature of reviving trade
are generally disappointed, there is no
question but that there is a positive in-
crease in the volume of business in
most lines. Demand is increasing
steadily, though slowly, and the prom-
ise of a more rapid movement in the
near future is generally credited. The
slow response in textile demand has
been one of the most discouraging
symptoms; but there is a decided im-
provement in the movement of wool for
the purpose of manufacture, which
would seem to indicate a better outlook,
and the demand for prints is being in-
creased by the decision to curtail pro-
duction. The general tendency of the
stock market is in the direction of
greater firmness in prices, although
foreign speculation has been unfavor-
able. There is a decided improvement
in investment demand.

The iron situation continues to be
complicated with the question of rela-
tive prices of materials and finished
products. Still, the aggregate of pro-
duction, and demand, is steadily in-
creasing. The output of coke in the
Connellsville region has doubled since
October 1. Minor metals all show a
stronger tendency.

Speculation in wheat and other cere-
als during the week has been rather
dull and bearish, although cash quo-
tations have declined but slightly. This
week the downward tendency is still
more decided.

There is more movement of season-
able goods reported in textiles, and a
stimulation in the movement of cotton
manufactures on account of the propo-
sition to cease piling up production.
Wool sales for consumption have been
heavy and, while cotton has declined,
there has been considerable activity.

Bank clearings have continued heavy,
varying but slightly from last week; the
amount was \$1,042,000,000. Failures
are also unusually numerous, number-
ing 429, or 49 less than for the preced-
ing week.

The matter of taking for granted the
correctness of reports and proceedings
of officials and other employees of cor-
porations by directors and executors and
the perfunctory passing upon the same
or endorsing them "as a matter of
form" has been given considerable em-
phasis in the series of recent bank fail-
ures. This has led Comptroller Eckels
to admonish to greater care in that re-
spect and to arrange that in future all
letters addressed to the officers of the
banks bearing upon the report of the
examiner are to be submitted to the di-
rectors and the acknowledgment and
answer thereto made over each direct-
or's individual signature. It is to be
hoped that the agitation of the subject
of the responsibility of directors will re-
sult in a reform which will go far to re-
move the most serious weakness in the
management of all banking and fidu-
ciary institutions.

Slander uttered against the good re-
bounds with multiplied force against
its perpetrator.

Bicycles

News and Gossip of Interest to Dealer and Rider.

At the recent cycle show held in London several novelties in bicycle construction were exhibited. The front driving bantam wheel which was shown excited universal comment, and expert riders believe that it will prove a success. The change in the method of propulsion does away with the chain. The woman's wheel is called the bantamette, but differs in no respect from the man's wheel except the dropped frame. The wheel is a sort of reproduction of the old ordinary bicycle on a reduced plan. The demand for chainless wheels this year should make the bantam popular.

There is every indication that some decided novelties in bicycle construction will be exhibited at the annual cycle show to be held in New York City next month. A New England firm has produced a model with a triangular frame for the '97 market which will prove a decided innovation. The construction is decidedly novel.

The demand for chainless bicycles has resulted in the creation of various devices for the manufacture of this type of wheels this year. A peculiar idea is the cam action bicycle. This machine is chainless, and a clover-leaf-shaped crankwheel actuates two connecting rods, which will give three revolutions of the driving wheel for each full turn of the pedals. This bicycle is sure to excite considerable interest among the chainless cranks.

In Europe wheelmen devote little attention to the reduction of weight in bicycles, but the prospectus of a bicycle recently made in Denmark shows that a road machine weighing eleven pounds has been built. The frame is constructed on the cantilever principle, and consists of twenty-one perfect triangles. This idea is hardly likely to gain popular favor.

In speaking of non-slipping covers for pneumatic tires, the London Field remarks: The advantages are so great, and the objections to their use so trifling, that it is highly desirable that the surface of every tire should be furnished with this safeguard against side-slip, which is one of the most fruitful causes of accidents to bicyclists. Wherever granite, limestone, or slag are used as roadmaking materials, as also in many districts where chalk abounds, the roads are always liable to become slippery under certain conditions of weather and traffic, and throughout the present winter such roads have been in a particularly dangerous state. Even if the rider lives in a locality where gravel or flint is universally employed, he is almost certain, sooner or later, to wander into regions where the roads present at times a less secure tire-hold. The liability to side-slip is inherent to the modern low-seated bicycle, as a consequence of the weight of the rider being carried as near the ground as possible, and the tendency can only be guarded against by furnishing the tread of the tire with projections of some kind, the edges of which are designed to obtain a better grip of the road and check any lateral movement of the wheel. Many riders are apt to think that it is the driving wheel tire which is more important to treat in

this way, but in this they are mistaken, for, although it is highly desirable to use non-slipping devices on both wheels, the greater danger arises from the slipping of the front wheel. When this takes place the steering power is for the moment lost, and if the recovery is not quick the rider is unable to regain the balance in time to avert a fall. Though the rear wheel carries the greater part of the weight, it is but a trailing wheel, its tendency being to follow the other. Then again, however erratic the steering, the rear wheel, which in turning does not follow the trail of the other, but covers less ground, is never turned at such sharp angles as the guiding wheel, and on this account alone is less liable to slip.

Age of the Ready-Made.

From the Chicago Dry Goods Reporter.

A marked characteristic of the times is the increased demand for ready-made garments. It is an age of the ready-to-use article. Large and profitable industries have been developed along this line within the last ten years. There is not to-day an article for personal or household necessity but can be obtained ready to use. Consequently the materials for making all such are brought into disastrous competition with the furnished article.

Every description of wearing apparel for man, woman or child is on sale in the metropolitan dry goods shops. The growing importance of the departments in which these garments are sold, and the profits which accrue from such, indicate that the values offered in these lines are being appreciated by the buying public.

The spirit of the age is economy. The manufacture of garments in large lots makes it possible to offer them at prices only slightly in advance of the cost of materials. Not only is the ready-made garment economical, but it is invariably in better style than that turned out by the average seamstress or dressmaker.

A thorough knowledge of fashions and fabrics is essential to success in manufacturing all grades of wearing apparel. Garment designers therefore keep in closest touch with the leading ideas of the season, and the important changes are all recorded in the ready-mades.

Silk waists, shirt waists and separate skirts have made vast strides in public favor during the last few years, and have done much toward convincing women of the economy, convenience and utility of the ready-to-wear garment. Bicycle suits, dresses, undershirts and wrappers are hardly second in importance to the garments just mentioned.

The superior claims of ready-made muslin underwear are but another proof of the development along this line. At this season of the year muslin underwear sales are the big feature of the retail dry goods trade, and the business done in this line shows a yearly increase which is truly astounding. With every year recording an increasing business for the manufacturer, jobber and retailer of articles of ready-made wear, the natural consequence of this growth is a corresponding decrease in the retail sales of materials for making such. The sale of every ready-made dress, for instance, deprives the departments showing the materials for making and finishing such a dress of just that amount of patronage. The dress goods, the lining, the notion and the trimming departments all suffer. Yet no retailer can afford to stem the tide of popular favor. The ready-made garment is in demand, and if he does not offer it for sale some other merchant will, in which case the man who does not carry the ready-made article will suffer double loss, with no chance to recoup. He must get in line and balance the shortage in business done on materials by entering into the newer and equally profitable department of the ready-to-wear garment. To refuse to acknowledge the importance of such lines, to fail to take advantage of the profitable business offered, is to shut the door to golden opportunity.

Liability When Garments Are Stolen.

From the Chicago Apparel Gazette.

As a general rule, when a person to whom goods are committed in trust, as for example one who has received cloth or cut garments to make up, fails on demand to deliver to the party from whom he received same the property to which the latter is entitled, the presumption of liability arises, and if the goods cannot be found it furnishes the imputation of negligence as the cause. But such presumptive case may be overcome when it is made to appear that the loss was occasioned by some misfortune or accident not within the control of the one who received the goods. Then the burden continues on the other party to prove that it was chargeable to the want of care of the custodian. So says the appellate term of the Supreme Court of New York, in the late case of *Kafka v. Levinsohn*, 41 N. Y. Supp. 368. Here the work on fifty coats was completed at half past two, and the owner's expressman, who generally brought and took away the work from the shop, was notified to call for them at three o'clock. He neglected to call, and during the night the room was broken into and the coats stolen. It was a taking by force, and the thieves also stole property from rooms of other occupants of the same house. It appeared that, on leaving for the day, the man on whose hands the coats were thus left had securely locked his rooms, and that there was no want of diligence on his part. These facts, the court holds, completely exonerated him. If the loss had occurred through his negligence, he would have been answerable to the owner for the value of the property taken, but as it happened without his fault, the court holds that he was entitled to recover for the work done in making up the coats. The rule on this point, it says, is that if, while work is doing on a thing belonging to the employer, the thing perishes by internal defect or inevitable accident, without any default of the workman, the latter is entitled to compensation to the extent of his labor actually performed on it, unless his contract import a different obligation. Moreover, the court holds that the party who made up these coats that were stolen was entitled to recover from the owner \$100 that he deposited with the latter to indemnify him against any loss resulting from misconduct on his part respecting the other's property. It says the money must be treated in the same manner as if a bond had been given, its chief purpose being to secure a return of the property, such as the party was bound by law to make, and should not be considered as an insurance against fire, robbery, or overwhelming force.

Americans are fond of guessing, but that often they are wild guessers has been shown again in Portland, Oregon. A grocer put a demijohn of cranberries in his window and promised a big fat goose to the person who guessed nearest to the number of them. Nearly 2,000 persons guessed, some saying as high as 100,000. Careful count showed there were 19,885.

Edwin S. Cramp, one of the firm of Philadelphia shipbuilders, was in Chicago the other day to make arrangements for opening a factory in Rockford for the manufacture of "cofferdam, or ship padding, from cornstalks. The enterprise has grown out of an invention by a young Philadelphian named Mark W. Marsden, who discovered in the course of his experiments in chemistry that part of the cornstalk could be converted into the best material for cofferdam. Early last year he sold the process to the Cramps. Since then the machinery has been made for its manufacture, and it is the purpose of the Cramps to go into the business on an extensive scale. Speaking of the new enterprise Mr. Cramp said: "Our experiments with this new cofferdam material have shown that it is the most perfect in its action of anything of the kind ever used. The factory we are about to open at Rockford is only one of the group of factories that we intend to open throughout the West before another autumn."



A few more good agents wanted.

ADAMS & HART,

SOLE DISTRIBUTERS,
GRAND RAPIDS, MICH.

New Clippers New Clippers New Clippers New Clippers



EXTREMES MEET

EXTREMES MEET and both are happy; just like the buyers and riders of NEW CLIPPER bicycles.

All Clipper wheelmen are happy wheelmen; that's because they have a wheel that gives them satisfaction, and they know that it cost just what it was worth. No fictitious value; no unnecessary expenses added to its selling price; nothing but good bicycle, that's all. Clipper riders have learned this and know they ride the wheel they ought to have, and paid the price they ought to pay.

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

New Clippers New Clippers New Clippers New Clippers

Getting the People

Why Wilkes Failed—Why Other Men Succeed.

Written for the TRADESMAN.

In a recent issue of a Grand Rapids daily paper, I find the following statement, made in connection with a recent failure in the mercantile line, which is a whole sermon in itself:

Mr. Wilkes carried a fine line of goods, but he didn't let the people know about them. It is characteristic of him not to help himself and he showed it in not advertising.

I cannot tell the number of years Mr. Wilkes has been in business, but I can recall the fact that he was in business on Monroe street twenty years ago. So far as I know, he has always been located in a good position for securing trade. His line appealed almost exclusively to the feminine portion of humanity, which experience teaches is the easiest and most profitably reached by advertising. He carried a superior line of goods—a line intended more particularly for the wealthy trade—complete and satisfactory in all details. He employed able and courteous clerks, some of them having an unusually large personal clientele. He gave to his business his undivided personal attention, seldom leaving the store for any length of time during business hours.

* * *

Here we seem to have every requisite necessary to the successful upbuilding of a large business. There is the first essential—probity. There is judicious selection of stock. There is the advantage of location. There is the able assistance of competent clerks. There is, in fact, every element represented which goes to build up the mammoth mercantile enterprises of the land—except one—and yet this man failed!

"He didn't let the people know!"

The full significance of these few words can hardly be arrived at. Their result was, and always will be, stagnation and failure. True, some men succeed in keeping from bankruptcy for a long time—and this is a case in point—but to the modern, up-to-date, pushing business man, it is only a more forcible illustration of the time-proven fact that non-advertising means failure in the end, and serves to show that the longer one continues in business without the use of printers' ink, the greater and more discouraging the ultimate crash.

* * *

Almost as sure, in a destructive way, is the ill-use of advertising—the spending of good money for a three-inch space, filling it with worn-out stock phrases, when the business demands, and benefits from, the use of four times as much room, if kept well supplied with convincing, truthful, downright arguments WHY.

* * *

There is another class of advertiser whom I wish to bring to your attention. You have all seen him and know his methods, but, possibly, you are not aware of the futility and wastefulness of the plan he adopts. It is what I call the advertiser who has "fits." He is like a child in his judgment and variability of mind. To-day his trade is dull. He becomes restless, blue and, perhaps, a little angry. In his despair, he sits down and writes up an advertisement for his local paper, perhaps giving ten minutes' thought to an effort which properly and profitably requires an hour's earnest study, and rushes off with it to the printer. Possibly he has

written sufficient to occupy ten inches double column, but, no matter—the printer must display every line in a manner which will force trade between his doors, in a six inch single column space. What is the inevitable result? The citizens of the town, surprised at the unusual sight of an advertisement for Blank in the newspaper, read it, and it excites enough curiosity to impel a few of them to visit him. At the same time, natural causes bring in other trade, and Blank has a little rush for a day or two. This pleases him. He rubs his hands complacently and smiles benignly on the world in general, and—immediately hurries down to the editor, exclaiming, with a jovial shout, "Take out my advertisement. Can't afford to pay for it when I've got all the trade I can handle." Out goes the advertisement and out go the people, whereupon follows a repetition of the tragedy-comedy.

* * *

I don't believe that intermittent advertising ever added a dollar to any man's profits, and I don't believe it ever will, any more than will an entire absence of advertising. A drop of water, falling in one place on the hardest rock, will wear a hole in it. A constant treading by bare human feet will wear away the hardest substance. The largest building in the world may be moved piecemeal by one man, if he sticks to his job and his life be long enough. Persistent, prudent, painstaking, pleasing, honest, continuous, judicious, carefully-prepared advertising will build any legitimate business up to a point limited only by its surroundings and possibilities, if backed by the other ingredients which go to make up the compound known as a "true business policy."

* * *

What more proof does one need of this statement than a glance at the leading journals and magazines! Every successful house presents its name and business so effectively that a large proportion of them are as household words. You cannot hear the one, in ordinary conversation, without its synonym, if I may be allowed the expression, springing instantly into the mind. "Good morning," an every day salutation, brings in its train, "Have you used Pears' Soap?" "See that hump?" and Richardson & De Long Bros., hop into view. Ivory soap calls to mind the fact that "it floats." And I might multiply examples sufficient to fill this page. The secret of their success lies in four words: "keeping everlastingly at it." Their bright utterances are brought to your attention with the regularity of the sunrise. You cannot get away from them. They will not be put out of sight, and you find yourself reading them, time after time, and repeating their phrases. So, when the time comes that you need hooks and eyes, "See that hump?" impels you to ask for that particular kind, and that advertisement has secured another customer.

* * *

These successful advertisers, as I have said, are not "quitters," nor are they intermittent in their efforts. Because their factories are running night and day gives them no reason for ceasing to secure publicity. On the contrary, it stimulates to greater effort and causes them to spend more money for space, because they know that every dollar so expended is an absolutely clear gain—not an unreturning outlay. I want every retail merchant who reads the Tradesman to ponder and lay these facts to mind. They are truths as un-

alterable as the laws of the Medes and the Persians. They are facts which will give stability to your trade. They are facts which, properly laid hold of, will make a foundation for a business house as solid as the everlasting hills and lead to success in paths at once straight and sure. Prosperity awaits the man who advertises constantly and according to the laws of good judgment and business probity.

NEMO.

Below are given a few pattern advertisements which merchants who are interested in the subject of advertising are invited to study:

A Rubber on Your Foot

Is worth two or three doctor's bills—which would you rather have? We have none of the doctor's bills, but we have rafts of rubbers—rubbers to burn, as it were.

The rubbers cover your feet better than our prices cover the cost to the makers, but the season has been a backward one, and the makers would rather have a little money in the bank than a factory full of overshoes, hence we've got 'em to sell at these low prices.

Fragrancy and Strength

are prime requisites of a satisfying, economical cup of tea or coffee. We know where and how to buy just such qualities in Teas and Coffees, and we've got the inside track on prices. It don't pay to buy a cheap tea and then use three times as much and get small satisfaction in drinking it.

Chake, Chiver, Chatter.

Of course you will shake and shiver and chatter if your overcoat is not warm enough. It's cold enough for an ulster, but we have coats of any kind to suit your fancy, and prices to fit your purse. Warm Coats. Serviceable Coats. Well-made Coats. Stylish Coats. Just read this price list and description of some of our trade winners. (price list)

In the Cheerful Glow

of a bright coal-fire, pleasant fancies arise. Profits gained in a large business come to mind, and among them is the thought of the money you have saved in buying that "Clinkerless Allo Coa.," which burns so freely and with such joy-bringing warmth in the grate before you. You were wise to buy it—therefore tell your neighbors we sell it.

Waterproof Shoes.

There are two or three kinds on the market. Some are good, some are not. We've inquired carefully into the merits of every make, and we have selected for our patrons what is unquestionably the best waterproof shoe on the market.

The men who build it guarantee it to us; we guarantee it to you. You are absolutely safe. Your money is here if the shoe doesn't stand every reasonable test.



Good Cuts Help Sales

Sales are what you want—and whatever will help 'em will help you. Our good cuts are helping sales for others—they may as well help yours. Our prices are unusually low considering the quality of work. Sample sheet No. 2 out this week. Mailed free on application.

Tradesman Company,
Grand Rapids.



Around the State

Movements of Merchants.

Baraga—Fred Carroll has purchased the confectionery stock of Bert Funke.

Alpena—Jas. T. Malloy succeeds Jas. T. Malloy & Co. in the grocery business.

J. A. Nelson, the Marion hardware dealer, is a candidate for postmaster at that place.

St. Louis—E. M. Mumford & Sons succeed Mumford & Failing in the grocery business.

Gagetown—D. G. Simmons has purchased the general stock of A. A. (Mrs. L. H.) Cooley.

Gaylord—C. A. Fox & Co., undertakers and furniture dealers, have sold out to J. P. Stevens.

Lakeview—C. E. Saxton & Co. have closed out their grocery stock and retired from trade.

Vicksburg—C. E. Powers succeeds to the dry goods and carpet business of Powers & Carney.

Owosso—A. L. Keiff has removed his merchant tailoring establishment from Caro to this place.

Whittemore—J. B. Mills has sold his dry goods and boot and shoe stock to Stoutenberg & Wisner.

Saginaw (W. S.)—H. C. Dittmar continues the jewelry business formerly conducted by Camp & Dittmar.

Rochester—S. C. Goodison, of Barnes & Goodison, dealers in clothing, boots and shoes and groceries, is dead.

Saginaw—Spangler & Davis have merged their business into a stock company under the style of the Spangler-Davis & Co.

Munising—Smith & Lapham, dealers in hardware and groceries, have dissolved. H. A. Smith continues the business in his own name.

Bauer—Alexander Moore has leased his store building to Gus. Ingalls, of Blenden, who will occupy it with a line of agricultural implements.

Saginaw—The Saginaw Feed & Hay Co. has embarked in the wholesale and retail business on Genesee avenue, with Charles L. Nicodemus as manager.

St. Louis—John S. Coston has purchased an interest in the lime, cement and tannery business of Samuel Gordon. The new firm will be known as Gordon & Coston.

Cadillac—The remaining stock of merchandise in the Cohen store has been sold to Philip Bernstine, of Fife Lake, who has removed the goods to that village.

Big Rapids—The hardware firm of Herrendeen & Lampman has dissolved partnership by mutual consent. The business will be continued by H. H. Herrendeen.

Hart—The Oceana County Savings Bank has declared its usual 6 per cent. annual dividend in addition to paying all taxes assessed against the stock for the past year.

Hamilton—Chas. Blink, formerly of Holland, but who for some time has been running a general store at Saugatuck, has moved to this place and opened business here.

Manistee—Walter Klingbeil, of Pentwater, has purchased the merchant tailoring stock and good will of A. L. McLean and will conduct the business hereafter at the old stand.

Lisbon—Mrs. M. A. Frarey has purchased the interest of C. W. Lewis in the firm of Frarey & Lewis, dealers in groceries and meats, and will continue the business at the same location.

Ann Arbor—John Moore, dealer in drugs, paints and oils, is dead.

Cadillac—W. R. Sawyer and W. W. Hodges have formed a copartnership under the style of Sawyer & Hodges and purchased the news, confectionery and cigar establishment of R. W. Massey.

South Haven—Arthur Harrison and C. H. Emerson have bought the grocery and crockery stock of T. Gould & Co. and will continue the business at same location under the style of Arthur Harrison & Co.

Eaton Rapids—Maurice Lightstone announces that he has sold an interest in his shoe stock here to C. Lightstone, the Carson City general dealer. The style of the new firm has not yet been announced.

Big Rapids—Edgar Pierce has uttered a trust mortgage for \$5,400 on his hardware stock for the benefit of certain creditors, making Geo. W. Crawford and Dan. W. Stewart trustees. They have taken possession.

Detroit—The wholesale paper firm of Roehm & Seabury, 208 Jefferson avenue, has been dissolved. Charles L. Roehm will continue the business under the name of Charles L. Roehm & Sons, at the old location.

Lakeview—The remainder of the stock of Bale Bros. has been shipped to Seattle, Wash., where it will be handled by a copartnership consisting of Henry W. Bale and Fred J. Wood, formerly engaged in business at this place.

Detroit—W. E. Barker & Co. will vacate their establishment at 188 and 190 Woodward avenue on April 1 and will be succeeded a month later by Weil & Co., with a line of furniture, carpets, stoves and household goods of all kinds. The firm will be composed of M. C. Weil and Samuel Summerfield.

Hart—The clothing stores of M. Kelly & Co., located at Shelby and Hart, have made an assignment to L. M. Hartwick, of this place. The assets, including stock, fixtures, etc., are given at \$5,272.25 and the liabilities at \$4,656.51. Of the latter \$1,554 is secured by a chattel mortgage made to C. W. Slayton ten days ago.

Big Rapids—C. F. Averill, of the late firm of Eddy & Averill, who has been in town the past ten days, has tied up the dry goods stock of his late firm, pending an enquiry into the whys and wherefores. He says his firm was in debt, but he was not knowing to the giving of a chattel mortgage at the time, and when the stock was sold under that mortgage to Mr. Lester, of Alpena, who was the highest bidder, he was left out in the cold. He has caused an injunction to be placed on the stock, pending a motion for the appointment of a receiver to wind up the concern, so that he can determine his rights in the matter. The hearing is set for February 20, and until that time the stock will remain in the Vandersluis block.

Manufacturing Matters.

Bay City—E. Kroencke succeeds the Bay City Blank Book Manufacturing Co.

Holland—Albert Vegter succeeds DeLater & Vegter as proprietor of the Snag Cigar Co.

Detroit—The Peninsular Soap & Chemical Co. has dissolved and discontinued business.

Rondo—The Alfred Parks Lumber Co., not incorporated, succeeds Alfred Parks in the sawmill business.

Saginaw—The Wylie Manufacturing Co. succeeds the Valley Manufacturing Co. in the manufacture of pants overalls, shirts, etc.

Homer—The creamery here has been leased by Charles Coffin, of Kellogg, who has taken possession and will operate the plant to its full capacity.

Detroit—The Alvord-Bolton Co., manufacturer of corn bags, etc., has merged its business into a corporation under the style of the Bolton Manufacturing Co.

Elbridge—Dillingham Brothers & Steuber, of Scottville, have purchased the Elbridge bowl mill of H. R. Lattin and the same will be started soon for business.

Ionia—The Michigan Clothing Co. has declared a 7 per cent. dividend from the earnings of 1896 and re-elected the same officers who managed the business last year.

West Bay City—Russell Bros. & Co., who operate a planing mill, have merged their business into a stock company under the style of the Russell Bros. Manufacturing Co.

Portland—The Portland Furniture Co. last year paid a stock dividend of 40 per cent. and recently declared a cash dividend of 5 per cent., besides making extensive alterations in the factory.

Bradley—The Bradley Creamery Co. has been organized for the purpose of erecting and equipping a creamery establishment. Contracts have already been made for the building and machinery.

Graafschap—R. E. Sturgis is endeavoring to work up creamery sentiment in this locality, having taken a committee of citizens over to Overisel last week to inspect the workings of the creamery at that place.

Detroit—John H. Harrington and Thomas C. Ouellette, who conducted the cigar manufacturing business under the style of Harrington & Ouellette, have dissolved partnership. Each will continue in the same business in his own name.

Ionia—The re-organized Ionia Capital Wagon and Truck Co. has begun operations under the management of A. S. Wright, who has been elected to the position of General Manager. J. F. Bible has taken the position of general sales agent.

Detroit—F. F. Palms, H. P. Nagel and Thomas N. Fordyce have filed notice of the dissolution of the Acme Safety Emery Wheel Co. They say the plant and property have been sold under an execution, and the concern is no longer in operation.

Muskegon—The Muskegon Valley Furniture Co. paid a 5 per cent. cash dividend on the business of 1896. The following gentlemen will serve the corporation in the capacity of directors during the ensuing year: L. Kanitz, H. Park, C. H. Hackley, N. McGraft, J. A. Dratz, D. D. Erwin, Otto G. Meeske, J. W. Blodgett, W. F. Wood.

Marquette—This has been a remarkably mild winter—too unseasonable to be profitable to lumbermen. The financial condition of 1896 made the lumbermen slow about going into the woods and there were not ten camps in the Upper Peninsula until after election, when there was a grand rush to the woods to begin operations. Had the snow come at the usual time, and had the quantity come that generally falls, the lumbermen would have been driven to the "clearing," because of there being too much snow. The blizzard of last week brought the first general sleighing of the season and with it came a cold wave which sent the thermometer down to 20 to 30 degrees below zero in some localities.

Detroit—About two years ago "Dr. Newth's Old Process" flour was extensively advertised as possessing wonderfully nutritive properties for invalids, nervous women and weak children. The flour was in great demand and large sales were made by the "manufacturers," Dr. Wm. H. D. Newth and his partner, Chas. H. Brown, of the Jefferson Press job printing office. The firm name was W. H. D. Newth & Co., with offices at 72 Grand River avenue. A partnership quarrel followed, with the result that a lawsuit was brought and the "old process" for flourmaking was sifted in court. It appears from the testimony that the "old process" consisted chiefly in "blending" three or four kinds of ordinary flour with the aid of a commonplace \$7 mixer. The partnership was entered into January 15, 1895, but it did not really continue more than ninety days. The agreement was executed in letter press duplicates, but the partners did not construe its terms alike. There was a difference of opinion of \$1,000 as to the amount Mr. Brown was to contribute. Dr. Newth claimed Brown realized more than his share of the profits and incurred obligations without his consent, but Brown averred that all the transactions were regular and approved by the doctor. Brown was the Secretary and Treasurer of the concern; Dr. Newth the Manager. Dr. Newth admitted on the witness stand that at the time he formed the partnership with Brown he had no means except six barrels of "Old Process" flour and a \$7 blender. The doctor is a corpulent and rosy-faced Englishman. He came to this country about twenty-five years ago and has devoted most of his time since then to the development of the "old process" idea.

Beware of the Swindler.

The retail grocers of Holland recently had the pleasure of entertaining a wolf in sheep's clothing in the shape of a man who claimed to represent the Procter & Gamble Co., of Cincinnati. He presented a card on which the word "Procter" was spelled "Proctor," giving his own name as R. B. Hamilton. He quoted prices on ivory and other brands manufactured by the house at much less prices than they had been sold for heretofore and also offered a different dating than has been the custom in the past. He succeeded in getting one of the merchants of Holland to endorse a draft for \$50, which the merchant will be compelled to take up. The man is described as a small, slender fellow, about five feet six inches in height, with a slender face, small feet, reddish mustache, and weighs about 140 pounds. He was well dressed, wearing a black overcoat with a velvet collar, patent leather shoes and a derby hat. He appeared to be about 35 years old, and is undoubtedly a confidence man of the first water. The Tradesman publishes a general warning in this manner, so that merchants who are approached by a stranger answering this description may invite him to take a seat on the sidewalk.

California Seedling Oranges

in fancy stock, "Riverside" brand, now come by the carlot to Allerton and Haggstrom, of Grand Rapids. Get their prices.

The Pingree self-locking hand potato planter advertised in the Michigan Tradesman of last week should have been quoted at \$1, instead of \$1.25.

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

Grand Rapids Gossip

Geo. F. Tucker has opened a grocery store at Fennville. The Ball-Barnhart-Putman Co. furnished the stock.

G. F. Whitney & Son have opened a grocery store at Ionia, purchasing their stock of the Lemon & Wheeler Company.

Horace Gile has embarked in the grocery business at Chicora. The Lemon & Wheeler Company furnished the stock.

Patterson & Thatcher have embarked in the grocery business at Ravenna. The Ball-Barnhart-Putman Co. furnished the stock.

Heys & Muste succeed Heys, Kirk & Muste in the stone cutting business at the corner of Watson street and the L. S. & M. S. Railroad.

J. W. McGowan, who conducted the meat business at 113 Monroe street, under the style of the Central Market, has removed to 135 South Division street.

H. W. Beecher, trustee of the mortgage on the G. H. Raynor Co. book and stationery stock, at Kalamazoo, has closed the store and taken possession of the stock.

M. A. Cole & Co., druggists, grocers and bakers at 469 and 471 South East street, have dissolved. Egbert C. Shay will continue the drug and grocery business at the same location and M. A. Cole will conduct the bakery business.

Alexander Moore has removed his grocery stock from Bauer to this city, locating at 323 South Division street. He has formed a copartnership with his father-in-law, Roswell Gilbert, and the two will continue the business under the style of Moore & Co.

Nothing is more amusing than the trucking of a mercantile house to the labor unions. A Canal street establishment furnishes the latest example of this sort of humor, coming out in the Sunday papers with a broadside announcing that it will no longer handle a certain article because representatives of the labor unions have requested it not to do so. In view of the contract existing between the manufacturer and the house in question, the announcement is decidedly ridiculous, but the correspondence published in the same connection is of a character to give the announcement the plausibility of truthfulness.

Rentsch Bros., who came here about a year ago from Indianapolis and established the Monarch Beef and Grocery Co. at 19 and 21 South Division street, will discontinue business Saturday night and re-ship their stock to Indianapolis. The gentlemen came here with the avowed intention of showing Grand Rapids merchants how to do business, but the Tradesman is rather inclined to the opinion that they are wiser than they were a year ago and that they take away with them quite as much knowledge as they expected to disseminate among the less-enlightened grocers of the Valley City. Cut prices, sensational advertising and the adoption of department store methods—without the ability and capital to carry them out to a legitimate conclusion—have failed to bring success to other ambitious dealers in this field, and may fail again.

Chas. F. Dickinson, who recently undertook to conduct a produce busi-

ness from a private residence on East Fulton street, has removed to Chicago and re-engaged in the same line of business at 441½ West Sixty-third street—evidently a location in the residence district. Michigan merchants are being deluged with circulars, soliciting consignments of butter and eggs on the basis of 14 cents per pound and 14 cents per dozen, respectively, and "prompt returns." Inasmuch as Mr. Dickinson stated in his examination before the Commissioner of the United States Court that his total capital was \$600, the Tradesman not only suggests extreme caution in dealing with him, but advises that transactions be confined to cash deals only. A man who has no tangible assets but a small cash account in a bank can change his residence easier than he can meet the demands of his shippers, if he is disposed to do so.

The Grocery Market.

Sugar—The market is steady, with demand fair. Some are looking for a lower range of values, while others anticipate an advancing market. No change in prices has taken place since the last issue of the Tradesman.

Tea—The demand for teas so far this year has not been as promising as was expected, although the market is still firm. The results of the annual stock-taking are thought to have been rather depressing, and this has doubtless contributed its share toward making trade dull.

Coffee—Actual coffees have been firm. Trade on the roasting grades more or less quiet, no doubt caused by the cut in Arbuckle and Woolson. On good grades of coffee the demand continues regularly, without being affected by the roasters' war. Javas are firm and some business resulting. Maracaibos are very firm and in good demand.

Provisions—Prices of live hogs have advanced 10c per 100; otherwise, the situation is without important change. Prices of packed and salted meats are slightly better than a week ago for leading articles. Current business is good, but without development of speculative interest. The week's export clearances of product were liberal of both lard and meats. The attention of the American provision trade is being attracted to disturbing conditions in continental countries, where there seems to be much disposition to oppose the importations of American meats, and complaints from agencies in those countries are becoming more numerous and to an extent which invites action by the authorities in this country in some effective manner calculated to put down by some means such unrighteous interference with commerce in American products, whether such interference be in the form of prohibitory duties or absolute prohibition.

Canned Goods—Tomatoes have been selling rather better, but in very small lots. The market is still firm at the ruling price and the trade continue to anticipate an advance. Prices would be higher already were some of the packers not loathe to take the step. Very little trade has been done in corn, although the prices are still firm and show no signs of fluctuation.

Late Drug Changes.

Since the drug page of this week's issue went to press, glycerin has declined 2c per pound and alcohol has declined 2c per gallon.

C. W. Gilson, druggist at Coloma, will spend the winter in California.

Significance of the Furniture Sales.

The fact that the furniture trade is especially susceptible to the influences of depression and is among the slowest branches to respond to improving conditions gives a significance to the mid-winter sales as to the question of improvement generally. The sales at the Grand Rapids Exposition represent the exchange between points far distant—which has no connection with local trade except by the slight contact for the brief time the sellers and buyers are here—as well as the output of the home factories, which has built up the reputation that makes this so wide a market.

As results of its investigations, the Tradesman finds that in most instances the sales for the month have exceeded expectations and are better than for several years. The improvement seems to be general among the local factories, some having made exceptionally heavy sales, while others have not fared as well, relatively, as the outside houses.

Among those answering enquiries on the subject J. A. Covode, of the Berkey & Gay Furniture Co., states that, while its business is not so much influenced by the semi-annual sales as other houses, the sales this month have been exceptionally good. Its grade of goods, being the highest, is naturally the slowest to respond to improving conditions, but there is a decided improvement, especially in the Eastern markets. There is no question but that the improvement is positive and substantial.

The Michigan Chair Co. reports its sales for the month the largest for several years, including a number of unusually heavy orders.

E. J. Morley, occupying one of the floors of the New Blodgett building, reports that his sales for the month exceed those of any season since he has been exhibiting in Grand Rapids. During the portion of the month past they have amounted to more than \$80,000. The demand is for the best quality of goods.

The officers of the New England Furniture Co. express themselves as well pleased with the month's business. Judging from their experience, they think that the Grand Rapids factories are getting their share of business.

The J. N. Murray Furniture Co. has been too busy to know how its competitors were doing. Sales are in excess of any for several years. The higher priced goods are the ones in most demand.

The Wolverine Mfg. Co., of Detroit, fancy tables, reports sales in the exhibition room in the New Blodgett building in excess of \$10,000. This represents a class of goods especially liable to suffer from business depression. Its outlook is more favorable than for years.

These may be considered fair representatives of the different varieties of the trade, as found in this market. Certainly the indications are most favorable for a steady and rapid increase in the furniture industry throughout the country. It is noticeable that the demand is for a better grade than for a long time past. This is what might be expected from the fact that the improvement is first manifest among the great middle classes of manufacturers and producers, and the improvement will soon spread from these to include all others.

The Grain Market.

The wheat market dragged along during the week and prices dropped considerably. The usual strong-statistical

news came in, but the Government crop report shows 427,000,000 bushels for the crop of 1896—an increase of 17,000,000 bushels over the last report. The bear element handled this news very skillfully and depressed prices about 2c on both cash and futures during the past week. The visible increase was about what was anticipated, being 1,164,000 bushels. The receipts were very moderate in both the winter and spring wheat centers. The exports were only nominal, but even with all this the writer fails to see how prices can be kept down, as our visible is only 51,295,000 bushels, against 67,532,000 last year and 84,665,000 bushels two years ago. However, when the short interests, as well as the long interests, continue selling we must expect to see prices decline, but it cannot always be thus, especially, as the millers find that wheat is not plenty. As stated in our former articles, we always have to be on the lookout for wheat. The market closed Tuesday about 1½c below the opening, being a rather large decline for one day.

Corn and oats followed wheat in the decline, but not to such a large extent, as they were already abnormally low.

The receipts during the week were only moderate, being 31 cars of wheat, 5 cars of oats and 1 car of corn.

Millers are paying 83c for wheat. This good sleighing has not increased the receipts from farmers to any great extent.

C. G. A. VOIGT.

Flour and Feed.

There is rather more enquiry for flour this week than for the preceding one, but, with a dull, hesitating wheat market, buyers are slow to respond to prices asked, except for actual needs. The situation is a peculiar one, with wheat scarce and relatively higher at country points than at grain centers, and the movement is so light that the winter wheat mills of the country can only run on an average of about 50 per cent. of their capacity; yet, notwithstanding this condition, and the light world's shipments, grain markets are so manipulated as to temporarily depress prices. While the markets are being borne down, the consumption of stored supplies is rapidly changing the invisible supply of both wheat and flour, so that one of these days a sharp reckoning is likely to be made with the reckless short seller. The city mills are getting their share of passing business and are making all the flour their trade demands.

Feed and meal are very low, in sympathy with cheap corn and oats, and as millstuffs are dependent somewhat upon these cereals, they are relatively cheaper but in very good demand.

WM. N. ROWE.

Chas. E. Green, who at one time operated a department store on Canal street, but for the past two years engaged in general trade at Lakeview, is closing out his stock, having accepted the position of manager of the shoe department of Wurzburg's Department Store.

Geo. Vernier, the Lake Ann hardware dealer, was in town last week on his way from Archibald, Ohio, where he went to attend the funeral of his father, who died of paralysis of the throat at the ripe old age of 84 years.

Jno. G. Shields, President of the Shields-Morley Grocery Co., at Colorado Springs, Colo., is in town for a few days.

PROCESS BUTTER.

Its Manufacture and Commercial Importance.

From the New York Produce Review.

The history of oleomargarine is closely connected with all these manufactured products. It dates back to the Franco-Prussian war, when Dr. Megge, during the siege of Paris, discovered a method of making a substitute for butter from beef fat. Dr. Megge was the original patentee of the process. Associated with him in the Paris office was Professor Paraff, who some time later came to this country and in connection with James Wilson and Professor Doremus organized a company with offices at 42 Broadway, this city. It was soon discovered that Professor Paraff was an adventurer, and that he had no right to make the goods in this country. This led Professor Doremus to send his son to France, who purchased for \$10,000 the right to manufacture oleomargarine under the patent. The United States Dairy Company was then organized, and James Wilson traveled about the country selling states rights to make the oil and butter. The business attracted attention at once and large plants were soon put in operation by the Hammond company at Detroit; the Western Dairy Co. at Cincinnati; the Union Stock Yard and Dairy Co. at Atlanta, Georgia, and Easterbrook at New Haven. There were also other plants at Albany and at San Francisco. Varying results followed for some time, and it was not until Mr. Murray, of Richards & Murray, Chicago, discovered how to neutralize lard that it was a success. The formula then used by Mr. Murray was 63 per cent. oleo oil, 25 per cent. neutral lard and the balance of fats of creamery butter. From the large plant on River street, Chicago, a fine article of so called "butterine" was thrown upon the market, which sold within one or two cents of fancy creamery.

The production of this bogus butter grew with such rapid strides that it soon imperiled the dairy industry of the country, and after several years of hard fighting such legislation was secured as has largely curtailed the sales of oleomargarine, both for home use and for export. When it became evident that the stamp of fraud would be put upon the traffic in these goods, men of inventive genius cast about for other methods of making an article which should have only the pure product of the cow, but be so manipulated as to considerably increase the value of the original material.

About seven or eight years ago Dr. Tower, after a good deal of experimenting, succeeded, through the process of melting and aerating butter and working in fresh milk with a centrifugal machine, in turning out so good an article that the Wayne County creamery was built at Detroit, to make it on a pretty large scale. From that starting point the business has extended and there are now factories at Chicago and Elgin, Illinois; Owosso and Detroit, Michigan; Granite Falls, Minnesota; Sioux Falls, South Dakota, and possibly some smaller plants at other points. When these factories are running full force the total output is fully 400 tubs a day.

The exact method of making these goods is concealed from the public. A few favored friends have been allowed to inspect the works and enough facts are known to give the positive assurance that nothing enters into the product but genuine butter, milk, salt and coloring matter. The Assistant Dairy Commissioner for this district has had three samples analyzed and the chemists have found no foreign substance. Some of our receivers have considered that this "process" butter was a menace to the traffic in the legitimate product of the creamery and the dairy, and that measures should be taken to stop its manufacture, but we do not regard it as such and believe that it has come to stay. So far as we can ascertain, the process, in brief, is to buy up the fresh rolls, either from farmers or ladders,

melt them into oil, which is run through a fine sieve, aerated or deodorized, and chilled by falling on ice or the side of a cold drum; it is afterwards melted and, with twice the quantity of milk, run through a centrifugal to effect a perfect amalgamation. It is then churned, worked, salted, etc., and packed ready for market.

The character of the manipulation is such that it is difficult to control all the elements that enter into it, and this results in a good deal of irregularity in the quality. A brand that is fine this week may be decidedly off next week, or there may be much difference in the tubs in the same shipment. This is why the business is so hazardous from a maker's standpoint. It has been demonstrated that old butter—creamery, ladders, etc.—does not make so good an article as all fresh stock, and it is therefore not used except when fanciest butter is high and the margin is wide. The idea is to take the same class of stock and make a higher grade of butter than can be produced by the ladders.

These "process" goods are sold intelligently from first hands, the jobber knowing just what he is getting, but they generally lose their identity by the time they reach the consumer. Good flavor and character are the rule, but having been once melted, the butter is sensitive to heat and quickly loses the freshness and flavor which commend it to buyers. There is an after taste that is objectionable to many, and some lots become tallowy. Experienced buyers discontinue using it as soon as warm weather comes on, and most of the plants then shut down for the summer.

The commercial value of this butter varies with the season and with the quantity of fresh creamery that is offering. Some of the best makers have figured on 3 cents a pound below finest creamery, but the difference has widened of late and standard makes are now selling generally at 16 cents, with other grades from 15 cents downward to 12 cents. Demand has not been so good this winter as last, and there is some uncertainty about the future of the trade. Exporters have refused to send it across the water, fearing that there would be a suspicion as to the purity of the stock.

A miniature cannon, made of pure gold, mounted upon a carriage of rosewood, inlaid with costly gems, is a unique bauble of warfare that has come into the possession of the imperial army at Berlin. It is valued at \$25,000 and could not be purchased for twice that sum.

It is seldom that an inventor is rewarded so directly for his genius as was the designer of the new engine in Minnesota. The large price given indicates that the English purchasers have no immediate fear of electricity doing away with steam.

I cannot abide to see men throw away their tools the minute the clock begins to strike, as if they took no pleasure in their work and were afraid of doing a stroke too much. The very grindstone will go on turning a bit after you loose it.—George Eliot.

Paper-shelled pecan nuts, which usually are shipped in large quantities from Victoria county, Tex., are so scarce there this year that it is estimated not more than ten bushels can be got.

A new employment for pretty girls has been found in Paris, and the fad will not be long in reaching this country. They are placed in shop windows for the purpose of attracting attention.

The retail grocers of Omaha, Neb., are compiling a list of customers who can pay and refuse to pay and are to be made to pay. The list is strongly disapproved of by the delinquents.

It is proposed that there be a congress of Jews who have intermarried with gentiles, that the advantage of such intermarriages may be set forth in a fitting manner.



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PURE
MALT
SUBSTITUTE
FOR
COFFEE
MANUFACTURED
BY

KNEIPP MALT FOOD CO.

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

Established 1780.

Walter Baker & Co. LTD.

Dorchester, Mass.
The Oldest and
Largest Manufacturers of



PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES

on this Continent.

No Chemicals are used in their manufactures.

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

Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use.

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

Buyers should ask for and be sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co. Ltd.,
Dorchester, Mass.

APPLES

Any kind \$1.25 per barrel.

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

BUNTING & CO.,

20 & 22 OTTAWA STREET.

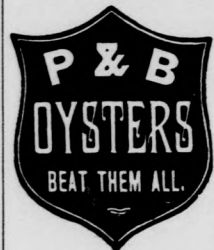
GRAND RAPIDS, MICH.

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,
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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.

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.

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York Jan. 23.—The coffee situation here is not particularly interesting one way or the other. Rio No. 7 is nominal at 10c. Interior buyers are manifesting little interest in the situation of affairs and orders come in slowly. Perhaps it is to be that the big manipulators—Arbuckle, Havemeyer, et al—are to use so much coffee that the little dealers will only stand and wonder. The amount of Brazil coffee afloat aggregates now 750,000 bags, against 545,000 bags at the same time last year. There exists a little better demand for the mild grades, although there is room for improvement. Scarcely anything was done in an invoice way. A good Cucuta coffee is worth 15½@16c.

The stock of raw sugar in the hands of refiners and importers aggregates 236,500 tons. With so decent a supply on hand, very little interest is shown by buyers and the situation as to prices remains practically the same. In the refined market the utmost quietness prevails and the situation has been absolutely without interest. Supplies are steadily enlarging in the hands of refiner, and what the upshot of the whole business will be remains to be seen. The retailers are waiting.

The demand for tea is not disappointing. Blessed is he that expects nothing, for he shall not be disappointed. The auction sales attract few buyers beyond the regular patrons. Prices are low and buyers are conspicuous by their absence.

There is a steady demand for rice, in sufficient volume to be called satisfactory. Foreign sorts are in particularly good request and values are steadily held. Japan, 4¼@4½c; Java, 4@4¼c.

With the exception of pepper, which is certainly in better position, the range on spices is without change. There is a better feeling all around and it is quite likely that it will "materialize" in better rates on several articles before long.

The molasses business does not show any particular encouragement. The volume is confined to everyday wants. For nice grades 30c is the prevailing quotation at present. Under grades are in light demand at nominal figures.

In syrups an average business is reported. Supplies are not overabundant, but seem sufficient for the enquiry that prevails. Prime to choice, 18@23c.

Canned goods offer no special field of activity. The demand for tomatoes and corn keeps up pretty well and prices are sustained at hardening rates; in fact, tomatoes are selling at the best prices that have prevailed during the season. New Jersey brands generally are held at 80c; Maryland, 70c there.

There is a better demand for prunes and prices are well held after the long period of inactivity. Aside from prunes, the whole range of dried fruit is dull and featureless. Orders coming in are for small lots and the outlook is certainly not very encouraging, although dealers keep up good spirits and manfully hope for something better later on.

Lemons, oranges, bananas and pineapples are all in moderate request. Orders are for temporary needs only. Bright Florida oranges are quotable at \$3.25@3.50; russets, \$3@3.25; California navel, \$3@3.50. Some Florida strawberries are in market, commanding 25@65c per qt.

Butter is quiet and the market is without noticeable change. Finest Western creamery, 20c; Western firsts, 18@19c.

There is a decidedly firmer feeling in cheese and full cream stock brings 11½c readily. Exporters are showing more interest and, altogether, the situation shows much encouragement.

Eggs are quiet, with best Western at 15@16c. Arrivals are not very large, nor is the demand excessive.

Beans are dull and selling at prices showing little, if any, improvement over those prevailing for some time past.

A red-hot fight prevails over the mat-

ter of merchants trespassing on the sidewalks. One of the leading downtown retailers remodeled his building at an expense of \$1,500, so that he has an elegant display entirely within limits. No disposition being shown by others to give up the sidewalks, this retailer called upon the authorities time and again to abate the nuisance. It did no good, and now he has invoked the power of the courts to compel the Commissioner of Street Incumbrances to take some action in the matter. Meantime, the users of the walks are endeavoring to find relief through the Legislature.

If the windows in the furnishing goods stores uptown indicate what men's fashions are to be, the average colored shirt will prove a much more brilliant garment next summer than it has ever been in the past. This is the time of year in which the new styles in linen are first shown, and this fact may serve to explain to many purchasers who go to the stores in the spring why it is that the best of the patterns are already marked as exhausted when the season is comparatively young. This year there has been an unprecedented outbreak of checks, and apparently the man who orders stripes will prove himself to be hopelessly given over to habit and indifferent to fashion. The uptown store windows show an overwhelming majority of checked linen and Madras, and there is this year none of the compromise that these goods have shown between the stripe and the check. Now they are in solid blocks of white and color, as decided as a checker board in everything but size. A more startling development of the same fashion is shown in some of the flannel shirts made up for men. These utilize the gaudiest Scotch plaids with red backgrounds and crossings of blue, green, and yellow. They are striking enough to insure a highly colored summer to the men who follow what is new in the fashions.

The elements of a winter's egg market are always uncertain and most important. They relate directly to supply on the one hand and demand on the other, and both are liable to so great a variation as to make it extremely difficult for receivers or dealers to shape their policy of buying or selling with any certainty of satisfactory results. The tone of the market from day to day is affected by the general trend of popular sentiment, but these sentiments are as changeable as the circumstances which affect values, and prices which appear low one day seem absurdly high the next—or vice versa. It has been very evident here that any material increase in supplies of fresh eggs at this early date would result in a very low ruling of prices. At this season of year excess of receipts over consumptive requirements cannot be permanently removed from sale (as they may be in the spring) and they simply accumulate in first or second hands to add to available supplies. Such accumulations have a very important bearing upon current values, because the latter are generally fixed by the willingness to carry the surplus. If our market receives even a few carloads of eggs beyond requirements somebody must hold the surplus—and the price at which such surplus will be held, or bought speculatively, fixes the value of the whole. But the willingness of receivers to hold is affected by the orders of their consignors, and these, consequently, have an important bearing upon daily values, although they often produce unhealthy conditions.

Flooding the Country with False Quotations.

From the New York Produce Review.

We have in our possession a lot of printed circulars and a mass of correspondence sent out by fake commission houses in this city and vicinity which is very strange reading to one who is familiar with market conditions.

One of these circulars bears the date of January 12, 1897, and is stamped all over with fraud, inasmuch as it over-quotes the market from 10 to 20 per cent. Many of the other quotations are equally incorrect. The letter is of cir-

cular size and the firm whose name appears in the heading claims to have an established trade for everything quoted in the list. We have investigated the matter and find that the business has only been established about three weeks; that the parties are practically unknown to the trade here, and are absolutely unacquainted either with the methods of doing an honest commission business or the real value of the goods of which they are seeking consignments. We learned at the banking house to which we were referred that the firm had a small account only and nothing was known of the responsibility of the concern. The only reference among the city wholesale trade was to a man of such crooked propensities as to render the reference worse than worthless.

Another circular quoted a different line of goods just as incorrectly. A

man wrote a letter to a Michigan shipper, offering to pay "20c per lb. f. o. b. track" for choice dairy butter, while the real market on the date of the quotation was 16@17c.

A letter sent out from a firm in Wallabout Market, Brooklyn, gave the address of a restaurant, and those who have been doing business over in that neighborhood for many years know nothing about any such concern.

We have never seen so many of these snide houses cropping up, and their methods of business are so familiar here that we can spot them at once. But we want to caution smaller shippers especially to make very careful enquiry concerning the responsibility of commission houses before consigning goods to them. There is no excuse for any shipper's being robbed unless he is so stone blind that he will not see.

Pure Mincemeat

is the "Upper Crust" from

MEADER & KNUTTEL,
WEST SAGINAW.

DOWN TO ZERO

Are our prices on Nuts, Figs, Honey, Grapes, Lemons, Oranges, Cranberries, Spanish Onions, Sweet Potatoes.

STILES & PHILLIPS,

Both Telephones 10.

9 NORTH IONIA ST., GRAND RAPIDS.

ALL VARIETIES AND SIZES

ORANGES AND APPLES

SWEET POTATOES, CELERY, ETC.

J. M. DRYSDALE & CO.,

WHOLESALE FRUITS AND PRODUCE, SAGINAW, E. S., MICH.

Straw Board, Building Paper, Roofing Material

We are jobbers of these goods, among which are

Tarred Board, Rosin Sized Sheathing, W. C. Oiled Sheathing, Tarred Felt, Roofing Pitch, Coal Tar, Rosin, Asphalt Paints, Elastic Cement, Ready Roofing, Carpet Lining, Mineral Wool.

Qualities the best and prices the lowest.

H. M. REYNOLDS & SON, Grand Rapids, Mich.



GYP SINE

The permanent, beautiful, sanitary wall finish. Well advertised. Well known. Every dealer buying 500 pounds of Gyp-sine will, in addition to a full line of display matter, have his name and business inserted in a two-column advertisement in the "GypSine Advocate," a paper that we publish in the interest of GypSine, and a liberal supply of the papers furnished him FREE for local distribution. Write for prices and full particulars.

Diamond Wall Finish Co.,

Grand Rapids, Mich.



Devoted to the Best Interests of Business Men

Published at the New Blodgett-Building,
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TRADESMAN COMPANY

ONE DOLLAR A YEAR, Payable in Advance.

ADVERTISING RATES ON APPLICATION.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - - JANUARY 27, 1897.

MISTAKEN ECONOMY.

In no avocation is the adage to the effect that whatever is worth doing is worth doing well more pertinent than in the preparation of the instrumentalities for the prosecution of trade. There may properly be a limit in expenditures and in magnificence of construction and appointments—undue extravagance is foolish—but that limit should never be placed so low as to involve the slipshod cheapness which will not command respect.

This principle should obtain in every part of the merchant's equipment. The building should be properly constructed, the furnishings should be substantial and of the best for the purposes of the trade, and in the selection of all apparatus the "cheap" article is invariably the costliest in the end.

There are some dealers who seem to act on the principal that anything which will answer the purpose is good enough, and that money saved in this part of the investment may well be applied to the extension of the business. Such will hire some amateur sign painter to execute a production which outrages every sense of correctness, taste and suitability, thinking there is no particular difference as long as it gives the desired information. Cheap hand-made board counters are used to save the cost of heavier and more expensive construction; scales and counter fixtures are of cheap unhandy styles, and too few for the convenient transaction of business, and so throughout. There may be instances when such cheapness is a necessity, but it is the gravest mistake when better could be accomplished.

The appearance of cheapness of the character here indicated does not convey the idea to any that goods are to be obtained more cheaply. In a general way it conveys the impression simply of unbusinesslike poverty which would militate against the handling of the best goods economically. Such appearance of slackness and lack of substantial stability has a tendency to drive all custom to the more suitably-appointed business-like competitor.

There is no investment so profitable as care in this direction. Everything that represents the enterprise in any way is worthy of painstaking consideration. The building should be as substantial and suitable as means will command. Signs may well be plain

and unpretentious, but they should be of correct design and artistic execution. Delivery wagons should be well constructed and should be kept suitably painted and clean; horses in good order and well groomed.

Perhaps there is no representation of a business that is more expressive of its businesslike or unbusinesslike characteristics than its stationery. Yet this portion of the business equipment is very apt to receive the least attention. Many times a dealer will send his correspondence on paper without printed headings, in any envelopes that happen to come to hand, with the expectation that it will command the same respectful attention which is accorded to that of his competitor, suitably selected and printed. It is a mistake. The letter of this description or one with slovenly printing on slipshod paper conveys a corresponding impression of the business and commands attention accordingly. It does not follow that the outfit must be the most elaborate and costly—too great a display in this direction is as bad as too little in some situations and lines of trade—but plain, neatly-printed paper and other material in harmony will convey an impression that is invaluable to one who wishes to stand well in the estimation of his correspondents.

Slackness and carelessness in the apparatus of business is the hindrance to success in numberless instances. Such slackness is never necessary under proper business conditions. It is often the result of a mistaken economy or of thoughtless negligence. It never pays.

According to the New York Tribune it transpires that that the generally published statement that the citizens of Glasgow are about to be relieved from taxation through the profits of the municipal enterprises is a mistake, notwithstanding the fact that many items of municipal expense which are borne by American cities come from the Imperial Treasury, and the further fact that the municipal employees of the Scottish metropolis are bitterly complaining of the low scale of wages they receive. Even if the English and Continental cities should succeed in carrying such an experiment to success, it does not follow that it would be practicable in his country. For aside from the question of general municipal looseness and corruption prevalent in so many of our cities the American working man is not one to submit to as low wages in public employment as in private. There is not the same stability and appreciation of employment here and the facility of change, with the habit, make the comparison with the experiments there practically valueless. American cities will have to take a long step toward the Millennium before they can be compared with the Old World towns, even in the possibilities of public enterprises.

Attention is called to the warning against fraudulent commission houses, uttered by a New York journal and reproduced on the produce pages of this week's issue. The grounds for warning shippers against Gotham swindlers will apply with equal force to any market. On general principles, it may be set down that the house which offers to pay more than a thing is worth is a fraud.

Before the great freeze in Florida the annual orange crop was from 8,000,000 to 10,000,000 boxes. The estimate for this season is 70,000 boxes.

PRODUCERS AND CONSUMERS.

Those who have not given the matter consideration have no definite idea of how few are the workers who support the population of this country, or of the world. Some information on the subject will be interesting. The figures here given are those of the census of 1890, with an allowance of 3 per cent. of increase for each year since 1880, which was the year when the census was taken.

It is common to talk of the vast accumulated wealth of this country, but it is not as great as if there were more workers. The consumers are vastly more numerous than are the producers, and the wealth of which so much is spoken and written is that which remains over and above what is consumed each year.

The increase of property is seen in the successive returns of the tax assessors of the various states from year to year, and it is made apparent that this yearly increase is somewhere between 3 and 4 per cent., so that the latter rate marks the interest that the people can afford to pay. Taking the country at large, it is the measure of the annual wealth-productiveness of the United States.

There are in the United States to-day about 75,000,000 people who must have food, clothing, shelter and fire. Besides the housing and clothing, each person must have about three pounds of food material every day, with fuel enough to cook it. Thus it is that from 325,000,000 to 350,000,000 pounds of foodstuff is consumed every day to keep the people alive.

According to the estimates of Edward Atkinson, the eminent American statistician, the people as a whole are within about one year of starvation, within two or three years of becoming naked, and within a very few years of becoming homeless. In this country nearly two million human beings are added every year to our population. That number would soon crowd existing dwellings to overflowing, unless in each year about a half-million men were occupied in adding to the number of dwellings already existing.

It must be taken into consideration that great proportions of the people are unable, by reason of their tender years or their extreme old age or their physical incapacity, to support themselves by any productive labor. Then there are the criminals, and the loafers who will not work. The industrious classes are forced, in one way or another, to support the helpless classes who cannot, and the rascals who will not, work, and it is safe to say that the criminal and the loafer as a class live vastly better than do thousands of the honest and worthy dependent classes. The tramp and the loafer are certain of their support, while the thief takes what he wishes, and the balance of the people, who are the victims, are satisfied if, perhaps, one thief out of a thousand be punished, while they never complain of having to feed and clothe and lodge the chronic idlers, and never dream of having any law enacted to make the rascals work for their own support.

There are in the United States about 25,000,000 persons, of both sexes, over ten years of age engaged in the various lawful occupations, including every trade and profession, and these 25,000,000 support and maintain themselves and the remaining 50,000,000 of the population—that is to say, each honest worker has to take care of two persons

besides himself or herself. From this it will be seen that there are twice as many non-productive consumers as there are producers, and if the conditions in the United States are to furnish a criterion for the population of the whole world, it is easy to understand why the people on our planet are always within a year of starvation, meaning that they may possibly have a year's supply of food on hand at any one time, and why, if there be any considerable interruption to the production, such as a drought, or a flood, or a wide-reaching storm, or a great labor strike, there must be more or less suffering.

Thus it appears that one-third the people in the world are required to support the entire population, and this explains why it is necessary for them to work so constantly. If these workers should rebel against their task of supporting the balance of the population and stop work, there would be very soon general, if not universal, starvation. Thus it is when there is a serious shortage in the crops in one part of the country, food supplies must be moved thither from some other region better supplied.

In ancient times the failures of food crops wrought terrible destruction among the nations of the earth on account of the difficulty of distributing supplies to the people of the destitute regions. The records of history contain accounts of the frightful famines which the people of almost every country have one time or another been forced to undergo. The great extension of railways over every civilized country, and the use of fast steamships on the sea, have made the distribution of necessities much more expeditious and complete, and have greatly mitigated the horrors of famine; but they are not able to eliminate it from human misfortune.

Nevertheless, everything possible that charity and good-heartedness can do to relieve those who suffer from hunger by no fault of their own is done in every case, and, perhaps, there is no branch of human life to-day in which greater progress is shown than in the magnificent institutions and instrumentalities which charity and philanthropy have created or adopted to relieve the sufferings to which the human race is heir. Without doubt, philanthropy is responsible for the vast numbers of unworthy persons who profit by its benefits, but the good that is done is enormous, and that is the main point.

But, at the same time, it is an outrage that loafers and other worthless rascals should be able to prey upon the industrious and honest classes, and it should be an inflexible rule that those who are able to work, but will not, should not eat and enjoy at the cost of those who work. The drones should be forced to labor or starve.

Of the 15,000,000 laboring men in the United States only 1,400,000 belong to labor unions. Yet this small percentage—less than 10 per cent. of the whole—assume to themselves the sole right to establish arbitrary conditions and iron-clad rules and regulations for both employers and employees; to determine who shall work and who shall not work; to dictate the terms on which men shall work and shall remain idle; in fact, to exercise over both employer and employee the most irresponsible tyranny ever undertaken by a petty monarch. How long will the people endure such foolishness?

WATERWAYS AND RAILROADS.

The natural free waterways of the country cost something in the way of improvement, such as dredging and the removal of obstructions, and these charges are assessed in taxes on the people of the United States at large.

The Chicago Railway Review contends that the cost of transportation on the free waterways is as great as that by the railways. Stated by the Review, the charges by rail include all the elements of expense entering into transportation, such as wear and tear, cost of renewals, wrecks, loss and damage, general administration, etc., whereas, in the computation of the cost by water, little except the actual expenditure involved in the act of transportation is taken account of. On the other hand, it is contended that the amount expended by the Government in the maintenance and improvement of channels, harbors, lighthouses, inspection service, etc., as well as the value of the vessels and cargoes lost, is as much chargeable to the cost of transportation as the correlative items accruing to the rail service.

A little consideration will show that this view is wholly erroneous. The railways of the United States have cost in the beginning \$60,000 a mile. There are railway lines of about 180,000 miles in length, while the natural free waterways, including rivers, lakes and coast-wise sea traffic, which must be classed as a part of the domestic waterway transportation, will amount to a mileage of quite three times that of the railways, or 500,000 miles. Did all the river and harbor work, lighthouses and the like, cost at the rate of \$60,000 a mile for 500,000 miles of waterway?

The work of improving the waterways is, to a large extent, permanent, while that of maintaining the railways requires an almost incessant exertion in the replacement of material. Moreover, while many of the railways are operated to their full capacity, the free waterways could accommodate an almost unlimited number of ships, each vessel carrying the contents of many railroad trains. When this country shall have 300,000,000 instead of 70,000,000 people, the insufficiency of the railways will be manifest, while the waterways will be equal to any demand.

The railways are indispensable, but so are the free waterways, and there should be no disposition to depreciate either for the advantage of the other. The waterways act as a most important factor in cheapening the costs of transportation. Without them it would be a serious matter to contemplate what might be freight rates.

THE TRIUMPHS OF SANITATION.

As an indication of the extent to which the world has progressed in sanitary science, and in confident dependence upon sanitary regulations as a safeguard against the spread of a plague, may be cited the fact that no great fear seems to prevail in Europe that the Indian disease now slaying its thousands in Bombay will enter Europe.

This bubonic plague is said to be almost identical with the fearful contagion that ravaged Europe and almost destroyed London more than 200 years ago, when the communication between Europe and the Far East was nothing like it is now. It is distinctly a filth disease and has always had its origin in the East. It will spread, however, wherever the conditions are favorable, and spread rapidly. But the great ma-

jority of European capitals are now in a comparatively safe sanitary condition and it would be a physical impossibility for a plague to ravage London, for instance, as it once did. The Asiatic cholera which was once so dreaded in Europe has been for years past practically excluded from that continent, and in our own Southern seaports we have seen how it has been possible to prevent the recurrence for many years of what was formerly almost an annual visitor—the yellow fever.

It is sanitary science, embracing a close and scientific quarantine, that has thus given the European and American peoples practical immunity from these fearful epidemics of old. Cleanliness, pure water and good sewerage have accomplished the reform. But eternal vigilance is the price of this safety. Cities along the seacoasts, in this age of commerce and travel, need to be doubly watchful. A dangerous germ, once admitted and finding the physical conditions conducive to its propagation, will play havoc before it can be stamped out. It may never get beyond the place of its entry from abroad, but it may count its victims by the hundred at that point. The interior cities are subject to diphtheria, scarlet fever, typhoid fever and smallpox, all the outgrowth of filthy surroundings or bad sanitation. The necessity, therefore, for rigid enforcement of sanitary ordinances, in this day and time of unlimited intercourse between different localities, is always with us, and this necessity cannot be too often or too strongly impressed upon the attention of the health authorities everywhere.

According to the annual report of the New York Board of Health, there were 9,000 cases of pulmonary tuberculosis in that city last year, of which nearly two-thirds proved fatal. Including unreported cases, it is believed that there are fully 20,000 residents of the metropolis now suffering from the disease, or more than one consumptive to every hundred inhabitants. Besides, there are many additional cases in incipient forms. The Board is of the opinion that the mortality can be very largely reduced by treating the disease as a contagious one like diphtheria or smallpox. It recommends that a hospital for consumptives be established, in which may be properly treated poor patients, who are the most active source of danger to the community; that tuberculosis be officially declared a communicable disease, and that sanitary surveillance be exercised over it; that institutions admitting consumptives be officially inspected and specific regulations for their conduct be established; and that a closer sanitary supervision be maintained over individuals suffering from this disease in the densely populated tenement districts and in the crowded workshops and public buildings of the city.

Letters are beginning to reach the United States bearing stamps issued by the Cuban republic. The Postoffice Department holds that they are admissible to our mails, if the envelopes bear the postmark of a regular postoffice and the stamps are properly cancelled. The Department cannot go beyond the fact that the postmark is that of an office in Spanish territory, and Spain is in the international postal union. But, at the same time, it is a curious anomaly that the Cuban republic is recognized by one department of our Government, and ignored by another department.

Suicides of Business Men.

Written for the TRADESMAN.

Without searching the statistics of self-murderers to obtain a true relative proportion of each class, it is plain to be seen that, among those who follow mercantile, banking and other speculative pursuits, such tragedies are becoming alarmingly frequent. The pace set by the leaders in successful competition affects the whole line of aspirants, and generates a force that dominates the methods and ambitions of many whose staying powers are not sufficient to reach the desired goal. Even those gifted with the strongest physical and mental abilities, so essential in the organization and management of the largest enterprises, often become victims of their own uncontrolled energies. So the daily and weekly record of minds shattered, and lives sacrificed to an excessive application to details of business, still goes on and with no apparent prospect of abatement.

While other causes may contribute to these deplorable fatalities—such as peculiar temperament, heredity, etc., it is undoubtedly true that the high-pressure system under which modern business is conducted is an important factor in strewing the commercial arena with mental wrecks. What was once considered a living business does not content the active pushers of to-day. The limit of acquired wealth formerly called a competence, and usually secured at the end of a life of patient industry, is now moved near to the beginning, and enlarged to suit the commercial rivalries of this impulsive, restless age. Yet every cheapening process invented to lessen the hours of labor on a given product and add profit to the producer and save expense to the consumer still leaves little gain in the sum of universal prosperity, for new wants grow in relative proportion to absorb the surplus that should naturally prove net increment. This spurs human energies to greater activity, for fear of being left in the rear, and the rewards of aggregate toil are still as unequal as before. Thus, business that else would be healthy, as well as progressive, becomes too often destructive to mental and physical powers, and the weakest competitors drop out of the contest, while not a few, deeming life not worth living that does not secure the crown of victory, by their own hands surrender that life to its Creator.

It is not in a captious or pessimistic mood that these reflections are penned. Though some may regret the changes in purpose and methods that have characterized the last half of this century, and insist that the old ways were the better, a thoughtful survey must convince most intelligent observers that, since the world moves, it is the destiny of mankind to move also, and all movement should tend to the mental and material improvement of the whole. This orbit of progress cannot be calculated by years, like those of the planetary system. Science has not yet determined the exact velocity of the moving body, nor marked upon an orbital chart its points of perihelion or aphelion. Every move of civilization toward a higher plane is inevitably accompanied by loss. That which is financial legislators have in vain tried to prevent, and, ever failing, still attempt the impossible. Whatever tends to shorten the lives of ambitious workers can be relieved only when they consent to pursue wealth less immoderately, and with conservative methods. The tendency of civilization

so far revealed is to make the problem of life more complex to the many. So far as men are separated by wealth and poverty the distance is constantly increasing, since the power of organization gives the favored few an advantage which no equalizing theories or reforms by statute have been able wholly to resist.

Yet this is not an unmixed evil to be viewed despairingly. Under the shadow of kingly and feudal rule the condition of the rich was not to be compared with that of the millionaire of to-day; but the lot of the poor was more abject and hopeless than it is with us. We have, therefore, in these times, some compensating advantages for the evils that are inseparable from an era of progress. The mass of our people are intelligent, happy in their social and family relations and reasonably prosperous, while those of former times, and even those now living under older forms of government, present a picture of painful contrast.

So we may also take cheerful views of the future concerning the evils incident to the increasing activities of commercial competition. The men who bear the burden of planning the details of the world's exchange of products in their several departments are beginning to learn the lesson of discretion. Through business associations they enjoy relaxation from the enervating effects of excessive toil, and thus relieve the strain that produces so many mental and physical wrecks.

Summer furloughs, too, are getting to be more and more the general rule, whereby they can gain from picturesque scenery, healthful air and diversified amusement renewed increase of intellectual and bodily vigor. But, alas! how deplorable is the fate of the few who fail to see their true interest. Their sad examples should be a warning to everyone who aspires to gain wealth and social standing suddenly by unworthy means. How often one little deviation from the line of honest dealing is a step in the path that leads to crime, to insanity or the suicide's grave.

It is well, therefore, to caution, rather than encourage, the spirit of commercial enterprise that impels so many to throw the utmost of their energy into even honorable pursuits. Business men should heed sanitary, moral and physical laws as well as the laws of the land, which, if reasonably obeyed, promote individual and general prosperity. By so doing, not only the harmony of commercial relations is conserved, but in like proportion the long list of unnecessary failures will be greatly lessened.

PETER C. MEEK.

In German cities, before a druggist is granted a license to open a store, careful investigation is made to determine whether the needs of that particular neighborhood require it. Recently a young druggist in Altoona, whose prospective marriage depended on his success in securing a license, was overwhelmed by the rejection of his petition. As a last resort he took his case to the Minister of Education, the highest authority, and on being refused again, committed suicide.

A Maine paper complains somewhat bitterly because some good people of its town got up a show that cost \$20 to raise \$6 for payment of the freight on a barrel of clothes worth \$10 to be sent to the Indians of North Dakota, when the clothes were greatly needed by the poor around home.

Progress in American Tea Culture.

The prospects of making tea an American product would be poor indeed if it were not for the energy and perseverance of Dr. Charles U. Shepard, who has spent a good part of his life in experimenting with tea plants on his Pinehurst farm in South Carolina, and whose annual crop of leaves creates a little sensation in that branch of the commercial world which deals in imported teas. The success of the Pinehurst tea gardens is made more important in view of the floods of cheap, inferior teas that have been imported into this country to the detriment of the trade since the tariff was reduced; for the sole aim of the owner of the Pinehurst farm is to produce a quality of tea that will command the highest prices in the market. In his own words, "Asiatic cheap labor, at six to eleven cents daily wages, precludes competition in the inferior sorts."

In 1892 the first crop of tea ever raised in this country was cured and sold in our own markets, but the total product did not exceed 150 pounds, as only the small and tender leaves were picked. Since then the crop has steadily increased, and the prices realized for the Pinehurst tea have exceeded \$5 per pound. The yield of the tea plants has proved as high as that of the best Indian gardens of the same age, and the rate of production at Pinehurst has averaged 250 to 500 pounds from every garden of 1,500 plants. This rate could be greatly increased if the large leaves were picked, but the small, young leaves are the only ones suitable for the manufacture of the high grade teas.

The original tea plants of the Pinehurst farm were planted in the old gardens near Summerville, South Carolina, before the war, but they were neglected for nearly twenty years thereafter, growing wild in clumps and thickets in spite of their uncongenial surroundings. Dr. Shepard obtained possession of the gardens, and while some of the plants were transferred to better situations and soil, many were left standing in their original locations. From these early planted shrubs the present Pinehurst crop was raised. At the same time the owner obtained consignments of seed from our consuls in China. These have obtained a good age now, and the plants are vigorous growers. A great part of the deterioration of the tea plant in China has been the result of neglect, and consequently the shrubs from similar seeds planted at Pinehurst have produced finer foliage than those in China. This improvement in the Chinese tea plants through careful cultivation has been one of the most encouraging features of the work at the South Carolina gardens.

But most of the crop heretofore gathered in this country has been of the Assam hybrid plants. The true Assam tree is a vigorous grower, with leaves seven or eight inches long and three inches broad, capable of producing twenty-five crops of young leaves in a season, but cold interferes with the proper development of this variety, and it cannot be profitably grown outside of a small part of British India. In its natural, unpruned state the plants frequently attain a height of thirty or more feet. Intermediate between this large tea plant and the small Chinese variety, there are many kinds that have resulted from hybridization. These hybrids represent good and bad teas, with all the possible modifications between the two

extremes. In gardens where hybrid seeds are planted indiscriminately, both the broad and narrow leaves are found, and also inferior and extra fine tea leaves.

In experimenting with tea-growing in this country, the question of varieties early occupied the attention of Dr. Shepard, and it required considerable study and comparison of data to ascertain just what results might be expected from the leading plants of China and Ceylon. A comparison of the records of the climate of Charleston, a short distance from Pinehurst, and those of other tea-growing countries, over a period of ten years, showed that it was not an impossible thing to raise tea in parts of South Carolina. The mean yearly climate was about the same as that of the upper stations of Ceylon, but much warmer than in Japan. The winter season in Upper Ceylon, however, rarely brought ice, while at Pinehurst its appearance is nothing unusual. In Japan frost and ice are common. The rainfall in Ceylon is much greater than in either Pinehurst or Japan. From these observations, it is apparent that South Carolina has too little rainfall and too great extremes of climate to produce the finest tender varieties of Ceylon tea. Artificial irrigation partly supplies the first deficiency, and the protection of the tea gardens by windbreaks made of trees helps to offset the second disadvantage.

The tea fields of Japan, which more closely resemble those of South Carolina than any other, send us annually 50,000,000 pounds of tea. The Ceylon and India tea-growths are not so popular in this country, as the leaves are strong, and delicate and light infusions are preferred here. Carefully-selected Indian and Ceylon seeds are expensive when brought to this country, but when they once become established they are vigorous growers. The cost of eighty pounds of the seeds delivered in this country averages about \$50, but as only about one-fourth of them are good for anything when they arrive here, the cost is much greater than appears at first. Many of the seeds sent here do not represent the varieties that are claimed for them, and this is another source of worry and disappointment. Of the many pounds of seed imported for the Pinehurst farm, only very few have yielded satisfactory results, and now more reliance is placed upon the cuttings for propagation than upon the imported seeds. The gardens are so well established that there is ample stock on hand for increasing the number of plants from cuttings.

During the few severe winters we have had, the tea plants at the Pinehurst farm have suffered more or less, but the number actually killed is not great enough to discourage any one embarking upon the enterprise. The winter of 1892-93 was severe enough to kill a few of the tea plants, and to impair the vigor of others. The winter of 1894-95 was another severe test of the plants.

The experiences so far seem to point to the conclusion that tea plants can be raised at a profit in South Carolina either from seed or from cuttings, and that the Chinese and Japanese sorts are better adapted to the climate than the India or Ceylon teas, although many of the Assam hybrids develop into tolerably luxuriant plants. The crop must of necessity be of a high order, and to accomplish this only the young leaves can be picked. The question of profit,

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however, is not settled when good plants and leaves have been produced. The cost of picking and curing the leaves is much higher than in China, Japan, India or Ceylon, and herein lies the real difference between the industry in this country and the Oriental lands. A high tariff on tea would prevent the importation of many of the inferior grades now brought into this country, and incidentally it might help tea-growing in the South. But better than this would be the invention of machinery for reducing the cost of picking and curing. The substitution of machinery for manual labor would immediately bring into existence a considerable industry in tea-raising.

The industry at present is not attractive to the average farmer, for a tea garden of only a few hundred acres would involve the expenditure of considerable money, with no prospects of getting any profits back inside of five or six years. If a central curing factory could be established in the best tea-growing districts, it might be possible to induce farmers to cultivate ten or twenty acres of tea plants as an investment for the future. Even with the present prices paid for labor in the South, the best quality of teas can be raised at a good profit, or at least this has been the case for several years on the Pinehurst farm. The picking is the most expensive work, but, while long and tedious, it is not arduous labor, and women and children can do it equally as satisfactorily as men.

GEORGE ETHELBERT WALSH.

The Competition of the Future.

From the London Grocer.

Our correspondence columns prove conclusively that the younger members of the trade are now studying their position with great care and intelligence, and that they are also anxious to consider their commercial prospects. No one can be surprised that they are animated by this wish. Of late years there have been great changes in the grocery trade, affecting in a more or less degree all those who belong to it, both employer and employed. Old-fashioned ideas have now to be discarded, and grocers, as well as others, are obliged to move with the times. Long credit and long profits are, for instance, virtually obsolete. The public prefer to buy articles at as near cost price as possible and pay cash—if they can. Shareholders in large retail companies are thankful to get 5 per cent. interest on their capital. That seems to represent the most formidable factor in the competition of the future; and we are not surprised that the more youthful members of the trade, who have their fortunes to make, are now seriously considering their prospects. Joint-stock companies for retail trading are being formed in every direction. Of course, they do not restrict their operations to one particular locality—that in which their shop or shops are situated. Their ambitions are universal. They are not satisfied with supplying the customers who visit their establishments. They strive to secure the patronage of consumers generally, and are prepared to send out goods, on favorable terms, to buyers in any part of the country. Thus a grocer may perhaps reckon that, in future, his most dangerous competitor will not be the shop over the way, but the large company in a distant city. And of such companies the cities—judging from present indications—are likely to be full. Additions to the number of these concerns are constantly being made. To their power of extension there seems to be no end.

In reference to this subject, certain pessimistic views have been expressed by a member of the trade (Mr. Brantingham, in Sunderland); and we think that gentleman has exaggerated the gloominess of the outlook. The com-

petition of the future will no doubt be severe, as we have indicated, but it will not necessarily be annihilative. Yet that is what Mr. Brantingham apprehends it will be. Touching incidentally on the question of co-operative societies, he is reported to have spoken as follows:

"I have studied the question, and I warn the younger men present that their trade is doomed. The stores are bound to win, and sooner or later the middleman will disappear."

As against this unduly lugubrious opinion we may quote the statement of another grocer, who regards his business more hopefully. Thus, speaking at Bolton, Mr. Steele made the following remarks:

"For myself, I say fearlessly that there are as good men, as honorable men, and men as successful in the grocery trade as in any trade on the face of the earth. * * * I do not deny that grocers have been downtrodden in past years. This state of things has to be altered now. The grocers are rapidly coming to the front. They mean to do the best for themselves."

That, in our opinion, strikes the right keynote. Grocers need not fear the competition of the future if they will meet it by vigorous action and adequate enterprise, determined "to do the best for themselves." The public, other things being equal, will buy at the nearest shop. Grocers must take care that "the other things" are equal, and that in the competition of the future they will not be at a disadvantage as regards the price and quality of their goods. The stores are not winning, and, in our judgment, are not likely to win. Indeed, we do not regard the ordinary co-operative store as absolutely the most dangerous factor in future competition, so far as grocers are concerned. The business of such concerns does not, as a rule, increase. Even the large London State-titled stores, with exceptional advantages, can barely hold their own; some cannot do so. Their chairmen complain almost at every meeting that the competition of the trading classes is so severe that store customers are tempted away. We have no doubt that that form of temptation will become even more acute as time goes on. The ordinary provincial co-operative stores are not, generally speaking, making progress. They experience a difficulty in keeping their connection together. Hence their constant exhortations to their members to be "loyal," to spend their money at "their own store"—not at the grocer's shop. Such cries show that the co-operators are afraid.

As to Mr. Brantingham's "warning to the younger men" that their trade is doomed, we feel inclined to take it in a Pickwickian sense. Fancy the British public without its grocers! The grocer is part of the very foundation of society.

The following story was told recently by a woman who lived in the Far West and did her shopping in New York by mail: "I had paid my bill the day before," she said, "but needed an article which was marked on the catalogue 8 cents, and at the risk of being informed that the order was too small I sent it, and before I had time to tell about the joke of sending an 8-cent order the article came prepaid with a 4-cent stamp. At the end of the month I received a statement in a sealed envelope showing that I owed my New York correspondent 8 cents, for which I sent a check and received by return mail a receipt for that amount. You see that my 8-cent purchase cost the concern 8 cents in postage; and still it seems anxious to have my trade."

A scientist says that only 900 persons in 1,000,000, according to medical authority, die from old age, while 1,200 succumb to gout, 18,400 to measles, 2,700 to apoplexy, 7,000 to erysipelas, 7,500 to consumption, 48,000 to scarlet fever, 25,000 to whooping cough, 30,000 to typhoid and typhus and 7,000 to rheumatism. The averages vary according to locality, but these are considered accurate as regards the population of the globe as a whole.

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CASH OR CREDIT.

Comprehensive Conclusions from Actual Experience.

W. H. Gentner (Farmington, Iowa) in Boot and Shoe Recorder

I came to this place eleven years ago last June and bought a stock of groceries and queen's and glass wares, in all amounting to \$1,225. This establishment was then doing a general credit business and, as I was a new hand in the mercantile business, having had no experience whatever in storekeeping, I naturally adopted the same method and extended credit to the old customers. This seemed to work fairly satisfactorily for a time; those who were considered as not being gilt edge to pay their store accounts paid their bills with the new man, good fellow as he was then, and ignored their old accounts which they still owed to my predecessor. However, after a time, perhaps eighteen months, I found it necessary to conduct my business on a more conservative basis. My debtors began to neglect their accounts, paying only a part and leaving a balance, each succeeding time longer, which was not only very unsatisfactory to me, but also very burdensome, as I owed \$500 on the original stock at the outset, on which I had, however, at this time, made two payments. I mention these figures in this connection to show the readers the limitation of my capital.

At the end of the second year I added \$1,000 in dry goods and notions and the following year \$500 in boots and shoes. This very much broadened my scope for selling many more dollars' worth of goods on credit, while it quite sharply and correspondingly increased my liabilities. I had now arrived at the turning point. What to do was easy to decide, but how to do it successfully was what confronted me. Here I was next door to a large establishment of the same kind, with a general stock more than a dozen times larger than mine, long established in business, thoroughly acquainted with the trade and experienced in the different lines and having many other advantages over me and who was doing a heavy business and largely on the credit plan.

How to sell goods for cash, all these odds against me, and many others I shall not here mention, was a question of much moment. However, I decided to sell for cash, and declared against the credit system. I first entered into a contract with a local newspaper to take 100 lines each week for a term of twelve months. These 100 lines of matter consisted of brief sentences either mentioning some article I had for sale, or quoting a price thereon, and were distributed through the local columns of the newspaper, sandwiched in between other reading matter.

I always studied to get my advertisement so brief that the reader would read it as his eyes passed over it, whether he wished to read it or not. The shortest advertisement I now remember ever writing was this: "2c Spool." This I had placed at the top of the first local column, and left it unchanged for six months. Most all others of these locals I changed each week, and they most always contained my name, like, "Shoes 99 cents, Gentner's."

I had said and declared I would sell, and sell cheap. Now let me say, it tried my nerve. The first six months it seemed to me that my store was totally deserted; seemed as though every customer shunned it. I was like a barque in the midst of the sea with not a breeze to waft me on. And let me say right here that that is why so many merchants fall so far short in the attempt to adopt a cash system; they lack the nerve to weather through the first gale necessary to place their business upon a cash basis.

My store was given the "go-by" or wide berth, as the phrase goes. This grew worse and worse until the climax was reached, when trade slowly began to come my way, and the more I advertised and the cheaper I sold the better my business grew. Now this was the result: I rid my business of all the rubbish of the trade; I established a

name for my store as being a cash store. As a rule, persons who have a poor credit standing never think of applying to me for time on purchases.

Now you ask, "Did you adhere to the plan adopted?" I did for nearly eighteen months, when I again began to extend a little credit to a very limited extent. Only gilt edge customers could enjoy this privilege at my little store, and even in such cases I required a clear understanding as to when and how the account would be settled. I was so exacting in granting credit that among the "pay when I can" and the "never pay" classes it went as granted that they could not carry goods over my threshold except upon a spot cash basis. This had the effect of bringing my business upon a healthy basis. I found that as my business grew larger under the method adopted, the more frequent it happened that some good customer was thrown upon me, under certain natural circumstances which compelled him to ask accommodation at my hands.

Now, when a man sleeps well (and he usually does while he sells for cash) and his business is prosperous, he is very apt to feel liberal towards his fellow beings; so much so, in fact, that I again found myself extending to a few first-class trade a limited credit, but under a very stringent condition to settle at or before a stated time in the future. Later on I found that even, at times, this exactness in me relaxed and I found myself drifting toward the old system. Aroused as if by magic, I again changed my course, endeavoring to sail in safe waters and directing my course along a line near the shore. This method reduced the volume of my annual business, but while this is true, it also lessened my running expenses and I escaped the enormous losses attending a general promiscuous credit system.

Last February I made a summary of all accounts on my books, files and otherwise of good, doubtful and uncollectible, and found that the total amounted to a few dollars over \$800. I have not the exact figures at hand just now, but it was less than \$850. Of this \$226 I considered uncollectible and nearly the whole amount was sold during the first eighteen months I was in business here, but since I have collected a part of this \$226, so that really my losses for eleven years do not average \$20 per year. My annual business amounts to approximately \$15,000. By opening to a general credit plan, I could swell this amount to \$35,000, but would it be profitable? My opinion is that it would be less so than my present business.

It is my opinion that a business conducted upon a conservative credit system is the more profitable in agricultural districts and in the smaller towns; in fact, I do not think an absolute cash plan is practicable, and by absolute I mean a strictly radical method. So long as there are institutions or individuals who lend money, so long as business is transacted upon paper to the extent it is the present day, so long as jobbers and manufacturers give "dating" and extend credit to the retailer, just so long will it be impracticable for the latter to conduct a strictly cash business.

Credit is oftener a matter of convenience than of necessity, and hence is better than money in such instances. The father who has a good credit rating can leave home without leaving a cent in the family exchequer, and his wife and children will be provided for until his return. This is convenient in many ways—no money to tempt the burglar, none to lose in the cracks of sidewalks, none to expend foolishly, but a safe, convenient method, affording all that is needed until he can appear on the spot and liquidate. This makes the head of the family the chief manager, treasurer and cashier of his own affairs.

The same conditions can be applied to many other similar circumstances, and these are a few reasons answering the "why" credit is preferable. I do not wish to be understood that I do not admire the idea of an absolute cash system, for, if it were practicable, under existing conditions of commerce, it

would be an admirable system; it would be a decided improvement over our present disappointing method, as much so as successful aerial travel will be over the ox and ass method of past days.

I say it is for convenience that we are compelled to do some credit business. Why, when I advocated an absolute cash business I employed all sorts of arguments to convince the trade that it would be to their interest in dollars and cents to pay cash. I even offered to pay the interest on borrowed money until they could realize on their product, if they would spend it at my place and buy for cash, and while no one denied these facts, yet none cared to suffer the inconvenience occasioned by such an arrangement; they preferred to pay more for goods and have them charged until they could pay out of what they produced, whether that was labor or otherwise.

I find it much easier to sell goods at a profit of 30 per cent. on credit than to sell the same article at a profit of 20 per cent. on a strictly cash basis, and that to good paying trade, too. I find it an easy task to refuse credit when I know the party is not strictly worthy. A merchant, to make crediting profitable, must be shrewd enough to know when to say no, and then say it. He must be an expert in judging human nature, he must be able to know by the man's actions and words when he first enters his store that he intends to ask for credit, and quickly avert the tragedy by holding him off at arm's length. This can be done in most cases if the merchant is on the alert. A customer whose credit is poor is very apt to know it tolerably well himself, and, as a rule, he has not an abundance of nerve to ask it, and if you show him goods he will reveal this weakness in many ways. He examines the article you show him at a place where it does not require examination—this is evidence that his mind is on something else, and that is how he shall approach you. He praises your goods, comments upon the low prices, eulogizes your mercantile qualities and

abuses your worst competitor. Now he is nearly ready to pop the question to you for you to divorce yourself from your property—but ah! you need not let him get this far along. Look him gently but steadfastly in the eyes, read from them, those wellsprings of the soul, the hidden secrets of his heart—cause him to change his mind, give him to feel that he better not ask and then, while he may feel sore towards you for a short time, he nevertheless is able to say that he never asked you for credit in his life and consequently you never refused him, but at the same time he carries the conviction and may never ask you to credit him, and you meet apparently friendly ever after. But I see I am again drifting into theory.

The credit system is an evil, and everybody knows it, the consumer as well as the retailer; and it is practiced by one because the others do it. Sometimes it occurs to my mind that cash and credit are both necessary to each other's existence, like right and wrong. We must measure one by the other. Without a wrong we could not appreciate right, and so it looks to me without credit we could not measure the force of cash. However, if this is erroneous, and it is possible to eradicate the system, we should begin at the head and not at the tail. Our Government does a large credit business in the way of bond issues. All our paper money represents debts. Next the banks, next the manufacturers, then the jobbing trade, and lastly the poor servant of all of them, the retailer, and how on earth can he alone escape this contagion when it is in every vein and artery of commerce?

Again let me cite a few real examples and common, everyday occurrences, which prove to any one that an absolute cash method is impracticable under present customs:

Last Monday morning a well-to-do farmer residing one mile from this place drove to town, came to my store, and called for a man's shirt just like the one he was wearing and which he

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had bought of me a few days prior. I sold him the shirt and he paid for it, 50 cents, and this was all the money he had brought with him, for he came straightway to my store for nothing else but the shirt. As he started to return, he was met at the door by one of his little grandsons, who resides in town, his shoes, all in tatters, almost dropping from his feet. The little fellow was attending school, and he happened at my store just as the first bell was ringing for school to begin. His grandfather's sympathy was aroused at the sight of the shoes. He hadn't come to buy shoes, but only a 50-cent shirt, nevertheless the boy must have shoes, and have them to wear to school that very morning. Would an absolute cash method have worked well in this case?

The next day a highly respected old lady customer of mine sent her daughter to my store to buy a pair of children's shoes which the elder lady wished to present to the daughter's child. The daughter and her child had been on a visit at the elder lady's in the country and had come to town to take the train for their home in Nebraska. The elder lady was not feeling well enough to come to town with them, so she requested that the shoes be charged to her for a short time until she could come to town with her farm produce and settle. She had never before asked for credit at my store, although she had patronized me for many years. Would it have been human to deny this honorable Christian old lady this bit of convenience under such circumstances?

One of my best farmer customers owns two farms, one four miles east of this place and the other seven miles west. He makes his home at the latter. Some time ago he was at work on the farm east of here and while there his wife sent him word that she was expecting company over Sunday and for him, when he returned on Saturday evening, to stop at my store and buy some groceries which they were entirely out of and had to have. This man naturally had no money about himself, but his word, under our credit system, was good as cash, and he was not in the habit of running any account either.

I ask you, reader, would it have been practicable, or even good business sense, to say nothing of the insult to the social relations existing between man and man, to have turned this honorable gentleman down, and refused to grant him the convenience of a few days' credit on a few dollars' worth of the necessities of life?

To-day one of my venerable customers lies stricken by paralysis—can neither walk nor talk; he became so very suddenly, without one moment's warning in which to provide for an absolute cash system. He is 81 years of age—all his money in notes and Government bonds, save the home in which he lives. He has a son living in Colorado and a daughter in Nebraska, both here on very short notice. While this respected old gentleman scarce ever asked any one to credit him, yet at this very critical moment, when the Harvester knocked at the door of his soul and he was rendered helpless, at this very time he was without available cash, and had he had it in any bank he could not have written a check or dictated to any one else to do so for him; he needs goods every day to keep his household going, and has been in this lamentable condition for over six weeks. This man spent his cash with me when he was well. My dear brother storekeeper, do you say it is even just to be so dastardly selfish, so devoid of social qualities as to refuse this man?

Now, it will be remembered, all this time I have reference to an absolute cash method, and extending the conveniences of credit to only such as are worthy of the compliment, and I also take it for granted that in every town some one is doing a credit business. If the whole commercial world were on a cash basis (if it could be so), then I should write in a different tone, but I am dealing with facts produced by existing circumstances. Each week, yes, almost daily, I am confronted by circumstances as related above.

Now, if you will pardon me for being so lengthy, I will suggest a plan by which it looks to me everyone in the commercial world could be benefited. Suppose all manufacturers who sell to the retail trade direct, and all wholesale dealers and jobbers, bill their wares to such retailer at the prices such goods should retail—then let the terms be "cash discounts" 10 per cent. on staples, other grades 15, 20, 25 and 33½ per cent. in ten days from date of bill. Let the retail merchant sell these goods at the prices charged on the invoice and take the cash discount for his profits. Let it be taken for granted among the wholesale trade that, whenever a retailer fails to take these discounts, he is doing business at a loss and that his trade is not desirable, and the result would be all such would drop out of the ring, perhaps not so badly disfigured as had they been extended a long credit. The jobbing and wholesale business would be brought immediately upon a cash basis and the retail trade would assume an almost unanimous method, which of necessity would be cash on the spot. The expense of selling goods and doing business in all branches of trade would be materially lessened and the consumer, too, would receive his share of this benefit. I venture to assert that in eight months all concerned, wholesaler, retailer and consumer, would be adjusted to such a system if it were unanimously adopted by the wholesale trade.

It need not be obligatory on the part of retailers to sell necessarily at stated figures, but require the wholesale trade to be uniform on cash discounts. Wholesalers, you could strike from our catalogue of expenses all collecting agencies, abolish the annoyance of making sight drafts and dismiss many of your attorneys.

Reflect upon this a few moments; it may be worth your while. These discounts would effect for you what R. G. Dun & Co. and Bradstreet are now doing. A 10 to 33½ per cent. cash discount system would serve as a kind and gentle, but never failing, enquirer into the secrets of a firm's financial standing.

Let there be established a bureau of information among the wholesale trade, to whom each and every wholesale concern is under obligation to report any retail firm who fail to discount.

This would be a swift means of keeping the business safe and healthy. You compel the retailer to pay cash for what he buys, and I assume he will require the same of the consumer. It is my opinion that such a plan, if practicable on the part of the wholesaler, would revolutionize the present system all over the land, and ignite, as it were, in a flash, the whole business world with a cash plan.

But, as it is to-day, absolute cash is impracticable, just the same as anything else that goes contrary to established customs.

A Moscow dentist has solved the problem of supplying the human mouth with false teeth which will grow into the gums as firmly as natural ones. Mr. Zamensky has performed several successful operations on dogs, as well as human beings. The teeth are made of gutta percha, porcelain or metal, as the case may be. At the root of the false tooth holes are made, and also made upward into the jaw. The tooth is then placed in the cavity. In a short time a soft granulated growth finds its way from the patient's jaw into the holes in the tooth; this growth gradually hardens, and holds the tooth in position. It is stated that it does not matter whether the cavity in which the tooth is to be placed is one from which a natural tooth has been recently drawn, or whether it has been healed for some years.

The most effective cigarette crusade of the day is being carried on in Canton, Ohio, where a number of school-girls recently formed a league and went about securing pledges from their boy friends not to smoke the "coffin nails."

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. SCHILLING,
PETOSKEY, MICH.

—OR—

WATSON & FROST,
GRAND RAPIDS, MICH.

Would be glad to quote you prices.

Shoes and Leather

Instructive Notes for Live Retailers.
From the Shoe and Leather Gazette.

Some men look for bargains in clerks the same way that some women look for bargains in shoes—the cheaper the bigger the bargain. The result usually proves that a high enough price is paid.

A small but thrifty firm is making money collecting rubber cement scraps in the different departments of shoe factories where this substance is used. When Para rubber is high it sells for a good price.

Something new in rubber heel lifts has been brought out, patterned after the Neverslip rubber sole. It is an insert of pure gum which is of such shape that when the portion at the back of the heel is worn thin it may be turned around and a new surface presented.

Last makers are not altogether stuck on Coin toes because of that cottage ridge along the top of the toe. It is not only hard to produce well, but smashes up lasts like sin. The shoe manufacturer finds the cottage troublesome, too, in the factory through broken lasts.

Capped toes on rubbers are appreciated by femininity. A young lady with a new pair of capped-toe storm slippers on was heard to remark to a gentleman friend in a street car this week: "See what pretty rubbers I got this morning," and the pointed toe was thrust out just far enough to show the capped toe and a little more. It is not long since the beauty of rubbers first caused mention thereof on the wearer's part.

In London there is a large market place called Electric avenue owned by "Granite King" Fyfe, who spares no expense to make it popular. "Christmas eve," says an English exchange, "the whole of the avenue was lit with electric lights consisting of 100 arc lamps and numberless small incandescent lamps in tulip-shaped globes of most artistic shades, which hung among the festooned evergreens which were suspended from column to column, and between each column was placed a large Christmas tree, the whole producing a most charming effect."

Oxfords will be in greater demand than ever, if possible, the coming season. Few women can resist the temptation to get their feet into low cut shoes and get them in early. It is therefore policy to have a stock on hand early in the spring to catch the early birds. There is one thing, too, about oxfords that the average woman can't understand. That is why oxfords should not be cheaper. She doesn't see that there is practically as much work on a low-cut shoe as on a high-cut shoe and that the main difference is a few cents worth of leather.

In answer to a correspondent who asks for a formula for making white frosting such as painters use on windows, that will stand heat, the Scientific American says: Put a piece of putty in muslin, twist the fabric tight and tie it into the shape of a pad; well clean the glass first and then pat it over. The putty will exude sufficiently through the muslin to render the stain opaque. Let it dry hard and then varnish. If a pattern is required, cut it out in paper as a stencil; place it so as not to slip and proceed as above, removing the stencil when finished. If there should be any objection to the existence of the clear spaces, cover with slightly opaque varnish.

Brown shoes will be largely superseded this coming season by ox-blood, but a good many retailers continue to ask for formulae for russet polish. Here are three: 1—Dissolve 2 parts of soft soap in 8 parts of water; adding 8 parts of annatto solution in oil; melt 3 parts of beeswax in 3 parts of linseed oil and 8 parts of turpentine; gradually stir in the soap solution until cold. 2—Melt 48 parts of common soap and 16 parts of palm oil over a gentle heat and add 32 parts of oleic acid; dissolve 1 part of tannic acid in 10 parts of glycerin and add the hot soap and oil mixture,

stirring until cold. 3—Dissolve 9 parts of yellow wax in 20 parts of boiling water; mix in a hot mortar and stir until cold. These recipes are recommended, but better preparations can be purchased ready made about as cheap.

More or less is written now and then of the danger of the supply of rubber giving out. A late issue of the India Rubber World says: New grades of India rubber are constantly appearing in the market, while none of the old ever seem to drop out of sight, all of which is testimony to the constant opening of new sources of supply. A year or two ago "Mollendo" rubber was unheard of, and now it figures in every report from the English markets.

Lagos' rubber, too, has meanwhile leaped from zero to the second place, in volume, among all the grades known to commerce. There can be no doubt that Venezuela, Bolivia and Peru are destined to reveal a much greater rubber-yielding area than has yet been suspected, to say nothing of vast sections of Africa as yet unexplored. Any talk of the supply becoming exhausted is, therefore, mere nonsense.

Good Things from the Advertisements of Up-to-Date Shoe Dealers.

A man with a glass eye could see the difference between our shoes and a good many others that are foisted on the public. A man without any eyes at all could feel that the shoes we sell are superior to any shoes at equal prices sold by any other shoe store in Central Pennsylvania. A broad claim, perhaps, but one that we are substantiating every day in the week and every week in the month. Wouldn't you like to be a substantiator?

In the choice of a shoe, if you knew positively that for \$2 you could buy a shoe as good in every particular as others of the same grade for which you would have to pay \$2.50, would such knowledge influence your choice? Or would you insist on paying that extra 50c? If not, let us show you our \$2 shoes for men and see what you think of them.

Fifteen hundred and eighty-nine pairs of men's winter shoes—plump \$5 values—are tuned to a double-quick march at \$3. Six sorts of russets. Three sorts of enameled leather. Some have cork soles; some are half lined with calfskin. We have moved occasional lots of equal shoes at \$3.00, but to move larger lots in less time we make this new price. Not a pair in the whole 1,589 but is a full five dollars' worth by any standard of comparison.

Quality, price and methods make business lively here. Satisfied buyers tell others—that keeps up the perpetual motion in our store. Every line is conspicuous with completeness. We invite you to call and see for yourselves.

Capital at the Start.

M. M. Gillam in Brains.

Let the starting merchant curb his hope a little. Let him burn into his mind the thought that his active, available, tangible capital should be not less than one-quarter of the business he expects to do. If he can make it one-third, so much the better for nine out of every ten. Then let him decide that under no stress whatever will he swing far from those proportions. If he does this he will miss one of the big rocks on which many a business has been wrecked.

Capital, \$5,000; safe business, \$15,000 to \$20,000.
Capital, \$10,000; safe business, \$30,000 to \$40,000.
Capital, \$50,000; safe business, \$150,000 to \$200,000.
And in about that ratio all along the line. With \$1,000,000 capital a \$3,000,000 or \$4,000,000 business, in the usual proportion of about one-half charge and one-half cash, can safely be done. But the money end of the business needs to be watched. It isn't locked up capital that counts. The book accounts must be kept well collected. Thirty days' credit is liberal enough. If the business is in a section where the ripening or marketing of a crop is a factor in fixing settlement days, of course account should be taken of that fact. But bad debts is another of the big rocks mercantile ventures go to pieces on.

The merchant who goes into business

haphazard, as it were, with no clear-cut plan as to what he means to do, is not likely to be in business long. If it is a general store he is to run, so much the more need of clear thinking.

Store repute comes from services rendered. In a large store with varied goods the problem is by far more difficult than in the specialty business. Having what people have a right to expect in the stock, having it at the right price, and making the selling and buying easy and pleasant, and the delivery quick and sure, are all there is to the very best of storekeeping. But to compass those points requires the best business wit that is given to men. Absurdly simple as every one of these requirements is, it is only by being able to control or counteract the perversity of animate and inanimate things that the management of such an enterprise escapes failure.

Truth corrects a lie, but does not kill it.

Take Care of Yourself.

Don't belittle your competitors in your advertisements. This looks very like a plain case of "sour grapes" to outsiders. Just go ahead and state in plain English what you have, and leave the rest to the public, whose eye is not half as easily blinded as is imagined, even though some do follow the bell-wether. Leave competitors alone, except where you can profit by suggestions put forth by them.

Massachusetts is making up its mind to spend \$200,000 a year for five years in the effort to exterminate the gypsy moth, and then to continue to pay \$100,000 a year for five years more, and \$15,000 a year for five years after that. Then the committee will report progress to the Legislature.

Although the Suez Canal is only ninety miles long, it reduces the distance from Britain to India, by sea, nearly 4,000 miles.

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.

HIRTH KRAUSE & CO.



Storm Goods

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.

RINDGE, KALMBACH & CO.

12, 14, 16 PEARL STREET

MANUFACTURERS AND JOBBERS OF

BOOTS, SHOES AND RUBBERS

We are now receiving our new spring styles in all the new colors and toes—the noblest line we ever had. You should see them before placing your order. Our prices are right and we feel confident that we can please you. Agents for the

BOSTON RUBBER SHOE CO.

Timely Suggestions to Young Men.

Written for the TRADESMAN.

Don't imagine, young man, that, because you have been to college a term or two, you are no longer expected to earn your bread by the sweat of your brow. If the little education you have received was obtained by your own hard knocks, you will not be troubled with such imaginations; but, if it was bought and paid for with your father's hard-earned dollars, you may be a fit and proper subject for a little advice. If your education has caused you to look upon labor as being quite beneath your dignity, then your father has thrown away his money and made an ass of his son. Such an education is but a miserable abortion. A wise man once said: "A little learning is a dangerous thing;" and, if your college experience has so stiffened your anatomy that you cannot see anything below the twinkling stars, then you have received the "dangerous thing," and not an education. If your education had been more thorough, the vacuum in your cranium would not be filled with such grandiose notions. A true education puts intelligent thought and dignity into labor, and reveals to the laborer his own insignificance in the great material universe.

Don't be so utterly helpless and hopelessly knock-kneed as to imagine you have any further claim upon your parents after they have cared for you from the time of your birth until you have become a man full grown, and have given you the best education and training for usefulness in the world that their limited means would allow. You have no further claim upon them. They owe you nothing but their good will, and this they will never withhold, whether you prove yourself a man or not. If you have not cost more than you have come to, it is because your father couldn't afford to lay out any more money on you.

Don't hang around home and whine because "the old man" will not be so obliging as to get out of the way and give you a chance to run his business. Of course, everybody knows that your ideas are of the latest improved pattern; but then, you see, it wouldn't be doing the square thing by the old gent. He is too young to die, and of too much use in the world to be crippled in his working means or shoved into a corner. You must remember that the poverty which started your father as a sweeper and chore boy was the very thing that made a college education possible for you, and that, while you were trying to cut your first teeth, he was putting in fourteen-hour days behind the counter at eight dollars per week.

Don't you know that every cent of your old gent's capital was needed in his business in order that a sufficient income might be realized to give you an education and provide for the comforts of the family; that the same operative means is still needed to educate other members of the family who are as much entitled to it as you were, and that you have no more right to interfere with your father's affairs or remain a burden on his hands than any other man has?

Don't worry the life out of your mother and cause your father to lie awake nights and groan over troubles that would never have been known had you never been born, or were you a man instead of an asinine freak of nature. You are no longer dependent on your father's bounty, and you are a miserable ingratiate to take advantage of their nat-

ural affection and pose at their expense as a martyr to imaginary adverse circumstances which they are led to believe might be averted were they to make some readjustment of present conditions.

Don't you know that thousands of solvent business concerns have been ruined and thousands of happy homes shattered in this way? Shame on the young man who, when he arrives at the threshold of manhood, clings to the home nest with the tenacity of a craven, playing the baby act until his father is wheedled into some property-dividing scheme that ends in ruin all around!

Don't be such a monumental simpleton as to imagine that the proper way to climb a ladder is to begin at the top. This is the way to slide down a ladder, but it is not the way to climb up. Your father climbed the ladder. He commenced at the bottom round and, by dint of hard work and close economy, has gained a comfortable position; and, if you cannot do likewise, but are determined on performing the sliding act, then, for the sake of common humanity, go away from the old folks and let them end their days in peace and comfort, and when they have done with their hard-earned accumulations, then come forth from your hiding place, gather up your share of the savings and startle the world with your brilliant headlong plunge to earth. It will not hurt the old folks if you make a fool of yourself after they are gone; and, if you have any respect for them, you will absent yourself until they are gone.

Don't forget that the hour has arrived for you to do something. Heretofore, your parents have cared for you, but now you must care for yourself, and mayhap for them. A failure on your part to recognize this fact is an evidence of cowardice. You are now to prove yourself either a blessing or a curse to your parents. Which shall it be? It is for you to say.

Don't make the mistake that thousands do in supposing that this trade or that profession is more genteel than any other. Brains will distinguish any avocation in life, and an empty head held erect by a stiffly starched linen collar, be it ever so high, is but a shining bubble on the end of a pipestem.

Don't hang around because you can't make up your mind just what you would like best. If your father has no place for you in his business, go out and look up a job somewhere else; but don't take your father's business with you. He made that himself and he hasn't got through with it yet. One of these days he will have done with it, and then perhaps you may have your say about it; but, if you are as good a man as your father is, you will have a business of your own when that time comes.

Don't bother your head about what might be more pleasurable or agreeable to you. It is not the little superficial polish you have acquired that qualifies you for any particular thing, but your natural talents, guided by your practical common horse-sense—if you have any; and, if you will put on long pants, and take off your vacation airs, and go to work, you will likely soon drift into something for which you are suited.

Don't get discouraged because you find plenty of work for which you are not suited, and nothing for which you are suited. This may seem a little tough at first, but it is the very medicine you need. It will show you where in your education is deficient, and will inspire you with an impulse to over-

come the deficiencies by self-culture, which is the best means of improvement, because the most practical.

Don't forget that your spinal column will bend easier in youth than in old age, and that the pair of glossy cuffs and the high linen collar aforementioned are no more indicative of youthful superiority than are the silver trappings of a bridle indicative of brains in the head of a jackass.

Don't forget that self-reliance is the prime essential to a life of usefulness in this world, and that you can never acquire it until the home-nest dependency is severed—and severed as completely as is that of the young eaglet when tossed from the eyrie on the high precipice.

E. A. OWEN.

Some Auspicious Signs.

From Shoe and Leather Facts.

In contrasting the difference between the present period and that of a year ago, it will be noted that there is no depression, no gloomy outlook, no timidity, and no feeling of uncertainty in evidence. From a business man's standpoint the new year seems to be full of promise, and the financial and business atmosphere is full of encouraging signs. It is true that many people had set the beginning of the new year for a boom in business, and those people, happily for the rest of the community, have been disappointed. Every one who knows the meaning of the word "boom" appreciates that after it comes a collapse, which is the worst thing that could possibly happen.

In order that we may be assured of a good business for some time to come, it is essential that many things be set right by a slow and sure process. The old farmer who thought that gold would be picked up in the streets, as a result of the late election, is not more foolish than the business man who had his mind set on an arbitrary time for a boom in business.

The eager, enthusiastic desire for the speedy resumption of a great business activity is, it may be, commendable in a way, but it is to be remembered that this desire must be tempered by sound reason and consideration of the governing influences. We are certainly tending toward better things. This is clearly in evidence, if one cares to look for it without prejudice. The very fact that the development is slow is only an added indication that it is substantial. The bank troubles in the West are really the clearing up of the last wreckage of four years of depression—the last weeding out of rotten timber. This is shown by the little effect such huge failures had in checking the advance of prosperity in the financial and business world, which is now, as a whole, well-nigh established on a sound basis.

The year 1897 has certainly had an auspicious entrance, and we sincerely believe that it is going to bring our country very much of all those things which are calculated to build up a broad, grand and permanent prosperity.

Don't Preach a Sermon.

When a fault calls for correction, don't preach. Say what is necessary in as brief language as is possible, and leave the preaching to the parsons. Also, do not "nag" about it. Nothing is more disgusting than to be reminded every now and then of a fault, and many a good employe has been lost through this very thing. The employes whose sensibilities are so deadened that they are indifferent to "nagging" are pretty apt to be so deadened that they are also indifferent to improvement.

The stomachs of about 3,000 crows have been examined and the percentage of food found therein reveals the satisfactory fact that the crow, instead of being the bandit we supposed him to be, cunningly fattening on the granaries and crops of the husbandman, is a benevolent scavenger, clearing fields, orchards, etc., of all manner of mischievous worms, mice and insects.

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.

Pingree "NEVERSLIP" PATENTED FEB. 22 1894

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

DO YOUR FEET SLIP?

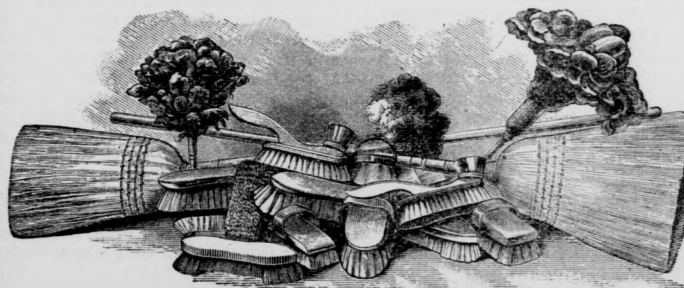
The "Neverslip" gives elasticity and ease to every step taken by the wearer. It breaks the shock or jarring of the body when walking, and is particularly adapted to all who are obliged to be on their feet. None but the best of material used in their makeup. Every walking man should have at least a pair.



PINGREE & SMITH, Manufacturers.

DETROIT BRUSH WORKS

L. CRABB & SON, Proprietors



30 and 32 Ash Street, Detroit, Mich.

Clerks' Corner

Sidelights on the Duties and Responsibilities of Clerks.

Even though the days be long and lots of bothers occur, try and keep cheerful. A pleasant face rarely fails of appreciation. The air of nonchalance that is often displayed by clerks is trying to the nerves of many a sensitive customer, who appreciate, as no one but themselves can tell, the satisfaction derived from a pleasant face and manner. Not only this, but there is nothing to be gained by giving way to pettishness over vexations. If things go contrary, try and make the best of them until opportunity occurs for an improvement, and do not, to use a common expression, "take it out of the customers," as they are not to blame for wrong-doing upon the part of proprietors, managers, clerks, etc.

Because your employer has with the new year increased your salary, don't get what in vulgar parlance is termed a "swelled head" and imagine that the business cannot get along without you. Manifest your appreciation of his generosity in recognizing your merit by proving yourself in every way worthy of it, instead of "putting on airs enough to float a fleet." No one could well be a greater nuisance than the self-sufficient individual who thinks he possesses all the commercial ability afloat. There is always something to be learned, and will be to the end of time, so just put that in your pipe and smoke it, my concited friend.

If you are slow, try and improve; very few, not even the most patient of people, exhibit a preference for having their wants attended to by a person whose movements would make a snail feel sad. Don't imagine, though, that a lot of bustle accomplishes a great quantity of work, for it is often the case that the latter accomplishes no more than the former. It is the steady, even gait, combined with judgment, that produces the best results, and it should be the aim of every clerk to strive to effect this combination.

One of the most despicable things an employe can be guilty of is "carrying tales." There are times when, in the heat of passion, such a thing may be excusable, but they who make a business of this sort of thing are, it will always be found, sadly in need of watching themselves. The duties of a detective can be well attended to by those who are employed for that purpose, and an employer who has the ability necessary to make a successful business man is usually able to size up an employe without any aid. Real Uriah Heeps very frequently meet with as great a downfall as the fictitious character of that name.

From the Customer's Standpoint.
From Art in Advertising.

The proprietors of retail stores, especially of such stores as depend for patronage upon women, would doubtless be surprised if they could be shown how many dollars per diem slip through their hands simply because of the shortcomings of their salespeople. It is of the utmost importance that the men and women employed to display and sell goods should be pleasant in manner and obliging and polite to each and every customer.

There is always a good deal of talk about the overbearing and tiresome shopper who makes life a burden to the down-trodden "saleslady." If the truth

were known, we would find that nine times out of ten the customer is vastly more considerate and polite than the clerk who waits upon her; and lucky it is for the latter that such is the case, otherwise there would be damaging complaints entered against him or her at headquarters, which, sooner or later, would end in dismissal.

By way of illustration let us cite the experience of one woman in the course of an afternoon's shopping. In a well-known Sixth avenue dry goods house she stood for several minutes unnoticed at the lace counter while the girl behind the counter examined a belt belonging to a fellow worker. The belt seemed to be in need of repair, and the owner stood at hand awaiting the result of the examination. After waiting a reasonable length of time the customer, who had an afternoon train to catch, mildly suggested that she would like to look at some lace. The young woman glanced at her blankly, and, before replying, said to her companion, "Get me a needle and I'll fix it so you can wear it home to-night;" then to the customer: "Lace? What kind did you want?" and in the same breath called out: "Mame, are you busy? Come 'n' wait on this customer." She then leaned back against the shelves and gave her attention to mending her friend's belt.

After leaving the lace counter the customer descended to the basement to purchase some household articles. Here she found a number of salesmen and women standing and sitting idly about, laughing and conversing among themselves, and apparently oblivious of the fact that a customer had entered.

Passing unchallenged to the back of the store, the shopper stood around for a while to see what would happen next. In a moment a young man reluctantly detached himself from a group of his companions and, advancing a few steps in the direction of the waiting customer, shouted across the store: "Do you want to be waited on?" To this she made no reply, and the polite salesman was compelled to walk down the length of the aisle to where she stood. There was wrath in his watery eye, and a frown on his face which spoke of wounded feelings. "Do you want to be waited on?" he demanded once more, and then the customer lost her temper and asked, in reply, "whether he thought she was standing around looking at tinware on a hot afternoon just for pleasure?" The young man subsided at that and descended to call a girl to show the goods, taking the precaution, however, of meeting her halfway and giving her a very audible tip as to the airy behavior of the intruder. The young woman, in consequence of this preparation, came forward with the air of an empress, and in an offensively pert tone asked what was wanted. By this time the customer had concluded to make her purchase elsewhere, which she did within the next hour. But her troubles were not over. Passing through the upper floor on her way out, she bought from a languid young man a pair of suspenders for her husband, which, after fully five minutes' waiting for a cash girl, were started on their travels to the bundle counter and cashier. Time passed on, and the customer thought of her train and all that had to be done in the meantime, and wondered if the cash girl would ever get back with those suspenders. Finally she appealed to the salesman, whose sole reply was a glance in the direction from which Miss Cash might naturally be supposed to arrive, and from which she finally did arrive—a big, bold-looking Hibernian with bangs, dragging slowly along, exchanging glances and remarks with "salesladies" and clerks as she came, and at last bringing up at her destination with the suspenders behind her, while she proceeded to chaff the languid young man on his inability to count straight. He reached over the counter and made two or three ineffectual grabs at the girl's arm.

"How much did ye gimme me?" says she.
"Two dollars."
"N how much out?"

"Fifty cents," interrupted the customer.

"Yah!" says the cash girl without noticing the impatient hand held out for the package. "Ye can't count. How much is fifty cents from a dollar? Ye dunno. Ye better go learn ter count;" and so on until the disgusted customer peremptorily stopped the play by demanding her package and change.

Now, such behavior on the part of clerks is an everyday occurrence in the average dry goods and department stores. The offenders are of course ill-bred and vulgar and in a measure beneath notice, but at the same time no woman feels like giving up her money to such an establishment when she can purchase elsewhere and be politely treated. The customer in question is one of the most considerate of women, kind and polite, and in no way fussy or hard to please. She probably represents the average woman shopper, and she is not to be blamed if she withdraws her patronage from a store which employs a lot of bores to wait upon her. Instances of the bad manners of clerks might be multiplied almost indefinitely, but the ones here given are a fair sample of what we get. There are girls employed behind the counters who are offensive in so subtle a way that the outraged customer would be at a loss to embody her complaint in words should she be so inclined. There is the girl who glances significantly at her companions if you offer any objection to the goods; the one who ostentatiously replaces an article which you have untold or laid aside; and there is also the one who coldly and silently looks you over and offers no comment whatever upon the goods she is showing. It is not too much to assert that such salespeople are an absolute drawback to the interests of any store, for even should they succeed in selling goods once to an insulted customer, the chances are that the latter will go somewhere else to do her future shopping; and this is what she ought to do.

Be Perfectly Honest.

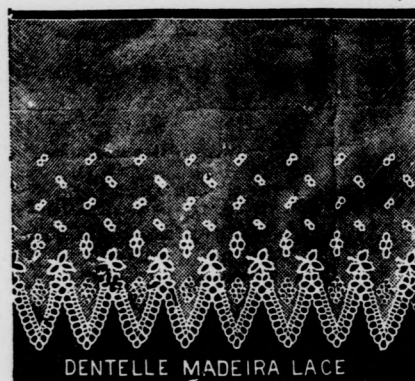
Do not begin your business life by trying to deceive the public. Though a temporary gain may ensue, rest assured it will not be lasting. Should an enquiry be made for a certain style of footwear which is not in stock or which you have no intention of carrying, say so frankly and state your reasons for your course, but do not say, "That is rapidly going out of style," when you know the opposite to be the case; or, "You will find it a very inferior wearer," when, in fact, it will stand half-soling three times; but just state the truth about the matter and make a display of the goods you have which come nearest to meeting the views of a possible patron. If these do not suit, do not be afraid to state, if within your knowledge, just where the desired article may be found, for in nine cases out of ten your frankness will be appreciated and you be the gainer by it at a subsequent period.

Secure Necessary Capital.

One of the faults which an ambitious young man is likely to commit is that of starting in business for himself without proper capital. A leading commercial agency has stated that half the failures in business are due to insufficient capital. True, in order to start in business with the proper amount of capital, it may be necessary to postpone commencing for some months, or maybe years, but if the postponement means success and the earlier start failure, it is plain enough which is the more desirable. The aim of the majority of ambitious employes is to eventually have an establishment of their own, but do not be too rash, as business cannot be carried on without money, and a man starting in business without money enough to carry him through is hampered from the outset, as his mind is so harassed in the endeavor to make both ends meet that he cannot put his best thought into plans and projects for the betterment of his business.

NEW EMBROIDERIES

NEW LACES



Our own importation.

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

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.

Commercial Travelers

Michigan Knights of the Grip.

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

Michigan Commercial Travelers' Association.

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United Commercial Travelers of Michigan.

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Lake Superior Commercial Travelers' Club.

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

Gripsack Brigade.

Unconstitutional—Staying out late with the boys.

The average commercial traveler scorns an introduction, because he feels fully able to introduce himself.

It is better to think twice in granting a line of credit to a new buyer than to have a double barreled regret afterward.

The trade has greater faith in the traveling salesman with a regular allotted territory than in the substitute. "Here to-day—to-morrow, none knows where."

Every buyer's appointment to look over the line of a traveling man should always be exactly kept, for the latter's time is precious and ought not be needlessly wasted.

W. A. Sanford, of Hart, has gone on the road for F. E. Bushman, the South Bend cigar jobber, the engagement dating from Jan. 25. Mr. Sanford will travel in Michigan altogether.

The semi-monthly social party and pedro contest of Post E., Michigan Knights of the Grip, will be held at Imperial Hall, Saturday evening. All traveling men are invited to participate in the affair.

Frank J. Wurzburg has engaged to travel for Parke, Davis & Co., covering Western Michigan. Mr. Wurzburg is fortunate in getting with so good a house and the Tradesman confidently expects to see him make a record in his new connection. He has many friends among the trade who will be delighted to show their appreciation of the service he has rendered the profession of pharmacy in this State by favoring him with their orders.

"A thing which surprises me in the West," remarked a New York salesman at the Morton House the other evening, "is the number of women drummers I meet out this way. This displacement of male by cheaper female labor is, of course, going on in all directions, and my surmise of this whole matter is that the young men of the present day do not marry. It may or may not be desirable that the work of the world should be done by women, but clearly, if it is to be so, the women must have sufficient salary to support their 'hubbies.' The only alternative is that man shall become extinct. This prospect has fascinations for a large and increased school of women. It may be, of course, that woman has greater power of adapting herself to circumstances than we give her credit for."

The Committee of Arrangements of the Jackson traveling men have issued the following circular letter: Some time ago there was an invitation sent to you to attend a series of parties given

by the traveling men of our city. We have not been favored with your presence as much as we anticipated we would be. As the parties have been strictly traveling men's parties, we have thought that if you had the privilege of inviting your friends, you would come and bring them. We have decided to extend, through you, a cordial invitation to your friends, and we trust that you will be present at the next party and bring with you as many of your friends as you can. The parties are held at Castle Hall, over the Public Library, Mechanic street. The next will be a valentine party, held on Saturday evening, Feb. 13. Come and bring your valentine with you, and you are assured of a good time. There will not be a special invitation sent to your friends, as we shall depend on you to invite them. So we trust that you will do your duty and assist in making this an enjoyable social party.

When Mayor Strong, the merchant mayor of New York, with permission of his gout, gets out among the boys, he is one of them. At a commercial travelers' dinner at the Marlborough Hotel the other day, the mayor told a few good ones that made the boys laugh. "A good many years ago I was a commercial traveler," says the mayor. "We got word that a house had failed out in Iowa, and the firm sent me out in a hurry to look after the interests before all the other creditors could get in. When I got on the train I met about fifteen of the boys. They all said they were going to a different place, but the places were all west of Chicago. Everybody was a little mysterious, and we were all suspicious. I told 'em I was going to Nebraska. We all took the same train at Chicago, and then everybody got more mysterious and more suspicious than ever. Finally we came to a place where we had to lay over for two hours. I thought I'd be foxy, and so I went around the yards, and I found that a freight train was just pulling out. I gave the conductor a talk and a couple of dollars and jumped aboard. There were four others of the New York party in the caboose already. Well, of course, we five agreed to pool our issues, and the minute we got to the town we descended upon the house which had gone under. They agreed promptly to let every man take his own goods out before the news of the failure got around. We all got to work, because we only had two hours' start of the rest of the crowd, all except one drummer. He telegraphed to his house saying that everybody was removing his own goods and asking for instructions. This is the answer he got: 'Do the same as the others, if you can get any goods except our own.'"

Movements of Lake Superior Travelers.

H. F. Nickerson (J. E. Swift), Ishpeming, wears a broad smile nowadays. "Tis said he travels the back streets to and from his home. Ask him what's up."

I. E. Peck, Morley Bros.' old traveler, is again doing the Upper Peninsula in the interest of an Eastern belting house. "Pinky" eats lots of cayenne pepper—says that's why his hair is red.

Alex. Stevenson (Buhl, Sons & Co.) is still at Menominee managing the defunct stock of Dunning Bros. & Co. He does not know when he will resume his territory. Alex. has been on the road fifteen years and this is his first retail store experience. A customer the other day claimed he could buy a cross-cut saw cheaper up the street. Alex. met the price, but told the customer to go to blazes when requested to throw in a file.

Cliff Dunning, of Menominee, is representing Morley Bros. in Ohio and Indiana with their bicycle line.

F. S. McCurdy (Jeness & McCurdy) has added Menominee, Marinette, Oconto and Green Bay to his territory for 1897.

T. M. Tallon, of Ironwood, will represent the Marshall Wells Hardware Co. of Duluth, in the Upper Peninsula after Feb. 1.

Travelers should keep away from Grand Marais. The merchants are laying for the boys to contribute \$5 apiece for a membership into the Grand Marais Club.

Judgment Against an Irresponsible Union Tyrant.

From the New York Sun.

Justice McAdam of the Supreme Court has awarded \$1,045.58 damages and costs to Michael J. O'Farrell, of 532 West 158th street, in a suit brought by the latter against Union No. 340 of the Brotherhood of Carpenters for expelling him from the union without a trial in December, 1892.

O'Farrell came here from Ireland in 1860 and worked as a carpenter, joining the union in 1888. He is married and has children. In November, 1892, he went to work for Contractor P. K. Lantry on the Criminal Court building, the erection of which will always be memorable among labor unions on account of the strikes that attended the work from start to finish. One of these strikes was on when he went to work. He did not know of it, he says, but promptly quit work when he learned the fact.

The district council of the brotherhood, however, fined him \$50, and ordered him besides to go to Union No. 340 and be "reprimanded." He could not pay the fine, and was suspended from the union. Then, he says, a system of union persecution followed. Every time he found work a strike was ordered or threatened against him. He says he always asked for and received the union wages of \$3.50 a day.

Finally, he says, he was hounded out of the trade by the delegates and had to go to work as a laborer at \$1.75. He paid his dues regularly until he was expelled from the union. His life was made miserable when he tried to work as a carpenter after his expulsion. One time he worked only half a day, he says, then five and a half days, and then was idle for weeks and months at a time.

His first trouble was when he was employed on a job at West Tenth and Washington streets by John F. Moore, in December in 1892, where he was getting \$3.50 a day. He quit work to prevent a strike.

Deputy Sheriff Lipsky is trying to levy an execution against Union 340, but so far has found nothing to seize. It is possible that O'Farrell's lawyer may try to attach the union's bank account, if it has one, but it is considered possible that the general officers of the union in Philadelphia may come forward with the money out of its national treasury.

The Produce Market.

Apples—Local dealers hold carefully selected Spys 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.

Cider—\$4 per bbl., including bbl.

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

Eggs—The market is still glutted with shipments of fresh stock, which find an outlet at 12 @13c, according to size and quality, the outside price being for carefully candled stock.

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

Honey—White clover is in fair demand at 12 1/2 @13c. Buckwheat is not so salable, bringing 8 @10c, according to quality and condition.

Onions—Home grown are strong and tending higher, handlers now paying 50

@60c and holding at 60 @75c per bu. Spanish stock is now out of market.

Potatoes—12 1/2 @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.

Edgar C. Stiles (Stiles & Phillips) has the sympathy of the trade in the death of his wife, which occurred early in the week. The interment was made at Berlin, where Mr. Stiles and deceased formerly resided.

COLUMBIAN TRANSFER COMPANY

CARRIAGES, BAGGAGE AND FREIGHT WAGONS

15 and 17 North Waterloo St.,

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Grand Rapids.

FREE CHECK ROOM

The Wellington

EUROPEAN HOTEL. Entirely New
J. T. CONNOLLY, Proprietor, Grand Rapids,
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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 Wonderly
Building, at Grand Rapids.

It Will Pay you

Young men and women acquire the greatest independence and wealth by securing a course in either the business, shorthand, English or Mechanical Drawing departments of the Detroit Business University, 11-19 Wilcox St., Detroit. W. F. Jewell, P. R. Spencer.

BEST 10 CENTS BEST

GREEN SEAL

SELL THESE

CIGARS

and give customers good satisfaction.

Drugs==Chemicals

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

President, S. E. PARKILL, Owosso.
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Treasurer, Geo. GUNDRUM, Ionia.

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

MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

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The Drug Market.

Acids—Carbolic, firmer, due to sympathy with the market abroad, and some of the principal brands have been marked up. Oxalic, firm. Tartaric, strong, but, as stocks are not limited, there has been no important advance in prices.

Arsenic—Market quiet, but quotations firm.

Balsams—First hands quickly disposed of the recent small arrivals of copaiba, and the market is strong under a very good consuming demand and extremely limited supplies, and quotations have met with another advance. Tolu, market dull and barely steady. Peru, quiet.

Beans—The outlook for vanilla is still very favorable to holders, and the market for all varieties shows a decidedly strong undertone.

Cacao Butter—Demand has been light for bulk but prices remain unchanged.

Cantharides—Small parcels have received some attention at the hands of the consuming trade and values remain firm.

Castor Oil—Consuming demand has been of the average volume and prices are maintained.

Codeine—Values are still steady.

Cod Liver Oil—The amount of business doing is not what was anticipated and quotations are scarcely steady.

Colocynth Apples—Demand is fair for small parcels of Trieste, but, as the market is abundantly supplied, holders are anxious sellers at the old range.

Cream Tartar—Values were recently advanced $\frac{1}{4}$ c per pound by manufacturers.

Essential Oils—Inactivity has characterized the market and current trading has been mostly confined to jobbing quantities of leading descriptions. Cajeput is higher. Also wormseed, which is scarce.

Gums—Request is active as to asafoetida, the enquiry being chiefly of a speculative order, influenced by the expected diminished shipments from Bombay, on account of the ravages of the bubonic plague. Camphor is easier once more and domestic refiners have reduced prices.

Leaves—Short buchu, stronger, and the tone of the market is toward a higher range, due to the continued good demand for consumption and some enquiry of a speculative nature. Prime green seems to excite the most interest here, the stock of which is not overabundant and is firmly held. Senna, also, are in active request for consumption, especially as regards the better grades of Tinnevely, and quotations are well sustained. Coca are in plentiful supply and quiet.

Manna—Market about as last week. A quiet feeling has prevailed.

Menthol—Quiet, due to light wants of consumers, and no business of importance has been transacted.

Morphine—The movement into consuming channels has been fairly satisfactory, but there are no mentionable new features and manufacturers' prices are steady.

Opium—Easier, owing to large arrivals and continued small demand.

Quinine—Consuming demand fair.

Roots—The quality of the new crop Jamaica ginger is inferior. Arrivals are abundant, the bulk of which is being disposed of across the Pond, notwithstanding the larger stock of old carried over from last season in London. German, dandelion remains scarce and firm. Golden seal is still easy. Ipecac is lower. Nothing new as to other descriptions.

Seeds—General market lifeless.

Sponges—Prices are somewhat irregular, the result of keen competition among sellers.

Sugar of Milk—There is a good demand both from home consumers and exporters, and the tone of the market is firm. However, no change to note in prices.

Venice Turpentine—Movement slow. Wax—Beeswax, quiet.

The Education of the Pharmacist.

George M. Beringer in American Druggist.

The discussion of the question as to whether the colleges of pharmacy should abolish the requirement of store experience for graduation has been mainly indulged in by teachers. Naturally they have been biased, and the discussion is not entirely devoid of a suggestion of juggling for advantages in favor of a position already taken by their respective colleges. The druggists have not given this question that consideration which its influence on their material interests would warrant. If carried to the extreme recommended by some of the advocates of the abolition, the management of the store would be seriously affected, and probably the system of preceptorship, which has always been characteristic of the apothecary's calling, would be abandoned. Preceptorship, I presume, will be admitted to be the main support alike of students and colleges.

It is apparent that the advocates of this change have in mind a high ideal and are seeking a more thorough scientific education for pharmacists. But it is likewise apparent that, from their associations, they forget the dual character of our calling—commercial as well as professional—and are underestimating the importance of a store training and experience which is so essential for the development of the former.

From an experience of more than twenty years in daily contact with pharmacists and students, I am convinced that the education of the pharmacist should be along two parallel courses and coincident—the one theoretical and scientific, for which he must rely almost entirely on the college, the other a practical training for the commercial and professional duties of the store, which can only be acquired therein. For his successful career as a pharmacist both are equally important, and the one education cannot take the other's place, nor can either be acquired except by a gradual development from the simple and elementary upward. The pharmacist who seeks education along one course only becomes unevenly developed, unbalanced, and is sure to invite failure. These members of the faculty are perhaps too little acquainted with the "bread and butter" side of pharmacy, and do not realize that the business education of the pharmacist is making perhaps as rapid progress as the scientific.

Diplomas are issued by the colleges only by State authority. Charters are issued to these bodies for a distinct

purpose—the education of students, to fit them for the discharge of the duties of their calling to the satisfaction and protection of the public. The diploma indicates the discharge of this public duty. It certainly cannot be argued that store experience is not an essential part of such qualification. While farm journals may perhaps be edited by those without any experience as farmers, it would not be safe to conduct pharmacies by those lacking practical experience and training. One of the arguments advanced is that the college has no means of determining the character of the experience. At least in some instances this is not the truth. Knowing that the experience is not always satisfactory, some of the colleges have wisely placed the examinations in the care of a committee of practical pharmacists. It becomes the duty of this committee, by written and practical examinations, to provide proper tests of the theoretical and practical knowledge of the student.

The proprietor who can afford to engage graduates expects to obtain assistants who possess both scientific education and practical store experience and ability, and who can properly perform the required duties of a pharmacist. Of two applicants, the one presenting a certificate as possessing scholastic ability and the other whose certificate indicated in addition store experience, he would be compelled to decide in favor of the latter.

In my experience I have not known a reliable clerk who has not had more or less college education as well as store experience. In the laboratory, the advantage possessed by the college student in successfully manufacturing preparations is especially noticeable.

Most young men enter the store as novices, entirely ignorant of the names and properties of drugs and unacquainted with the apparatus used and the methods employed. Dexterity can only be acquired by continual practice under the conditions of employment. This rudimentary training should not be left to the college to impart. The student who would enter college first and then, after graduation, enter the store is too apt to be top-heavily educated, and at that period most likely unwilling to learn the essential details of the store at the bottom, and he certainly could not be trusted at the top of the ladder. I would favor a certain amount of store experience—at least one year—prior to entering college. The knowledge gained by this experience will enable the student to understand and profit by the instruction given. If the college, during the last course of instruction, finds it necessary to occupy the entire time of the student, he must arrange then for at least six months' cessation of store duties.

I presume that it will be admitted as a fact that many of the students who enter college, even after several years of work in stores, have little or no preliminary tuition in the sciences bearing on their calling. The faculty find this barren soil hard to cultivate. Would it not be an aid to the college and

pharmacy also if each college should map out an elementary course of reading to be undertaken by the student during the year or two preceding attendance at college? Some elementary schoolbooks on chemistry, botany and pharmacy could at least be indicated or especially prepared for this purpose.

It is to be remembered that the college course, no matter how extended it may be, is really only a foundation for the future calling. The aim should be to make the foundation strong and broad. But the superstructure must be reared by practice. The ideal pharmacy of the college is not pharmacy as it now exists. Their aim to thoroughly instruct in the Pharmacopoeia and official pharmacy is laudable, but that the present trend of medicine toward the use of non-official remedies is progressing, I believe, admitted. Pharmacy follows the peculiar fads of medicine, and the store experience is ever changing and always instructive.

The extent to which the character of dispensing pharmacy has been thus influenced was forcibly illustrated by an analysis of my prescription files in 1876 and in 1896. In 1876 over 90 per cent. of the articles prescribed were official, and proprietaries were directed to the extent of only forty-eight one-hundredths of 1 per cent. In 1896 official remedies were directed only to an extent of 77 per cent. and the use of proprietaries had increased to 9 4-to per cent.

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All packed 50 in a box.

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WHOLESALE PRICE CURRENT.

Advanced—Balsam Copaiba, Oil Cajuput, Oil Wormseed.

Declined—

Acidum		Conium Mac.		Scilla Co.	
Aceticum.....	80 10	Copaiba.....	15 125	Tolutan.....	50
Benzoicum, German	75 80	Cubeba.....	15 125	Prunus virg.....	50
Boric.....	15	Exechthitos.....	12 130	Tinctures	
Carbolicum.....	27 39	Erigeron.....	12 130	Aconitum Napellis R	60
Citricum.....	44 46	Gaultheria.....	15 100	Aconitum Napellis F	50
Hydrochlor.....	30 5	Geranium, ounce.....	75	Aloes.....	50
Nitroceum.....	80 10	Hedeoma.....	50 60	Aloes and Myrrh.....	50
Oxalicum.....	10 12	Juniper.....	15 120	Arnica.....	50
Phosphoricum, dil.....	10 15	Lavandula.....	90 20	Assafetida.....	50
Salicylicum.....	45 50	Limonis.....	130 150	Aurantia Cortex.....	50
Sulphuricum.....	13 10	Mentha Piper.....	10 20	Benzoin.....	50
Tannicum.....	1 40 1 60	Mentha Verid.....	2 65 2 75	Benzoin Co.....	50
Tartaricum.....	34 36	Morhuze, gal.....	1 90 2 40	Barosma.....	50
Ammonia		Myrcia.....	4 00 4 50	Cardarides.....	50
Aqua, 16 deg.....	4 6	Olive.....	75 30	Capsicum.....	50
Aqua, 30 deg.....	6 8	Picis Liquida.....	10 12	Cardamon.....	50
Carbonas.....	12 14	Picis Liquida, gal.....	35	Cardamon Co.....	50
Chloridum.....	12 14	Ricina.....	90 100	Castor.....	1 00
Aniline		Rosmarini.....	10 10	Catechu.....	50
Black.....	2 00 2 25	Rose, ounce.....	6 50 8 50	Cinchona.....	50
Brown.....	80 1 00	Succini.....	40 45	Cinchona Co.....	50
Red.....	45 50	Sabina.....	90 100	Columba.....	50
Yellow.....	2 50 3 00	Santal.....	2 50 7 00	Cubeba.....	50
Bacca		Sassafras.....	50 65	Cassia Acutifol.....	50
Cubeba..... po. 18	13 15	Sinapis, ess., ounce.....	65	Cassia Acutifol Co	50
Juniperus.....	6 8	Tigil.....	1 40 1 50	Digitalis.....	50
Xanthoxylum.....	25 30	Thyme.....	40 50	Ferril Chloridum.....	35
Balsamum		Thyme, opt.....	1 60	Gentian Co.....	50
Copaiba.....	65 70	Theobromas.....	15 20	Guaiaca.....	50
Peru.....	2 60	Potassium		Guaiaca ammon.....	50
Terabin, Canada.....	40 45	Bi-Barb.....	15 18	Hyoscyamus.....	50
Tolutan.....	65 75	Bichromate.....	13 15	Iodine.....	75
Cortex		Bromide.....	12 15	Iodine, colorless.....	75
Abies, Canadian.....	18	Carb.....	12 15	Kino.....	50
Cassia.....	12	Chlorate, po. 17@19c	16 18	Lobelia.....	50
Cinchona Flava.....	18	Cyanide.....	50 55	Myrrh.....	50
Eunonymus atropurp.....	30	Iodide.....	2 90 3 00	Nux Vomica.....	50
Myrica Cerifera, po.....	20	Potassa, Bitart, pure	27 30	Opil.....	50
Prunus Virgin.....	10	Potassa, Bitart, com	15	Opil, camphorated.....	50
Quillaja, gr'd.....	12	Potass Nitras, opt.....	80 10	Opil, deodorized.....	1 50
Sassafras..... po. 18	12	Potass Nitras.....	70 9	Quassia.....	50
Ulmus..... po. 15, gr'd	15	Prussiate.....	25 28	Rhatany.....	50
Extractum		Sulphate po.....	15 18	Rhel.....	50
Glycyrrhiza Glabra.....	24 25	Radix		Sanguinaria.....	50
Glycyrrhiza, po.....	28 30	Aconitum.....	20 25	Serpentaria.....	50
Hematox, 15 lb box.....	11 12	Althae.....	22 25	Stromonium.....	60
Hemat x ls.....	13 14	Anchusa.....	12 15	Tolutan.....	50
Hematox, 1/8s.....	14 15	Arum po.....	20 25	Valerian.....	50
Hematox, 1/4s.....	16 17	Calamus.....	20 25	Veratrum Veride.....	50
Ferru		Gentiana..... po. 15	16 18	Zingiber.....	20
Carbonate Precip.....	15	Glycyrrhiza..... pv. 15	16 18	Miscellaneous	
Citrate and Quinia.....	2 25	Hydrastis Canad.....	35	Ether, Spts. Nit. 3 F	30 35
Citrate Soluble.....	80	Hydrastis Can., po.....	35	Ether, Spts. Nit. 4 F	34 38
Ferrocyanide Sol.....	50	Hellebore, Alba, po.....	15 20	Alumen.....	24 3
Solut. Chloride.....	15	Inula, po.....	15 20	Alumen, gro'd, po. 7	30 4
Sulphate, com'l.....	2	Ipecac, po.....	1 65 1 75	Annatto.....	40 50
Sulphate, com'l, by	35	Iris plox..... po. 35@38	35 40	Antimoni, po.....	40 5
bbi, per cwt.....	35	Jalapra, pr.....	40 45	Antimoni et PotassT	55 60
Sulphate, pure.....	7	Maranta, 1/4s.....	25 28	Antipyrin.....	1 40
Flora		Podophyllum, po.....	22 25	Antifebrin.....	1 55
Arnica.....	12 14	Rhel.....	75 100	Argent Nitras, oz.....	55
Anthemis.....	18 25	Rhel, cut.....	75 100	Arsenicum.....	10 12
Matricaria.....	25 30	Rhel, pv.....	75 100	Balm Gilead Bud.....	35 40
Folia		Stigelia.....	35 38	Bismuth S. N.....	1 00 1 10
Barosma.....	15 20	Sanguinaria..... po. 30	30 35	Calcium Chlor., ls.....	10 12
Cassia Acutifol, Tin.....	18 25	Serpentaria.....	30 35	Calcium Chlor., 1/4s.....	10 12
nevelly.....	18 25	Senega.....	40 45	Calcium Chlor., 1/2s.....	10 12
Cassia Acutifol, Alx.....	25 30	Smilax, officinalis H	40 45	Cantharides, Rus, po.....	75
Salvia officinalis, 1/4s	12 20	Smilax, M.....	10 12	Capsiel Fructus, af.....	15
and 1/4s.....	12 20	Squilla..... po. 35	10 12	Capsiel Fructus, po.....	15
Ura Ursi.....	80 10	Symplocarpus, Feti.....	25	Caryophyllus, po. 15	10 12
Gummi		Valeriana, Eng, po. 30	25	Carmine, No. 40.....	3 75
Acacia, 1st picked.....	65	Valeriana, German.....	15 20	Cera Alba, S. & F.....	50 55
Acacia, 2d picked.....	45	Zingiber.....	12 16	Cera Flava.....	40 42
Acacia, 3d picked.....	45	Zingiber J.....	25 27	Coccus.....	40
Acacia, sifted sorts.....	28	Semen		Cassia Fructus.....	27
Acacia, po.....	60 80	Anisum..... po. 15	12 15	Centaria.....	10
Aloe, Barb. po. 20@28	14 18	Apium (graveleons)	12 15	Cetaceum.....	45
Aloe, Cape..... po. 15	12	Bird, ls.....	4 6	Chloroform.....	60 65
Aloe, Socotri..... po. 40	30	Carul..... po. 18	10 12	Chloroform, squibbs	1 35
Ammoniac.....	55 60	Cardamon.....	1 25 1 75	Chloral Hyd Crst.....	1 15 1 30
Assafetida..... po. 30	22 25	Coriandrum.....	80 10	Chondrus.....	20 25
Benzoinum.....	50 55	Cannabis Sativa.....	3 1/2 4	Cinchonidine, F. & W.....	25
Catechu, ls.....	13	Cydonium.....	75 100	Cinchonidine, Germ.....	15 22
Catechu, 1/4s.....	14	Chenopodium.....	10 12	Cocaine.....	3 8 4 00
Catechu, 1/2s.....	16	Dipterix Odorate.....	2 90 3 00	Corks, list, dis. pr. et.....	65
Camphora.....	44 50	Feniculum.....	10 12	Creosotum.....	35
Euphorbium, po. 35	10	Foenugreek, po.....	70 9	Creta..... bbl. 75	2
Galbanum.....	1 00	Lini.....	2 1/2 4	Creta, prep.....	9 11
Gamboge po.....	65 70	Lini, gr'd..... bbl. 2 1/2	3 1/2 4	Creta, precip.....	9 11
Guaiacum..... po. 35	35	Lobelia.....	35 40	Creta, Rubra.....	50 55
Kino..... po. \$4.00	4 00	Phalaris Canarian.....	3 1/2 4	Crocus.....	50 55
Mastic.....	60	Rapa.....	4 1/2 5	Cudbear.....	24
Myrrh..... po. 45	40	Sinapis Albu.....	7 8	Cupri Sulph.....	50 6
Opil..... po. \$3.30@3.50	2 40 2 50	Sinapis Nigra.....	11 12	Dextrine.....	10 12
Shellac.....	4 6	Spiritus		Ether Sulph.....	75 80
Shellac, bleached.....	40 45	Frumenti, W. D. Co.....	2 00 2 50	Emery, all numbers.....	8
Tragacanth.....	50 55	Frumenti, D. F. R.....	2 00 2 50	Emery, po.....	6
Herba		Frumenti.....	1 25 2 50	Ergota..... po. 40	30 35
Absinthium, oz. pkg.....	25	Juniperis Co. O. T.....	1 65 2 00	Flake White.....	12 15
Eupatorium, oz. pkg.....	20	Juniperis Co.....	1 75 3 50	Galla.....	23
Lobelia..... oz. pkg.....	20	Saacharum N. E.....	1 90 2 10	Gambier.....	8 9
Majorum..... oz. pkg.....	28	Spt. Vini Galli.....	1 75 6 50	Gelatin, Cooper.....	60
Mentha Pip..... oz. pkg.....	23	Vini Oporto.....	1 25 2 00	Gelatin, French.....	35 60
Mentha Vir..... oz. pkg.....	23	Vini Alba.....	1 25 2 00	Glassware, flint, box	60, 10@10
Rue..... oz. pkg.....	39	Sponges		Less than box.....	60
Tanacetum Voz. pkg.....	22	Florida sheeps' wool	2 50 2 75	Glue, brown.....	9 12
Thymus, V. oz. pkg.....	25	carriage.....	2 50 2 75	Glue, white.....	13 25
Magnesia		Nassau sheeps' wool	2 50 2 75	Glycerina.....	10 25
Calcined, Pat.....	55 60	carriage.....	2 50 2 75	Grana Paradisi.....	25
Carbonate, Pat.....	20 22	Velvet extra sheeps'	2 50 2 75	Humulus.....	25 55
Carbonate, K. & M.....	20 25	wool, carriage.....	2 50 2 75	Hydraag Chlor Mite.....	55
Carbonate, Jennings.....	35 38	Extra yellow sheeps'	2 50 2 75	Hydraag Chlor Cor.....	65
Oleum		wool, carriage.....	2 50 2 75	Hydraag Ox Rub'm.....	65
Absinthium.....	3 25 3 50	Grass sheeps' wool,	2 50 2 75	Hydraag Ammoniat.....	65
Amygdala, Dulc.....	30 50	carriage.....	2 50 2 75	Hydraag Unguentum.....	65
Amygdala, Amaræ.....	8 00 8 25	Hard, for slate use.....	2 50 2 75	Hydrargyrum.....	60
Anisi.....	2 20 2 30	Yellow Reef, for	2 50 2 75	Ichthyobolla, Am.....	1 25 1 50
Aurant Cortex.....	2 40 2 50	slate use.....	2 50 2 75	Indigo.....	75 100
Bergamili.....	2 20 2 30	Syrups		Iodine, Resubi.....	3 80 3 90
Cajuputi.....	75 80	Acacia.....	50	Iodoform.....	4 70
Caryophylli.....	53 58	Acacia.....	50	Lupulin.....	2 25
Cedar.....	35 65	Aurant Cortes.....	50	Lycopodium.....	50 55
Chenopadii.....	3 25	Zingiber.....	50	Macia.....	65 75
Cinnamonil.....	2 25 2 50	Ipecac.....	50	Liquor Arsen et Hy.....	27
Citronella.....	8 20 40	Ferri Iod.....	50	drarg Iod.....	27
		Rhei Arom.....	50	Liquor Potass Arsinil.....	10 12
		Smilax Officinalis.....	50	Magnesia, Sulph.....	20 3
		Senega.....	50	Magnesia, Sulph, bbl.....	14
		Scilla.....	50	Mannia, S. F.....	50 60
				Menthol.....	8 50

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

We manufacture

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 alternative 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% 50c; per gal. \$3.50.

Price per pound 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. doz. gross Aurora.....55 6 00 Castor Oil.....60 7 00 Diamond.....50 5 50 Frazer's.....75 9 00 IXL Golden, tin boxes 75 9 00 Mica.....70 8 00 Paragon.....55 6 00 BAKING POWDER. Absolute. 1 lb cans doz.....45 1 lb cans doz.....85 1 lb cans doz.....1 50 Acme. 1 lb cans 3 doz.....45 1 lb cans 3 doz.....75 1 lb cans 1 doz.....1 00 Bulk.....10 El Purity. 1 lb cans per doz.....75 1 lb cans per doz.....1 20 1 lb cans per doz.....2 00 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.  Per doz. Standard Bushel.....1 25 Extra Bushel.....1 75 Market.....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, 10c extra. Diamond Clothes, 30x16.....2 50 Braided Splint, 30x16.....4 00 BATH BRICK. American.....70 English.....80 BLUING. CONDENSED PEARL BLUING 1 doz. Counter Boxes.....40 12 doz. Cases, per gro.....4 50 BROOMS. No. 1 Carpet.....1 90 No. 2 Carpet.....1 75 No. 3 Carpet.....1 50 No. 4 Carpet.....1 15 Parlor Gem.....2 00 Common Whisk.....80 Fancy Whisk.....70 Warehouse.....2 25 CAKE FROSTING. Nacoretin per doz.....2 40 Two doz. in case assorted flavors—lemon, vanilla and rose. CANDLES. 8s.....7 16s.....8 Paraffine.....8 CANNED GOODS. Flanitooc 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.....1 80 Jute, 72 ft. per doz.....1 95	CHEESE. Acme.....@ 10 1/2 Amboy.....10 1/2 @ 11 1/4 Gold Medal.....10 1/2 @ 11 1/4 Ideal.....@ 10 1/2 Jersey.....@ 10 1/2 Lenawee.....@ 9 1/4 Oakland County.....@ 10 Riverside.....@ 11 Sparta.....@ 10 Springdale.....@ 10 1/2 Brick.....@ 9 Edam.....@ 9 Leiden.....@ 9 Limburger.....@ 15 Pineapple.....@ 95 Sap Sago.....@ 20 Chicory. Bulk.....5 Red.....7 CATSUP. Columbia, pints.....4 25 Columbia, 1/2 pints.....2 50 CLOTHES PINS. 5 gross boxes.....45 COCOA SHELLS. 20 lb bags.....2 1/2 Less quantity.....3 Pound packages.....4 CREAM TARTAR. Strictly Pure, wooden boxes. 35 Strictly Pure, tin boxes.....37 COFFEE. Green. Rio.....17 Fair.....18 Good.....18 Prime.....19 Golden.....20 Peaberry.....22 Santos. Fair.....19 Good.....20 Prime.....22 Peaberry.....23 Mexican and Guatamala. Fair.....21 Good.....22 Fancy.....24 Maracaibo. Prime.....23 Milled.....24 Java. Interior.....25 Private Growth.....27 Mandehling.....28 Mocha. Imitation.....25 Arabian.....28 Roasted. Clark Jewell-Wells Co.'s Brands Fifth Avenue.....30 Jewell's Arabian Mocha.....33 Wells' Mocha and Java.....36 Wells' Perfection Java.....36 Sanealbo.....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.....15 00 Jersey.....14 50 McLaughlin's XXXX.....14 50 Extract. Valley City 1/4 gross.....75 Felix 1/4 gross.....1 15 Hummel's foil 1/4 gross.....85 Hummel's tin 1/4 gross.....1 43 Kneipp Malt Coffee. 1 lb. packages, 50 lb. cases 9 1 lb. packages, 100 lb. cases 9 CONDENSED MILK. Gall Borden Eagle.....7 00 Crown.....6 25 Daisy.....5 75 Champion.....4 50 Magnolia.....4 25 Dime.....3 35	COUPON BOOKS.  Tradesman Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Economic Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00  Universal Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Coupon Pass Books. Can be made to represent any denomination from \$10 down. 20 books.....1 00 50 books.....2 00 100 books.....3 00 250 books.....6 25 500 books.....10 00 1000 books.....17 50 Credit Checks. 500, any one denom'n.....3 00 1000, any one denom'n.....5 00 2000, any one denom'n.....8 00 Steel punch.....75 DRIED FRUITS—DOMESTIC Apples. Sundried.....@ 3 Evaporated 50 lb boxes.....@ 4 California Fruits. Apricots.....11 1/2 @ Blackberries.....6 @ Nectarines.....6 @ Peaches.....7 1/2 @ 9 Pears.....7 1/2 @ 9 Pitted Cherries.....@ 7 1/2 Prunelles.....@ 7 1/2 Raspberries.....@ 7 1/2 California Prunes. 100-120 25 lb boxes.....@ 5 1/2 90-100 25 lb boxes.....@ 5 1/2 80-90 25 lb boxes.....@ 5 1/2 70-80 25 lb boxes.....@ 5 1/2 60-70 25 lb boxes.....@ 5 1/2 50-60 25 lb boxes.....@ 5 1/2 40-50 25 lb boxes.....@ 5 1/2 30-40 25 lb boxes.....@ 5 1/2 1/2 cent less in bags Raisins. London Layers 3 Crown.....1 60 London Layers 5 Crown.....2 50 Dehesias.....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.....@ 4 1/2 Vostizias 50 lb cases.....@ 4 1/2 Cleaned, bulk.....@ 4 1/2 Cleaned, packages.....@ 6 1/2 Peel. Citron American 10 lb bx @14 Lemon American 10 lb bx @12 Orange American 10 lb bx @12 Raisins. Ondura 28 lb boxes.....@ 7 1/2 Sultana 1 Crown.....@ 8 1/2 Sultana 2 Crown.....@ 9 Sultana 3 Crown.....@ 9 1/2 Sultana 4 Crown.....@ 9 3/4 Sultana 5 Crown.....@10 1/2	FARINACEOUS GOODS. Farina. Bulk.....3 Grits. Walsh-DeRoo Co.'s.....2 25 Hominy. Barrels.....3 25 Flake, 50 lb. drums.....1 50 Lima Beans. Dried.....3 1/2 Macaroni and Vermicelli. Domestic, 10 lb. box.....20 Imported, 25 lb. box.....2 50 Pearl Barley. Common.....1 1/2 Chester.....2 Empire.....2 1/2 Peas. Green, bu.....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.....4 East India.....3 1/2 Wheat. Cracked, bulk.....3 24 2 lb packages.....2 40 Fish. Cod. Georges cured.....@ 4 Georges genuine.....@ 4 1/2 Georges selected.....@ 5 Strips or bricks.....5 @ 8 Halibut. Chunks.....10 Strips.....9 Herring. Holland white hoops keg.....60 Holland white hoops bbl.....8 00 Norwegian.....2 50 Round 100 lbs.....1 30 Round 40 lbs.....1 30 Scaled.....14 Flackerel. No. 1 100 lbs.....11 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.....53 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.....68 No. 1 8 lbs.....53 Whitefish. No. 1.....6 75 No. 2.....5 75 No. 3.....3 00 No. 4.....2 60 No. 5.....1 10 No. 6.....83 No. 7.....73 No. 8.....69 No. 9.....61 No. 10.....31 FLAVORING EXTRACTS.  Jennings. D. C. Vanilla.....2 00 2 oz.....1 20 3 oz.....1 50 4 oz.....2 00 6 oz.....3 00 No. 8.....4 00 No. 10.....6 00 No. 3 T.2 00 No. 4 T.2 40 D. C. Lemon.....2 00 2 oz.....75 3 oz.....1 00 4 oz.....1 40 6 oz.....2 00 No. 8.....2 40 No. 10.....4 00 No. 2 T. 80 No. 3 T.1 35 No. 4 T.1 50	Souders'. Oval bottle, with corkscrew. Best in the world for the money.  Regular Grade Lemon. doz.....75 2 oz.....1 50 4 oz.....2 40 Regular Vanilla. doz.....2 00 2 oz.....1 50 4 oz.....3 00 XX Grade Lemon. 2 oz.....1 50 4 oz.....3 00 XX Grade Vanilla. 2 oz.....1 75 4 oz.....3 50 GLUE. Jackson Liquid, 1 oz.....65 Jackson Liquid, 2 oz.....98 Jackson Liquid, 3 oz.....1 30 GUNPOWDER. Rifle—Dupont's. Kegs.....4 00 Half Kegs.....2 25 Quarter Kegs.....1 25 1 lb cans.....30 1/2 lb cans.....18 Choke Bore—Dupont's. Kegs.....4 00 Half Kegs.....2 25 Quarter Kegs.....1 25 1 lb cans.....34 Eagle Duck—Dupont's. Kegs.....8 00 Half Kegs.....4 25 Quarter Kegs.....2 25 1 lb cans.....45 HERBS. Sage.....15 Hops.....15 INDIGO. Madras, 5 lb boxes.....55 S. F., 2, 3 and 5 lb boxes.....50 JELLY. 15 lb pails.....30 17 lb pails.....34 30 lb pails.....60 LYE. Condensed, 2 doz.....1 20 Condensed, 4 doz.....2 25 LICORICE. Pure.....30 Calabria.....25 Sicily.....14 Root.....10 MINCE MEAT. Ideal, 3 doz. in case.....2 25 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.....11 Fair.....14 Good.....20 Fancy.....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.....3 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.....13 Canary, Smyrna.....4 Caraway.....10 Cardamon, Malabar.....80 Hemp, Russian.....4 Mixed Bird.....4 1/2 Mustard, white.....6 1/2 Poppy.....8 Rape.....5 Cuttle Bone.....20 SNUFF. Scotch, in bladders.....37 Maccaboy, in jars.....35 French Rappee, in jars.....43 SYRUPS. Corn. Barrels.....12 Half bbls.....14 Pure Cane. Fair.....16 Good.....20 Choice.....25 SPICES. Whole Sifted. Allspice.....9 Cassia, China in mas.....10 Cassia, Batavia in bund.....20 Cassia, Saigon in rolls.....32 Cloves, Amboyna.....15 Cloves, Zanzibar.....9 Mace, Batavia.....60 Nutmegs, fancy.....60 Nutmegs, No. 1.....10 Nutmegs, No. 2.....45 Pepper, Singapore, black.....15 Pepper, Singapore, white.....12 Pepper, shot.....10 Pure Ground in Bulk. Allspice.....12 Cassia, Batavia.....22 Cassia, Saigon.....35 Cloves, Amboyna.....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 @ 0 Pepper, Sing., black.....10 @ 14 Pepper, Sing., white.....15 @ 18 Pepper, Cayenne.....17 @ 20 Sage.....18 SODA. Boxes.....5 1/2 Kegs, English.....4 1/2
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SALT.

Diamond Crystal.	
Cases, 24 3-lb boxes.....	1 60
Barrels, 1-0 3 lb bags.....	2 75
Barrels, 40 7 lb bags.....	2 50
Butter, 56 lb bags.....	65
Butter, 20 14 lb bags.....	3 00
Butter, 280 lb bbls.....	2 50

Common Grades.

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

Worcester.

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

Warsaw.

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

Ashton.

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

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

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

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

STARCH.



Kingsford's Corn.....	6
40 1-lb packages.....	6 1/4

Kingsford's Silver Gloss.....	6 1/4
40 1-lb packages.....	6 1/4
6-lb boxes.....	7

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

Common Corn.....	5
40-lb boxes.....	4 1/4

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

SOAP.	
Laundry.	

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 50
Armour's Kitchen Broom.....	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
Marseilles.....	4 00
Master.....	3 70

Henry Passolt's Brand.....	
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ATKINS SOAP	
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Single box.....	2 85
5 box lots, delivered.....	2 80
10 box lots, delivered.....	2 75
25 box lots, delivered.....	2 65

Thompson & Chute's Brand.....	
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SILVER SOAP	
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Single box.....	3 00
5 box lot, delivered.....	2 95
10 box lot, delivered.....	2 90
25 box lot, delivered.....	2 75

Wolverine Soap Co.'s Brands.....	
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WOLVERINE SOAP	
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Single box.....	2 65
5 box lots, delivered.....	2 60
10 box lots, delivered.....	2 50

Allen B. Wrisley's Brands.....	
Old Country, 80 1-lb. bars.....	3 15
Good Cheer, 60 1-lb. bars.....	2 35
Uno, 100 1/2-lb. bars.....	2 80
Doll, 100 10-oz. bars.....	2 25

Scouring.

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

SUGAR.

Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.

Cut Leaf.....	4 87
Dominio.....	4 75
Cubes.....	4 50
Powdered.....	4 50
XXXX Powdered.....	4 62
Mould A.....	4 50
Granulated in bbls.....	4 25
Fine Granulated.....	4 25
Extra Fine Granulated.....	4 37
Extra Coarse Granulated.....	4 37
Diamond Confec. A.....	4 25
Confec. Standard A.....	4 12
No. 1.....	4 00
No. 2.....	4 00
No. 3.....	4 00
No. 4.....	3 94
No. 5.....	3 87
No. 6.....	3 81
No. 7.....	3 75
No. 8.....	3 69
No. 9.....	3 62
No. 10.....	3 56
No. 11.....	3 50
No. 12.....	3 44
No. 13.....	3 37
No. 14.....	3 31
No. 15.....	3 06
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.

Cigars.

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

VINEGAR.

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

WICKING.

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

Fish and Oysters

Fresh Fish.

	Per lb.
Whitefish.....	@ 9
Trout.....	@ 8
Black Bass.....	@ 12 1/2
Halibut.....	@ 12 1/2
Ciscoes or Herring.....	@ 4
Bluefish.....	@ 10
Live Lobster.....	@ 16
Boiled Lobster.....	@ 18
Cod.....	@ 10
Haddock.....	@ 8
Pike.....	@ 7
Smoked White.....	@ 8
Red Snapper.....	@ 13
Col River Salmon.....	@ 13
Mackerel.....	@ 20

Oysters in Cans.

F. H. Counts.....	@ 38
F. J. D. Selects.....	@ 27
Selects.....	@ 22
F. J. D. Standards.....	@ 20
Standards.....	@ 18
Favorite.....	@ 14

Oysters in Bulk.

Counts.....	2 00
Extra Selects.....	1 60
Selects.....	1 40
Mediums.....	1 10
Baltimore Standards.....	85
Clams.....	1 25
Shrimps.....	@ 1 25

Shell Goods.

Oysters, per 100.....	1 25 @ 1 50
Clams, per 100.....	90 @ 1 00

Candies.

Stick Candy.

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

Extra H. H.

Boston Cream.....	@ 8 1/2
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Mixed Candy.

Competition.....	@ 6
Standard.....	@ 6 1/2
Leader.....	@ 7
Conservé.....	@ 7
Royal.....	@ 7 1/2
Ribbon.....	@ 8 1/2
Broken.....	@ 8
Cut Leaf.....	@ 8
English Garden.....	@ 8 1/2
Kindergarten.....	@ 9
French Cream.....	@ 10
Dandy Pan.....	@ 10
Valley Cream.....	@ 13

Fancy-In Bulk.

Lozenges, plain.....	@ 8 1/2
Lozenges, printed.....	@ 8 1/2
Choc. Drops.....	@ 12 1/2
Gum Drops.....	@ 12 1/2
Moss Drops.....	@ 12 1/2
Sour Drops.....	@ 8 1/2
Imperial.....	@ 8 1/2

Fancy-In 5 lb. Boxes.

Lemon Drops.....	@ 50
Sour Drops.....	@ 50
Peppermint Drops.....	@ 60
Chocolate Drops.....	@ 65
H. M. Choc. Drops.....	@ 75
Licorice Drops.....	@ 75
A. B. Licorice Drops.....	@ 75
Lozenges, plain.....	@ 75
Lozenges, printed.....	@ 80
Imperial.....	@ 80
Motives.....	@ 85
Cream Bar.....	@ 90
Molasses Bar.....	@ 90
Hand Made Creams.....	80 @ 50
Plain Creams.....	60 @ 50
Decorated Creams.....	@ 80
String Rock.....	@ 60
Burnt Almonds.....	1 25 @ 65
Wintergreen Berries.....	@ 55

Caramels.

No. 1 wrapped, 2 lb. boxes.....	@ 30
No. 1 wrapped, 3 lb. boxes.....	@ 45
No. 2 wrapped, 2 lb. boxes.....	@ 45

Fresh Meats.

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

Dressed Pork.

Loins.....	3 1/2 @ 4 1/4
Shoulders.....	6 1/2 @ 7
Leaf Lard.....	@ 5 1/2

Mutton.

Carcass.....	6 @ 7
Spring Lambs.....	7 @ 8

Veal.

Carcass.....	6 @ 8
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Crackers.

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

Butter.....	
Seymour XXX.....	6
Seymour XXX, 3 lb. carton.....	6 1/4
Family XXX.....	6
Family XXX, 3 lb. carton.....	6 1/4
Salted XXX.....	6
Salted XXX, 3 lb. carton.....	6 1/4

Soda.

Soda XXX.....	6 1/4
Soda XXX, 3 lb. carton.....	6 1/4
Soda, City.....	10 1/2
Zephyrette.....	10 1/2
Long Island Wafers.....	11
L. I. Wafers, 1 lb carton.....	12

Oyster.

Square Oyster, XXX.....	6
Sq. Oys. XXX, 1 lb carton.....	7
Farina Oyster, XXX.....	6

SWEET GOODS-Boxes.

Animals.....	11 1/2
Bent's Cold Water.....	13
Belle Rose.....	8
Cocoa Nut Taffy.....	9
Coffee Cakes.....	8 1/2
Frosted Honey.....	12
Graham Crackers.....	7
Ginger Snaps, XXX round.....	8
Ginger Snaps, XXX city.....	7
Gin. Snaps, XXX home made.....	7
Gin. Snaps, XXX scalloped.....	7
Ginger Vanilla.....	8
Imperial.....	8 1/2
Jumbles, Honey.....	11
Molasses Cakes.....	8
Marshmallow.....	15
Marshmallow Creams.....	16
Pretzels, hand made.....	8 1/2
Pretzels, Little German.....	6 1/2
Sugar Cake.....	12
Sultanas.....	12 1/2
Sears' Lunch.....	7
Sears' Zephyrette.....	10 1/2
Vanilla Square.....	8 1/2
Vanilla Wafers.....	14
Pecan Wafers.....	16
Fruit Coffee.....	10
Mixed Fruit.....	10 1/2
Cream Jumbles.....	11 1/2
Boston Ginger Nuts.....	11 1/2
Chimney Fadden.....	10
Pineapple Glaze.....	16

Grains and Feedstuffs

Wheat.

Wheat.....	83
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Winter Wheat Flour.

Local Brands.....	
Patents.....	5 20
Second Patent.....	4 70
Straight.....	4 50
Graham.....	4 00
Buckwheat.....	4 45
Rye.....	3 40
Subject to usual cash dis- count.....	2 65

Flour in bbls, 25c per bbl. ad- ditional.....	
Worden Grocer Co.'s Brand.....	5 00
Ceresota, 1/2s.....	4 60
Quaker, 1/2s.....	4 60
Quaker, 1/4s.....	4 60

Spring Wheat Flour.

Olney & Judson's Brand.....	
Ceresota, 1/2s.....	5 00
Ceresota, 1/4s.....	4 90
Ceresota, 1/8s.....	4 85

Ball-Barnhart-Putman's Brand.

Grand Republic, 1/2s.....	5 00
Grand Republic, 1/4s.....	4 90
Grand Republic, 1/8s.....	4 80

Worden Grocer Co.'s Brand.

Laurel, 1/2s.....	4 90
Laurel, 1/4s.....	4 80
Laurel, 1/8s.....	4 70

Lemon & Wheeler Co.'s Brand.

Parisian, 1/2s.....	4 90
Parisian, 1/4s.....	4 80
Parisian, 1/8s.....	4 80

Meal.

Bolited.....	1 50
Granulated.....	1 75

Feed and Millstuffs.

St. Car Feed, screened.....	11 00
No. 1 Corn and Oats.....	10 00
Unbolted Corn Meal.....	9 50
Winter Wheat Bran.....	9 00
Winter Wheat Middlings.....	10 00
Screenings.....	8 00

The O. E. Brown Mill Co. quotes as follows:

Car lots.....	23
Less than car lots.....	25

New Corn.

Car lots.....	20
Carlots, clipped.....	22
Less than car lots.....	24

Oats.

Car lots.....	20
Carlots, clipped.....	22
Less than car lots.....	24

Hay.

No. 1 Timothy carlots.....	10 00
No. 1 Timothy, ton lots.....	11 00

Fruits.

Oranges.

Fancy Seedlings.....	
Mexicans 150-175-200.....	@ 3 00
Cal. Seedlings.....	2 50 @ 3 00

Lemons.

Cal. Seedlings.....	2 50@3 00
Lemons.	

Hardware

How to Deal in Window Glass.

Wm. Hirsch in Hardware Dealers' Magazine.

Among the hundred and one articles that go to render the stock of the up-to-date hardware dealer complete, window glass undoubtedly is an important item. There was a time when the progressive retailer would have to keep both French and American glass, the former for picture framing and similar purposes, where clearness of the glass is indispensable, and the latter for common glazing. Not so to-day! As good picture glass is manufactured in Pittsburg, Pa., as the most fastidious art connoisseur would wish for the frame of the highest priced treasure. Second quality of any of the first-class reputable natural gas brands is sufficiently good for high-class framing, while third quality of these standard brands is perfectly suitable for ordinary picture glass and glazing. Fourth quality is more expensive in the long run than third; a great many of the panes of fourth quality are unfit even for glazing by blemishes and waves. The small difference in price does not warrant this loss. Double thick is almost exclusively used for glazing, and third quality is all that is needed for ordinary demands.

The most standard sizes for picture frames are 16x20, 16x24, 18x22 and 20x24. The sizes mostly in demand for glazing differ in each locality; in New York or Chicago an 8x10 for glazing purposes is hardly ever called for, while in a great many small New England towns the sale of this size exceeds any other. It is advisable for retailers who have never before carried and intend to put in a stock of window glass to find out from the most prominent architects and builders in their locality what sizes of sashes they will be likely to recommend for new buildings, and ascertain what sizes of panes are in the majority in the houses already erected. Guide yourself accordingly. No dealer can afford to keep the three hundred different regulation sizes which are on the official list. Strive to keep all sizes in demand always on hand and avoid purchasing odd ones. From bracket to bracket the price list shows an average increase of 86c gross per box of fifty square feet, or at the present market discount of 70 and 10 per cent., 23c net. If you have a good demand for a certain size in the fourth bracket, for instance a 24x30, and only an occasional call for a 12x30, which comes under the third bracket, it is more advantageous to keep only 24x30 in stock, and as the occasion arises cut them up into two, 12x30. The actual saving by keeping also a box of 12x30 is about 7-20 of a cent on a pane, hardly enough inducement to overburden your stock. The successful salesman at the glass counter must be a lightning calculator. Frequently it pays better to cut down a large pane, if an odd size is called for, thereby getting the required size and the remainder of a standard size, instead of cutting off a smaller pane a few inches, which is an absolute waste. For larger sizes of double thick glass the so-called stock sheets, which are sold wholesale at so much per square foot, are the most advantageous, as they render the carrying of a large assortment of sizes unnecessary.

The table itself, with the inlaid rule, is too well-known an affair to require description. When cutting a large pane run your finger over the glass first, thereby removing the dust. The most experienced glass-cutter is liable to break a pane, but it should be an exception. Next to the cutting table have a barrel for the cullet, that is, all strips which are less than four inches wide and less than six inches long. Cullet is worth about fifteen cents a barrel, and unless one has large quantities it hardly pays to save it, but anything from a 4x6 represents money. Florists use 4x6 for their greenhouses, paper box manufacturers similar small sizes. Sign painters use narrow glass strips; lead glaziers and fancy goods manufacturers use even so small sizes as 2x2; the glasses on

photograph frames usually measure 4½ x6½. In short, it pays to save everything from a 4x6 up carefully. They will easily bring \$1 per hundred.

If you have a large demand for small sizes your local photographer will gladly sell you, at a nominal rate, his cleaned, rejected negatives. When cleaned off well they make an excellent picture glass.

A case of ribbed glass and one or two patterns of enameled glass are necessary to a complete stock. Also keep on hand several boxes of ground glass and a box of shocks (patent mirrors). Keep a price list of plate glass, beveled and plain mirrors, skylight and all fancy glass, in your office; and be always posted on the best discount obtainable. Solicit orders from builders and architects for new work at a small margin; the dealer who furnishes the glass for a new building is the one that is called upon to repair any damages that may occur.

The Tide Has Turned.

From the Chicago Dry Goods Reporter.

Proofs multiply that the general business situation is improving. An important factor is that money rates are becoming easier under strong pressure to make capital productive again. Vast sums were held back so long because of fear of reckless legislation, and war scares, that now with political conditions settled for at least four years, and with the jingoes forced into retirement by overwhelming public sentiment, capital is looking out hungrily for interest profits, and is ready to join hands with enterprise. Consideration is shown to legitimate investments, and many worthy projects which have lain dormant since '93 are being revived. These influences for improving the situation are just starting, and when in full motion will work great changes for the better in commercial conditions.

Even the bears in speculative fields have lost command, and the bull forces are crowding forward with increasing confidence and numbers. Wheat refuses to respond to tremendous pressure and maintains its position in the eighties. Other grains and provisions have touched bed rock and have unmistakably turned upward. Many leading brokers in the stock market who were formerly on the bear side of the market have gone over to the bull contingent, and the investing public is taking hold of railroad and other stocks with less reserve.

The latest reports of the commercial agencies say that general trade is slowly but steadily rising, with a promising outlook for an average spring business. A sufficient time has elapsed without developing the number of echoes it was feared would follow recent large failures. Colder weather has added to the sales of heavy weight goods, and salesmen on the road report a more cheerful feeling among merchants. In a sentence, the abnormal conservatism of the past three years is giving way to natural courage and freedom of operations.

The worst is over, and the tide has surely turned. A boom would be a rash hope, but a steadily improving situation during the spring season is pointed to by all the signs.

The "Psalm" of Business.

"Tell me not in mournful numbers" advertising doesn't pay, for the man's non compos mentis who would such absurd things say. "Life is real! life is earnest!" and the man who hopes to rise to eminence in any calling must expect to advertise. "In the world's broad field of battle, in the conflict of real life," advertising is the magnet of achievements in the strife. Lives of rich men all remind us, "we can make our own sublime," and by liberal advertising to the highest summit climb. "Let us then be up and doing," in this sheet our "ads." insert; "still achieving, still pursuing," business then will be alert.

"Rock of ages, cleft for me," translated into one of the Polynesian dialects, is made: "All the old stones split in two, let me get under a corner of one."

Mainie's Ax-Handle Man.

From the New York Post.

The ax-handle man is another peculiar worker in the Maine woods, and he lives just as unconventionally and has just as good a time as the hoop-pole man or the gum-picker. He frequently accompanies the hoop-pole man in his tours through the woods in the wake of the loggers. The saplings needed for ax-handles must be larger than those the hoop-pole man is looking for, and consequently their interests do not conflict, unless it be that the hoop-pole man denudes the forests so thoroughly that he leaves very few saplings behind to grow up for the ax-handle cutter. The ash saplings are about the only ones that the latter looks for, and he goes into the woods in the fall and chops down every sapling of the desired size. The young tree is then split, and the chopper blocks out the handle in a rough way. When a good collection of handles is thus blocked out, they are buried, so they may season without cracking. If

the sun is allowed to shine upon these ash handles for any length of time while seasoning, the fiber loses its firmness. In addition to this precaution, the large ends of the handles are smeared over with a greasy paint that tends further to hold the grain together. In the winter the ax-handle men collect their handles that have been buried throughout the forest at convenient places, and send them to the railroad station, and thence to the factory, where they are finished off.

Postmaster Hesing, of Chicago, is in favor of the postal savings bank system, of which he says: "I believe that within a few years the whole national debt might be bonded and the interest remain in the United States instead of being sent abroad. And there would not be any great additional expense accruing to the Government. I would undertake to conduct such an establishment in the local office without any more money being needed for clerical hire."

The Crystal Valve Oil Can



Is, beyond question, the most perfect ever devised. It is simplicity itself, yet possesses features entirely original, which at once establish its superiority over anything of the kind hitherto produced. The body of the can consists of a fine crystal glass reservoir of an entirely new and beautifully symmetrical pattern, protected with substantial metallic top and bottom bands, the latter having a flange extending far enough under the glass to perfectly protect it against injury, the whole being bound together with a neat and substantial wire frame. The handle is so adjusted as to nicely balance the can, and at the same time admit of its being easily tipped for filling the lamp. Its especially novel features are the valves, which automatically close the spout and the vent on top, rendering both perfectly air-tight and therefore non-explosive.

Price: \$3.25 per dozen by the case.
\$3.50 per dozen less than case.

The best, cheapest, clearest, cleanest oil can made.

Send us a sample order.

Foster, Stevens & Co.

Grand Rapids.

Tribute to the Ladies.*

The Sphinx is at our gates again with her everlasting riddles and woe betide us if we cannot solve them; but we may safely say, without fear of offending the Lords of Creation, that nothing God made was worthy of man's affection until he made woman. Woman finished creation and completed man. Sacred history says: "A deep sleep fell upon Adam; a rib was taken from his side and from it God made woman. Man, filled with praise, in solemn rapture stood. God bowed to view his work. God pronounced it good." It was man, not woman, he dared not leave alone in the world. Woman alone can keep society what it was meant to be. She is the balance wheel. The world, without her would soon tear itself to pieces. The world would go to ruin, in spite of laws, preachers and churches, without the influence of woman's moral and religious character. Many a man has been stayed from falling by a hand that is fairer and stronger than his own; so you see she is far superior to him in every way, even though she is bone of his bone and flesh of his flesh. Even the children here in Detroit note the improvement. One day a little girl sat on her papa's knee. She had a small mirror in her hand. She said, "Papa, did God make you?" "Yes." "Did He make me?" "Yes." Looking in the glass, she said, "I think He is doing a great deal better work lately. Don't you?"

Ex-Governor Luce once said: "On the sixth day God made man and rested on the seventh; then he made woman, and neither God nor man has rested since." The good book says, "God repented having made man," but it does not say he repented having made woman. Older than the oldest recorded memory of man, on the hard-baked clay of ancient customs, are found her footprints. Side by side with man you may trace them, and you know she once wandered free with him, but the forbidden fruit that Adam ate plunged them into degradation. Her back was broad and he put his burden of subjection on it. Ages have come and ages have gone and only the terrible patience of centuries has loosened the bands of that burden. "Are women human beings?" was the woman question as formulated in the sixteenth century. This startling enquiry was proposed by a bishop at the Council of Macon, and the reverend Fathers were so amiable and so liberal as to devote several sessions to the consideration of the subject. They did not disdain the question as useless or frivolous, but gravely undertook the task of assigning to woman her proper place in creation. With all her faults, they loved her still, and moved—partly, no doubt, by affection—they generously decided that she did not belong to the world of mutton, beaves or goats, but was, in truth, a human being; and to-day she wanders free, side by side with man, the same flesh and blood as you—her brother. She does not wish to look down at you as slaves, nor up to you as masters, but at you as equal partners in this world's vast domain. Verily, our forefathers would not recognize the woman of to-day. Their creed, which came echoing down through the ages from St. Paul, that the only place for woman was that still, safe place by the household fire, did not stand the test of the Nineteenth Century. If Pharaoh's daughter had been full of theories about the enlarged sphere for women, and had gone about Egypt stumping the country for female enfranchisement, the little hero of the bulrushes would have shared the same fate as the other male children of the period and the Lawgiver of Israel would never have been head of. And if Hannah, instead of devoting herself to the little prophet, had plotted to make a great world for Hannah, Samuel would have been unknown; just the same as if the Hanna of to-day had plotted to make a great world for Hanna, William would be eating snowballs out in the cold, instead of preparing to eat ice cream in

the White House. That may have been all right for those times, but woman has come to the front after centuries of enforced inactivity, declaring to the world, first of all, that it is women who project and effect their aims. We know perfectly well that she has developed a power which enables her to not only manage her own affairs, but the affairs of her friends. We may safely say that, without assistance, she can superintend the earth—and at the same time reach out a hand of helpfulness to man, if need be. Our memory fails when we try to recall the great inventions women have given to the world; but she may not regard this as any consequence, or, in this, she may recognize the talent of man. Man is, as a rule, a provider, and we hear occasionally that he is of genuine assistance in training and educating the children. Recent traditions assert that man has been known to successfully forage for a cold bite while his wife was attending some meeting for the advancement of her sex. He has also been known to put the children of the household to bed, unwashed and prayerless, to be sure, but it was done—and, to my mind, this tends to the higher education of man. New times call for new virtues, and not too soon has man awakened from his dogmatic slumbers. It is hard for him to give up gracefully, and he prates loudly on the subject of "feminine vanity." Ye Gods! Vanity is as wide as the world is wide—look at the peacock in its pride! Is it a hen?

Man still clings to that favorite idea of woman and the vine, and the viney and twiney type is not yet extinct. Woman's best type is, perhaps, the grape which entwines itself around some sturdy oak, drawing its nourishment from the same parent soil; capable, under favorable circumstances, of rising to his lofty branches; vining in verdure and vitality with him; crowning him with fruit such as was borne to Israel as pledges of the fruitfulness of the promised land. It must be admitted that woman takes kindly to twining, but she goes not uninvited. Woman modestly waits to be sought, in spite of man's claim that this custom is as much of a bygone as the time when the pilgrim to Mecca turned his wheel of prayer by the roadside or the belted knight fought for love and home. We honor women. They strew the celestial roses on our terrestrial pathway, and there is in every true woman's heart a spark of heavenly fire which burns and blazes in the dark hours of adversity.

Not she with traitor's kiss her Savior stung.
Not she denied Him with unholy tongue.
She, while apostles shrank, could danger brave—
Last at His cross and earliest at His grave.

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

Owosso Business Men's Association

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

Jackson Retail Grocers' Association

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

Alpena Business Men's Association

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

Lansing Retail Grocers' Association

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

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. S. Steel.....	5 50
First Quality, D. B. Steel.....	10 50
BARROWS	
Railroad.....	\$12 00 14 00
Garden.....	net 30 00
BOLTS	
Stove.....	60
Carriage new list.....	65 to 65-10
Plow.....	40&10
BUCKETS	
Well, plain.....	\$ 3 25
BUTTS, CAST	
Cast Loose Pin, figured.....	70&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.....	10
8 advance.....	10
6 advance.....	20
4 advance.....	30
3 advance.....	45
2 advance.....	70
Fine 3 advance.....	50
Casing 10 advance.....	15
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	15
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel 3/4 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 1/4c per pound extra.....	
HAMMERS	
Maydole & Co.'s, new list.....	dis 33 1/2
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30c list 70
Blacksmith's Solid Cast Steel Hand 30c list 40&10	

HOUSE FURNISHING GOODS

Stamped Tin Ware.....	new list 75&10
Japanned Tin Ware.....	20&10
Granite Iron Ware.....	new list 40&10
HOLLOW WARE	
Pots.....	60&10
Kettles.....	60&10
Spiders.....	60&10
HINGES	
Gate, Clark's, 1, 2, 3.....	dis 60&10
State.....	per doz. net 2 50
WIRE GOODS	
Bright.....	80
Screw Eyes.....	80
Hook's.....	80
Gate Hooks and Eyes.....	80
LEVELS	
Stanley Rule and Level Co.'s.....	dis 70
ROPES	
Sisal, 1/2 inch and larger.....	6
Manilla.....	9
SQUARES	
Steel and Iron.....	80
Try and Bevels.....	
Mitre.....	
SHEET IRON	
	com. smooth. com.
Nos. 10 to 14.....	\$3 30 \$2 40
Nos. 15 to 17.....	3 30 2 40
Nos. 18 to 21.....	3 45 2 60
Nos. 22 to 24.....	3 55 2 70
Nos. 25 to 26.....	3 70 2 80
No. 27.....	3 80 2 90
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.....	
SAND PAPER	
List acct. 19, '86.....	dis
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 10
Barbed Fence, painted.....	1 75
HORSE NAILS	
Au Sable.....	dis 40&10
Putnam.....	dis 5
Northwestern.....	dis 10&10
WRENCHES	
Baxter's Adjustable, nickle.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	80
Coe's Patent, malleable.....	80
MISCELLANEOUS	
Bird Cages.....	50
Pumps, Cistern.....	80
Screws, New List.....	85
Castors, 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 @ 1/2.....	12 1/2
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
TIN—Melyn Grade	
10x14 IC, Charcoal.....	\$ 5 75
14x20 IC, Charcoal.....	5 75
20x24 IC, Charcoal.....	7 00
Each additional X on this grade, \$1.25.	
TIN—Allaway Grade	
10x14 IC, Charcoal.....	5 00
14x20 IC, Charcoal.....	5 00
10x14 IX, Charcoal.....	6 00
14x20 IX, Charcoal.....	6 00
Each additional X on this grade, \$1.50.	
ROOFING PLATES	
14x20 IC, Charcoal, Dean.....	5 00
14x20 IX, Charcoal, Dean.....	6 00
20x28 IC, Charcoal, Dean.....	10 00
14x20 IC, Charcoal, Allaway Grade.....	4 50
14x20 IX, Charcoal, Allaway Grade.....	5 50
20x28 IC, Charcoal, Allaway Grade.....	9 00
20x28 IX, Charcoal, Allaway Grade.....	11 00
BOILER SIZE TIN PLATE	
14x56 IX, for No. 8 Boilers, { per pound... 9	
14x56 IX, for No. 9 Boilers, {	

WM. BRUMMELER & SONS, GRAND RAPIDS,

Pay the highest price in cash for

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

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

Every Dollar

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

Tradesman Company,

GRAND RAPIDS.

*Response by A. W. Stitt, of Jackson, at annual banquet of the Michigan Knights of the Grip, at Detroit.

New Word for the Shoe Trade— Money in the Mouth.

Written for the TRADESMAN.

Not long ago a shoe catalogue called to my attention the word "footware." It was new to me. I had always written it "wear" and suppose I should have gone on to the end of time spelling it in the same way, without it ever occurring to me that there might be another version of the matter. But which is right? We have glassware and tinware and woodenware, and why not footware as well? It's a small matter to start an altercation with, and presumably the new style will not find favor with a majority of advertisers as long as people insist so strenuously upon the "wearing" qualities of their shoes.

* * *

Few, indeed, there are who have not at one time or another come in contact with the dark, close, musty, silent, oppressive parlor. It was called the "best room," but the name is ironical and misleading. It was a place held in awe by the children, only entered by special permission on great and momentous occasions and its gloom and stillness exerted an unwholesome influence upon all who stood within its dreary portals. It was a room with a carpet, and tightly-drawn, light-excluding curtains, for sunshine would fade the upholstery of the stiff, high-backed chairs. It contained a "sofa" and a melodeon and a highly-polished sheet iron stove, as cold and hard and forbidding as the heart of that stern old Puritan who devised the architecture of this awe-inspiring apartment. There were pictures on the walls—"The Deluge," a ghastly piece of ancient atrocity in black and white, a colored lithograph of "Little Gold-locks" holding a basket of impossible flowers in one hand and an improbable straw hat in the other, while several framed daubs depicted the facial defects and peculiarities of the owner's ancestors. In the center of the room, stood a round table made of some dark wood on which lay the bible and the photograph album. In one corner stood the "what-not," the crowning glory of the place, on the sacred shelves of which reposed the bric-a-brac and the relics and the gods of the presiding housewife. I, for one, am glad that the old-fashioned parlor is losing favor, and that it is rapidly being replaced by light, airy rooms where children are allowed to play at times and where the casual visitor may sit for a half hour without feeling that he is trespassing upon all the time-honored traditions of the household.

* * *

The motive which prompts lovely woman to place a piece of money between her cherry lips is a difficult one for me to understand, and I can account for it only on the ground of utter unfamiliarity with the uses to which money is put and ignorance of the very peculiar methods people have of stowing it away for safety. It is an abominable practice—one the evil effects of which are never known. A dear friend is stricken with a deadly malady. It is the first case of the kind in the village. He has not been exposed to contagion—has not been away from home. Yet the disease is well-defined and the efforts of the physicians to arrest its course are of no avail. Were we gifted with power to trace the causes of things from their inception, should we not possibly find that this case was the result of the improper handling of money? A Chicago paper recently published an account of

some interesting experiments made with money obtained in different parts of that city. Coin from the Italian and Arabian quarters was prolific with deadly disease germs. Nickels furnished by a street car conductor swarmed with bacteria. A dollar bill contained no end of unpleasant little beasts. It is not reassuring to contemplate the fact that the money from these loathsome quarters of the city is constantly going forth upon its rounds, and one may receive it in change alike from the swell dry goods house, the neat little "home bakery," the grimy coal dealer or the trim saleslady in the department store. It is certainly a wise precaution to hold your spare change in your hand instead of your mouth, and to refrain from touching the tongue with your finger tips when counting bills.

* * *

What a lot of good, hard-earned money is wasted in bad advertising! In its issue of January 15, one of our county papers published two advertisements, among others, which especially attracted my attention. Each occupied a column of space and they were from merchants prominent in their respective lines of trade. One called attention to a splendid stock of "Holiday Goods" and the other to an unusually large line of "Christmas Goods." It may be that the Christmas trade strikes that town somewhat later than it does those situated farther north, or, possibly, the printers down that way are not as sharp collectors as those of my acquaintance; but in either event it does seem as though those merchants are making mighty poor use of their opportunities. Questioned on the matter, they will aver that they have been too busy to write advertisements, and yet either of these men wastes time enough in different ways to edit the publicity end of a department store. As far as my observations go, the only way to advertise is to say something new in each issue of the mediums used. It should be something of interest to a possible consumer of your goods and should tell something which that possible consumer should or might like to know. It may be a price, or a description, or both. But it should be changed frequently. People get sick of the same old advertisements, just as you tire of an ancient story or an antique joke. Set aside one day in the week for preparing advertisements, and do it that day whether it takes ten minutes or two hours of your time. It will pay.

GEORGE CRANDALL LEE.

Some Unusual Advertisements.

Here are some queer notices culled from an advertisement column:

Bull dog for sale; will eat anything; very fond of children.

Annual sale now on. Don't go elsewhere to be cheated—come in here.

A lady wants to sell her piano as she is going abroad in a strong iron frame.

The debt contracted by Spain to subdue Cuba amounts to about \$400 to every citizen of Cuba, and in case of Spain's success Cubans will be compelled to foot the bill if it is ever paid.

The New York police department asks for the modest little sum of \$7,000,000 for the expenses to be incurred in keeping the Gothamites in order during 1897.

S. B. Ryno, the Coloma druggist, has gone to Maryester, Florida, for the winter in the hope of regaining his health.

News and Gossip from a Lively Town.

Central Lake, Jan. 25—Fisk Bros. moved into their new three-story brick store some days ago and are now getting pretty well settled. They have one of the finest hardware salesrooms in Northern Michigan and have spared no expense to make their store a model of convenience for the handling of this line of goods.

William Gardner has a mustang pony which he uses as a delivery horse. Its chief recommendation for this purpose is its reliability when left unhitched. He can leave it in front of a boiler shop, tie the lighted firecrackers to its tail, open an umbrella in its face and talk free silver to it, without inducing it to move; but let George get into the cutter, jerk on the lines and say "G'lang there," and behold! what was before an inanimate piece of horse flesh is now imbued with life. The only trouble with it on these occasions seems to be the uncertainty as to the direction in which the steed will move. The writer has seen it cross State street sidewise in three bounds, and knows of its having run a mile backwards in less than three minutes. It would be a valuable acquisition to a country circus.

H. C. McFarlan, as one of the petty jury in the United States Court, has been a somewhat frequent visitor in the Valley City this winter. Sam Crampton has taken charge of the store in Mr. McFarlan's absence. Sam doesn't pretend to know it all, and this must be one reason why he holds down his job so satisfactorily. He has evolved a brand new scheme for getting rid of the long-winded, talkative class of customers who take up so much valuable time and buy so little that their patronage is a positive damage to a busy merchant. Sam plays their own game with them. He talks them black in the face, talks about things that have no possible bearing on the matter in hand, talks about nothing and less than nothing, talks until there is nothing left to be said, and then takes a fresh start and babbles on like a pebbly brook in the month of roses. Customers receiving this treatment the first time become dazed in a few minutes and are glad to retreat before Sam becomes dangerous. Those who know him will not for a moment doubt his ability to successfully carry out this idea.

Mr. Crompton is something of a storyteller, and he repeats with much satisfaction the prayer of a Scotchman newly arrived in a Canadian township. It runs something like this:

"Gude Laird, I can till this country thenkin' it wad be a land flowin' wis milk an' honey; but I fand it polluted wis a class cailed the Airish. Gude Laird purge it oot frae these folk. Tak them oot the country o' Skillen, an' ower the hills o' Glengarry. Yes, drag them ower the mouth o' the bottomless pet; but ye need na lat them drap en. Gude Laird, ye ken it's as deefcult for an Airishman to ainter the Kingdom o' Heaven as it is for a lairge bull to claimb tell the tap o' a paine tree."

Sam is an "Airishman" himself, and if there are any flaws in the Scotch dialect as above written, kindly charge it up to him.

Early in the present month a certain young business man of this village was discussing the difficulty many find in writing the new year correctly and said, in effect, that he never had this trouble. When the conversation was over he handed his visitor a receipt for some money, and the date on it read "December 7, 1897."

G. L. T.

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—LARGEST BAKERY BUSINESS in Grand Rapids, including confectionery and delicacy store and restaurant at 97 and 99 Canal street. Established twelve years. Good business every day and night. Illness compels quick sale at a bargain. Paid pay upon easy terms. Joseph Tschanner.

FOR SALE AT A BARGAIN—A WELL-KEPT stock of general merchandise in a very good town. Address A. B., Grant Station, Mich. 196

FOR SALE—STOCK OF GROCERIES in a lively Michigan town. Good trade, nearly all cash. Good reasons for selling. Address 197, care Michigan Tradesman. 197

FOR SALE A NICE, CLEAN STOCK of dry goods invoicing about \$2,000; also shelving, counters, snow cases, coffee mill and counter scale. Crenin & Co., Saranac. 190

FOR SALE—\$3,800 Drug Stock, etc., first-class in every particular; nice Room and Low Rent; at a Bargain if taken at once. Fine chance for a good Druggist. Call and see me. H. C. Cunningham, Kendallville, Ind. 192

SODA FOUNTAIN, LARGE AND ELEGANT and for sale cheap. Crozier Bros. Double shoe store, Grand Rapids. 194

FOR SALE OREXCHANGE—FOUR MODEKN cottages in good repair—three nearly new, all ready—for sale, or will exchange for clean stock of dry goods. Address Lester & Co., 211 North India street, Grand Rapids. 194

FOR SALE—STOCK OF HARDWARE AND Groceries in good town in Northern Michigan; inventory, \$6,000; well-assorted stock and established business. Will rent or sell building, suited especially for the business. Other work requires personal attention elsewhere. Address Hardware & Groceries, care Michigan Tradesman. 195

DRUG STOCK, FIXTURES, FOUNTAIN, etc., in good location in Grand Rapids, to trade for lumber or clear real estate; or will sell for cash. Address J. W., care Michigan Tradesman. 189

FOR SALE OR TRADE—100 ACRE FARM, 60 acres improved, within two miles of Ithaca, county seat of Gratiot. Will trade for a good stock of merchandise. Freeman Salisbury, Middleton, Mich. 188

FOR SALE CHEAP—GOOD 60 ACRE FRUIT and grain farm, seven miles from Allegan; good buildings; dandy location. Or will exchange for a stock of dry goods. Address No. 185, care Michigan Tradesman. 185

FOR SALE—SIX 8 FT. ROUND FRONT show cases—metal and wood—in good order, \$1.50 each, boxed. The Converse Mfg. Co., Newaygo Mich. 180

FOR SALE OR EXCHANGE FOR STOCK OF merchandise—Forty acre farm near Hart, good buildings, 400 bearing fruit trees. Address No. 79 care Michigan Tradesman. 179

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. 181

I HAVE 120 ACRES OF THE FINEST HARD-wood timber, land in Northern Michigan, with some improvements, well watered, and all a mile from a beautiful lake, which I desire to trade for stock of groceries, boots and shoes or clothing. Address Box 404 Hart 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. Klusey, 19 Fountain st., Grand Rapids. 171

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—55 ACRES ADJOINING thriving village in Gratiot county for merchandise. Address Lock Box 27, Baldwin, Mich. 174

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 27, Lowell, Mich. 158

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

FOR SALE AT A BARGAIN THE WAT-rous' drug stock and fixtures, located at Newaygo. Best location and stock in the town. Enquire of Hazeltine & Perkins Drug Co., Grand Rapids, Mich. 136

FOR SALE—IMPROVED 80 ACRE FARM IN Oceana county; or would exchange for merchandise. Address 380 Jefferson Avenue, Muskegon. 110

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

MISCELLANEOUS.

WANTED—SITUATION AS CLERK IN clothing, furnishings and shoe trade, or traveling salesman, by married man of 27, with 8 x years' experience in business. Address No. 187, care Michigan Tradesman. 187

WANTED—POSITION AS BOOK-KEEPER or office clerk by a married man of twelve years' experience in the banking business. Can furnish best of references. Address H. N. S., Box 379, Lakeview, Mich. 186

WANTED TO CORRESPOND WITH SHIP-owners of butter and eggs and other seasonable produce. R. Hirt, 36 Market street, Detroit. 161

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

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, Gen'l 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 Ar. G R 12:20pm 9:30pm
To and from Lowell.
Lv. Grand Rapids 7:40am 1:30pm 5:25pm
Ar. from Lowell 12:30pm 5:20pm
THROUGH CAR SERVICE.
Parlor cars on all trains between Grand Rapids and Detroit and between Grand Rapids and Saginaw. Trains run week days only.
Geo. DeHAVEN, General Pass. Agent.

GRAND Trunk Railway System Detroit and Milwaukee Div

Eastward.
†No. 14 †No. 16 †No. 18 †No. 8
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 8:00am 1:10pm 6:03pm 3:25pm
Ar. E. Saginaw 10:50am 8:00pm 6:40am
Ar. W. Bay City 11:30am 8:35pm 7:15am
Ar. Flint 10:06am 7:05pm 5:40am
Ar. Pt. Huron 12:06pm 9:50pm 7:30pm
Ar. Pontiac 10:53am 2:57pm 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., 8:22p.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
Pt. Wayne 2:00pm + 1:50pm
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 +1:00pm +5:40pm
Ar Muskegon 9:00am 2:10pm 7:05pm

GOING EAST.

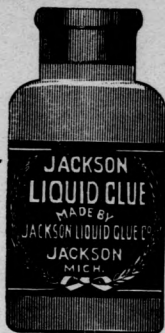
Lv Muskegon 7:18:10am +11:45am +4:00pm
Ar G'd Rapids 9:30am 12:55pm 5:20pm

†Except Sunday. *Daily.
A. ALMQUIST, C. L. LOCKWOOD,
Ticket Agt. Un. Sta. Gen. Pass. & Tkt. Agt.

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

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ALLEN B. WRISLEY CO., Chicago.

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Size 8 1-2x14—Three Columns.

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4 Quires, 320 pages 3.00
5 Quires, 400 pages 3.50
6 Quires, 480 pages 4.00

Invoice Record or Bill Book.

80 Double Pages, Registers 2,560 invoices \$2.00

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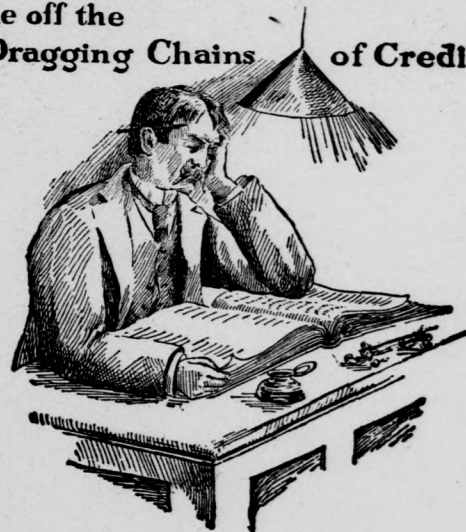
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Manufacturers for Michigan Trade.

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

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—AND—

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Dragging Chains of Credit



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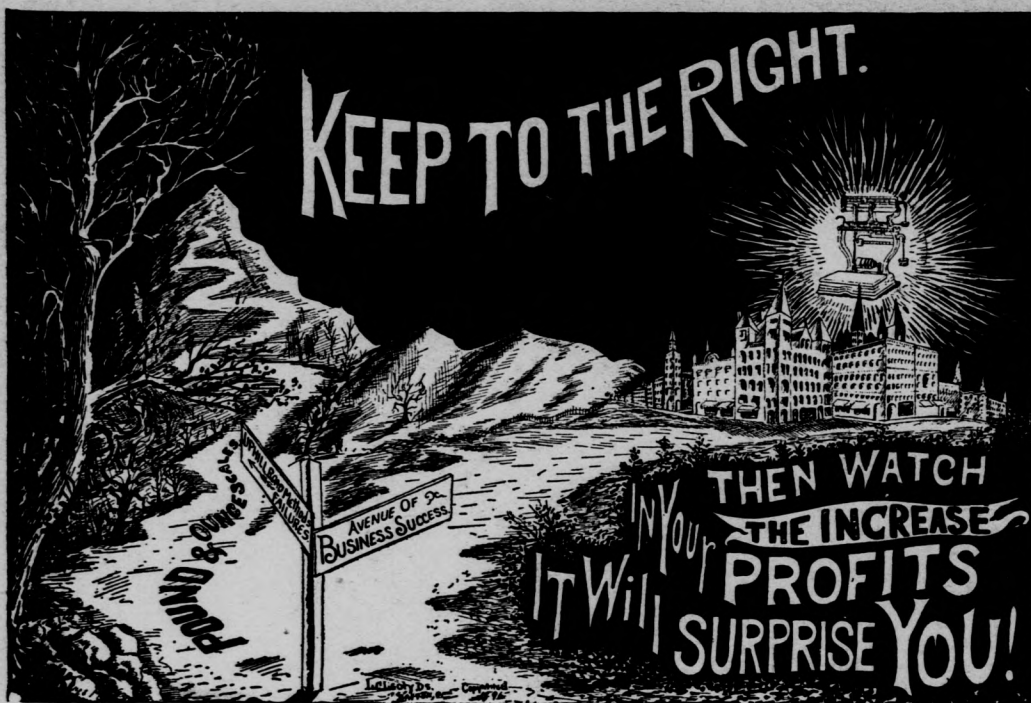
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