

# MICHIGAN TRADESMAN

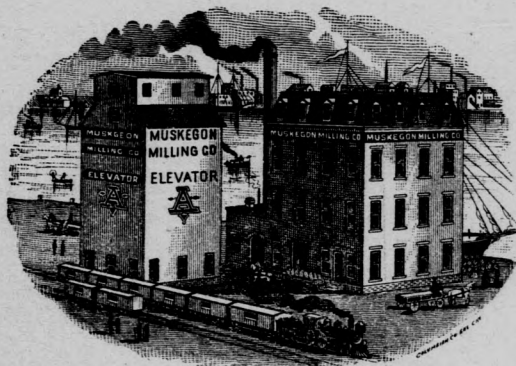
PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS. \$1 PER YEAR

Volume XIV.

GRAND RAPIDS, WEDNESDAY, FEBRUARY 3, 1897.

Number 698

## MUSKEGON MILLING CO. LUMBERMEN'S SUPPLIES



### Self-Rising Buckwheat Flour

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

MUSKEGON, MICH.

LARGEST STOCK AND LOWEST PRICES.



WHOLESALE  
GROCERIES AND  
PROVISIONS

F. C. Larsen,  
61 Filer Street,  
Manistee, Mich.

Telephone No. 91.

### Four Kinds of Coupon Books

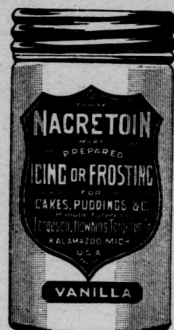
are manufactured by us and all sold on the  
same basis, irrespective of size, shape or de-  
nomination. Free samples on application.

TRADESMAN COMPANY, GRAND RAPIDS.

### HANSELMAN CANDY CO.,

OF KALAMAZOO

In their NEW BUILDING  
Offer NEW GOODS  
At NEW PRICES  
And get NEW TRADE



### 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.

FOR  
1897

### Our celebrated Thin Butter Crackers

will be trade winners for the  
merchants who know them.

Christenson Baking Co.,  
Grand Rapids.



### 1897 VALENTINES

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

FRED BRUNDAGE,  
MUSKEGON, MICH.

THE FAMOUS

# S.C.W

5 CENT CIGAR.

Sold by all jobbers. Manufactured by

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

ENTIRE BUILDING, 15 CANAL STREET.

We solicit correspondence in

... MIXED CARS ...

### FLOUR, FEED and MILL STUFFS

GUARD, FAIRFIELD & CO., Allegan, Mich.

### 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.



# CHARLES MANZELMANN

MANUFACTURER OF

## BROOMS AND WHISKS

DETROIT, MICH.

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.

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.

**KNEIPP MALT COFFEE**

A  
PURE  
MALT  
SUBSTITUTE  
FOR  
COFFEE

MANUFACTURED  
BY  
**KNEIPP MALT FOOD CO.**

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

# The President of the United States of America,

To

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

GREETING:

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

## ENOCH MORGAN'S SONS COMPANY,

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

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

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

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

**Witness,**

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

[SEAL]

[SIGNED]

ROWLAND COX,  
Complainant's Solicitor

S. D. OLIPHANT,  
Clerk

## 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. Pass. Agent.

### DETROIT, Grand Rapids & Western. Jan. 1, 1897.

**Going to Detroit.**  
Lv. Grand Rapids ..... 7:00am 1:30pm 5:25pm  
Ar. Detroit ..... 11:40am 5:40pm 10:10pm

**Returning from Detroit.**  
Lv. Detroit ..... 7:00am 1:10pm 6:00pm  
Ar. Grand Rapids ..... 12:30pm 5:20pm 10:45pm

**Saginaw, Alma and Greenville.**  
Lv. G. R. 7:10am 4:20pm Ar. G. R. 12:20pm 9:30pm

**To and from Lowell.**  
Lv. Grand Rapids ..... 7:00am 1:30pm 5:25pm  
Ar. from Lowell ..... 12:30pm 5:20pm .....  
THROUGH CAR SERVICE.

Parlor cars on all trains between Grand Rapids and Detroit and between Grand Rapids and Saginaw. Trains run week days only.  
GEO. DEHAVEN, General Pass. Agent.

### GRAND Trunk Railway System Detroit and Milwaukee Div.

**Eastward.**

	†No. 14	†No. 16	†No. 18	*No. 82
Lv. G'd. Rapids	6:45am	10:10am	3:30pm	10:45pm
Ar. Ionia	7:40am	11:17am	4:34pm	12:30am
Ar. St. Johns	8:25am	12:10pm	5:23pm	1:57am
Ar. Owosso	9:00am	1:10pm	6:03pm	3:25pm
Ar. E. Saginaw	10:50am	.....	8:00pm	6:40am
Ar. W. Bay City	11:30am	.....	8:35pm	7:15am
Ar. Flint	10:05am	.....	7:05pm	5:40am
Ar. Pt. Huron	12:05pm	.....	9:50pm	7:30pm
Ar. Pontiac	10:53am	2:57pm	8:25pm	6:10am
Ar. Detroit	11:50am	3:55pm	9:25pm	8:05am

**Westward.**  
For G'd. Haven and Intermediate Pts. .... 7:00am  
For G'd. Haven and Intermediate Pts. .... 12:53pm  
For G'd. Haven and Intermediate Pts. .... 5:12pm  
†Daily except Sunday. \*Daily. Trains arrive from the east, 6:35a.m., 12:45p.m., 5:07p.m., 9:55 p.m. Trains arrive from the west, 10:05a.m., 3:22p.m., 10:15p.m.  
Eastward—No. 14 has Wagner parlor car. No. 18 parlor car. Westward—No. 11 parlor car. No. 15 Wagner parlor car.  
E. H. HUGHES, A. G. P. & T. A.,  
Chicago.  
BEN. FLETCHER, Trav. Pass. Agt.,  
JAS. CAMPBELL, City Pass. Agent,  
No. 23 Monroe St.

### GRAND Rapids & Indiana Railroad Sept. 27, 1896.

**Northern Div.**

	Leave	Arrive
Trav. C'y, Petoskey & Mackinaw	7:45am	5:15pm
Trav. C'y, Petoskey & Mackinaw	2:15pm	6:30am
Cadillac	5:25pm	11:10am
Train leaving at 7:45 a.m. has parlor car to Petoskey and Mackinaw.		
Train leaving at 2:15 p.m. has sleeping car to Petoskey and Mackinaw.		

**Southern Div.**

	Leave	Arrive
Cincinnati	7:10am	8:25pm
Ft. Wayne	2:00pm	1:50pm
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 4:40pm  
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.

## Every Merchant

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

TRADESMAN COMPANY, Grand Rapids



# MICHIGAN TRADESMAN

Volume XIV.

GRAND RAPIDS, WEDNESDAY, FEBRUARY 3, 1897.

Number 698

## Snedicor & Hathaway

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

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

## 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,  
Marsh Hill, 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.

**ARLOW  
ROTHERS  
BOOK  
INDERS  
LANC  
OOKS**  
5 AND 7 PEARL STREET.

Save Trouble  
Save Losses  
Save Dollars

**Tradesman Coupons**

### REGULATION OF RAILWAYS.

The present session of the Michigan State Legislature convened after a political campaign in which the matter of dealing with corporations, especially those engaged in transportation, was made a prominent issue. The Governor of the State made his attitude toward these corporations the principal feature of his canvass, and carried a phenomenally larger vote apparently on account of the popular interest in the subject.

Just what was to be done in the way of regulating the roads was largely a matter of conjecture as far as any direct statements of the new Executive were concerned; but it was promised for him that he would do all that could be asked to make the roads comply with the standard which had been made for them in popular opinion in the matter of rates, taxation and the management of their corporate affairs. The popular confidence that he would do all this was based on the fact that, as Mayor of Detroit, he had waged a long warfare—of varying success—with the several street car companies of that city.

But, contrary to the general expectations, there have not as yet appeared any systematic efforts for the accomplishment of any particular work in the direction indicated. To be sure, bills have been presented or noticed bearing upon the subject, some said to have been prompted by the Governor; but none have been presented or pushed in a way to indicate that any systematic effort would be made to gain the promised results. There seems likely to be sufficient activity in this direction to meet the views of constituents, but little show of any actual accomplishment. As yet, there has been no move made toward securing the use of interchangeable mileage tickets, a reform demanded by the principal business interests, and one which might be easily accomplished. But it seems more to the purpose of the would-be reformers to make the necessarily futile effort to secure a two-cent rate, as such a move has a more tangible appearance in the eyes of the people.

There is no question but that there are many ways in which railways and their management may be properly regulated; but, in view of the reports of the condition of the roads throughout the country, and in Michigan, it may well be a question whether such regulation should include the drastic measure of reducing the passenger rates to a uniform two-cent basis. The report of the Railway Commissioner as to the condition of the Michigan roads was not one that would warrant any movement in the direction of lessening the amount of receipts—indeed, the Commissioner gives it as his opinion that, unless the situation improves, a considerable mileage of the roads will be abandoned in the immediate future.

The roads of Michigan are probably in no worse condition than the average throughout the country; but the showing for all is decidedly discouraging. According to a recent article by the eminent statistician, Robert P. Porter,

one-half of the railway investments of the country are nonproductive, and the average returns upon the other half are distressingly low. There are probably few who realize the tremendous investment there is in the aggregate of the railway interests of this country. According to the same authority, the amount is only exceeded by one other interest, the farming land, and that but little, comparatively. The railway investment is no less than \$12,000,000,000, while that of farms is \$13,000,000,000. All the manufactures of the country combined are considerably less than half the investment in railways.

Now, when it is considered that nearly or quite one-half of this vast outlay, an amount exceeding all the manufacturing investments of the country, is nonproductive—and Michigan is probably little, if any, better than the average—is it reasonable to propose a material reduction of passenger rates without some amelioration of these conditions?

The railway problem is a serious one. The abandonment of lines is a recourse to be employed only at the direst extremity, for it involves practically the loss of everything. These companies will continue the operation of losing lines for a long time, in the hope of eventual improvement. That there are many ways in which they may be helped, and so the people helped, by legislative action there is no doubt. Thus, the furnishing of free transportation and reduced rates to certain classes should be prohibited, and all transactions should be put upon a correct business basis. Then, instead of legislation in restriction of the receipts, there should be devised measures which will secure a more economical service, undue competition should be restricted, and the Government and the people should co-operate in making the railways of the country reasonably productive to the investors therein as a means to the general welfare.

### Viewed from a Distance.

New England Grocer: The annual supper tendered the working force of the Tradesman Company, Grand Rapids, on Franklin's birthday, Jan. 16, was doubtless a most pleasant occasion. Editor E. A. Stowe is one of the reliable men in trade journalism—a man who believes a trade paper can be run without cutting prices of advertising, and who appreciates the loyal support of his employees. Long life to the Michigan Tradesman and all its working force!

New York Merchants' Review: We have received a copy of the bill of fare of the annual supper tendered to the working force of the Tradesman Company, Grand Rapids, on January 16—Franklin's birthday. This company publish our esteemed weekly contemporary, the Michigan Tradesman, and do a large engraving, printing and binding business. The well-known advocate of grocers' rights, E. A. Stowe, is President of the company. The list of dishes discussed by the banqueters was such that we have little doubt that they all enjoyed themselves.

How much you read is of less consequence than how much you think about what you have read.

### PRISON LABOR AND ROADS.

It would seem to the observer that the movement for good roads is likely to receive a considerable impetus from the agitation so widely prevalent against the productions of convict labor as elements in the problem of industrial competition. The State of New York has undertaken the solution of the question in earnest, as a consequence of the adoption of the constitutional amendment prohibiting the sale of convict-made goods in the State.

After casting about for all the ways of employment possible in the production of such articles as can be used by the State in its penal and charitable institutions, it is found that a large proportion of the convicts must yet remain idle. As a consequence, all possible means of securing their employment are receiving attention and discussion. That this discussion will eventuate in some practicable plan for the utilization of such labor for the public good in the way of road improvement, as well as the prosecution of other public undertakings, can scarcely be doubted.

A significant phase of the question has developed as a result of the widespread abuse of authority by the local courts in that State, by which prisoners are sentenced for a sufficiently long term to enable them to be taken to the penitentiaries under the rule refusing terms of less than sixty days, for the purpose of securing the fees of the officers for the delivery of the prisoners. Thus a sentence of sixty days is often imposed when the nature of the offense does not warrant it, and when the placing of such criminals among the hardened convicts in the State institutions is a means of spreading moral contagion. In consequence of this, and of the inability of the State to keep such prisoners employed, it is suggested, in the last report of the State Prison Commission, that the several counties should care for and use their own convicts rather than have them boarded in penitentiaries at great expense and thus lose their labor.

Coming as this agitation does in conjunction with the wide-spread interest in the good roads movement, it will be strange if plans for the utilization of the convict labor on highways are not formulated and tried. Just now, New York is taking the lead in the matter of prison regulation, and is one of the most active states in the matter of road improvement. But there is an extended and growing feeling in all the states against the production of prison goods for sale in the markets, and all will watch the experiments of the Empire State with the greatest interest, and movements will follow elsewhere very quickly when the right methods become sufficiently demonstrated.

The Ohio Legislature is to consider a bill forbidding the promiscuous distribution by patent medicine vendors of pamphlets and bills describing the symptoms of diseases.

The city of Philadelphia is more than twice as large as Boston, but arrests for drunkenness there the past year numbered only 23,107, against about 36,000 for Boston.



## Bicycles

### The Meeting.

We met, 'twas only yesterday,  
I thought he passing fair  
And when I left her to her way  
My head was light as air.

We met, 'twas evening in the street,  
She took my breath away,  
And humbly following at her feet,  
To passion I gave sway.

We met, but only met to part,  
And I sore pain to feel;  
I wear her image o'er my heart—  
The image of me while I.

SIGEL ROUSE.

### News and Gossip of Interest to Dealer and Rider.

A new gear has been introduced in this country by an English inventor which has aroused considerable interest among racing men. The gearing is done on the crank and then transmitted to the back chain pulley by a pulley of an equal instead of a larger size. While the device is somewhat novel, its advantage can only be ascertained by practical use. It is felt that such an appliance is necessary on a front driver, but that on a rear driver the required ends are gained in a much simpler manner with the ordinary two pulleys of different sizes and one chain. With this device there are two chains, four chain wheels, and two toothed wheels.

There is likely to be a great demand for gear cases by American riders this year. The case is used abroad by all road men and is found to be a great protection to the chain, keeping it clean from dust and adding to its ease of running. Americans have heretofore avoided the use of the gear case, due to its added weight of from two to four pounds, but its decided advantage has now become so well known that the manufacturers anticipate a call for the attachment this season.

While it is doubtful if the average bicycle rider is anxious to make any radical departure from the ordinary type of bicycle, the number of peculiar or freak models that will be offered to the public this year promises to be quite large. A Western manufacturer has turned out a new wheel with frame work of wood, excepting the front forks and head piece. The seat is connected to the wooden frame, which is circular in form. The model reduces the weight and makes an attractive-looking machine.

### The Bicycle Exhibits.

Written for the TRADESMAN.

Saturday night closed the winter cycle show in Chicago, after a week of the most extensive and successful business of and ever held in the West. The attendance was very large, estimated at 200,000 admissions in all. The business transacted in the way of placing orders was extensive, although many of the larger dealers complain that the smaller ones carried off the lion's share. But the reason given is that it was not expected that the larger houses would depend much upon actual transactions, relying more on the general value of their exhibits in the way of advertising. Many of them state that the cost of these exhibitions is charged entirely to advertising account.

The consensus of opinion seems to indicate that the annual exhibitions are likely to be permanent, although some of the houses would prefer their discontinuance, or at least the limiting to one great show, either in Chicago or New York—the Western exhibitors contend-

ing, naturally, that it should be the former. The expense attending these exhibits is very considerable—from \$5,000 to \$10,000 for each exhibitor, taking both the Chicago and the New York shows into consideration. Then the interruption to the work of the traveling salesman, and to the regular routine of placing goods, is very considerable.

While the Western exhibit was a very extensive one, that to open next Saturday night in the Grand Central Palace will be still greater—the greatest that has occurred in the history of the cycle trade. It is estimated that the cost to the trade, including decorations, rentals and other expenses, will foot up no less than \$1,000,000. There are 900 spaces to be rented by nearly 500 manufacturers. Last year the show was visited by 4,000 dealers.

Many of the manufacturers at the Chicago exhibition favor local exhibits to precede the opening of the wheeling season by two or three weeks. It is probable there will be more of such exhibits this season than last, as they seem to serve the excellent purpose of getting up an enthusiasm for the benefit of the retail trade. NATE.

### The Outlook for the Bicycle Season.

From the Minneapolis Commercial Bulletin.

Manufacturers and jobbers are now ready to tell the world about the things they will do the coming season regarding bicycles. The styles for the year have been generally decided on. There may be some remodeling on the part of some manufacturers as the result of pointers picked up at the Chicago cycle show, but the greater number of manufacturers are settled as to the styles they will manufacture, and have already made models for their jobbers, and have issued printed matter advertising the new things they have for 1897. There will be little change in the styles from those of last year. In general it may be said that there will be a handsomer average wheel on the market this season, which rule will apply not only to the higher priced machines, but to the cheaper ones as well.

The enamel and trimmings are looked to more carefully. There will be a greater variety of colors than there is in shoes, which is saying a good deal. Strips and flowers will be more of an element in the exterior decoration. The frames will generally present a more finished appearance, this being especially true of the higher grade wheels. The flush joint, while it does not add to the strength of the wheel, does add to the finished appearance, and will be an item in selling. Manufacturers have not hesitated to add a little weight to the wheel to give it a better appearance, and also to give it more durability. The road wheel will weigh not far from twenty-four to twenty-five pounds this season, a very sensible weight. The gear will be higher than last year, seventy being the standard in this market. With the higher gear the heavier wheel is demanded, to stand the strain.

There are a great number of little changes about the pedal region. In these changes the thing sought after is greater durability, and simplicity. Less parts, greater ease in changing, for cleaning or repairing, and greater strength have been the points in view in this simplicity. A better protection against dust in the bearings, a saving of wear by making the lubricant go directly to its desired place, easy adjustment of every adjustable part are points that have been made in favor of the wheel of 1897 as compared with that of previous years. Though there are few radical changes, it is generally conceded that the wheels of this year thus far shown are superior to the products of the factories in any previous year.

The factories in general have shown some conservatism in manufacturing wheels this year. They are not prepared at this date to flood any part of the

country with their finished wheels. Though some of them have a fair stock in hand, there are many that have hardly finished machines enough to supply the desired samples. There is already some delay in sending samples to their retail agents. It will be as well for agents who have decided upon the line of wheels they will carry this year to put in orders immediately for their sample wheels.

### Counting the Cost.

Charles Paddock in Printers' Ink.

It is much better and wiser to figure on the expense of advertising before doing it than after it is done, but unfortunately everybody does not follow the better plan. If they did, there would be much saving of heartaches, anxieties and disappointments. Nothing could be worse for a new advertiser than an elastic appropriation, one that he draws upon at will and uses indiscriminately. The principle of rigid economy should be applied to the expenditure of every dollar in the purchasing of space. No money whatever should be spent returns for which do not appear reasonably certain. Experimenting in unknown channels should be carefully avoided. Such tentative efforts are all right when made by the seasoned advertiser, but the new beginner has no business "monkeying" with them.

It is a mistake to make any contracts for which you cannot pay, in the hope that your advertising will be profitable enough to enable you to meet your bills. The advertisements may be successful, but if they are not, what then? You should count the cost at first and have wherewith to meet it. Then you know exactly where you are and how much you can afford to invest. You will possibly have to make provision for more than the first output, because returns do not always come in as quickly as one wishes, so wisdom would dictate the holding of part of your appropriation in reserve. And do not forget that part of the "cost" of advertising is patience. One has to wait, sometimes longer than is pleasant, for the seed to take root and grow. Of course this waiting is more or less dependent on the quality of the seed and the ground in which it has been sown, but a wait of some duration is inevitable. That is why impatient people should not advertise unless they are prepared to count the cost to their patience. They are on the "anxious seat" of expectation all the time.

When a merchant buys a bill of goods he is careful to count the cost as he figures on his probable profits or losses. If he sees a loss ahead, he won't buy. If he doesn't see a pretty certain profit ahead, he won't buy. And unless an advertiser is sure that he can afford the cost, and has a likely chance of getting good returns, he had better keep his money in his pocket.

A standing advertisement in a trade journal often does more to strengthen the credit of a house than would a big bank account.

### Money in Tangerines.

The prediction about the price of Tangerine oranges has come true. In August it was said that Tangerine oranges would bring \$14 a box. An account of the sale of six boxes of Tangerine oranges November 28th showed that they brought \$90, or \$15 a box, gross. They netted \$12.24. The Tangerine crop of the State will not exceed 500 boxes.

"From this time on," said he, when the only woman who had ever rejected him passed from his sight, "from this time, mine shall be the delight to wreck vengeance on woman. I shall be a shoe clerk, and instead of selling them shoes one size too small, with my persuasive manner I shall make them buy still smaller."

It has become a maxim among the quick thinkers in the trade that it does not pay to carry goods of any kind from one season to another, and they close them out at the best price obtainable ere the season is past.



A few more good agents wanted.

**ADAMS & HART,**

SOLE DISTRIBUTERS,  
GRAND RAPIDS, MICH.

All the World's  
A-WHEEL  
And all the men and  
Women are surely  
Wheelers.



## A Sixty-Dollar Wheel

Our Full Roadster and Ladies' double tube Model D Clippers are not experiments. Those who desire a neat, well-built, honestly made, well finished and well equipped ladies' or gents bicycle, cannot do better than invest in one of our \$60.00 wheels. These bicycles are not cheap bicycles. We might call them "high grade" if we couldn't make a finer wheel and didn't care what we said. They are worth \$60.00 or we wouldn't ask it. There are cheaper wheels but none so good. These are satisfactory bicycles, and will give satisfaction every time. Over 4,000 sold in '96, and not a dozen dissatisfied customers that we know of.

Pratt 237 T.

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



### The Danger of Encroachment.

The Government of the United States presents the most complex political system that has ever been devised and maintained in successful operation through fundamental social and industrial changes. Mr. Gladstone said, a good many years ago, that its constitution was the most nearly perfect product of human wisdom that had ever been struck off at a single effort. It must not be supposed, however, that the organic law of this country was elaborated on strictly a priori principles. The constitutional convention of 1787 consulted the history of the whole past, and especially the history of the Continental Confederation under the government of a simple representative chamber which, although it undertook to exercise to some extent the functions of all the three natural divisions of government, found itself at the advent of peace almost wholly incapable of dealing with the many important questions then pressing for immediate settlement. Intelligent observers and practical thinkers saw that it was absolutely necessary, first, to separate the legislative, judicial and executive branches, and then to secure their mutual independence.

Such, in the rough, was the new scheme of federation. But the authors of the constitution were very prudent men. They did not deem it safe to confer an unlimited power of legislation upon Congress, or to leave the President entirely free and irresponsible in the disbursement of patronage, the control of the army and navy, and the conclusion of treaties with foreign countries. The power of the judiciary is necessarily unlimited, except insofar as its province is defined by the constitution; but the judges are appointed by the President, and are subject to impeachment for grave misconduct, although not for errors of judgment, which can only be determined by the court of last resort. The independence of the judiciary is further secured by the provision that the judges shall hold their offices during good behavior. The complexity of the system as a whole was, of course, greatly increased by the continued existence of the several State Governments with reserved rights, and by the division of Congress into two houses; but it is the purpose of this article only to insist upon the supreme importance of maintaining the separateness and, within certain limits, the independence of the three great co-ordinate branches of the General Government.

General Washington alludes to this question in that ever-memorable Farewell Address which he left as a legacy of patriotism and wisdom to his countrymen for all time to come. After referring to the ills to be apprehended from "irregular oppositions" to the Government's acknowledged authority, from the disposition to propose changes upon the credit of mere hypothesis, from an intense partisan or factional temper, and from sectional rivalries and jealousies, he said: "It is important, likewise, that the habits of thinking, in a free country, should inspire caution, in those intrusted with its administration, to confine themselves within their respective constitutional spheres, avoiding, in the exercise of the powers of one department, to encroach upon another. The spirit of encroachment tends to consolidate the powers of all the departments in one, and thus to create, whatever the form of Govern-

ment, a real despotism. A just estimate of that love of power, and proneness to abuse it, which predominates in the human heart is sufficient to satisfy us of the truth of this position. The necessity of reciprocal checks, in the exercise of political power, by dividing and distributing it into different depositories, and constituting each the guardian of the public weal against invasions by the others, has been evinced by experiments, ancient and modern; some of them in our own country, and under our own eyes. To preserve them must be as necessary as to institute them. If, in the opinion of the people, the distribution or modification of the constitutional powers be, in any particular, wrong, let it be corrected by an amendment in the way which the constitution designates. But let there be no change by usurpation; for though this, in one instance, may be the instrument of good, it is the customary weapon by which free governments are destroyed. The precedent must always greatly overbalance, in permanent evil, any partial or transient benefit which the use can, at any time, yield."

From time to time the question of prerogative, or exclusive authority, has been a source of conflict between the legislative and executive branches. The immense responsibility imposed upon the President, the variety of his duties, and his power to check legislation by veto render the administration of his office peculiarly liable to criticism. Washington and Jackson were as bitterly denounced in their times as Cleveland has been in his. But there has been very little disposition on the part of the people to curtail the power of the Chief Executive. The other day, Senator Turpie, of Indiana, argued that Congress has authority to recognize the independence of a new foreign government because Congress represents the supreme power of the people. He seemed to imply that the power or sovereignty of the people was not represented by the Chief Executive, or, at most, not to the same degree. But if that is what he really meant, it should be said that a more untenable proposition could hardly be advanced. The main business of Congress is legislation, and the President has more power over legislation than fifty members of the Senate, or than a hundred and fifty members of the House of Representatives. It is said, sometimes, that his power in this respect is purely negative, but that view will not bear a close analysis. He votes for a measure when he signs the bill embodying it. His signature is his affirmative vote. It is true that he may refuse to sign a bill that he is unwilling to veto, and may allow it to become a law by simply keeping it in his own hands for a period of ten days. In such a case his course is similar to that of a Congressman who declines to vote either for or against a bill. Moreover, the President and Vice-President are the only officers of the United States who are voted for by the people of all the States. They are chosen, it may be said, by the Electoral College; but the electors, appointed by the people of the several states, cast their votes under instructions which they do not dare to disobey. The President and Vice-President are usually elected as the nominees of a party, and owe their nominations largely to the fact that they are supposed to be in accord with the policy and principles of a party. It may happen—indeed, it has happened—that the chosen President

and Vice-President have received a minority of the popular vote; but it is well known that the majority of the Senate is elected by the Legislatures of States whose total population is a small part of the population of the United States.

But it is not worth while to pursue this line of argument further. It may be fairly open to doubt whether Mr. Olney is correct in his contention that the President has exclusive authority to recognize a new government—jurists differ in regard to that question—but Senator Turpie did not strengthen his case by claiming a general superiority for Congress on the ground that it alone represents the supreme power of the people. The truth is that there is no absolute supremacy vested in any one of the three great departments of the Federal Government. Each department

discharges its special functions under the operation of the checks provided by the constitution. FRANK STOWELL.

The lives of some people are open books; the lives of others blank books.

## Sells Best

Because it salts best, tastes best, keeps best—is best. DIAMOND CRYSTAL SALT.

See Price Current.

Diamond Crystal Salt Co., St. Clair, Mich.

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

We carry a stock of cake tallow for mill use.

Nos. 122 and 124 Louis St.,

Grand Rapids.

## DON'T GET WET

When in want of a new roof or repairs you can save money by employing skilled mechanics in this line. We have representatives covering the State of Michigan regularly, and if you have a defective roof, drop us a card and we will call on you, examine your roof and give you an estimate of the cost of necessary repairs or putting on new roof. Remember that we guarantee all our work and our guarantee is good.

**H. M. REYNOLDS & SON,**  
PRACTICAL ROOFERS, GRAND RAPIDS, MICH.  
ESTABLISHED 1868.



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.

Saginaw—L. H. Plues succeeds Plues & Bacon in the bakery business.

Camden—Wm. Ewing will shortly open a new hardware store here.

Mt. Clemens—G. E. Clark succeeds J. G. White in the drug business.

Alpena—Hamilton Bros. have purchased the grocery stock of Paul Dane.

Millington—D. McLean succeeds McLean & Seeley in the grocery business.

Big Rapids—Jacob Hangstortler, meat dealer, has sold out to Frank Angel.

Benton Harbor—Rowe Bros. succeed Rowe Bros. & Summerill in the meat business.

Millington—A. C. Allen succeeds A. C. Allen & Co. in the drug and grocery business.

Owosso—Paris & Son's grocery stock has been purchased by A. Byrne, of Saginaw.

Calumet—The drug stock of John Clemo, Jr., has been closed on chattel mortgage.

Holly—The H. M. Church Drug Co. succeeds Howard Church in business at this place.

Holland—J. A. Vander Veen succeeds C. Blom, Jr., in the confectionery and bakery business.

Stockbridge—W. E. Brown & Co. succeed Nichols & Brown in the drug and grocery business.

Otsego—Temple & Chase have sold their bakery business and grocery stock to Williams & Pierce.

Ann Arbor—Frederick J. Gerstner succeeds Wm. Gerstner in the bakery and confectionery business.

Charlotte—W. H. McBride, undertaker and furniture dealer at North Star, has removed to this place.

Saginaw—J. D. Draper continues the grocery business formerly conducted under the style of A. O. & J. D. Draper.

Merrill—Lamon M. Russell continues the harness business formerly conducted under the style of John V. Russell & Son.

Coleman—The Coleman Hardware Co. has filed chattel mortgages covering stock, to John M. Morley, of Saginaw.

Saginaw—C. H. Becker, boot and shoe dealer, filed chattel mortgages aggregating \$2,829.20. S. W. Jennings is trustee.

Holland—C. Blom, Jr., has sold his confectionery stock to E. A. Van der Veen, who will continue the business at the same location.

East Jordan—F. E. Boosinger, general dealer, has formed a copartnership with his brother, John A., under the style of Boosinger Bros.

Saginaw—The stock of E. A. (Mrs. E. S.) Crawford, dealer in wall paper and decorating materials, will be disposed of at mortgage sale.

Holland—Pessink & East, proprietors of the Holland City Steam Laundry, have dissolved partnership. The business will be continued by Oscar J. East.

Detroit—Robert Keller has sold his drug stock at the corner of Third and Warren avenues to Miss Ida M. Covey, a skilled pharmacist who has clerked for him two years. He will devote all his time to other business.

Flanders—The general store of William G. Carney was burned to the ground Jan. 25. The postoffice was located in the building, but most of the Government property was saved. The loss is about \$1,500; no insurance.

St. Louis—G. L. Spicer, meat dealer, has removed to Alma.

Detroit—Samuel P. Wilkus has sued the Majestic Building Co. for \$5,000. He says he engaged space in the building when it was proposed to devote it to department stores, but now finds it has been leased to the Mabley & Good-tellow Co.

Traverse City—M. E. Haskell has resigned his position as manager of the book and stationery store of Lyon, Beecher & Kymer. M. B. Holley, formerly owner of the business, and lately a salesman in the store, has accepted the position vacated by Mr. Haskell.

Eaton Rapids—The C. H. Cowan stock of groceries and fixtures, which was inventoried at about \$700, was sold to Jos. D. Powers, at public auction, at 32 cents on the dollar. The book accounts, which were inventoried at \$154, were sold to Mr. Cowan for \$10.25.

Union City—George W. Buell, successor to Buell & Spring, hardware dealers, has filed mortgages for \$3,400 in favor of two local banks. A former mortgage in favor of Mrs. Charles Spring brings the total up to \$5,000. The store is in the possession of the sheriff.

Detroit—Grunow & Patterson have filed articles of association with the County Clerk, to engage in the wholesale and retail drug business with a represented paid-in capital stock of \$6,000. Oliver H. Grunow holds 300 shares; B. E. Patterson and Alfred E. Patterson, 150 each.

Bay City—Thomas Grow, doing a clothing business at Pontiac under the name of Grow & Co. and in this city under the name of Grow Bros., filed a trust mortgage Feb. 2 covering his stock to secure creditors whose claims amount to \$16,654.56. J. Lounsbury, of Pontiac is named as the trustee.

Muskegon—Julius Rosenthal & Co., clothiers doing business at the corner of Terrace street and Western avenue, have sold out to G. L. Rosenthal, of Syracuse, N. Y. Sol Rosenthal, who has been conducting the clothing store in the Mason block, will continue the business as manager, and will consolidate the stocks shortly.

Northville—The banking house of J. S. Lapham & Co. is to erect a new fire-proof bank building in the spring, and a large two-story and basement library building and hall is to go up, a number of new houses are to be built, and the indications are good for a very perceptible increase in business at the factories, which are now running on short time.

Fennville—A Business Men's Association was recently organized here, with F. S. Raymond as President, Theo. Wade Vice-President, Charles Bassett Secretary, and Jesse Hutchinson Treasurer. The main objects of the Association are the protection of business interests and the advancement and building up of the village and country around it.

Kalamazoo—The Kalamazoo cold storage building, owned by A. C. J. B. and F. C. Balch, burned Feb. 2, together with its contents, which included nearly 5,000 barrels of apples, several thousand dozen of eggs and large quantities of butter and beer. The fire caught near the top of the building and the firemen could make no headway fighting it. The fire probably caught from plumbers working there arranging an ice tank to be filled the next day. The loss on the building and contents is about \$25,000; insurance, \$11,000.

Belding—Ed. Lamb, the grocer, attempted to take a steel hoop from a pickle barrel a few days ago, and in some way got a steel chip into one eye. His physician advised him to go immediately to Detroit and consult a specialist, who would save the eye if it were possible to be done. Mr. Lamb did as advised, but the oculist said that the injury was so serious that he could give him no hope of saving the sight.

Kalamazoo—The friends of Julius Schuster regret exceedingly his determination to leave Kalamazoo and settle in Milwaukee. Many have called upon him and urged him to reconsider it and remain in the city where he has spent over thirty years of his life. Mr. Schuster told his friends that he regretted the necessity of his going away fully as much as they. The firm of Desenberg & Schuster will go out of business after a long career. Mr. Schuster contemplates embarking in the dry goods trade at Milwaukee.

Bay City—A suit of more than usual interest was decided in the Circuit Court one day last week. Hibbard S. Clossen, of Lansing, sold Buck & Leighton, of this city, 750 dozen of eggs. The purchasers declined to pay for them after receipt, on the ground that they were too old, that they had been limed for two years, whereas they ordered fresh limed eggs, meaning eggs not more than a year old. They claimed that they talked with the defendant by telephone and specified what kind of eggs were wanted. In a letter they referred to "the limed eggs." Judge Maxwell held that the letter was evidence, while the telephone message was not, and he directed a verdict for the plaintiff.

Detroit—Judge Frazer took from the jury the case of Stevens & Todd, the druggists, against Madame M. Yale, the complexion beautifier, for alleged breach of advertising contract. He directed a verdict for Madame Yale on the ground that both parties were not subject to the alleged agreement. The firm agreed to purchase \$250 worth of cosmetics from the Chicago face artist, and in consideration the Stevens & Todd's name was to be used in all the local advertisements of Madame Yale's preparations. After eight months another drug firm's name was substituted in the advertisements. The court held that the agreement was too indefinite as to time and other conditions. It ceased to bind the drug firm, the court decided, the moment the consignment of goods agreed upon was purchased and paid for.

### Manufacturing Matters.

Zeeland—The Zeeland Furniture Co. has declared a dividend of 7 per cent.

Drenthe—The Drenthe Creamery Co. paid a semi-annual dividend of 15 per cent. last week.

Coldwater—The Coldwater Oil Stove Co. has started up its factory with a full force of men in all departments.

Menominee—The Menominee Iron Works Co. has declared a dividend of 6 per cent. on the capital stock as the profits on last year's business.

Jamestown—The directors of the Jamestown Creamery Association have declared a semi-annual dividend of 20 per cent., making 38 per cent. for the year.

Gowen—John Hansen, proprietor of the Gowen creamery, recently became entangled in the machinery of the mill and fractured the kneepan of the left knee.

Muskegon—B. H. Tellman, G. H. Tellman and J. Cooper have formed a copartnership under the style of Tellman Bros. & Co. for the purpose of embarking in the manufacture of baking powder and extracts.

East Tawas—The Holland & Emery Lumber Co. has discontinued the sale of merchandise, the stock being divided as follows: Groceries to James Hamilton; hardware to Richards Bros.; dry goods and clothing to A. Barkman.

Buchanan—The Hatch cutlery factory, about to be removed to Kalamazoo, has been a great traveler. It was started in Elyria, Ohio, and went successively to Kensington, Ill., South Milwaukee, and finally, in 1894, to Buchanan.

Muskegon—The Enterprise Foundry Co. has had a change in management and ownership. W. B. McLaughlin has purchased the interest of W. H. Miles and assumes the partnership with E. J. Sherwin. Mr. Van Yantzen becomes Secretary.

Dorr—While many of the co-operative creamery establishments in Michigan have proved financially unprofitable the past year, the creamery at this place made extensive improvements to its plant the past season and declared a cash dividend of 15 per cent. to the fortunate farmers who conduct the institution.

Detroit—Articles of association of the Watson Machine and Novelty Works have been filed with the County Clerk. The purpose outlined is the manufacturing and jobbing of all kinds of metal work. The capital stock is \$6,000, all paid in. The organizers are Nelson H. Watson, 270 shares; George N. Brady, 30 shares, and R. McClelland Brady, 240 shares.

Detroit—Schwanbeck Bros. have filed articles of association with the County Clerk. The object is the manufacture and sale of moldings, picture frames, easels, show cases and similar articles. The capital stock is \$50,000, of which \$34,000 is paid in. The stockholders are Gustave A. Schwanbeck, Wm. H. Schwanbeck and Louis H. Schwanbeck, 800 shares each; Henry E. Beerling, 600 shares, and Guy C. Smith, 400 shares.

### List of Creditors of M. Kelley & Co.

L. M. Hartwick, assignee for M. Kelley & Co., dealers in clothing and men's furnishing goods at Hart and Shelby, favors the Tradesman with a schedule of the creditors, showing the total liabilities to be \$4,561.54, divided among forty creditors in the amounts set opposite their names:

Holzman Bros., New York	\$ 4 50
Rochester Neckwear Co., Rochester	8 75
Roberts, Butler & Co., Utica	134 00
Desbecker, Weil & Co., Buffalo	953 00
Lyke & Bishop, Gloversville	105 00
Mason, Campbell & Co., Johnstown	18 60
Larkin & Foster, Boston	200 00
Friend & Marks, Milwaukee	24 00
Romadka Bros., Milwaukee	13 12
Racine Shoe Co., Racine	3 00
LaCrosse Knitting Works, LaCrosse	2 50
Sprague Umbrella Co., Norwalk	11 55
Goshen Shirt Manufacturing Co., Goshen	18 00
A. C. Staley Manufacturing Co., South Bend	119 00
Grossman, Michaelsohn & Co., Chicago	12 00
E. G. Sterns & Co., Chicago	11 00
J. L. Gatzert & Co., Chicago	16 50
Illinois Rubber Co., Chicago	23 21
Woolley & Co., Chicago	132 58
Conyne Manufacturing Co., Chicago	6 63
C. G. Leopold, Chicago	6 55
Longley, Low & Alexander, Chicago	48 83
Hart Bros., Chicago	34 75
Becker, Mayer & Co., Chicago	710 47
Oceana County Saving Bank, Hart	450 00
Citizens Exchange Bank, Hart	150 00
C. W. Clayton, Hart	580 00
Richardson Silk Co., Belding	1 03
Reed City Robt. Tannery, Reed City	12 50
Valley City Manufacturing Co., Saginaw	57 00
Churchill & Webber, Shelby	100 00
The Nonpareil Manufacturing Co., Detroit	37 00
Marvin M. Stanton, Detroit	179 96
Walter Buhl & Co., Detroit	179 03
S. A. James & Co., Detroit	11 02
Enterprise Neckwear Co., Grand Rapids	13 75
Wurzburg Jewelry Co., Grand Rapids	11 10
Ideal Clothing Co., Grand Rapids	70 02
Michigan Clothing Co., Ionia	72 25
Cooper, Wells & Co., St. Joseph	22 65



# Grand Rapids Gossip

C. B. Metzger, manufacturer of the Garland bicycle, will open a display room at 6 Canal street March 1.

Vandusen & Supernaw will shortly open a grocery store at Norwood. The Worden Grocer Co. has the order for the stock.

G. D'Ooge has opened grocery store at the corner of Quimby street and North avenue. The Musselman Grocer Co. furnished the stock.

The United States Cigar Co., formerly located on the fifth floor of the Weatherly & Pulte building, has removed to the third floor of the Leppig block, 54 Lyon street.

Jacob Datema, formerly of the firm of Hedges & Datema, has opened a dry goods and grocery store at 704 Madison avenue. The Musselman Grocer Co. furnished the grocery stock.

## The Grocery Market.

Sugar—Values remain unchanged but there is an element of uncertainty as to their steadiness, owing to the position of the raw article, and the rather remote prospect of a sugar war induced by the roasted coffee fight.

Provisions—Peculiar conditions still prevail—weak and declining hog products and a rising market for live hogs. Several causes have contributed to the weakness in value, and these are the general depression of business, the mid week decline in wheat and heavy selling by English houses.

Canned Goods—The market is rather quiet, although prices are well maintained throughout. Tomatoes are still firm at the full price but offerings thereat are comparatively scarce. No advance in price is in sight at present, although the trade implicitly expect it. Corn is very dull, with hardly any enquiry. Holders are very firm in their ideas, however, and corn is almost sure to advance, if higher prices for tomatoes materialize, as it usually advances in sympathy with the latter. Besides this, the statistical position of corn would constitute a good reason for an advance. Peas are quiet, without any enquiry to note. The price is unchanged, and there is no immediate prospect of fluctuation.

Rice—The situation is strong, as stocks throughout the country are light and the forward supply short of any year in the last decade. Advices from the South note free movement at all points along the Atlantic Coast, with prices firmly maintained. In New Orleans the apparent volume is among the largest the present season, due to speculative transaction outside of regular demand. Foreign styles are firmly held, as there is sharp movement abroad, and every indication points toward higher prices.

Dried Fruits—The demand is gradually increasing and a good spring trade is anticipated. Prunes are selling rather better than they have been, but there is still considerable room for improvement. Low prices are the cause. No lower prices are expected on prunes, and the probability is that the opening spring trade may bring a slight advance. Peaches are very firm and medium grades are in fair demand. Fancy grades, which constitute the bulk of the supply in this city, are not so well enquired for. Prices on all grades of peaches, however, are well maintained and a better business all around is ex-

pected, with probable higher prices. Currants are rather quiet on the basis of lower quotations. Raisins have not been selling so well, although prices are just as firm, if not firmer. Stocks are being reduced gradually.

Molasses—The price is unchanged, with no probability of fluctuation. There is a good supply of all grades, except fancy open kettles, which are out of the market. The supply of poor molasses is very large and will probably prevent any chance of higher prices.

## The Grain Market.

The past week has been one of continual drooping in the wheat market. The decline during the month was fully 10c per bushel. To-day there was a plump drop of 2c per bushel on both cash and futures, which was caused by the report that wheat had declined in Liverpool. When the visible came in, showing a decrease of 1,700,000 bushels, prices reacted 1c, while in former years, with the present condition of things, an advance of fully 3c would have been in order.

Our visible is 49,500,000 bushels, which is less than it has been at any time since 1892. While cash wheat dropped to 84½c in Detroit, Grand Rapids millers paid 80c. The long-anticipated good sleighing is here, but it does not bring as good wheat movement as was expected. The dollar wheat that has been looked for seems to be farther off than ever, notwithstanding the scarcity of the article. It is unnecessary to go into the details of this matter. The fact is, there is no wheat in farmers' hands. If there was, at least some of them would sell. There seems to be no demand for flour, even with the depressed price of wheat. A few of the older heads buy a very little, but prophesy lower prices. They may come but our honest opinion is, that we will see higher prices, although there seems to be antipathy at present against any higher prices. With our receipts of winter wheat only about one-quarter what they were during the corresponding week last year, and with good export demands, we cannot see what will make prices go lower. But when an article is so cheap that it has to go begging, the price will surely decline.

Corn and oats are hardly worth mentioning, as the trade is only normal and prices are very low, with no signs of recuperating.

The receipts during the week were: wheat, 24 cars; oats, 6 cars—a very small amount. This goes to show that wheat is not very plenty. Millers are paying 80c for wheat.

C. G. A. VOIGT.

## Purely Personal.

Wm. E. Elliott, Manager of the Elliott Button Fastener Co., is away on a fortnight's trip to the jobbing centers of the West and South.

Byron J. Robertson, the all-round hustler of Breedsville, in company with his wife and daughter, Fern, will spend the next two months in Florida, in search of health and recreation.

Frank A. Rockafellow, President of the Rockafellow Mercantile Co., at Carson City, was married Jan. 14 to Miss Altha Vallian, of Lockport, N. Y. The Tradesman extends congratulations.

It has been estimated that 1,250,000 pounds of wool was clipped from the 250,000 sheep in Alabama last year.

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

## Meeting of the Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at Retail Grocers' Hall on Tuesday evening, Feb. 2, Vice-President Merrill presided.

A. W. Rush & Co., grocers at 217 East Bridge street, applied for membership in the organization and were accepted.

Secretary Klap read the following letter from the Secretary of the Detroit Retail Grocers and Butchers' Protective Association:

At the last meeting of our Association, the Kendall Manufacturing Co. received some attention. Our members do not approve of the methods employed by this house, and it is our intention to "get after" the corporation. I have been instructed to write you in connection with this matter to find out how you conducted your crusade against this house and the result of same.

We are preparing a bill to present to the Legislature to amend the wage exemption law and will have copies out in the course of a few days, when I will send you full details.

We meet again next Wednesday and would be pleased to receive your reply in regard to the Kendall Co. to present to our members at that time.

Secretary Klap was instructed to reply to this communication as follows:

Nearly eighteen months ago our Association passed resolutions discouraging the sale of Soapine by the retail grocers of this city, no doubt for the same reason your Association is discussing the matter; and while there are still a number selling the article at the present time (owing to the false promises of their agents, made at different times since the adoption of the above resolution, to discontinue their unbusinesslike methods of disposing of their goods), we are all of the opinion that the resolution is the only way in which the Kendall Manufacturing Co. can be "brought to time." We are pleased to note your activity in the premises and hope your crusade will result favorably to the retail grocers of your city.

Allow me to thank you in advance for a copy of the proposed bill you intend having introduced at the present session of the Legislature in regard to the exemption law.

B. S. Harris stated that he no longer has any calls for Soapine at his store.

A. Brink stated that he had sold very little of the article, on account of the great number of competing articles in the field. He said he took hold of it a second time because the agent assured him that the difficulty between his company and the Association had been adjusted.

Mr. Harris stated that the agent told him the same story, but that he would not accept the sale of the article without better authority. He subsequently learned that the agent's assertion was a misstatement.

Secretary Klap reported that he had consulted the Prosecuting Attorney in regard to the Sunday closing movement, with the result that several of the grocers who had been in the habit of keeping open on Sunday had received letters from the Prosecuting Attorney, warning them to close their doors on that day.

A. W. Rush suggested the enactment of a city ordinance in regard to Sunday closing, covering the same as the State law, on the ground that prosecutions under the State law would engender antagonisms and bring stigma on the organization, whereas a local ordinance would be enforced by the police department.

Messrs. Rush, Brink and Harris were appointed a committee to take the matter under consideration and act in pursuance of their best judgment.

Secretary Klap stated that he would start out next Monday on his annual calling trip among the trade.

Mr. Brink called attention to the fact that the local oil companies were selling oil at retail nearly as cheaply as at wholesale.

Mr. Rush gave the members present a good talk on the oil question and ad-

vocated making the Retail Grocers' Association the liveliest organization in the city.

There being no further business, the meeting adjourned.

## Come One, Come All.

From present indications, the convention of the Michigan Retail Grocers' Association, which will be held in this city February 24 and 25, will be the most largely attended of any meeting ever held by the organization. The entire program is not yet completed, but a number of assignments have been made as follows:

"How the food laws should be enforced"—Hon. E. N. Bates, Moline.

"The exemption laws again"—Robert Johnson, Cadillac.

"Co-operative buying among grocers"—N. H. Beebe, Big Rapids.

"My experience in shipping produce outside of Michigan"—E. E. Hewitt, Rockford.

"Is the basket branding law enacted by the Legislature a desirable one?"—John W. Densmore, Reed City.

"What effect has the sale of butterine on the price of dairy butter?"—J. Mason, Clare.

"Retail grocers' associations; their objects and benefits"—W. H. Porter, Jackson.

"Reasons for the January slump in eggs"—M. R. Alden, Grand Rapids.

"The peddling manufacturers"—E. Marks, Secretary Detroit Retail Grocers and Butchers' Protective Association.

"The retail grocer"—W. H. Porter, Jackson.

It was proposed to hold business sessions Wednesday forenoon and afternoon and a banquet Wednesday evening. Additional business sessions will be held Thursday forenoon and afternoon.

Every retail grocer in Michigan is cordially invited to attend the convention, as matters of paramount interest to the trade will be presented for discussion and action.

## Excellent Showing Made by the Grand Rapids Fire Insurance Co.

The annual meeting of the stockholders of the Grand Rapids Fire Insurance Company was held in its office last Wednesday; 2,918 out of 4,000 shares of capital stock were represented. The following Directors were elected: A. V. Mann, Muskegon; C. T. Hillis, Muskegon; George W. Gay, D. M. Amberg and O. F. Conklin. W. Fred McBain and Charles H. Hackley were elected to fill vacancies of A. J. Bowne and A. V. Pantlind. The officers were re-elected as follows: President, J. W. Champlin; Vice-President, George W. Gay; Treasurer, William H. Anderson; Secretary, W. Fred McBain; Assistant Secretary, Henry L. Bogue. The following were elected members of the Executive Committee: William H. Anderson, chairman; George W. Gay, Edward Lowe, O. F. Conklin, J. W. Champlin. The company paid a semi-annual dividend of 3 per cent. on the capital stock. Its statement shows a large increase in assets, surplus and re-insurance reserve. In Michigan its premium income was over \$100,000, doing the largest business in its own State of any Michigan company. The company operates in thirteen states and has just added the States of Massachusetts and Pennsylvania. It has over 500 agents reporting direct to the home office. In the year 1896 it sustained 692 losses and paid \$157,394.12. It has paid since organization \$1,008,029.11 in losses without any litigation.

Keep insured. No merchant can afford to risk his capital, credit or stock without being fully covered. Lack of proper insurance will injure your credit. Keep insured.

We never realize how much we are capable of enduring until the test comes.



## AS TO PROSPERITY.

An esteemed friend of the Tradesman, who gives some consideration to economics, is very much puzzled at the problem which confronts him in the lack of general prosperity existing at this time.

His proposition may be thus stated: A year or so ago, when heavy shipments of goods were being made from the United States to Europe, the fact was accounted for by the statement that the people of the United States owed abroad more money than their exports of produce could pay for, and, therefore, gold had to be shipped to pay the difference. As a serious industrial and financial stagnation was pressing upon the people of this country, the exportation of gold was associated with the general depression and was assigned as one of the causes of it.

Now, the exportation of American products has assumed immense proportions, so that not only do they serve to pay all debts due abroad, but they create a large balance in favor of the United States, and, as a result, there is no more exporting of gold to Europe; but, on the contrary, Europe is sending gold to this country to pay debts. Here is a condition of foreign trade radically different from what it was a year ago; but still there is no great revival of prosperity, and this is what puzzles the gentleman referred to above.

The trouble with the questioner is that he takes a superficial and limited view of a broad and extended subject. It will be in order to enquire: What is prosperity? It is upon a proper understanding of the matter that any useful consideration of so important a subject must be based.

The notions of what prosperity is are widely different if they be regarded only from the standpoint of each individual. If a man had the only bakery, or bar room, or grocery, or dry goods store, in a particular community, and was able to monopolize all the trade in his line, he would consider himself as specially prosperous and times as very good; but the majority of the people in that community might consider times extremely bad and themselves entirely "out of luck." From this it will be seen that much depends on the point of view. It is plain, then, that, in defining prosperity, a broad and general, and not a personal and narrow, view must be taken of the conditions required to produce it.

Some further illustration of this will be useful. The first note of dissatisfaction and cry of hard times came from the farmers of the United States, and it was heard long before the financial panic of 1893. The Western farmers complained of the low prices of their grain, while the Southern farmers were intensely dissatisfied with the low prices of their cotton. The former were constantly talking about the good times when wheat was worth a dollar a bushel, while the latter lamented the change of circumstances which had brought cotton down from 12 and 10 cents a pound to 6 and 5 cents. But, in the meantime, for years, up to the panic of 1893, business of every sort had been very active; factories of every description were in full operation; the railways were taxed to their capacity in transporting merchandise and passengers, and new railway lines were being built at the rate of 4,000 and 5,000 miles a year, and in 1887 the new mileage for the year was near 13,000.

These were good times for everybody except the farmers. The masses of the

people were at work earning fair wages, while the prices of food and all other necessities were lower than had ever before been known. Money was being actively employed in investments and enterprises of every sort, and finally, about a year before the break-up of 1893, speculation of the wildest sort became rife throughout the country.

From this brief recital of facts, well known to all who have given proper attention to the subject, it will be seen that there is no such thing as universal prosperity, because the very conditions which bring advantages and benefits to some operate at the expense of others, and, while the masses of the people were enjoying cheap food and clothing, they were doing so at the expense of the farmers, who were lamenting the low prices of their products. Suppose flour were \$10 a barrel, calicoes 15 cents a yard, and sheeting and shirting at from 50 cents to a dollar. The farmer would be rolling in luxury, while the work-people would have to stint themselves in bread and clothes.

The impossibility of ever establishing any commercial and industrial conditions which will make everybody rich and prosperous has induced many thinkers to adopt socialistic notions in which they dream of a paternal government which will take from the rich to give to the poor and keep up a constant and systematic distribution of benefits to the entire population—an utterly impracticable scheme.

To come back to a reasonable and practical definition of prosperity, it means that condition of affairs in which the entire able-bodied population is engaged in productive labor at fair wages. When this shall be realized, there will be a general activity in business, with money liberally invested in the development of the natural resources of the country, including the building of railroads. Of course, there will be many persons who are dissatisfied; but that will be the only general prosperity that will be possible in this world.

The question of exports and imports comes in as a side issue. There is nothing specially important in itself as to which way stands the balance of trade. Everything depends on circumstances. When the United States was shipping large amounts of gold to Europe, it was because widespread distrust had been created concerning the American money standard, and there was a general apprehension that American securities and obligations, public and private, might be paid in depreciated dollars; therefore, such securities were sent back in great numbers and forced on the markets. Foreign investments were closed out, too, and the money carried abroad. For this reason the exports could not pay the debts due abroad, and gold had to be sent out to settle the accounts. This adverse balance of trade was not the cause of the financial panic in this country, but one of the injurious results of it.

Now that the exports from the United States greatly outvalue the imports from foreign countries, and leave a large balance in favor of the United States, so that gold has to come to pay it, that does not mean that prosperity is restored. It does mean, however, that the rigid economy to which the American people have been driven by the hard times has compelled them to stop buying abroad, and has forced them also to buy as little as possible at home, and so debts have been paid, the bankrupt

concerns have dropped out, and many old scores have been settled.

This does not mean that prosperity has been restored, but that business has settled down to bed rock, and is ready for a fresh start upwards. That is the whole of the matter. It means that times are going to get better, and that the movement will be henceforth upwards.

To come back to imports and exports, it makes no difference to a man's prosperity how much he buys, provided he is able to afford the expense; but it makes a difference to other people, because so much more money is put in circulation and so much more of the products of labor are consumed, all of which helps to general prosperity. The miser who hides away his money is all the time getting richer, but he is an enemy to general prosperity. To secure prosperity for the greatest numbers, the people must be put to work at producing wealth for general circulation and consumption. The moving force in all this is confidence, which induces the capitalist to risk his money in the various industries and enterprises, and he will only do so when he believes that he will have due security for his investment and a good prospect of making a fair profit on it.

## Influence of the Working Woman.

The question of the working woman is one on which there is bound to be a diversity of opinion. The political economist, with an ample income of his own, looking at the subject from an impersonal point of view, is apt to say that women have lowered wages, and that in communities where women are the bread-winners—as in places where women work in mills and factories—the men belonging to them are notoriously shiftless and worthless. Relieved of the support of their families, men have less incentive to labor.

On the other hand, the working woman, looking at the question from the intensely personal standpoint of her own experience, will say that the opening of almost every occupation to woman has done nothing but good; that the woman who ate the bitter bread of dependence in other days, who was half starved, illy clad, is now as free to make a living as any man, and her achievements and earnings are only measured by her own abilities.

Aside from this view of the subject it is interesting to note the influence the working woman has had upon the rest of the world of women. It has been like a pebble cast into a pool, whose ripples have spread in every direction until they have reached even the women of fashion who stand upon the further shore. No one can doubt that she has dignified labor. Almost every family, from the highest to the lowest, has some woman in it who has, either from choice or the force of circumstances, become a working woman. The example of so many women so occupied with the practical affairs of life has been contagious. It has deepened and broadened the purposes and aims of all womankind. There are few even of the favored daughters of fortune who have neither to toil nor spin, who have not some serious interest in either club or study or philanthropy with which they concern themselves.

Another result of the advent of women in the working world has been to teach them the advantage of punctuality and the value of time. The average woman is a spendthrift of her own and other

people's days. It is a continual surprise to her through life that the trains won't wait for her and that the theaters do not defer their performance until she gets her hat on. The first sharp lesson the business woman gets is that things must be done on time; that nothing can be put off, and this invaluable bit of experience she passes on to her sisters at home.

Not the least in importance is the fact that through the business women other women are coming to understand more about the value of money. It has always been one of the most cherished masculine theories that women were entirely incapable of understanding anything about finance. A father who had hundreds of thousands of dollars to leave his daughters would let them grow up in such absolute ignorance of such matters that when they came into possession of their fortunes they did not know whereabouts on a check to sign their names. A man harassed with business losses will let his wife go on ignorantly spending money and making bills he cannot pay. The result has been that women have been the victims of all sorts of dishonest men, who have robbed them of their money because they had not been taught to take care of it. The business woman knows better, and it is largely through her influence that it has come to be looked upon as silly, not interesting, for a woman not to understand the rudiments, at least, of financial transactions. In New York one of the fads of the winter among fashionable women is belonging to book-keeping classes.

Taking it all in all, the influence of the working women has been wholesome and salutary. She has her faults, as who has not? But she has brought the genius of common sense and practicality into a sphere that is only too prone to sentimentality, and for that alone the world owes her much.

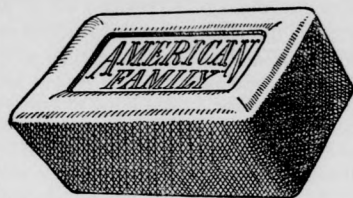
## Minuteness of Railroad Book-Keeping.

Few persons outside of the offices of great corporations know anything of the care and minuteness with which the systems of accounts keep track of every detail of operation. The character of these accounts was illustrated the other day by an anecdote told by an ex-division superintendent of the Pennsylvania railroad regarding an item of two cents. Some one had told of an outlay of something like \$100 in clerk hire and other expenses made by the United States Government in collecting and accounting for a sum of one cent, which had to be covered into the Treasury in order to make a clean balance sheet. Then the railroad man spoke up.

"I had an experience somewhat similar," he said, "when I was clerk of the shops on the division where I was afterward in charge. We were about halfway from Philadelphia to Pittsburg and we had to have a whisky jack sent from Harrisburg to our shops. At the rates of freight which the railroad charged itself for material transported I figured that we owed the main line two cents upon that whisky jack and sent in a report, which made it possible for the other division to collect that amount from ours. That amount had to be entered in a number of books beyond ours, but in ours it became a matter upon which some very intricate figuring had to be done. Every general item of shop expense had to be apportioned to eighteen different accounts, in accordance with a system of percentages which had been adopted, and no two accounts were of the same value. Therefore, when I paid out that two cents I had to divide it up into eighteen unequal parts, and charge it up to the eighteen different accounts."

The greatest difficulties lie where we are not looking for them.





# Worden Grocer Co.

Importers and Jobbers,  
Grand Rapids, Mich.

Selling Agents for —————

## J. S. KIRK & COMPANY

Manufacturers of the following  
Popular Brands of Soap . . . .

Kirk's American Family

Kirk's Dome

Kirk's Cabinet

Kirk's Savon

Kirk's Dusky Diamond (Tar Soap)

Kirk's Blue India

Kirk's White Cloud

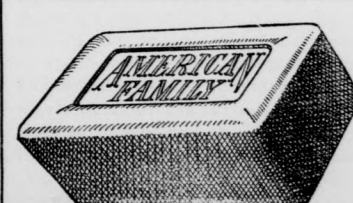
Kirk's Zoo

Kirk's Toilet Soaps

Kirk's Kirkoline Washing Powder

Kirk's E. O. S. Washing Powder

We carry a full stock of the above Laundry and Toilet Soaps and Washing Powder and can always supply the demand promptly. The character of the goods is well known, and with the new deal on DOME and CABINET, we feel sure we can not only secure but hold your business. Get our prices before buying other goods.







Devoted to the Best Interests of Business Men

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

TRADESMAN COMPANY

ONE DOLLAR A YEAR, Payable in Advance.

#### ADVERTISING RATES ON APPLICATION.

Communications invited from practical business men. Correspondents must give their full names and addresses, not necessarily for publication, but as a guarantee of good faith. Subscribers may have the mailing address of their papers changed as often as desired. No paper discontinued except at the option of the proprietor, until all 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, - - - FEBRUARY 3, 1897.

#### THE GOOD OF EXTRAVAGANCE.

Rev. Dr. Rainsford, rector of St. George's church, in Rutherford Place, New York, makes public protest against what he terms "ostentatious displays of wealth." He thinks such displays "can but seem reckless extravagance to the great mass of people," and is "injurious at a time when the lines between the rich and poor are so tightly drawn." Says Dr. Rainsford:

Never were the lines between the two classes—those who have wealth and those who envy them—more distinctly drawn. It is my opinion and the opinion of many persons I have talked with that ostentatious affairs such as this serve to accentuate existing social differences. They draw attention to the widening chasm between the two classes I have mentioned, and should, therefore, be discouraged. Such affairs give demagogues excuse for attacking the East, and furnish texts for homilies on the heartless extravagance of the wealthy in the face of poverty and destitution.

The particular display which calls out the reverend gentleman's protest is a projected costume ball, to be given Feb. 10 by the Bradley-Martins, at a Fifth avenue hotel. The rector admits that he has advised members of his congregation not to accept invitations to this ball, and to use their influence in their social set to discourage extravagance.

Dr. Rainsford's church is one of the most fashionable in New York. In its congregation are many rich people. J. Pierpont Morgan is one of its vestrymen. General Wager Wayne, Charles E. Tracy and R. Fulton Cutting are others. Mr. Morgan, by the way, last week authorized the erection of a building for a charitable purpose, to cost \$1,000,000. No fault is found with him on the score of "ostentatious display of wealth." He is commended, instead, and properly, as a public benefactor. The million dollars which are to be fashioned into a building will, in the process of fashioning, pay wages to quarrymen, brickmakers, teamsters, railroad men and boatmen, masons, carpenters, decorators—workmen in a hundred branches of industry.

The thousands of dollars expended by the Bradley-Martins and their guests for a ball perform an immediate service, so far as they go, like the million of Mr. Morgan. They go to merchants, to tailors, to dressmakers, to hairdressers, to musicians, to florists, to liverymen, the

harnessmaker, the blacksmith and the carriagemaker; they employ man servant and maid servant; they help to keep up the great hotel which, without the patronage of those able to pay for its luxuries, would have to close its doors, throwing hundreds out of employment. The luxuries, the extravagances, the "ostentatious displays of wealth" put money into circulation, make business, furnish employment in many fields.

When the late William H. Vanderbilt built his house in Fifth avenue he wanted a longer and broader flagstone for his walk than was trodden upon before any other house in the metropolis. It cost him \$5,000 to gratify his wish, every dollar of which was distributed to labor, to the quarry owner, to transportation. He might have covered the ground with ordinary flagging and kept \$4,950 to his credit in bank. He did better by his fellow men, in gratifying his "extravagant" desire. The Bradley-Martins could keep their money. So could the rich generally. Trade and labor would be the sufferers.

"The poor we have always with us," they would be poorer if those who have money refrained from spending it except as the necessities of frugal living required. Luxuries would not be provided if nobody indulged in them. The great army of laborers employed in their production would be out of work, forced into other channels to seek a livelihood, thus swelling the roll of workers in those channels, to the increased misery of all. It is not necessary to applaud the taste of this one or that in the method selected for putting his money into circulation. But, so that his method is lawful and harmless, he may well be encouraged in its pursuit. The dude who sports a change of clothing for every day in the year is doing something for the wool-grower, the manufacturer, the merchant and the tailor. Why quarrel with him in the one matter in which he is useful?

#### NATIONAL BOARD OF TRADE.

One of the most significant of the recommendations of the National Board of Trade, at its recent session in Washington, was the adoption of a resolution presented by the Baltimore Chamber of Commerce to the effect that the Government should cease the issue of paper currency and that that duty should devolve upon the National banks. It was also recommended that these banks should be allowed to issue currency to the par value of the bonds, that the tax on circulation be reduced; also that such circulation should be kept under National supervision, and that it be redeemable in gold at the bank of issue or in the city of New York. There was also a recommendation that such banks of issue, with a capital of \$20,000 or more, be authorized to be established in towns and villages of 3,000 or less population.

Another suggestion was the establishment of a National clearing house for banks. Another, that after July 1, 1898, no notes should be issued by National banks for less than \$5.

A declaration was adopted advocating the policy of reciprocity which existed until recently with Germany, Spain, the South American nations and other countries. Another that the interstate commerce provisions should be made more effective.

The establishment of a Department of Commerce and Manufactures was urged; also that the long-pending Torrey bankruptcy bill should be enacted into law.

#### THE IMMIGRATION BILL.

The immigration bill, as agreed upon by the Senate and House conferees, differs somewhat from the original measure passed by the House. It provides for exclusion from the country of all persons over 16 years of age who cannot read and write the English or some other language; but a person over 50 years old, who is not so able to read and write, may come in with a qualified child or grandchild who is over 25, and capable of supporting him, or may be sent for by such qualified child or grandchild.

For the purpose of testing the ability of an immigrant to read and write, inspection officers are to be furnished with copies of the constitution of the United States in various languages, printed in double small pica type, on numbered and uniform pasteboard slips, each containing not less than twenty, nor more than twenty-five words. The slips are to be kept in boxes, a box for each language, so constructed as to conceal them from view. When an immigrant designates the language in which he prefers the test to be made, he shall draw a slip from the box containing that language, and read and afterwards write out, in full view of the immigration officers, the words printed thereon. After each test, the slip drawn shall be returned to the box and the contents shall be shaken up before another drawing is made.

Every immigrant failing to read and write out the slip he draws shall be returned to the country whence he came, at the expense of the transportation company which brought him, as now provided by law. The inspection officers shall keep a certified memorandum of the number of the slip the immigrant failed to read and copy out in writing. In case slips are not at hand, the inspection officers shall thoroughly test the ability of the immigrant to read and write some language, using the most appropriate and available means at their command, and shall state fully, in writing, why slips were lacking, and describe the substitute method adopted.

To the educational provisions of the original bill considerable has been added in relation to contract labor. Male aliens who do not signify their intention to become citizens are barred from employment on Government works, and are also prohibited from habitually coming to this country for the purpose of working for wages or salary, and returning from time to time to a foreign country. Employing such persons is declared to be unlawful, exception being made in the case of employees of transportation companies whose boats or trains pass over the frontiers. It is further provided that the Secretary of the Treasury may permit aliens to enter this country for the purpose of teaching new arts or industries, under such rules and regulations as he may provide. It is also provided that none of the provisions of the act shall apply to persons arriving in the United States from any port or place in Cuba, during the continuance of the present disorders there, who have heretofore been inhabitants of that island. The penalties prescribed for violation of the act are fine and imprisonment, as well as deportation.

It might possibly have been as well had the bill been confined to the educational test, leaving the contract features to be dealt with by other legislation. In its entirety, however, the measure is one to be approved. An immigrant

who cannot read and write twenty words of some language is certainly not as desirable material for citizenship as one who can; and an alien should not be allowed persistently to divide wages with those who are called upon to bear expenses of Government, with the purpose of taking the money out of the country. If the bill becomes a law, it will work no hardship to desirable immigrants, while it will shut out those the country can easily get along without.

#### GENERAL TRADE SITUATION.

While much disappointment is expressed as to the downward tendency of prices and the lack of apparent advance in activity in many lines, on the part of those of speculative tendencies or who think there can be no such thing as returning prosperity without a boom, there is yet a decided advance for the month of January in general industry and trade. This has been especially apparent in the great number of resuming enterprises in all parts of the country, compared to the small number which have suspended. According to R. G. Dun & Co.'s report, during last week ten iron works started and only two stopped, while in the woolen industry thirteen started and nine are about ready to start, while only three have stopped, and the same state of affairs is reported in other industries. It is now so long since the November flurry, that works are not starting on account to undue confidence—the resumptions are backed by orders. But there has been a good deal of buying in anticipation of an expected advance, which, of course, has resulted in disappointment to the buyers and holders and has operated to increase the downward movement.

The decline in the wheat market, while largely speculative, has been a disappointment to many. The fall is partially attributed, also, to the disparity between the price of wheat and corn. The export movement of the latter was very heavy during the month of January, amounting to over 7,800,000 bushels, as against 6,500,000 last year. The export of wheat was 6,500,000 bushels, against 8,400,000 last year.

The sales of wool during the month of January exceeded those on record for the corresponding month in any year. Price has scarcely changed. Cotton has suffered from the heavy surplus of goods at the mills.

While iron prices are still tending downward, there is a steadily increasing demand for many products. Sheets and bars are quite active, on account of car building demand. Southern export demand continues good. Tin and copper are stronger, but competition is reducing the price of tin plates.

The general situation in the money market continues favorable. Stocks have generally strengthened and the demand for bonds continues good. Bank clearings declined 8 per cent. There was a sharp falling off in failures—326, as compared with 429 for the preceding week.

During the past few years some solicitude has been manifested as to the effect of Japanese competition on the industries of other nations on account of the low scales of wages obtaining in that country. The statement, therefore, of a recent writer in the Contemporary Review that, with the growth in industry, there has been so great an increase in the cost of living and the scales of wages in that country that this advantage is likely to be wholly lost is of interest. From this it may be argued that, when any nation makes such an advance in industrial development, the power of hurtful competition will be similarly lost.



## HEADED TOWARD PROSPERITY.

When people have plenty of money or good credit, they buy all they want. When the hard times come they are forced to economize. They buy as little as they can, and make the most of their reduced means. This sort of thing is seen in the condition of the foreign trade of the United States. The people of the United States have for several years been experiencing hard times. They have been buying abroad as little as possible and making the most of their exports, in which latter respect an active foreign demand at fair prices has aided them.

The official statement of the foreign trade in merchandise for the calendar year 1896 shows a large excess of exports over imports. This excess amounts to more than \$325,000,000. The largest previous excess of exports for any year was in 1878, when it was \$20,000,000 more than it is now. In 1878 the country was recovering from the financial panic of 1873 and the long period of commercial depression which followed it. In 1896 the country is recovering from the financial panic of 1893 and the serious commercial and industrial depression which that panic brought on.

The idea that there can be any immediate and sudden recovery from any great financial convulsion which paralyzes industry and checks trade is a most mistaken one. There can be no restoration to financial health and business prosperity, save by gradual and progressive steps. There is no medicine that will cause a broken-down constitution to take on in a moment the strength and vigor of health. It is so with commerce and industries.

It is no sign of prosperity when the exports of the country largely outfigure the imports. It simply shows that the people are exercising a strict economy in their purchases. It is no sign of prosperity when the people are stinting and pinching themselves. It only shows that they have had a hard time and have been forced to do so. But this stinting and pinching, this strict economy, will lead to better times. That is all that can be said of it.

It is a good sign when people are buying liberally, if they are able to do so. All extravagance is wrong and wicked; but without generous and intelligent spending there can be no prosperity. A liberal consumption of all the products of labor by those who are able to do so is what makes prosperity. That is what sets all the wheels of industry to work and gives employment to all willing hands. The pinching and stinting process is the first step to the recovery from the financial pressure. Better things will follow.

The combined volume of the exports and imports for 1896 was \$1,686,434,000. This total was exceeded by an average of over \$100,000,000 for the two calendar years 1891 and 1892, and by \$172,000,000 for the fiscal year 1892, when our foreign trade reached high-water mark. It appears, therefore, that while there is a gratifying increase in our trade as compared with 1895 and 1894, the total is still materially less than for the years immediately preceding the panic.

During the fiscal year 1873 the imports exceeded the exports of merchandise in value by nearly \$120,000,000, and during the preceding ten years the annual excess of imports had ranged all the way from \$40,000,000 to \$182,000,000. During those years we were borrowing capital abroad, partly for war

purposes, but mainly for industrial purposes. Then came the panic, and with it a sudden change in the trade balance. The excess of exports over imports went on increasing until in the calendar year 1878 it exceeded \$305,000,000. In 1879 came resumption, and the depression was changed to prosperity.

Conditions are similar now to what they were in 1878. There is a like gain in the volume of foreign trade after a considerable falling off, and there is a like and even greater increase in the excess of exports over imports. This is good evidence that the hard times are being pushed into the past and a better state of trade is at hand. It is coming steadily and good times are not far distant.

As a matter of course, while the American people have so large a trade balance to their credit, they are relieved from the necessity of shipping gold abroad, and, therefore, the Treasury gold reserve is safe from attack for the present. A change in the trade balance will again start the drain on the gold reserve; and this danger will always be present just as long as the Treasury is liable to be called on to redeem its paper issues.

The United States is in more danger of the plague from Cuba, manufactured by Spain, than it is from "the plague of Bombay" and India. The chances are that before we pass the coming August this fact will be demonstrated. Every sanitary law is being violated by Spain in Cuba. People are being driven from rural districts to the towns and cities, where no arrangements are made for their health or comfort, and it requires no prophet to foretell the dire results, or that the United States may not escape the contamination.

It is proposed to see what Mexico can do in the way of competing with native wines in the Cincinnati market. A sample bottle of orange wine has been sent to Cincinnati, and an effort will be made to arrive at some conclusion as to whether it can be sold in the market there. The quality of wine made from oranges in Mexico is considered so far different from what Americans are used to consuming that, if the wine should sell, it would be more in the nature of a novelty than genuine patronage of a meritorious article.

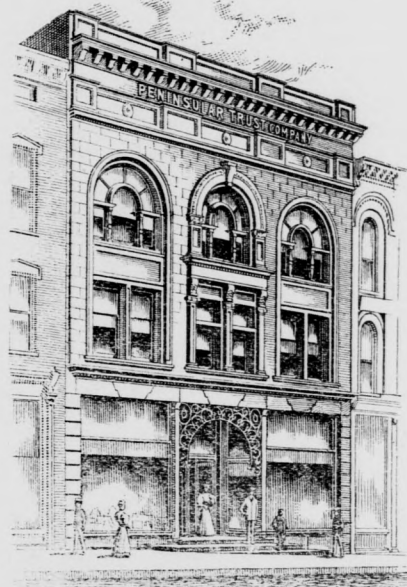
Success has attended an experiment of some land owners at Orlando, Fla., who undertook to raise Kentucky blue grass and timothy. The Orlando plot chosen for the experiment is hammock land with marl underneath, and great hopes are built upon the favorable indications of this first trial.

It has been announced in Paris, Tex., that a prisoner, S. E. Knight, in the Federal jail there, has invented an aluminum airship, weight 700 pounds, in the manufacture of which a New York company is said to have expressed a willingness to back him.

The combination of lamp-chimney manufacturers which has been in existence for ten years, and which in that time has had absolute control of prices, has gone to the wall. The withdrawal of the Lippincott Glass Co. is responsible.

In Pennsylvania the pure food law is being rigorously enforced. In most cases the defense was ignorance of the law and that the goods were impure. The judges ruled that ignorance was no excuse.

# Peninsular Trust Co.



Now located in its own Building at 60 and 62 Monroe Street.

CASH CAPITAL, - - - -	\$100,000
STOCKHOLDERS' LIABILITY, - - -	\$100,000
PATRONS' GUARANTY, - - - -	\$200,000
DEPOSIT WITH STATE TREASURER, -	\$ 50,000

## DIRECTORS

ENOS PUTMAN, President Grand Rapids National Bank.  
 C. G. A. VOIGT, Voigt Milling Co. and Voigt, Herpolsheimer & Co.  
 D. M. AMBERG, Capitalist.  
 FRED C. MILLER, Lumber Dealer and Manufacturer.  
 JOSEPH HOUSEMAN, President Houseman & Jones Clothing Co.  
 JULIUS BERKEY, President Berkey & Gay Furniture Co.  
 JOHN B. MARTIN, Capitalist.  
 WM. H. ANDERSON, Cashier Fourth National Bank.  
 WM. V. IDDICOMB, Capitalist.  
 GEO. H. DAVIDSON, Contractor and Builder.  
 CHAS. D. STEBBINS, Ex County Treasurer.  
 E. A. STOWE, Editor Michigan Tradesman.  
 THOS. M. PECK, Peck Bros., Druggists.  
 CHAS. W. WATKINS, Insurance.  
 CHAS. W. GARFIELD, President Grand Rapids Savings Bank.  
 AMOS S. MUSSELMAN, President Musselman Grocer Co.  
 C. CARROLL FOLLMER, Lumber and Shingles.  
 S. A. SEARS, Manager New York Biscuit Co.  
 JOHN CAULFIELD, Capitalist.  
 GEO. G. WHITWORTH, Manager Furn. Caster Association.  
 SIDNEY F. STEVENS, Foster, Stevens & Co., Wholesale Hardware.

ENOS PUTMAN, President.  
 CHARLES W. WATKINS, 1st Vice Pres.  
 SIDNEY F. STEVENS, 2nd Vice Pres.  
 CHAS. W. GARFIELD, 3rd Vice Pres.  
 GEO. G. WHITWORTH, Secretary.  
 A. B. MASON, Assistant Secretary.  
 CYRUS E. PERKINS, Treasurer.

## TRANSACTS A GENERAL TRUST BUSINESS IN FIVE DEPARTMENTS.

**THE BANK DEPARTMENT**—Receives Deposits Subject to Check. Pays Interest on Time Deposits. Has some Special Rates on Long Time Funds.

**THE LOAN DEPARTMENT**—Lends Money on Real Estate and Collaterals. Buys and Sells Stocks, Bonds, Mortgages. Makes Safe Investments for Patrons.

**THE VAULT DEPARTMENT**—Rents Safes and Storage for Valuables of Every Kind in its Burglar and Fireproof Vaults. Keeps Wills Safely at no charge.

**THE TRUST DEPARTMENT--A**—Takes charge of Real and Personal Estates. Transacts Business for Women. Pays Taxes. Collects Rents and Incomes. Assists in Drafting Wills.

**THE TRUST DEPARTMENT--B**—Acts as Trustee, Receiver, and Assignee, Administrator or Executor in Settling Estates. Guardian for Minors or Incompetent Persons.

WITH A BOARD OF DIRECTORS whose interests are so varied, we are exceptionally well equipped to handle any business that may come to us, as our sources of advice and assistance are unsurpassed.

Send for our Booklet on  
Management and Distribution of Estates.

YOU ARE INVITED TO CALL AND INSPECT OUR OFFICES AND SAFETY DEPOSIT VAULTS.





When the clerk forgets to "charge it," the customer gets the goods and you get nothing.

One of the greatest sources of loss in retail stores is the failure to charge goods sold on credit. Clerks put up the goods and deliver them all right, but forget to make the proper entries. In that case the customer gets the goods and you get nothing.

The National Cash Register systems prevent losses of this kind, and furnishes as well a complete check on all transactions between clerks and customers.

Send us your name, address, business and number of clerks employed, and state whether or not you employ a cashier, and we will send you a beautifully-printed pamphlet describing a system for use in stores like yours. Address Department D, The National Cash Register Company, Dayton, Ohio, U. S. A.



# BUSINESS AMENITIES.

## The Saving Grace of a Commercial Career.

My subject at once suggests some of the many pleasant incidents that have occurred in this business career, being the bright spots around which memory delights to linger. In my mind they crowd and jostle each other, for my business life has been full of pleasures, made possible by delightful associates (who have far outnumbered those who have not been agreeable), who have made the busy days brighter by the shake of the hand, expressions of interest, and many such kindred ways which befall the lot of each of us. Who here would rejoice if at the close of the day he could banish from his mind temporarily the memory of those who are his daily competitors? Does not each day bring its blessings of friendship? Are not the ties of business friendship nearly as strong as those of the average social type? I pity the man whose business situation is such that no ray of sunshine seems to enter into it, and if there is one such here, for him the clouds must be temporary, for He who sends the thunder also sends the rainbow.

Business is business. This is a common remark heard every day, and when you analyze it, what does it mean? It means that it is an expression of his Satanic Majesty put into the mouths and lives of men to kill charity and fellow feeling in commercial transactions.

No greater opportunity is afforded the commercial man to exemplify the amenities of business than in a case of distress of his fellow-man who has honestly failed in business. I say honestly failed, because there are many such failures. These are the times when the commercial vultures descend beside the Christian Samaritan. One as the commercial grave digger, the other as the physician with the balm of fellowship and brotherhood. The first will try to squeeze the lifeblood, but the second will stand and demand that, although it is stipulated in the bond that a pound of flesh shall be forfeited, one extra ounce of blood will cause the loss of that which he might have received. Swedenborg said: "Charity itself consists in acting justly and faithfully in whatever office, business or employment a person is engaged."

We are all interdependent and cannot get along alone. There is no such thing as an independent life. Commercial life necessarily brings us into contact with our fellow-men and the resultant effects are what we make them. An honorable man, in a bad bargain, has the balance of power in his own hands, and as most men are honorable, it follows the majority are on the side of fair dealing and justice. To-day business is conducted on an entirely different plane from what it was forty years ago. About that time, in the line of trade in which I have fished for a fortune, firms used to pack their goods and mark their cases at night, and the following day, when ready to ship, means were used to cover the marks so competitors could not tell to whom the goods were sold. Notice the change to-day. Mr. A. comes into your store, and seeing the floor covered with goods, asks if you are doing all the business in your line, or if your shelves are overloaded. You tell him the goods are sold, the goods charged and perhaps will be paid for. He then asks if you are selling Mr. S. and how he is paying. You tell him your experience and perhaps tell him

you are about to sue for your account. This intercourse would have been impossible years ago, but now a fellow-feeling exists among merchants, and our interests are mutual interests. This is emphasized in all lines of business by the many trade organizations formed for the benefit of all concerned. In the hardware line, in which I am engaged, there are now firmly-established organizations scattered throughout the North, South, East and West, and one National Association, which meets at stated periods and has accomplished many revolutions of a beneficial character. This motive has not been confined to the firms, but has been taken up by those representatives of commercial life known as "Commercial Tourists," "Drummers," "Advance Agents," etc., and has resulted in the establishment of Commercial Travelers' Homes, Aid Societies, etc.

Business is a pursuit or occupation that employs or requires energy, time and thought, and Lowell says: "There is no better ballast for keeping the mind steady on its keel and saving from all risks of crankiness, than business."

To business that we love, we rise betime  
And go to it with delight.

Aaron Burr said: "The rule of my life is to make business a pleasure." But what makes business particularly pleasant? It is the amenities of business life exemplified every day in some way.

I have spoken of our mutual interests and interdependence. How well this idea is carried out by those natural merchants, our friends, the Hebrews. They sell their customer all that is possible from their stock, and then turn him over to their relative or friend. Mr. Isaacs sold his customer a suit of clothes, warranting them imperishable black. In a short time the customer returned and complained the cloth was turning gray. Mr. Isaacs replied: "Mine vriend, dose clothes vas all right, and dey vas black; you vas getting color blind; I will gif you a card to my brudder, who vas an oculist." This is a sample of Jewish amenity.

In selling goods, it is not necessary to run down those of our competitors. Our Trade Mark hams may be a little higher in quality, but—there are other hams, and the best way to convince a customer of their superiority is to induce him to eat of a Trade Mark ham and then leave it to him to try to be satisfied with others. We cannot sell all the goods in our line; we must live and let live. But there are many methods that have been used that should be avoided now. No such supposed necessity now exists to sell goods as to fill a man with liquor or to take him to questionable places of amusement. These were ways of former years, but do not now count to the benefit of the salesman. The highest standards of morality and honesty call forth the greatest commendation, and redound to the credit of the business man, be he either employer or employee. In the "School for Scandal" occurs this: "I'm called away by particular business, but I leave my character behind me." Let any man try to-day to conduct business on such a basis, and failure will be the result. I do not want to close this ramble without a reference to that great power of to-day—the trade journal. What power is so potent as cold type and ink infused with life by the editor at the helm, assisted by the printer's devil. A personal notice in the paper will do more to make a man enquire within than any means I know of. If the notice is true, it will not puff him up, but will make him realize that the attention of the readers has been called to him and that he must try and live up to it, and if the notice is untrue his ears will tingle with comments.

ALFRED D. CLINCH.

# THE POSTMASTER'S SNAP.

## A Comedy of Many Acts and More Scenes.

Written for the TRADESMAN.

Scene—Beauteous postoffice.

Time—Any hour of the day.

Characters—Name them yourself.

Postmaster (checking up box rent accounts)—Guess I'll have to take that box away from old Skinfint. The slip has been in his box over ten days now.

Farmer Brown (entering)—Hello, Bill! Got any mail fer our folks? Haint, eh? Any fer Jones's, er Smith's, er Pete's wife's sister? Called fer? Oh, well, gimme me a stamp. How much do yeh charge fer a letter to Cedar Crossing? 2 cents an ounce? Sent a package clear to New York t'other day fer a cent an ounce.

Mrs. Fussy (who has entered and stands waiting for Brown to finish)—Mr. Post, please make me out a postal note for 25 cents. Don't issue postal notes? Well, a money order will do. Write out an application? No, you write it. Busy? Well, I guess you can take time to tend to your business, can't you? Who for? Why, me, of course. Who am I sending it to? Well, now, I ain't in the habit of tellin' everybody my business—you jest make it out and don't be too inquisitive.

Brown (rushes in)—Say, Bill, yeh didn't see my pocketbook, did yeh? Jest sold my taters an' I was goin' to pay my taxes, an' now my pocketbook is lost. Yes, I had it when I was here a minit ago. No, never put it in my inside pocket. Yes, here it is. All right, Bill. (Goes out, leaving door open, and half a dozen school children troop in).

Chorus—Say, mister, mister, be there any mail fer me er my folks? (All pound on the boxes). Here's a letter fer me, a paper fer me. Oh, goody. I wonder who it's from.

(Postmaster hands out mail. Children look it over, then hand it back.) Guess we won't take it till we come back. (Whisper among themselves.) What an old crank he is! How he slammed them papers back!

Office fills up with patrons.

Banker Cash—You may order me 2,000 stamped envelopes. Just shuffle these letters around into their boxes, will you? Thanks. Got some large bills over to the bank to help you out on your remittance any time.

G. R. Traveling Man—Any mail for Hustler, "G. T." None? When does the next mail arrive from Grand Rapids? 11 o'clock to-night? When will this letter go out? 5 in the morning? Well, I'd like to hear from the house before I send this in. Eave to telephone? Guess I'll send it anyhow. What, short paid? Let the house pay the rest—don't make any difference to you, does it? Get your pay for cancellation? Well, put the rest on.

Uncle Hayseed—I guess that dern money I sent to Catchem, Skinem & Co., Chicago, last week Monday has got lost. Got a letter from 'em and they say they will have to have the money before they ship the goods. I gave you the money to send 'em, an' you know it. You didn't send 'em anything? Well, why didn't you? I paid you to, an' I got the receipt right in my pocket. Here it is. What? That's the money order? I have to send that? Why didn't you say so? Dern queer way you have of doing business here!

Mr. Pension—Hev any of the checks come back from Detroit yet? No? Well, it's about time. They're tarna!

slow down there. I didn't fool around when it was time to make out my voucher, I can tell you.

Farmer Rusher—Anything for George Rusher, Nancy Rusher, Sarah Rusher, Daniel Rusher or Peter Rusher? Nothin' for anyone out on the town line road, I don't suppose? Say, that letter I was tellin' you about, what was lost and you was tracing up, the one with a New York draft in well, Bill Easy had it in his overcoat pocket. He got my mail that day and forgot to give it to me till yesterday. Reported it to the Inspector and he is lookin' it up? Well, that's all right—that's what they're paid for.

Mrs. Missionary—Howde do, Mr. Post? You know our Society for the Psychological Advancement of the Heathen Sisters, which has been doing so much good the past year in looking after the spiritual welfare and bodily comforts of the poor, suffering, ignorant and neglected heathen in many lands, is now making an effort to send a box of nightcaps to the women of Prince Wabsconider Island. These poor downtrodden women have never enjoyed the comforts of a nightcap; their principal articles of dress are limited to little beyond a bracelet for the ankle and a ring for the nose. Just think, Mr. Post, of the civilizing influence of a nightcap on these poor creatures who have none of the privileges of our own land, and, instead of improving their mind by participation in such useful work as that of our society, for instance, are mere drudges and expected to look constantly after their family and household affairs. Knowing your liberality and the influence your action will have with others, we came to you first. If you will head the list with \$2 we will be so thankful and call again next year.

Mrs. Careless—Dear me, I have a letter from my Cousin Samantha, out in Washington, sayin' as how you have sent her a notice sayin' there was a letter here for her, which you would send when the postage was paid. It don't seem possible that I forgot to put a stamp on that letter to her just before New Year's. Yes, that's it. Sakes alive! I wish you had told me before. Didn't know who wrote it? Don't you remember of me bein' in here and mailin' that letter about three weeks ago? There's another letter pasted up here. Why don't you send that? No address? Well, how careless some folks are.

Johnny Juks—Gimme that letter in 130. (Gets letter with heavy bordered mourning envelope.) Well, we're in it. Our folks have got a dead letter.

George Masher (confidentially)—There isn't a letter in the drop box for me that you haven't taken out, is there? Please look; I am expecting one. None? Well, say, don't let any of my folks have any of my letters for a few days. Put them in another box, can't you. I am negotiating a very important business matter and the letters might get lost. All right, on the quiet, you know.

Mr. Positive—No letter for me? Well, that's strange. Anybody git my mail to-day? Sure there ain't no mail? Well, there ought to be. Better look again. Here's a letter that is stamped the 12th and I didn't get it till yesterday, the 18th. Back stamped the 17th? Looks like a 12 to me. Didn't leave Detroit till the 16th? Well, they probably got their postmarks mixed up.

Farmer Confidence—Well, Bill, I suppose you'll lose your job purty soon now. You're a good feller, Bill, but you're on the wrong side. You ought to hev come out for the old flag and the appropriation long ago, Bill. No, I don't want nuthin'—jest dropped in for a pleasant chat. Good bye, Bill.

The postmaster smiles and returns to his accounts.

(Quick Curtain.)

HARRY M. ROYAL.



## JOE.

Written for the TRADESMAN.

"I was engaged in trade in Northeastern Indiana," said my old friend, Carl Morris, whom I had lost track of for a score of years, and with whom I was exchanging reminiscences. "One freezing cold afternoon in the month of December," he went on, "a boy apparently about 14 years of age, and thinly clad, entered my store and timidly enquired if I would direct him the nearest way to the county almshouse. I was alone at the time, and, feeling somewhat downcast, or 'blue,' because of some losses I had recently sustained, the appearance and errand of the lad enlisted my sympathy. He was a rather stout, handsome boy, with finely-chiseled features, and gave one the impression of an intelligent, hard-worked farmer's son. As he removed the closely-knit Scotch cap from his head, I noticed the handsome hair, which was a mass of closely-cut black curls. His hands were large for his age, and rather rough, apparently from hard labor; his feet small, and encased in rough, well-worn shoes. Before answering his question, I pushed a stool toward the stove and asked him to be seated, for I saw he was suffering with cold; then told him that directly west was the nearest and best road for him to follow; 'but,' I added, 'it is now rather late in the day for you to reach the farm, as it is six miles west of here.' I did not recognize the lad, and said to him, 'Tell me who you are, and how far you have traveled to-day—perhaps you had better remain with me to-night and go on in the morning.'"

"Thank you, sir," was his reply. "I did not think it so far away. My name is Joe McTavish, and I started from my uncle's, John McTavish, whose farm is seven miles north of here. My mother died last year. My father is in Scotland on business and left me at his brother's until he returns; but uncle is a poor man, with a large family, and now has a broken leg, and the doctor thinks will be in bed all winter. So we all thought it best if I could find work elsewhere. I started out three days ago to look for work of any kind, but, not finding anything for a boy to do, I prefer to go to the county house rather than return to my uncle and aunt, who have been so kind to me. I am sure I ought not to add to their burden now; and my father may return in a few months and then we shall go home again."

"Have you any brothers or sisters?" I asked.

"No, sir," was the reply.

"Well, my boy," said I, "you remain with me to-night. It will cost you nothing and you will feel refreshed for to-morrow's walk."

"The losses I mentioned having recently sustained were that, from time to time during the past eight months, I had missed goods of various kinds—more especially dry goods—from my store, and for which disappearance I could not account except that some cunning kleptomaniac was systematically robbing me, entire pieces of goods being often taken. My front door was provided with a fine Yale lock, the key of which I constantly carried, and all other doors giving access to the store were bolted on the inside at night, and found secure; and I thought that any noise in the store would awaken me—our living rooms were in the second story, directly over it."

"After the lad retired that night, my wife suggested that, as he seemed a

bright and intelligent boy, we keep him for the present, which would give her more time to help in the store, and possibly, through him, we might yet solve the disappearance of our goods. To this proposition I assented, and the following morning said to Joe, 'My boy, I have thought you might be useful to me if I were to keep you here this winter. Do you think you could split and bring in the wood, milk the cow, and do other such work?'

"O, I can do all that and much more," Joe replied, with animation. "Being an only child," he continued, "my mother taught me to do all kinds of housework. I am called a good cook and I can wash and iron, make buns, use a needle, and do a lot more things. And I'll be so thankful if you can keep me until my father comes," and his eyes shone with expectancy.

"Well, I kept Joe from entering the poorhouse, and for the first week afterward he was my wife's 'help,' in and about the house; and, to my numerous questions regarding Joe's proficiency in his—to us—new vocation for a boy, she answered: 'He is nearly faultless. You have already eaten his bread, cake and pastry, his roast meats and soups, and have drunk his tea and coffee. I have watched him closely. At first, like all boys, he appeared rather awkward; but, since he has found where everything is kept—and his memory is wonderful—I pay little attention to him, except to answer his questions. I am certain that in Joe we have secured a prize; and next week I shall be able to devote nearly all my time to the store, leaving him to manage the housework alone.'"

"At the close of the second week after the introduction of Joe into the family, I again discovered that, notwithstanding the combined vigilance of myself and wife, two pieces of print, a box of fine linen handkerchiefs and a quantity of unseasonable hose had disappeared."

Pausing in his story to light a cigar, my friend Morris pointed to the back end of the store, and continued: "Notice that ten-foot partition across the room? Well, there is a hallway dividing it and running fifteen feet to the outside entrance. On the west side of that hall is a small room, unused then, and on the east a storeroom and a stairway leading to our living rooms. Now Joe, who proved to be a very bright boy, soon became as deeply interested in discovering the thief as we; and, finding that no amount of time expended in watching customers disclosed anything, he begged to be allowed to sleep in this little room on the ground floor. He evidently had theories of his own, and was so persistent that at last we placed a bed in there and allowed him to occupy it, not thinking it possible, however, that anyone could enter the building by night without being heard from above. But the boy seemed to differ with us."

"In the meantime, he had written to his uncle and aunt informing them of his success in finding employment; and, one day, a woman came in and introduced herself as 'Mrs. McTavish,' and asked to see 'her nephew, who was in my employ.' Joe was called in and the two seemed greatly pleased to see each other; and something in their conversation seemed to excite the aunt to almost uncontrollable laughter. She had good news for Joe, having heard from his father; he had been successful and would return in two or three months. Before leaving for home Mrs. McTavish purchased some groceries for her

family, and thanked my wife and me 'for our kindness to her nephew.' She noticed, she said, we had presented him with a pair of new shoes, a better cap and some new underclothing."

\* \* \*

"Joe had been in our employ four or five weeks, when, one very dark still night, I was suddenly awakened from a deep sleep by the sound of something having fallen heavily on the floor below. I found myself in a sitting position in the bed, and listening intently. Then a deep groan of anguish reached my ears. I sprang from my bed, aroused my wife and hurriedly told her something had happened in the store, donned some clothing and, with lamp in hand, rushed below and into Joe's bedroom, but only to find it deserted. Then I ran to the front room, where my astonishment may be better imagined than described. There, in the center of the floor, near the stove, I discovered Joe lying on his back. He was only partly dressed, and his face and neck were covered with blood, which was still oozing from a deep wound over his right eye. He was breathing, but seemed totally insensible. Only a few feet distant from him, and nearer the front door, lay a middle-aged man, upon whom I saw no wounds, but who was unconscious and had apparently fainted. Upon closer examination, I thought his right arm was broken near the shoulder, and as I moved it he uttered a deep groan. By this time, my wife was beside me, and we gently raised Joe and carried him to his bed; then, telling her not to leave him, I hurriedly called a physician who lived a couple of doors away. Telling the doctor to give his entire attention to Joe, I ran to summon an officer to remove the

stranger from my premises. I had already discovered he was a burglar, as a quantity of my goods had been removed from the shelves, and lay near the rear of the store with a cord about them, as if to be carried out in that direction, and all his overcoat pockets were bulging with articles I recognized as mine. What puzzled me was that my front door was locked, and I had the key in my pocket, while the rear door was unbolted."

"When the officer and an assistant came to remove the stranger, he had recovered consciousness, but would not talk except to acknowledge his guilt and explain that the boy had broken his arm by a blow from some weapon, while he had at the same instant struck at the boy with a hickory whipstock, which was then lying upon the floor, its handle covered with blood. Both man and boy had apparently fallen to the floor at the same moment."

"As the officer and his man departed with the wounded thief, my wife touched my arm and said softly, 'Carl, I have a surprise for you, as well as myself—Joe McTavish is a girl!!'

"Well, well!" I exclaimed with emphasis, 'this is surely a night of surprises! But she is a courageous girl to surprise that stranger in the way she did!'

"Joe" was unconscious for several hours and did not realize what had happened. Her skull was not fractured, but the scalp was laid open to the bone, and the physician said she would bear a scar for life."

"Poor faithful Joe! We thought more of her, if possible, than before. And in due time we heard her story. Her full name was Josephine McTavish, but from infancy she was known as 'Joe.'"

## The Staff of Life

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

## GRAND REPUBLIC

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



**Ball-Barnhart-Putman Co.,**  
GRAND RAPIDS.



Her uncle and aunt had proposed that she personate a boy, when leaving them to seek employment, as a girl would not be so successful nor so safe; and she had approved it, but had intended, at the proper time, to reveal her sex to us. That eventful night she was awakened by a noise at the back door, which she had bolted as usual on retiring. Then light footsteps were heard in the passage. Now thoroughly awake and partially dressed, she stepped into the hall. Noiselessly picking up an ax helve standing in the corner, she flew to the partition door, and, by the dim light of a bull's-eye lantern on the floor near the front door, beheld a man, who stood with his back toward her. Joe was cautiously creeping forward, her weapon grasped in both hands, when the man suddenly turned and faced her, and, snatching a hickory whipstock from a near-by rack, sprang toward her. That is the last she remembers, only that she was cool and determined; but she thinks they struck each other at the same instant.

"On seeing the burglar by daylight, I recognized him as a peddler who had at times purchased a few goods of me, and who drove a horse and wagon about the country. He confessed that he had entered my store at various times for more than a year past—always by the back door, which he unbolted, and again bolted, upon leaving. He explained that he had bored small gimlet holes through the wall, close to the door casing that they might not be noticed, through which he inserted wires which would easily unbolt the door, and bolt it again when he left.

\* \* \*

"It was more than a month before we let Joe assist us again; but in the meantime, our only child and son, Walter, who had been two years in a law school in the East, returned, and was able in part to take her place. The following February Joe's father returned, bringing a draft on New York for one thousand pounds sterling, left his daughter by her mother's father, who died a year previous. We were not allowed to adopt Joe, although she was permitted to make her home with us. At her father's request, she spent the next two years at a young ladies' private school in Indianapolis, where she graduated with high honors. And I am only too happy to say to you that to-day she is my beloved daughter-in-law, residing with her husband in their own beautiful residence in one of the suburbs of Chicago, where my son is practicing his profession." FRANK. A. HOWIG.

#### A Case of Misfit in the Grocery Business.

Stroller in Grocery World.

In my younger days, when I used to cover more territory than I am able to now, I used to know an old grocer down in a small Virginia town. His name wasn't Jones, or anything like it, but that's what he'll be in this story, just the same. Jones was an old-fashioned grocer, non-progressive, conservative, stubborn, but successful. He made a comfortable sum of money out of his grocery store, partly because he kept first-class goods and partly because he and his father before him had grown up with the town and had the confidence of its people.

Jones had a son—a clever young fellow who, when I first knew the old man, was about 14 years old. His father sent him to the local public school and gave him the very best chance he could. Early in his son's life Jones had got an idea that he was cut out for a grocer, and he let that idea grow on him until it became a passion with him. Anybody could see with half an eye that the young fellow was cut out for anything but a grocer. He was of a different type altogether. When he was about 16 years old he fell in with a civil engineer and speedily developed a remarkable liking for that profession. He did some

little work around for this engineer, who afterward told me that the boy would have made a splendid surveyor had he had the chance.

Well, the youth finally mustered up enough nerve to ask his father to allow him to learn the profession. The old man, who wasn't so young as he once was, was looking eagerly forward to the time when the boy could take the business off his shoulders. He opposed the suggestion strongly and flatly refused to let the boy study. The latter was a rather mild-minded youth, reluctant to engage in a squabble with anybody, and the upshot of it was that he finally gave up his civil-engineering ideas and resolved to enter the store. When he did so he was about 20 years old.

Jones was a hard-headed, horse-sensed man, and he put the boy in at the very bottom—sweeping the store and doing other equally pleasant things. In two years the son knew as much about the business as he ever would, which wasn't much. He could wait on customers and keep the books after a fashion, but so far as taking charge was concerned, he wasn't in it for a minute. I think the old man saw it, but he was too grim to admit it, even to himself.

When the boy had been in his father's store about three years and three or four months, Jones was disabled with a paralytic stroke and the whole burden of the business was suddenly thrown upon the son's shoulders. He made as complete a failure as any man could possibly make and the business undoubtedly would have gone to the dogs if the old man hadn't partly recovered after a few weeks. He didn't get able to go about or to do any work, but only recovered his clearness of mind. This was a gigantic aid to the son, who depended absolutely upon his father's say-so for everything. The son ran the store by proxy for several months. It didn't do quite as well as when Jones himself was at the active head; that was not to be expected, but it went along measurably better than it would have done had the son run it himself.

The old man died. The day he succumbed to a third paralytic stroke that store, I suppose, was doing a business of \$20,000 a year. It was making a living and considerably more for Jones, and had the right man been at the head, would probably be doing so yet.

The right man was not at the head, however. The son made break after break. Any salesman could impose on him, and the worst of it was that he didn't learn by experience. He'd get bitten by an unfortunate purchase one week only to go down the next. Right and left he caught it, and his name was the synonym among jobbers' salesmen for miles around for pure and simple incompetency.

No business will stand this sort of thing long, and the grocery business Jones left behind soon began to crumble. The son was utterly incapable of sizing up to the situation; but remember that it was not he who placed himself in it.

I was in this town one day about two weeks ago, and watched the sheriff sell the remnants of the stock Jones took such pride in keeping full and complete. The son had failed inside of two years after his father's death. He took that business in 1895, solvent, prosperous, profitable, owing nothing, and in 1897 he turned it over to the sheriff. It was a clear case of wrecking—but the son wasn't to blame, any more than the chisel is to blame for the misstroke of the stone cutter.

I saw the son at the sale. He was a prematurely-aged, old-young man, with hair gray at the temples, and wearing the genuine, unmistakable air of an unsuccessful man. His clothes were shabby, his shoulders were bowed; he had been the square peg in the round hole.

I don't believe in speaking ill of the dead, but that father wrecked his son's life just as surely as the son had wrecked his father's business. He had attempted the impossibility of changing a man's whole bent and tendencies; of setting a man down in an uncongenial environment and expecting him to succeed.

## Largest Assortment

## Lowest Prices . . .

No matter what may be your requirements in the line of printing, there is an establishment in Grand Rapids which can meet your requirements. The establishment is known as the . . .

## Tradesman Company

and it is located in one of the finest office buildings in the city, the . . .



### New Blodgett Building

occupying two floors, each 66 x 132 feet in dimensions, which is the largest floor space utilized by any printing establishment in Western Michigan. Why deal with establishments which have not the necessary assortment or experience to turn out first-class work when the same money will buy full-count, full-weight, artistic work? Remember we have the . . .

**Largest Floor Space**  
**Best Equipment**  
**Most Complete Facilities**



## Shoes and Leather

### Timely Hints for Live Retailers of Shoes.

From the Shoe and Leather Gazette.

Josh Billings said: "Mi dere fellow, yu kan't git ennything out ov this world unless yu ask for it, and yu ain't a-goin' to git much ennyhow unless yu insist on it."

From Italy comes the latest quick-tanning method, which requires the usual forty-eight hours. It is strikingly odd that all these quick-tanning methods that nobody adopts require just forty-eight hours.

If the breast of the heel is blacked the shoe looks neater, but sometimes appearance is not so much the cause of the blacking thereof as the quality of stock used in the making of the heel.

Shoe workers' wages in the East are being reduced quite generally, in order that manufacturers may cut prices to Western jobbers. This is a mistaken policy that will prove its own shortcomings later on.

This is a hard year for rubbers, therefore every possible advantage must be taken of every rain, no matter how slight. Push the goods out early and late. Show them in the window with appropriate cards and catchy prices.

Impress on lady customers the great importance of having neat-appearing footwear. It is a fact that untidy or well-worn shoes spoil any costume, and women should be made to know this. It may make them buy more shoes.

Patent leather trimmings are not indulged in as recklessly as they were. Especially in cheap shoes elaborate decoration was the rule a few seasons ago, but the tendency now is toward more taste and less glitter in ornamental work.

For wheelwomen an attachment has been patented consisting of a clasp which fastens to the shoe top, leggin or stocking and is connected to a piece of round elastic pinned to the skirt, preventing the latter being blown about by the wind.

Women who have large feet which they do not feel proud of can have them reduced in size in photographs by the use of a microscope lens reversed. There is only one trouble with this scheme—it is only practical in photographs and can't outdo nature in real life.

The manufacturers of a medicated insole designed to prevent too liberal perspiration of the feet say, "Sweaty feet are the cause of more colds and resulting evils than all other causes combined." This may be a trifle exaggerated, but there is a great deal of truth in the assertion just the same.

Coin toes are gaining favor for women's wear steadily. Jobbers who have heretofore stuck to Razor and Needle toes with persistence are leaving them and going to the round toe variety. In the West and South, however, the pointed style goes out slowly. It is likely to prove permanent in great measure.

Something new for the bootblack stand has been devised which is said to hold the foot in proper position. On the ordinary stand a man must bear most of his weight on his foot while getting a shine. Otherwise it slips about. The improvement is of the same order as the old-time standard used by photographers when a five-minute exposure was necessary. A rest is screwed up against the back of the foot above the heel, not interfering in the least with the manipulation of the brushes.

The National Recorder, a journal for inventors, gives these as subjects for

shoe trade inventors to work on. An improved construction which will prevent the entrance of water through the lacing openings; a sole-cutting machine provided with means whereby the size or shape of the sole may be regulated; a simple and effective stretcher which is adapted to stretch the shoe at any point where it may bind upon the foot of the wearer; a device for creasing uppers, which may be used either separately or as an attachment to a shoe sewing machine; means for attaching India rubber to soles for the purpose of making the same water-tight or for adapting the same to be used as base ball or tennis shoes, where it is a desideratum to prevent slipping.

Many manufacturers turn out splendid samples and try honestly to keep the run of the goods fully up with this mark, but fail because of lack of uniformity. Their shoes won't run smooth. One pair is a quarter too good, the next a quarter too poor. The trouble is with the workmen. They don't select their stock right. Every manufacturer should make his foremen and responsible aides stand on their own bottoms. They should be paid to do their work right and should be made to do it right all the time or lose their heads. Retailers should keep manufacturers posted in a friendly way on the inequalities in their goods. The chances are that the manufacturer is as much bothered about the matter as is the retailer, and complaints in caustic language only make him pugnacious.

### The Window Frosting Nuisance.

There is a small fortune and the gratitude of thousands of window dressers and storekeepers in store for the man who will devise some way of keeping frost from windows. The nuisance and all the loss and annoyance it causes have been fully discussed, and many schemes have been tried which for a time have seemed successful. There are partial remedies for the difficulty, such as keeping the window inclosed and heated, or by boring holes, and, by admitting the outer air, preventing the sweating. Liquid preparations have been made also which were thought for a time to solve the difficulty, but all have failed of complete success. Any of the plans that have been mentioned are worth trying, but they are of no avail in case of a sudden change of temperature or an extremely cold day.

A scientific discussion of the problem is given by an exchange, and some valuable and interesting facts are given which may assist some one to the solution. It says: "To remedy any trouble, we should first get at the cause; and if we contrive to remove the cause, we have removed the trouble. The reason frost, as we term it, accumulates on windows in winter time is because moisture condenses on the glass, and then, the glass being below the freezing point, the atoms of moisture are frozen. If the temperature of the room is high enough to maintain the glass above the freezing point, the water remains fluid, and the situation is spoken of as 'steam on the windows.' Air has the property of keeping in mixture a certain percentage of water, in the shape of transparent vapor. The temperature of the air in a great degree governs the percentage of moisture. In winter time, when a cold air is prevailing, there is but little moisture in the air; and when such air is heated in a room, it lacks the amount of water which should accompany the temperature. To remedy this, all modern heaters have water attachments, to give out a certain amount of vapor to correct the lack of the proper humidity of the air. Probably, in most stores and living rooms, the amount of water diffused in the air would be the proper moisture for about 60 degrees F. If such air comes in contact with glass or metal cooled below the freezing point, the moisture is sure to condense and freeze. On the surface of the situation, it would seem that we have but two visible solutions to the problem; first, to keep the degree of moisture down so that none will be deposited on the glass; second, to keep

the glass at a temperature above the condensing point. Neither of these plans is practicable, and this, in a great degree, accounts for the fact that so far there has been no satisfactory plan proposed for abating this mid-winter nuisance. The best plan which has ever come to our notice has been to have the show windows built as bulk windows, and the inner sash placed so as to have the window in fact a compartment by itself. This will remedy the condensation of moisture on either the outer or inner glass in the daytime. At night, if gas or oil lamps are burned in the show windows, the combustion of such gas or oil will produce moisture, and condensation will follow. Electric lighting is, of course, free from this objection. A good illumination for a bulk window constructed as described can be secured by placing the lights inside of the inner glass, and throwing the light down by concave reflectors. The inner sash must be arranged to have small glass doors, to permit access to the window."

### People Who Lift and People Who Lean.

There are two kinds of people on earth to-day, just two kinds of people, no more, I say.

Not the sinner and saint for 'tis well un'erstood The good are half bad and the bad are half good.

Not the rich and the poor, for to count a man's wealth, You must first know the state of his conscience and health.

Not the humble and proud, for in life's little span Who puts on vain airs is not counted a man.

Not the happy and sad, for the swift flying years Bring each man his laughter and each man his tears.

No; the two kinds of people on earth I mean, Are the people who lift and the people who lean.

Where'er you go you will find the world's masses Are always divided in just these two classes.

And oddly enough, you will find, too, I ween, There is only one lifter to twenty who lean.

In which class are you? Are you easing the load Of overtaxed lifters who toil down the road?

Or are you a leaner, who lets others bear Your portion of labor, and worry, and care? ELLA WHEELER WILCOX.

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-BERTSCH SHOE CO,  
GRAND RAPIDS.



If you will send us your sizing-up orders on . . . 'RUBBERS' You will get THE BEST made in the world.

THE GOODYEAR GLOVE  
HIRTH, KRAUSE & CO., Grand Rapids, Mich.

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 nobbiest 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.



# SHOE EYELETS.

One of the Few Things Sold by the Million.

There are many things that are sold by the gross and not a few that are sold by the thousand, but there are not many that are sold by the million. Among the things that are so sold, however, are shoe eyelets.

Shoe eyelets are made of brass, by machines whose operation is almost entirely automatic. Three or four machines are required to produce the eyelet in the form in which it is sold, the brass being fed into the first machine in thin, flat strips. As sold to the shoe manufacturer, the eyelet is turned down at one end only. The eyelets look as much as anything like so many little hats with narrow brims and without any tops in the crowns. The upper end of the crown, which is like the end of a little cylinder, is put through the eyelet hole in the shoe, the finished brim or flange of the eyelet resting against the leather upon the outside. After the eyelet has this been put in place its inner end is turned down upon the leather by a machine made for that purpose. In the manufacture of the eyelets a number of very slight vertical indentations are made at equal distances apart in the outside of the eyelet around the smooth, straight end. When the shoe machine smashes down the inner side of the eyelet, the metal parts at these indentations and is spread uniformly, thus giving it a secure hold.

Eyelets are made of various sizes in diameter and of various lengths of shank or cylinder, according to the thickness of the material with which they are to be used; and after they come from the machines they are finished in great variety. Some are finished white—these are silver-plated; some are gilt finished and some are coppered. Eyelets are japanned in black or in various shades of russet; they are, in fact, made in any size and of any color that may be desired. Sooner or later the Japanning wears off, exposing the brass. There are now made shoe eyelets that are covered with celluloid, which keep their color, but these are more expensive than the kinds commonly used.

Shoe eyelets are packed in boxes containing 1,000, 10,000, 100,000, 250,000 and 500,000 each. Eyelets of the kinds most commonly used are sold according to sizes and styles at prices ranging from \$60 to \$135 a million. Some of the celluloid covered eyelets sell for as much as \$500 a million.

The sale of shoe eyelets depends, of course, somewhat upon the prevailing style of shoe. When button shoes are more generally worn not so many shoe eyelets are sold through their sale is always very large.

Eyelets are made for a wide variety of uses, up to the great eyelets that are sewed into the corners of sails, through which the sail is lashed to the end of the boom or yard. Taking them altogether the number is enormous; of shoe eyelets alone there are sold in this country some thousands of millions annually.

## Cash Brigade Possibilities.

From the Chicago Dry Goods Reporter.

It cannot be too thoroughly impressed upon the merchants of the West that henceforth they must do business under changed conditions. The severe depression and competition of the last three years have produced a distinctive type of merchants, who may be collectively described as the cash brigade.

Even during the darkest times the merchants of this brigade have actually made some money. Why? Because they are personally alert, active, aggressive men, with the business insight to see the change taking place in their conditions. They push their business, push their employees, push their competitors, push themselves. They are cash buyers, cash sellers, and continuous, careful advertisers. Their stores are clean, attractive, inviting; they insist on that. Their employees are obliging, appreciative; they must be. And personally they let nothing distract their attention. They keep their eyes fixed on the business in hand as intently as if it were a triphammer or a buzzsaw in motion.

The members of the cash brigade are not worrying themselves personally about what Congress is going to do with the financial question, or the reciprocity question, or the revenue question. They are not losing any sleep over the price of corn or farm products. Things that they cannot change they are leaving to time and to the men who have been elected to fix them right. They are going on the theory that the thing to do is to make the most of the opportunities at hand, and that if these are fewer than could be wished, then hit them the harder.

These are the men who understand their environment and who have the intelligence to make the most of their possibilities. They, and they alone, are to be the successful merchants of the future.

Three years of the civil war educated a million of American boys into veteran soldiers equal to any that ever followed the banners of Wellington or Napoleon. Three years of business depression and uncertainty have produced in the Western States a brigade of experienced veteran merchants who are the equals, in skill and ability for conducting their affairs, of any merchants that the commercial history of the world can furnish. These men one and all belong to the cash brigade.

These are the men for whom the business triumphs of the present and near future are reserved. The possibilities of success are all theirs. It becomes clearer every day that the merchant who wishes to prove himself the man for the hour and the circumstances must adjust himself to the changed conditions that have placed the cash dealers in the van. These men have been the first to decipher the signs of the times. They fully realize that they must buy goods for cash and save their discounts if they would make a profit and remain in business.

Merchants more or less isolated in the country are likely to overlook the sweeping nature of this change for the imperativeness of the natural forces behind it. Most of them realize that the day of long credits is disappearing, but they have not yet awakened to the fact that to cling to the old way has come to mean commercial suicide. Yet to all who can see things from a great center like Chicago the truth is clear. Less than five years has worked a revolution in the conditions affecting success for the retailer. The hard times have hastened it, although it would have come in any event. The same economic laws that are forcing the cash system upon the retailer are at work in other ways upon the manufacturer and jobber. The tendency toward centralization, quick turning of stocks, and cash buying is as irresistible as the advance of a glacier. The only men in the commercial world who can survive and flourish are those who stand from under and take new and higher ground. That is what the members of the cash brigade have already done, and what every merchant should do at the earliest possible moment.

Think this matter over. Make up your mind that the only way to succeed under existing circumstances is to sell for cash. Join the cash brigade!

There are two things in a woman that the man of refinement admires equally as much as, if not more than, beauty, and those are a pleasant voice and a cheerful disposition. There is not a man in the world brave enough to cope with a woman who whines. He will put himself to any amount of trouble to avoid her. Fortunately, though, whining is going out of fashion. It is now considered, and rightly, more womanly to meet trials and troubles, both small and great, cheerfully. If your trouble be a great one, however, you may risk telling it to your best man friend, be he lover or brother, feeling sure that he will do his best to aid you; but never venture meeting him with a bundle of imaginary woes.

## Excelsior.

The shades of night were not yet drawn,  
When in a mill where wood is sawn,  
A lot of boys were told to haul  
Away the stuff that carvers call

Excelsior.

Soon 'neath these curls made into packs,  
They stagger forth with loaded backs;  
Across the way there stands a shop  
Where into bins they softly drop

Excelsior.

Next day some skilled mechanics come;  
Sharp need es ply; swift shuttles hum;  
Huge sacks are made w th corners square,  
And scheming hands deposit there

Excelsior.

Soon after this, a great big store  
Hangs out the sig : ' For Sale Some more  
Of those hair mattresses, the kind  
You want.' But here again we find

Excelsior.

In politics as well as trade  
Reforms are often likewise made.  
Not of the hair and wool they laud,  
But of that cheap and shoddy fraud.

Excelsior.

And Destiny will sometimes puff  
A Prophet with such fulsome stuff  
That in the place of heart and brains  
The inquest shows in the remains

Excelsior.

We are told that the leading attraction at the Paris Exposition in 1900 will be a "Big Bike," the largest wheel ever constructed. The saddle and handlebars will overtop all the other buildings in the gay city of Paris. Spiral stairways are to lead up through the tires, and visitors will be permitted to ascend for "a price." The backbone of the great bicycle will be a banquet hall, where at one long table 600 persons can sit down and make merry. The saddle will be a platform on which 100 people can be accommodated in the open air. In the handlebars will be vast picture galleries.

Hereafter no member of the Masonic fraternity in Minnesota can sell intoxicants, and 100 persons now in the liquor business will be expelled from the order if they do not change their occupation.



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

## DO YOUR FEET SLIP?

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



PINGREE & SMITH, Manufacturers.

GEO. H. REEDER & CO.

successors to

REEDER BROS. SHOE CO.

Michigan Agents for

Lycoming and Keystone Rubbers

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

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

## Our New Spring Fabrics

Are now ready for inspection.

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

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

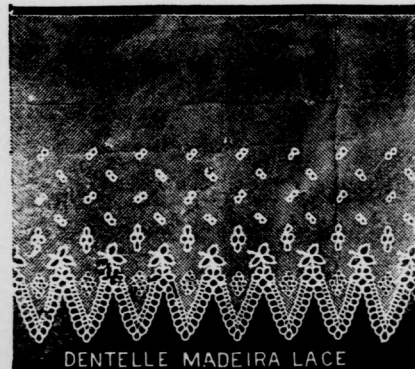
DRESS GOODS, Plaids, Mixtures, Coverts, Plain and Fancy Weaves at from 7½ to 42½c. per yard. Be sure and see our line before buying.

P. STEKETEE & SONS,  
Wholesale Dry Goods.

GRAND RAPIDS.

## NEW EMBROIDERIES

## NEW LACES



Our own importation.

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



## Fruits and Produce.

### An Average Egg—Advantages of Cold Storage.

Correspondence Minneapolis Commercial Bulletin.

Dirty eggs are a disgrace to the shipper and salted eggs are a disgust to the receiver. No hen was ever guilty of producing either variety, so the demoralizing touch of man comes in to reduce the grade and lower the cash value of the average egg.

How can a salted egg remain a fresh egg? How can "salt junk" still be a juicy roast? How can salted mackerel continue to carry in stock the freshness and richness of early youth?

There is no law against salting eggs—even our game law doesn't touch the case, so the thoughtful housewife can continue to provide for winter's needs from summer's abundance as long as the salt holds out and the hens don't strike, but it is an awful sin to swindle the unsuspecting storekeeper with the result of her imprudent prudence.

What is the matter with salted eggs? Let me tell you. The first act of salt on an egg is to knock out the one, only, overtowering virtue it has, which is its freshness. Then follows the next stage of the disease and the albumen shrinks away and the yolk hardens and becomes attached to the shell, and the "X rays" of a candle reveal a vacuum where once fullness existed, and worthlessness where once real value was in sight.

There is, then, no law prohibiting the salting of eggs, and we have no objections to raise against it, but we do object to marketing salted eggs, for in this lies the "overt act" of which we complain.

To sum up the case, we would say, the only strictly honest thing an egg salter can do is to keep the salted stock for home consumption, and never, under any circumstances, allow it to go into circulation under the cover of a saline falsehood.

The mummy of Potipheri VII. comes nearer being a plump, healthy man of the present Anno Domini than a salted egg does to being a fresh one.

It is an axiom that quality is the prime essential on which grade is fixed and value established, but in the item of eggs, quantity is a parallel virtue, and as long as they are sold by count, this factor will hold good.

Those "cute little eggs," the footnote of the litter, the appendix to the nestful, the terminal cackle of that series that count one but are not really half a one, and which slip out of dishonest fingers under the convenient deception that "Aneggzanegg," is another unpleasant feature at the market end of the transaction.

We would draw the line at Guinea eggs, which belong to the "under-size grade," and with them all of those half-grown samples of what a hen usually carries in stock.

An average egg is what an average hen will produce in the discharge of an average day's work, and the average buyer wants an average egg every time. This is the equilibrium of trade—the "value received" of merchandising where sixteen ounces are given for a pound and thirty-six inches make a yard. Our counsel is, that you save such hen efforts at home—this is to the poultry raiser—and if the country merchant is foolish enough to "take them in," we would most heartily counsel him to be wise enough not to ship them to market.

Cleanliness and freshness and size-ness are the three prime factors that constitute "An Average Egg;" therefore, be clean, be good, be honest, and stand by the hen that lays a standard egg.

\* \* \*

There are several kinds of cold storage. When it came to be popular to ship eggs any distance, the pasteboard egg case was invented. Before that date eggs were packed in oats, bran, straw and anything that might keep them whole on their travels. But the egg case has proven the thing that fills the

bill. But this same case is liable to be a detriment to the egg in storage. The paper about the egg collects the dampness about the storage room and, becoming musty, makes the egg taste. Everyone knows that an egg is almost as sensitive to taints in the atmosphere about it as a roll of butter is. It is simply a little slower about it, because a little thicker skinned. The egg, then, lying in its musty case, will take up the musty smell, and when it comes to you on toast at the table you detect the smell, and know it for a storage egg. To save this loss from dampness is the last step in the advance of storage for eggs. The chemical storage plan is about as near this as anything can be. If eggs can be placed in a room, set by a button to a certain temperature not to be changed a degree, and with no ice within reach to dampen the atmosphere, the liability to dampness in the egg cases is very slight, and this is the idea of chemical storage. This helps the hen amazingly. She can lay her eggs in the warm season, the which men gather up and store, and during the cold months she can rest and refresh herself—or refresh man by following her eggs to market. This storage scheme is also a great aid to the men who eat eggs, for it keeps the market lower than it otherwise would be. Before the storage scheme, and when the egg supply has been cut off from this market by snowdrifts, I am told by commission men that eggs have gone as high as 52 cents a dozen, and that eggs had to be kept locked up in burglar-proof rooms as coal has sometimes had to be when the trust wanted to make a little money on the side. But the market cannot go very high these days, all because some thoughtful men gather eggs in the spring and store them. Here comes the difference between the civilized man and the savage. The former can sit by his fire and eat eggs at 15 cents a dozen, while the savage could eat eggs only in the egg season, and then he had to let himself over high cliffs and imperil his neck to get a few gulls' eggs with a rank, fishy flavor.

### Why Men Do Not Talk Shop at Home.

"I'm so glad to find you in," said Mrs. Brown, as she entered her husband's office; "I was afraid you might be out, and I have so much to tell you, dear." "Something very important?" replied Brown interrogatively, and in a tone which plainly said, "Couldn't you have waited until evening? You see I'm awfully busy." And he turned to the papers upon his desk as a hint that he hadn't a moment to spare. "Well, no, perhaps not so very important," said Mrs. Brown, paying no attention to her husband's discouragement; "but then it is so nice and cozy here, and you know we don't often have a chance for a quiet talk together." "Aren't I home—" "Oh, yes, Henry; you are home every evening; I'll say that to your credit. But it is so nice to come here and see you. But, then, I'm pretty busy this morning." "I know; but I must tell you what that girl of ours has done. After breakfast this morning, she hadn't a bit of hot water to wash the dishes in, and her work was delayed a good half-hour in consequence." "But, my dear—" "I know what you are going to say. You think I ought to give her a good talking to. And so I did. But what does it amount to? Only last week I told her to shut her dampers so's the oven would heat, and when I went into the kitchen they were wide open and the coal was almost burnt out and the oven was as cold as a stone." "I'm afraid, my dear—" interrupted Brown, taking up a new lot of papers. "Of course you are afraid, Henry, and so am I. I expect nothing else but that there will be an explosion or something one of these days. And, by the way, did I tell you that another of those Wedgwood cups was broken? It's the third within a month. Really, I believe I shall go distracted. And there's that new carpet in the hall; it's a sight to behold. The buffalo moths have got into it and you could shoot peas through any part of it. And that reminds me that we didn't get the clothes dry on Monday, and—" "But,

my dear," broke in Brown, "I've got work to do. Of course, I sympathize with you, but I can't, really cannot, listen to you now. Why don't you tell of these things when I'm at home?" "Why, Henry Brown!" exclaimed Mrs. B. "Tell you when you are at home? The idea! Don't you have so many other things to talk about when you are at home? How could I interrupt you to talk about my domestic affairs when you have so much to tell me about the way the office boys tire you, and about the distracting manner in which your partner refuses to do things as you want them done, and what a nuisance that Mr. Robinson is who never knows when to go, and about the bad spelling of your type-writer, and—Why, Henry, aren't my evenings sacred to your business affairs? How can you ask me why

I don't tell you about household matters when you are at home? But I must be going. I'll try to come in again in an hour or so." Mrs. Brown did not come in again in an hour or so. But it is a curious circumstance that from and after that visit, Brown never talked shop at home.

### License for Foreign Salesmen.

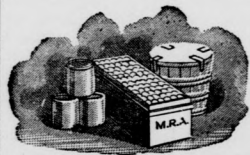
Representative Fischer, of New York, has introduced a bill requiring a salesman from a foreign country to procure a license from the collector of each internal revenue district in which he transacts business. The license fee is fixed at \$500, and a penalty of \$1,000 is prescribed. The bill is urged by the Merchant Tailors' Association of the United States and by various importers of New York.

## HEN FRUIT

It is always seasonable. Eggs "just laid" get the very highest market price with me.

Write me

R. HIRT, JR., Market St., Detroit.



M. R. ALDEN

COMMISSION BUTTER and EGGS EXCLUSIVELY  
98 S. DIVISION ST., GRAND RAPIDS.

## BEANS

We are in the market daily for BEANS, POTATOES, ONIONS, carlots. Send large samples beans with best price you can furnish carlots or less.

### MOSELEY BROS.,

WHOLESALE SEEDS, BEANS, POTATOES,  
26-28-30-32 OTTAWA ST., GRAND RAPIDS, MICH.

## 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.

## Pure Mincemeat

is the "Upper Crust" from

MEADER & KNUTTEL,  
WEST SAGINAW.

## 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.



**GOTHAM GOSSIP.**

**News from the Metropolis---Index to the Market.**

Special Correspondence.

New York, Jan. 30—Local trading has been seriously hampered by extreme cold, making it very dangerous to ship fruits, and after the cold came the snow, which has delayed shipments to some extent, although, with our present street-cleaning facilities, snow doesn't loaf around very long. With these exceptions we have had a fair average trade and jobbers are fairly well pleased with the outlook. An encouraging incident, too, is the favor with which Lyman Gage's appointment as Secretary of the Treasury is regarded. With so representative a man at the head of this bureau, our dealers are already looking ahead with unwonted confidence. Trade is bound to take a new lease of life at once and we shall soon be in the full tide of returning prosperity. So mote it be!

A result of the coffee-sugar war has been to bring package coffees into prominence in the East. Heretofore one might run his legs off in this city looking for "Ariosa," or, in fact, for any other coffee in packages, without finding it, and such has been the case in other cities. But now we will have coffee in packages and sugar in "cartons," each weighing exactly a certain amount—no more, no less. Your correspondent has frequently purchased two pounds of coffee, which was weighed by careless clerks and actually overran from two to four ounces the amount actually paid for. Now the patent weighers "split a hair," and here is where one of the "economies" of the trust or monopoly comes in. During the week the deliveries of Brazil coffee have been very large, amounting to 109,152 bags, against 79,000 bags last week. The market closes lower for No. 7, which is quotable at 9½¢. For mild grades the demand has been of a fairly satisfactory character and the position is strongly in favor of holders. Mocha, 22½¢@23¢.

The demand for sugar has been light and rather unsatisfactory for refined, with quotations unchanged from a week ago. Stocks are increasing in a manner by no means satisfactory and the result is that raws are very dull, neither refiners nor importers showing any interest in the situation. Orders for refined by mail have been infrequent and buyers in person have been few and far between.

Sales of invoice lots of teas have not been made. At auction slight interest was displayed, and yet the general tone of the market is better than in the past.

In rice the condition of affairs is very satisfactory, a very good demand prevailing here both for foreign and domestic, with the former taking the preference, as a general thing. Orders have come from all parts of the country and especially from the South. Java, 4¢; Japan, 4½¢.

Singapore pepper is making a record and other peppers are acting in sympathy therewith. Advices from abroad are very strong for this line of goods. Other spices are moving slowly. Prices are practically unchanged, although the probability is that we shall have no lower figures on anything.

There is a quiet market in molasses for the general run of goods, but for fancy sorts of New Orleans there is a steady enquiry from many quarters and stocks are pretty well cleaned up. Prices are practically the same as have prevailed for some time. Syrups are in light request, although, as is the case with molasses, for extra fine goods the enquiry is sufficient to keep stocks well in hand.

Canned goods are mighty quiet. The recent advance has taken a step backward and we have a dull and dragging tone to the whole range of goods. Some articles—notably tomatoes, peas, apricots and gallon apples—have been shaded 2½¢@5¢ rather than lose a customer. Standard No. 3 Jersey tomatoes are held at 80¢ in New York—if the holder can get it. If not, he will take 77½¢. Salmon is steady and without

particular change. The demand is simply to fill everyday wants.

In foreign green fruits, as noted, the weather has been "agi'n" shipments. Little business has been done and at prices showing about the same range that has prevailed for some time. Some anxiety is felt as to the effects of the cold wave in the Far South. If Florida has suffered a setback like that of a few winters ago, it will be a paralyzing stroke.

In dried fruits prices show no particular improvement and this is especially true of domestic fruits, evaporated apples and the smaller varieties. In foreign dried the demand is of an average character.

In butter the demand has been light and the receipts, while not especially large, are still sufficiently ample to prevent any advance in rates and the outlook is not particularly encouraging for holders.

The cheese market is strong. Stocks are light and prices are very firm. Full cream, 11½¢.

The cold weather has curtailed the supply of eggs and prices show a sharp upward tendency. Best Western are held from 17¢@19¢.

Beans are steady and without noticeable change. Pea beans, 95¢@97½¢; medium are held firmly at \$1.05@1.07½¢.

The sales of one of the big department stores here aggregated for the last four months of 1896 \$3,000,000 or \$750,000 per month. Considering that it was a year of political excitement, the amount can be considered fairly good.

**The Minnesota Legislature After the Department Stores.**

The State Senate of Minnesota, under a resolution introduced by Senator Theden, of Minneapolis, has appointed a committee for the investigation of the methods of department stores. The following are some of the questions put to the owners of special retail stores:

Are they (department stores), in your opinion, good or evil enterprises for the city or state?

In what way do you believe them to be an injury? Have they competed with or injured your business in any way?

Is it true that in your line you can sell many specialties as cheap as they are now sold in department stores as per their advertising?

Why do you not advertise in a similar manner?

Have you any knowledge of the going out of business by retailers from the advent of the department stores?

Have rents depreciated during the past six years?

What has been the effect of the decline in the number of independent retailers in your city—laborers, mechanics, lawyers, doctors, church revenues, jobbers, brokers, manufacturers?

Do you think the quality of the goods sold by department stores equal to that of those sold by the regular dealers?

Are department store clerks of equal ability to ordinary store clerks?

Are their wages about the same as those paid in ordinary retail stores?

Is it not a fact that department stores employ mostly female and child labor?

If so, does this not deprive many men with families of employment in this and many other lines which have hitherto been a certain and safe source of livelihood?

Can a like degree of trade, culture, morality and property be maintained in a city where the trade is a monopoly?

Do department stores advertise at low prices goods which they do not have when called for, or have in such small quantities that they are disposed of to a few early buyers, and late comers take other goods at high prices?

The following are from the list asked of the department store representatives:

Do you consider it possible for a woman to live comfortably on the average or lowest wages you pay?

What methods do you pursue to attract trade?

How much did your advertising amount to during the past year?

Do you advertise to sell goods cheaper

than a non-department store? If so, how and why can you sell cheaper?

Can the small stores maintain their standard, or must they give way to the new methods of doing business?

Is it not true that poor wages make a poor standard of living?

Do you ever advertise genuine goods and replace them with seconds at sale?

The following are from the list asked of labor organizations:

In your judgment, is the wages paid by department stores to men with families sufficient to maintain a family comfortably?

In your estimation, is it possible for a young woman without a home to support and clothe herself comfortably on four dollars per week?

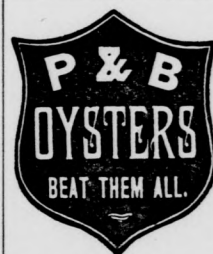
In your opinion, has the advent of department stores brought with it a demand for cheaper labor?

In your opinion, what effect has the employment of men and women in department stores on the marriage statistics of the country?

What effect has such employment on the moral aspect of the community?

**New England Apple-Growers Melancholy.**

New Hampshire apple-growers and shippers are evidently not in a position to be congratulated. A newspaper published in that State says that the returns from apple shipments to England from Hillsborough county this season show the business to have been a dismal failure, and on the last lot shipped abroad the farmers will not only not make a profit, but will be obliged to lose the apples and pay a charge of 1¼ cents on every barrel. This is the most disastrous apple year in the history of the country. The actual cost per barrel was 60 cents. For the various shipments the farmers have received 90 cents, 84, 80, 50, 48, 47½, 19¼, and on the last shipment there is a charge of 1¼ cents per barrel.



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.**

The Indian Brave longs for the good old times when hunting was easy; and in

**The Ghost Dance**

he thinks he sees the signs of their return. Of course he is doomed to

**Disappointment**

But so likewise is the Business Man who sighs for the days when trade came unasked; and thus spends his time in

**Hugging a Phantom**

instead of meeting modern competition with modern methods.

Hunting is better than Dancing, for Indians.  
Advertising is better than Waiting, for Business Men.

If interested in the When? What? Where? and How? of Advertising, consult the

**Tradesman Company,**  
Grand Rapids.



## Clerks' Corner

### Avoid Too Much Familiarity—Keep Good Company.

People are touchy on the subject of their names. If you can't remember a customer's name or can't recall it don't give the fact away by continually calling him "Mr." and then end it with a pause. Let the name go entirely. Say, "sir" or "ma'am" if it's an elderly person and if it's a young person you can best dispense with all titles. Act as if you knew the name perfectly. Sometimes it will happen that the name of your best friend will get chased away into the cobwebby corner of your mind and you can't remember it, although it may be the commonest name in the calendar. It is always well to know and use the customer's name if possible, although not the Christian name on too short acquaintance. Strangers should be left nameless rather than the name asked and then used. If a stranger orders a thing delivered, it is time enough to ask for the name. If possible, the name should be obtained from some other source and carefully remembered. It pleases any customer to be addressed by his name when he doesn't expect it. If on his second visit a stranger's name is not known, he is a little put out. He thinks the store is of a chilly character. If, however, his second call finds him greeted as though he were an old patron, and he is wished a good morning with his name attached thereto, he sets the place down as alive, anxious to please and a good place to trade.

No clerk is too good to wait upon any customer—remember that. If you don't

want to attend to the wants of any patron who may come in you had best get out of the clerking business. It's galling sometimes to wait on a certain class of trade, but in the clerk's position one must make up his mind to grin and bear it or he will not prove popular with his employer.

An indifferent clerk is a store nuisance. If a clerk takes no interest in his work, merely attending to business because it's the best job he can get, he is not only wasting good time, but injuring his employer as well. The merchant who employs an indifferent clerk should soon learn his failing and if he continues to offend should fire him bodily. A slighted customer will not forget the slight. Nor will it be charged against the clerk merely, but against the store.

Of poor policies, that of cutting the price when a customer starts to leave is one of the worst. It makes the customer suspicious. The average person has more respect for a one-price house than for one that shades prices on the slightest pretext. Moreover, such a store soon becomes known and its peculiarity taken advantage of. Nobody will buy except after a tedious process of beating-down until they believe they have reached the very bottom. One price is the only rule for a successful merchant in a good community, but that one price need not be a high one by any means.

When the clerk of good judgment leaves an employer he will do so with a clean sheet behind him if possible. Aiding in the circulation of disparaging stories, giving away business secrets

or speaking in a slighting manner of a former employer is mighty poor policy if not worse. No man is a hero to his valet. Sometime it may be desirable to have a friend in the person of the former employer. Circumstances alter wonderfully in a twelve-month. If good cannot be said, say nothing.

There are better places to loaf than around billiard rooms, saloons and livery stables. If you have more time than you can use, get a bicycle and ride it, go fishing, go and see your girl, read, write, study literature, mathematics, music, take exercise—anything but loaf around where "sporting" is the principal topic of conversation. It is unfortunate that the honorable old term "sport" has fallen so low that it is almost a synonym for "fake" or "cheat."

The clerk who takes pride in his popularity with customers is on the right track if he doesn't permit pride to develop into the big head. When a clerk's good opinion of himself leads him to be overbearing to the other clerks, and to pick the customers he will favor with his attention, he has struck the toboggan slide sure. The alert employer notices things. So do customers. So do the other clerks. It doesn't take long, and pretty quick there's a sudden dull thud and a clerk is out of a job.

Employers are usually better posted on the clerk's shortcomings and good points than the clerk imagines. There are few employers who cannot tell pretty nearly what each clerk is worth to them and what one is not worth much. Trying to fool the boss is seldom profitable. —Shoe and Leather Gazette.

### Cash Prize and Diploma for Best Essay.

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

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

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

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

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

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

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

NATIONAL CASH REGISTER CO.

Mlle. Borniche, an eccentric old lady who died some time ago in Paris, leaving a fortune of \$600,000, had one extraordinary diversion. She used to have herself wheeled about the town of Mary-sur-Marne in a wheelbarrow, to the intense delight of the small boys of the place, who acted as her bodyguard. She used to make her gardener count all his fruit daily, and one of her whims was to have fresh vine leaves put on her statues of gods and goddesses every morning. Now her will is being contested by her heirs.

# JAMO BISMARCK CAROVI



## ROASTED COFFEE

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

## W. J. GOULD & CO.,

IMPORTERS AND COFFEE ROASTERS,  
DETROIT, MICH.



**A Hamilton Drummer Proves Himself a Modern Job.**

Written for the TRADESMAN.

"Nice roads now," said the Simcoe liveryman, as he unbuttoned his fur overcoat and took out his watch; "we were just forty-five minutes driving over."

"Ye don't allus have sich nice roads when yer driving these commercial fellers around the country, do ye?" piped in a chronic old loafer sitting on a nail keg.

"Well, I guess not," replied the driver; "sometimes it's mud up to the hubs; sometimes the mud's all stood up on end and froze harder than Pharaoh's heart, making it absolutely impossible to drive faster than a slow walk without danger of breaking the horses' legs, smashing the rig or spilling the trunks, and sometimes the rain, snow, hail, sleet, cold and thunder and lightning are something terrible; but it makes no difference—when a drummer gets ready to go he goes, and all the combined fury of the elements cuts no figure in the business."

"Mighty hard on hosses an' rigs," put in an old farmer who sat on a bag of beans smoking an old clay pipe.

"You betcher boots 'tis" came from the nail keg in corroboration of the farmer's remarks.

"I suppose you charge enough to make up for it all," queried the sole clerk of the wayside store, as he warmed the bottom of a tin of lard preparatory to dumping it out.

"Charge?" repeated the driver, with a twinkle in his eye. "What do you suppose I keep a livery stable for? If I were to charge a farmer or a neighbor what these fellows pay me, I would have my establishment pulled down on my head by a vigilance committee before I had time to say my prayers. But, then, it's all right. An ordinary human being values his own life too highly—say nothing about his respect for horse flesh and road wagons—to try to bend the elements and every kind of road obstruction to his own sweet will. When the drummer has a point to make he makes it. He orders the necessary means and never asks the price. He must simply go, and whoever is instrumental in sending him on his way presents his bill and the drummer pays it without a kick or a squeal. The only time a drummer ever kicks is when we fail to pull him through on schedule time. You remember the first day of the freeze-up after the last thaw?"

"I do," came from the nail keg. "I went aout to ole Blinkers to look at a spring calf 'e wanted to trade me fur—"

"Well, sir," continued the liveryman, addressing the clerk, who had finished the deal with the lard customer and joined the crowd around the stove, "I had the worst drive that day I've had for years. The night before, a drummer called me up from The Melbourn and said he wanted a drive to Renton, baggage consisting of three large trunks weighing 1,300 pounds. He wanted a start at eight o'clock in the morning and a return in time to catch the afternoon express, west. It was a nine mile drive and every foot of it, except the first half mile, was the stickiest kind of clay. The bottom had fallen completely out, making the road almost impassable. It turned cold, you know, during the night, and in the morning it was froze up harder than blixum, and cold enough to freeze the face off of anything but a drummer. I think a heap of my horses, and I tell you what

it is, I hated to pull out with that drummer and his 1,300 pounds of truck. I knew that it was not frozen deep enough to hold up the team in all places, and I doubted the possibility of their being able to pull through. I went around to The Melbourn and held a private conference with my man. I pointed out the danger of the undertaking, and told him it would be impossible, at any rate, to get back in time for his train. But it was no use. He had willed to go to Renton and go he would. He said the merchant down there had written his house wanting to know why their man never called on him, and, therefore, he must go down and take his order. Well, we loaded up, and started on time, and when we struck the clay the curtain rose. There's a blacksmith shop about halfway, and we pulled up there for repairs about ten o'clock. We had made four and a half miles in two hours and pulled off three shoes and smashed one spring. It was past one when we reached Renton, and there wasn't a dry hair on the horses. There is no hotel there and we had to go without our dinner, but I put the team in a friend's barn and fed them. And now comes the funny part of it: that fellow didn't give the drummer an order for a cent's worth of stuff, and wouldn't even look at his samples. Well, we got started on the home stretch about half past two, with a furious blast of icy sleet in our faces. I never felt so sorry for a drummer in my life as I did for that fellow. He never swore a word, and, thinking that he was too mad to swear, I heartily and with the best of intentions indulged in a few prohibitory remarks for him. Before he had gone two miles one of the big trunks fell overboard. After tugging in vain trying to reload it, I left the mute drummer in charge of the team while I went to the nearest farmhouse for help, and when I saw the smile that played around that drummer's mouth under his frosted mustache, and heard the soft, mellow tones of his voice, as he graciously thanked the farmer for his services, I made up my mind he could swear as well as I could if he wanted to. Well, sir, from that time on, that poor fellow rode on his trunks, exposed to the frigid blast, being on his knees a good share of the time, and it was all he could do to keep that upper trunk from being ditched an even twelfth of a dozen times. Swear? Not he. But would you believe, sir—that fellow actually hummed a gospel hymn whenever the icicles on his mustache broke loose from his chin and made it possible for him to do so. It was six o'clock when I unloaded him at The Melbourn, and he was nearly frozen to death. The new Salvation Army barracks is located near my stables and that night they had a big blow-out by way of a dedication service. They seemed to be enjoying themselves immensely, judging by the racket they made, and I thought I would go over and see what they were doing. When I entered, the drum and tin-horn corps were putting in their best licks, and when the noise subsided, a series of short prayers followed. One of the voices had a very familiar sound. It was a masculine voice, soft and musical, and it gave utterance to a feeling of thankfulness for mercies received and blessings enjoyed that was quite refreshing as I thought of our experiences of the day. Then came another interval of blowing and pounding, and after that a series of fervent exhortations. The army was in full muster

and every one had his or her say. Young misses, gray-haired matrons, young castaways claimed by nobody, reclaimed, weazened-faced old bums, and a great variety of back-alley fragments of humanity that had been gathered up and renewed and washed—yes, washed, for the present, at least—were all there to testify to the wonderful healing properties of the Christian faith. It began to grow a little monotonous and I was in the act of leaving the place when my ear once again caught that rich familiar voice. Moving about, I saw a full-faced, neatly-dressed gentleman of about thirty-five years, standing in the full glare of a gas jet, with arms extended, and pouring forth a stream of honeyed words of consolation for the downtrodden and the afflicted. I stood spellbound and listened as the silver-tongued exhorter pled with his audience to accept the Savior and find peace for their troubled souls. Who do you imagine that man was?"

"Great gosh!!" exclaimed the nail keg, "ye don't purtend to say it was that air drummer?"

"Yes, sir, just as true as—all right, I'll give the horses a pail of water. Gimme your grip and when I whistle, climb in and we're off. E. A. OWEN.

Lavender is still used in English linen closets, but the supply is threatened with extinction. The growers in the village of Hitchin, one of the chief centers of the lavender industry, assert that, owing to a succession of bad seasons, the plant is dying out there, and that, moreover, they cannot compete with foreign imitations of lavender water. The business of growing and manufacturing lavender is mainly in the hands of Quakers. It does not pay to be natural when all smells on earth can be so cheaply manufactured.

**To Restrict Credit.**

Atlanta, Ga., has a retail grocers' association that is the real thing. This association has just adopted a rule that all applicants for credit should be compelled to sign this application blank:

**APPLICATION FOR CREDIT.**

To..... Street.....  
Name..... Residence.....  
Occupation..... Monthly Salary.....  
Or Income..... Amounts Wanted.....  
Each.....  
Give the name and address of the merchants you have been dealing with for the past twenty-four months.....  
Do you own any real estate?.....  
Is the deed in your name?.....  
If not, in whose name is it?.....  
Is it encumbered?.....  
How long have you lived in Atlanta?.....  
.....In Fulton county?.....  
If we agree to credit you how do you wish to settle account—weekly?.....  
Monthly?..... Annually?.....  
Will you promise to pay your bill promptly?.....  
Applicant's signature.....  
In requesting you to make this application on this form, the Retail Grocers' Association of Atlanta seeks to protect your interests and their own by extending credit to those who are worthy of it and withholding it from those who are not entitled to credit. If the grocer loses no money by bad debts, he is able to sell the prompt payer cheaper. Our motto is to give justice to all buyers.

Prompt paying men will fill out and sign this application. Drones and deadbeats will complain.

The merchant who offers to enter your name on his book before this application is made out and signed by you is unreliable, unworthy and has deliberately falsified his word to the

RETAIL GROCERS' ASSOCIATION.

Merchants in other cities, and in small towns as well, might very profitably follow the lead of Atlanta's grocers and adopt a similar rule and blank. Credit is altogether too easily obtained, and a system of this character would serve to make the credit end of the business more profitable.

A farmer near Bartlett, Neb., harvested forty-one bushels of good peanuts from three-eighths of an acre of ground last season. The peanut will grow to maturity almost every season in Nebraska, and the sandy soil is just right.

## Unpretentious

Attractiveness in printing does not always imply ornamentation; simplicity is sometimes much more effective—it depends, of course, on the subject to be treated. If your printer has not made a life study of art in good printing he will not succeed in getting the best results. If the work is important, and you want it as it should be, and without any annoyance, it will pay you to know us. Personal interview by appointment if desired.

**Tradesman Company,**  
**Grand Rapids.**



## Hardware

### The Hardware Dealer and His Second Hand Stove.

Written for the TRADESMAN.

My friend, the hardware dealer, was unfortunate. Some household goods had been left with him for sale, and the attendant circumstances were such that he was really trying to dispose of them. He had made several unsuccessful attempts in that direction, so that when the village Chronic called to see about the parlor stove, he was not especially demonstrative. He had seen the Chronic before and knew him like a book. The Chronic would bother around for half a day and then decide that he did not want the stove; at least, such was the opinion of my friend, the hardware dealer.

"Whereabouts is that air heatin' stove of Billy's?"

"Over at the house."

"Waal, I jes' wanter look at it. Goin' over there now?"

"No, I hadn't intended to. I'm pretty busy."

"Waal, I dew wanter see that air heater awful bad. The woman's be'n after me more'n a little to see about gittin' it. Ye couldn't knock off fer five minutes, could ye?"

"Don't see how I could; but you can look at it just as well without me. Here's the key."

"Thanky, thanky. Much obleeged, too, an' I'll bring it right back soon's I look it over good—How much be ye askin' fer that air heater?"

"Five dollars."

"Five dollars! Gee whiz! Et mus' be a powerful good secent hand heater to be wo'th that money. Be'n used much?"

"Why, you just go over and see for yourself. I think the stove is in good shape, but you'll have to be your own judge. It's not my stove at all."

"Waal, then, mebbe I'd better go 'n' see; but it must be a extryordinary bang fired good stove ef it's wo'th that much. Anythin' go with it?"

"Not a thing."

"Gosh! I allers git furnitur when I buy a stove. Hain't the no poker?"

"Not a poke."

"The mus' be a shovel, hain't the?"

"No. Nothing at all. Just the bare stove."

"How about throwin' in a len'th o' pipe with it? That's allers ruable in buyin' stoves; I'll leave to the hull crowd," and the Chronic looked appealingly at the small knot of loafers which was just beginning to be interested in the conversation.

"Betcher neck, Uncle," answered several in chorus. "Allers git stove-pipe with a stove. What's a stove good fer without pipe?"

In these little differences of opinion between buyer and seller the crowd always takes sides against the merchant.

"That's the p'int I was amakin'," continued the Chronic, strengthened for the fray by the decided encouragement. "An' another p'int in the same line is this: What'er's the pipe wo'th without the stove—"

"Twenty cents a joint," interrupted my friend, the hardware man.

The Chronic glared at him for a moment as if undecided whether to go away without finishing his business, or challenge him to mortal combat; but at length, ignoring the remark entirely, he resumed:

"My p'int is this: Stove's no good

without pipe. Pipe's wo'thless without a stove. One goes with t'other; t'other goes with one. Ever'body admits that. Now, what I'm atyry'n to git at is, if I buy that air heatin' stove, be ye agoin' to throw in a len'th o' pipe with it?"

"No, I'm not," firmly replied my friend, the hardware dealer.

"Waal, now it's be'n admitted by all han's that it's ruable, an' the proper thing to do. What I wanter know now is, why won't ye do it?"

"If I went over to Pete Jones and bought a loaf of bread, would you give me a pound of butter to eat on it?"

"That air's a matter foreign to the subj—"

"Would you do it?" interrupted my friend, the hardware dealer.

"Why, no, I don't s'pose I would."

"Well, then, Uncle, why should I give you a joint of pipe if you buy a stove of Billy Simms? Now, you'd better go and look at the stove if you want to. You'll find it just where I told you and \$5 is the price—no more, no less."

\* \* \*

When the Chronic returned he wore a more cheerful expression on his grizzled face.

"That air hain't such an awful bad heatin' stove," he ventured. "Course it hain't the lates' style, nor nothin' like it, but it looks like it might be a tol'able good fire keeper of a cold night, 'n' we don't go much on style to our house no how."

Then he stopped and considered a while, weighing his forthcoming demands carefully. At length, they being in satisfactory order, he proceeded:

"One o' them air little nickel-plated acorn things what goes onto the top of the hinges on the little door's broke off. I s'pose ye'd put another one on there?"

"Of course," said my friend, the hardware dealer.

"N' the isinglass is all busted out in the little winder in front. Ye orter put that in, too."

"To be sure."

"N' the top lid's cracked. I don't s'pose they cost much, anyway. Ye'd better gimme another one fer that."

"All right."

"Them air rods what runs up through it is burnt pretty bad, too," said the Chronic, gaining courage at my friend's new-found amiability, "an' ye orter put them in new, too, hadn't ye?"

"Why, certainly. I can do that just as well as not."

"An' the grate's got kinder warped. How'd it be about havin' another one o' them?"

"Just the thing exactly. We'll put in a new fire back and the urn on top must be getting shabby. I presume you'd like that replaced, too. And, by the way, there are some chairs over there and a little table. You might like to have them. Just what you need with the stove."

"I was a thinkin' them things orter go with it," said the Chronic, much pleased at the turn matters seemed to be taking.

"And while you're putting so much expense on the stove, you might as well order a new bottom and have another body put in. That and a coat of carriage black ought to make it practically as good as new."

"Me put expense onto it?"

"You? Why, of course. You didn't think for a minute I was going to do that on my own hook, did you?"

"Why, I—ye—"

"All there is to it, you order and pay for the repairs and I put them on. I'll do you a good job, too, and work cheap. Is it a go?"

"How much d'ye say fer the stove?"

"Five dollars."

"Bes' ye kin do fer cash?"

"The very best."

"Put in a j'int o' stovepipe?"

"Not a pipe."

"Gimme time on half of it?"

"No, sir. Terms are spot cash."

"Waal, the ole woman wants it or I wouldn't bother. Ye couldn't take a couple o' cords o' wood onto it, could ye?"

"No."

"Nor some petaters?"

"No."

"Waal, write me out a receipt in full an' yer money's ready."

GEO. L. THURSTON.

## SAP PAILS . . .

AND

## SYRUP CANS . . .

That will hold Sap

Which do not Leak.

Our sap pails are full size and are guaranteed not to leak. They are made almost straight, flaring enough to pack conveniently. Our syrup cans are double seamed, both top and bottom, with packed screws. Prices lower than ever. Send for special quotations.

WM. BRUMMELER & SONS,

Manufacturers and Jobbers of  
Pieced and Stamped Tinware,  
Dealers in Rags, Rubbers and Old Metal,  
260 S. Ionia St., Grand Rapids.  
Telephone 640.

# Sugar Kettles



We carry in stock all sizes of Cauldron Kettles, including:

3, 5, 6 and 8 Pails

22, 30, 45, 60 and 90 Gallons

The Kettles we handle are superior to many as to smoothness, weight and finish. We are making special low prices, which will be quoted upon application, stating how many and what sizes are wanted.

## Foster, Stevens & Co.



## The Hardware Market.

Conditions of trade in a general way are fairly satisfactory, although there are none of us but could take care of more business, if it were offered to us. While dealers are not manifesting a disposition to buy with any great freedom, they are still inclined to keep their stocks in better shape than formerly. While we do not think it a wise policy to buy any more goods than one can pay for, we do find that dealers who are in shape to take care of their bills as they mature are certainly not making any mistake in buying freely at the present market prices. It is believed on the larger lines of hardware that it is impossible for prices to go lower, and should we have the revival in business that we are all looking forward to, it is quite evident that we will have to pay more for goods in the future than we have in the past. The recent snow in all parts of Michigan, as well as in various parts of the country, has had a tendency to revive business quite perceptibly, and should our snow not leave us, we think we may all look for a good trade during the coming month.

**Wire Nails**—We regret to say that, as yet, there is no evidence of advancing prices in this article, and while there is no decline, we must say the market does not appear strong. It is said by manufacturers of nails that at the present price, they are lower than they ever were, and should there not be a change in some direction, many factories would have to be shut down, as they are not getting cost for their product. We believe nails at the present price to be a good purchase and do not see how any one can make a mistake in buying liberally for their spring business. We quote at present, wire nails from stock, \$1.65 to 1.75, and from mill, \$1.45 to \$1.50.

**Barbed Wire**—Nearly all dealers have placed their orders for carload purchases for spring shipment. We feel that they have acted wisely, as the price is low and buyers are fully guaranteed against any decline, so they are not taking any chances of lower markets. While there may be a temporary weakness in this article, owing to the intense competition now prevailing, we do not think that any of us may look for a much lower price. We quote at present painted barbed wire from stock at \$1.75, and from mill at \$1.50, with the usual advance for galvanizing.

**Sheet Iron**—Manufacturers are not disposed to enter orders for future shipments on sheet iron, as they do not believe the present low prices will last into the spring. The demand, both for common and galvanized iron, is quite good and many factories have sold ahead their entire capacity for the next sixty days.

**Bar Iron**—Prices that have been ruling of late have not been as firm as the dealer might wish. The low price of raw material has affected it quite materially, as well as lack of orders from many branches of trade that at this time of the year are usually placed for future shipments. We think that at the present time bar iron is as low as it ever has been.

**Miscellaneous**—The recent combination that was formed by all the bolt and nut manufacturers, whereby they were enabled to make material advances in all lines pertaining to their manufacture, has gone to pieces, and at the present time prices are very much demoralized. Jobbers as yet have made no

material change in their discount, as they are waiting for a few days, until the market reaches bottom. We may look for quite a decline in the course of a week.

Owing to the scarcity of material that goes into the manufacture of wool twine, there has been a decided advance and prices are now being quoted from 6@6½¢ per lb. for spring shipment. Those that are posted advise us that we may not look for any lower prices.

In sheet copper there has been an advance, owing to advance figures on ingot copper. While this advance is small, it indicates that purchases now made are wisely done, as lower prices for the spring will not prevail. Jobbers as yet have not made any change in their prices.

Market reports from other quarters are as follows:

**St. Paul:** As the severe snowstorm and blizzard which has prevailed in this section of the country for the last week interferes with traffic, both by rail or road, orders have not been as plentiful as dealers might wish.

**Omaha:** Trade in this section starts out remarkably well, and we are all looking forward to good spring trade.

**Chicago:** Orders for shelf hardware are only in moderate volume, but dealers are placing orders very freely for barbed wire and nails, believing that at the present prices they are making no mistake.

**Philadelphia:** Traveling men are sending in very liberal orders, considering the uncertainty of general business. Orders for future shipment are coming in in very satisfactory volume and indications all point to good spring trade.

## Bicycle Agencies.

From Hardware.

As this is the important season of the year when the bicycle manufacturers are making every effort to obtain responsible agents, it becomes a matter of some consideration to the dealers in the hardware trade that they should make application for the agency of a strictly high grade wheel with the sale of which they could feel confident profitable results would be obtained. The dealer possesses every advantage from the standpoint of the manufacturer to make a safe, energetic and responsible agent, and if he but knew the usual methods adopted for obtaining representatives, he would readily comprehend why so many weak agents are representing excellent cycles deserving a large distribution, the assignment of which was made because the weak man was backed up by some of his wealthy friends who really "desired to see the young man do something for a living." Such an agent is of no more advantage to the best interests of the wheel he has under his care than an undertaker would be to solicit business for a young physician.

## No Bananas for England.

The cable brings word of another failure to ship bananas from Jamaica to England, and thus furnish English tables with a fruit which has become very common in this country.

Disaster has attended every attempt of this kind. The first was made by the merchants of Jamaica, who chartered a fast steamer for the purpose, but the entire cargo had to be thrown overboard. The second attempt was made with unusual precautions, each bunch of bananas being crated separately and an elaborate refrigerating apparatus being employed to reduce the temperature. The refrigerating apparatus broke down and the voyage was abandoned. The third attempt, which has just been made, resulted in the fruit reaching England in such bad condition that it was all condemned.

## 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.....	70
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 60
Wire nails, base.....	1 70
20 to 60 advance.....	Base
10 to 16 advance.....	05
8 advance.....	10
6 advance.....	20
4 advance.....	30
3 advance.....	45
2 advance.....	50
Fine 3 advance.....	70
Casing 10 advance.....	15
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	95
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel 7/8 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 1/2¢ 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
Japaned Tin Ware.....	20&10
Granite Iron Ware.....	new list 40&10
HOLLOW WARE	
Pots.....	60&10
Kettles.....	60&10
Spiders.....	60&10
HINGES	
Gate, Clark's, 1, 2, 3.....	dis 60&10
State.....	per doz net 2 50
WIRE GOODS	
Bright.....	80
Screw Eyes.....	80
Hook's.....	80
Gate Hooks and Eyes.....	80
LEVELS	
Stanley Rule and Level Co.'s.....	dis 70
ROPES	
Sisal, 1/4 inch and larger.....	6
Manilla.....	9
SQUARES	
Steel and Iron.....	80
Try and Bevels.....	
Mitre.....	
SHEET IRON	
Nos. 10 to 14.....	com. smooth. com. \$3 30 \$2 40
Nos. 15 to 17.....	3 30 2 40
Nos. 18 to 21.....	3 45 2 60
Nos. 22 to 24.....	3 55 2 70
Nos. 25 to 26.....	3 70 2 80
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, nicked.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	80
Coe's Patent, malleable.....	80
MISCELLANEOUS	
Bird Cages.....	50
Pumps, Cistern.....	80
Screws, New List.....	85
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	50
METALS—Zinc	
600 pound casks.....	6 1/2
Per pound.....	6 1/2
SOLDER	
1/2@%.....	12 1/2
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
TIN—Melyn Grade	
10x14 IC, Charcoal.....	\$ 5 75
14x20 IC, Charcoal.....	5 75
20x14 IX, Charcoal.....	7 00
Each additional X on this grade, \$1.25.	
TIN—Allaway Grade	
10x14 IC, Charcoal.....	5 00
14x20 IC, Charcoal.....	5 00
10x14 IX, Charcoal.....	6 00
14x20 IX, Charcoal.....	6 00
Each additional X on this grade, \$1.50.	
ROOFING PLATES	
14x20 IC, Charcoal, Dean.....	5 00
14x20 IX, Charcoal, Dean.....	6 00
20x28 IC, Charcoal, Dean.....	10 00
14x20 IC, Charcoal, Allaway Grade.....	4 50
14x20 IX, Charcoal, Allaway Grade.....	5 50
20x28 IC, Charcoal, Allaway Grade.....	9 00
20x28 IX, Charcoal, Allaway Grade.....	11 00
BOILER SIZE TIN PLATE	
14x56 IX, for No. 8 Boilers, } per pound... 9	
14x56 IX, for No. 9 Boilers, }	
WM. BRUMMELER & SONS, GRAND RAPIDS,	
Pay the highest price in cash for	
<b>MIXED RAGS,</b>	
<b>RUBBER BOOTS AND SHOES,</b>	
<b>OLD IRON AND METALS.</b>	
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	
<b>Tradesman Company,</b>	
<b>GRAND RAPIDS.</b>	



## AFTER THE CYCLONE.

## A Strained Situation Which a Cloud-burst Relieved.

W. L. Alden in New York Sun.

"Yes, sir," remarked the landlord, as he sat fanning himself on the veranda of the Middleville hotel, "as you say, this town has sprung up like a mushroom in the night. Why, only five years ago there were only two houses here, and now we have the biggest population of all the towns in Northern Minnesota. The two houses were pretty small ones, too. Mine stood just where this hotel is standing, and it was nothing more than a one story, two-roomed shanty. Capt. Martin's house, which generally stood on a knoll about a quarter of a mile from here, wasn't much bigger."

"What do you mean when you say that your neighbor's house generally stood on a knoll?" I asked. "Wasn't it in the habit of staying in the same place?"

"Why, what with cyclones, and cloud-bursts and one thing and another, that there house did do considerable traveling while it was in this section. What became of it after it left here, I can't precisely say, but I rather think it made its last journey when it went down to West Antioch. It was a curious sort of house, being put together with ropes instead of nails, which was probably one reason why it lasted as long as it did."

"You see," continued the landlord, "I was the first settler here. I took up a quarter section of land, and with the help of two mules and a Norwegian, I put up my house and went to farming. About six months later along comes Capt. Martin, and allows that he will farm the quarter section next to me. He was a man about 60 years old, who had been a seafaring man all his days, and, like most seafaring men, he wanted to be a farmer, although he didn't know beans from a bull's foot. First along I thought he was a sociable sort of old chap, and he and me used to spend our evenings together. But I found out that he wouldn't take any advice, and when I told him that he was a blamed fool for building a house on a knoll in a country where cyclones were almost as common as snakes, he got mad and dropped my acquaintance. He was as touchy as he was opinionated, which is saying a good deal."

"Well, he built his house with the help of a couple of men from Lucullus, which at that time was the nearest settlement to us, and was considered to be seven miles from here, although now that Middleville has grown clear up to the southern boundary of Lucullus, it don't seem to be so far away. I told you that Martin's house was put together with rope lashings. The Captain said that no land carpenter knew how to build a house, and that he hadn't any confidence in nails, and didn't consider them shipshape. His house was much the same thing as mine except that it had a veranda on one side, where the Captain used to walk up and down and look at things through a telescope."

"Between my land and Martin's there was the highroad, although at that time it wasn't often that anybody passed over it; and by the side of the road and just at the foot of the Captain's knoll ran the Pomponoosuc River. It don't look much like a river at this time of year, and you could jump across it most anywhere, but just you wait until the spring freshets set in and you'll admit that it is right smart of a stream. I've known half a dozen men—sober men, too—to be drowned in the Pomponoosuc, which is more than the Lucullus people can say for their miserable little river."

One of the last things that I said to the Captain before he and me had a coolness was that he had better dig a cyclone pit. You know what that is, I suppose. No? Well, then, I'll tell you. It's just a hole in the ground, about six feet deep, covered with a trap door. When you see a cyclone coming you get into your cyclone pit and shut the door until the trouble is over. It's the only safe way, for if you stay in your house you're liable to be crushed to

death, and if you stay outdoors, the cyclone will pick you up and carry you to Kingdom Come. But old Martin wouldn't hear of digging a pit. He allowed that if a cyclone did come he calculated to be on deck and see it out. He said it was all very well for me to skulk down below, seeing as I was only a landsman, but that he considered that the quarter deck was the proper place for him in bad weather. I made my cyclone pit nearly opposite his house and close to the road, for I calculated to use it as a handy place for keeping shovels and spades and rakes and such, and save the trouble of bringing them up to the house. Capt. Martin used to sneer a good deal at my pit and called it 'the glory hole,' which I considered to be irreligious, as well as ungentlemanly. However, the day came when he would have been glad to have a cyclone pit, and to be able to climb down into it without my knowledge."

"The Captain hadn't been living in his new house above six months when the great cyclone of 1887 came along, and I don't doubt that you have heard of it. It was about 10 o'clock of the morning, and it was at least 20 degrees hotter than it is to-day, although it was only the middle of June, instead of the middle of August. There wasn't a breath of air stirring, and the sky had a sort of greasy, coppery look that made you feel sort of suffocated just to look at it. The mules and the Norwegian were lying under a tree down in the sorghum field, and I was making a pretence of weeding my onion bed, although I didn't make much headway with it. I happened to turn around, and there in the Northwest was a little patch of cloud, which I was glad to see, thinking, as I did, that perhaps it might mean rain. But while I was looking at it I could see it was spreading as fast as a gallon of petroleum would spread if you dumped it into a millpond. In a few minutes pretty near one-half the sky was covered with a cloud that was as black as Pittsburg coal smoke. The way it spread reminded me of a parcel of men laying a carpet on the stage of a theater. You could see the upper edge of the cloud rolling over and over in great thick masses. All of a sudden a light breeze sprang up that blew directly toward the quarter where the cloud came from, and I knew then that we were going to have a big storm, and that the wind was drawing toward it. The next thing I saw was a sort of funnel that seemed to drop from the middle of the cloud. The lower end kept twisting and squirming like the tail of a snake when you've got your boot-heel on its head. I didn't wait any longer, but I just dropped my hoe and made a bolt for my cyclone pit. There was no mistaking what that funnel meant. There was the biggest kind of a cyclone on its way, and it was coming straight for me. I wasn't on speaking terms with the Captain then, but as I came near his house and saw him standing on his veranda and lashing himself to one of the posts with a rope, I sung out to him to come with me if he valued his life. He only said, in a mighty cool and condescending way, 'I don't remember asking you for any advice, my man.'"

"That made me so mad that I didn't waste any more time nor breath on him, but lifted the cover off my pit and jumped into it without stopping to use the ladder and pulled the cover on again."

"By this time the cyclone was making itself heard. First there was a low, rumbling sort of sound, like a railroad train makes when it is a good way off. It grew louder and louder, until it got to be a kind of shrieking roar, like a hundred big church organs mixed up with a dozen or two steam whistles. It was as black as night in that pit, except when the lightning flashed, for there is always more or less lightning playing around the funnel of a cyclone. It seemed as if no expense was spared in making that cyclone as various and entertaining as possible. Just when the roaring was at its loudest there came an awful crash that made the earth shake, and then the sound began to weaken, and in a few minutes it had died away,

and the place was as still as a man's house when he comes back to it from his wife's funeral."

"So far, so good," says I to myself. 'Now I'll clamber out and see if there is anything left of my house, and the mules, and the Norwegian.' But when I tried to lift up the cover of the pit I could stir it only a few inches, and that didn't let in any light. I couldn't understand what that meant, but being a smoker, of course I had my matches with me, so I struck a light and investigated. I found that there was a sort of board flooring above the cover of the pit which prevented me from lifting it, and I knew that the cyclone had dropped something just over my head."

"Luckily there was a crowbar among the tools standing in the corner of the pit, and I hunted it up and got to work as well as I could in the dark. It didn't take me very long to burst a hole in the flooring that I spoke of, and after I had made an opening, and let in the light, I saw that there was a house on top of me. I set to work again with the crowbar, and presently I was able to climb out, and found myself in a small bedroom. I didn't stop to examine it, but opened the first door I came to, and there I was in Capt. Martin's sitting room, face to face with the old man. The furniture was all upset, and the sides of the house were slanting one way and another, but there was no mistaking that it was a house, and that Capt. Martin was there looking none the worse for having been through a cyclone."

"So you've been and broke into my house with a crowbar, have you?" he asked. "Perhaps you don't know, my man, that you have committed a burglary and I can have you arrested for it."

"Perhaps you don't know that you're trespassing on my land," said I. "I never gave you no permission to put no shanty on my land, and if you don't take it off mighty sudden there's a prospect that there'll be shooting."

"You don't know much about law," says the Captain. "I never put my house

on your land. It was done by what the underwriters call 'act of God or public enemies,' and if you was a sailor, you'd know that nobody can be held responsible for such occurrences."

"Just then he saw me looking out of the window toward where my house had been, and he said, 'The last I saw of your house she was scudding before the wind, and heading about southeast, or mebbe a little east of that. She was making, as I should judge, about thirty knots an hour. It'll take you considerable time to overhaul her, and you'd better give chase at once.'"

"I ain't anxious for to stay in your house," says I, "and I'll leave it this minute. It's my duty to warn you that if you set foot on my land there'll be trouble. As for the matter of your squatting with your house on land that don't belong to you, I'll see a lawyer this very day, and I calculate you'll wish you hadn't."

"With that I made him a bow and left him. He came out on the veranda and said, 'If you're looking for them mules, and that there Finn of yours, you'll be wasting your time. I saw a couple of mules about sixty feet in the air, and when they do come down they won't be of any further use, considered as mules.'"

"My house and everything else belonging to me was clean gone, but I was that mad at the Captain that I didn't care a straw about it. I walked straight to Lucullus, which the cyclone hadn't touched, and I hunted up Squire Gibbs and laid the case before him. He said that he couldn't see as Capt. Martin could be held liable for trespassing, so long as he stayed in his house and didn't step outside onto my land. 'You can't set his house afire or anything of that kind,' said he, 'without getting into trouble. No more can you move it while he is in it, for that would be an assault on him. But I don't see anything to hinder you from getting a team of oxen and some rollers handy, and the first time he comes up to Lucullus to buy groceries you can

## 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.



move his house back onto his own land, and he can't find any fault.

"Squire Gibbs was a first-class lawyer, and I knew I'd be a fool if I didn't follow his advice—after paying \$5 for it. So I hired a tent that I could sleep in until such time as I could run up another house; and I laid in provision and a yoke of oxen and some rollers, not forgetting a small hydraulic jack. When I got back to my farm I pitched the tent right in front of Martin's shanty, so that I could keep a good watch on him, and I went to work with the help of a couple of men from Lucullus to build me another house. You see, the full force of the cyclone had passed over just where my house had stood, while only the outer edge of it had struck the Captain's premises. That accounts for the fact that my house had been carried clean away, while his had only been picked up and carried a few rods. As for the mules and the Norwegian, they were scattered all over Minnesota. It was said that some of the Norwegian was picked up about thirty miles from here, but it wasn't ever satisfactorily identified.

"Capt. Martin's house happened to be planted in such a way that one corner of it projected a few inches onto the highroad, and he was able to get out of a window and into the road without coming onto my property. However, he didn't feel easy to leave the house alone, for fear that I might meddle with it, so he stayed at home for the best part of a week, when his provisions or his whiskey or some other necessary run short, and he had to walk over to Lucullus to lay in a fresh stock. This was what I had been waiting for, although I never hinted it to him. He used to come out on the veranda and remark in a general way, without addressing himself to me or any one else, that he was mightily pleased with his new location and wouldn't change it for any other building lot in the whole State. I never said anything to him except to remark, also in a general sort of way, that if any rascally old sailor should set foot on my land he would have a hole bored through him so quick that he would never know what hurt him. Neither of us felt that it would be judicious to quarrel, you understand, and so we confined ourselves to remarks that neither of us was obliged to take any notice of.

"I waited about an hour after the Captain had gone, thinking that he might turn back in hopes of catching me in the act of meddling with his house. At the end of an hour I felt safe enough, for it was certain that he must have gone on to Lucullus, and that he couldn't get back before dark. So I called the men that were working on my house, and we jacked Martin's shanty up with the hydraulic jack, and had her on rollers in next to no time. Then I hitched the oxen to her with a double oxchain and started her towards the road. In the course of an hour I had her planted square across the middle of the road, so that nobody could possibly get by her, and I had my fence put up again, and the ground smoothed out where it had been cut up by the rollers, and then I sat down and waited for the Captain to return.

"It was 10 o'clock and the night was pitch dark when I heard Martin coming along the road and singing. I knew from his style of singing that he had filled himself up with whiskey and I calculated that he would be considerably surprised when he found out what had happened. He never saw the house until he had walked bang up against it with considerable of a crash. Presently he says to himself: 'Here's a house anchored right in the fairway, and with no riding light displayed. Thishyer's a pretty state of things.' Then he hails the house in his loudest voice and wants to know how she is, and where she is from, and where she is bound to, and what sort of an everlasting fool her captain might call himself. Not getting any answer, he swore he would climb aboard and wake the anchor watch with a belaying pin. But after fumbling around for some time and hammering on the door and smashing a few

panes of glass, a new idea struck him. 'Thishyer's a derelict; that's what she is,' said he. 'I'll just stand by her until daylight and see if a salvage job can't be made out of it.' That was the last that I heard of Capt. Martin that night. He lay down in the road close alongside of the house and was asleep and snoring the snore of the just in less than a minute. Then I went to bed myself, considering that there wouldn't be any more performances that night.

"The Captain woke up before I did the next day, and when I came out of the tent he was nowhere to be seen, having unlocked his door and gone into the house. About noon he came out on the veranda, looking pretty savage, and I remarked to one of my men that nobody but a born fool would put his house in the middle of the public road, for he would be certain to be fined for obstructing the road. Martin didn't say anything, which sort of riled me, so I said to the man who was nearest to me that I wanted him to go straight up to Lucullus and tell the Sheriff, with my compliments, that Capt. Martin's house was standing directly across the road, so that I couldn't get by it with the oxen, and that it was the Sheriff's duty to see that the road was kept clear. The man naturally did as he was told, and in the course of the day the Sheriff rode down and investigated things and ordered Martin to take his house out of the road.

"I didn't put it in the road," said the Captain, and there ain't no possible way of taking it out of the road without putting it on the property of that individual alongside of you."

"Heaving cuss words at one of our leading citizens," says the Sheriff, "won't help you. I'll give you two days to take your house out of the way, and if at the end of that time I find it still in the road, I'll make kindling wood of it and arrest you into the bargain. You hear me."

"The Captain heard him well enough and knew that he meant business. However, he didn't condescend to make any answer, and I could see that he was determined to let his house stand where it was. The truth is he couldn't do anything else. He couldn't haul it back onto my land without committing a trespass, and he couldn't haul it on to his own land without first getting it across the river, which was more than he or any other man could do. My own idea is that, if it hadn't been for the cloudburst that happened the next afternoon, Capt. Martin would have waited for the Sheriff with a shotgun, and the Sheriff, being one of the brightest minds in our section, would have had his revolver ready, and before the work of demolishing the house could begin there would have been one or two corpses ready for the Coroner.

"You know what a cloudburst is? Well! that is astonishing. A cloudburst is what we call a sort of Noah's flood without any ark. You see, some big cloud, that holds perhaps a million tons of water, suddenly goes to pieces, and the water all comes down at once, the same as it does at Niagara Falls. Thishyer cloudburst that I am speaking of took place thirty or forty miles above here, and the whole lot of water ran into the Pomponoosuc River and swelled it into a raging torrent that swept everything before it. I heard it coming just before it reached me, and I went for that hill yonder as fast as I could run, and just managed to reach it in time. Before I started I hailed the Captain, and told him to run while he could, but he pretended not to hear me, and remarked, as if he was speaking to the universe and all the rest of mankind, that the curse of thishyer country was the confounded impertinence of the lower classes. He was one of those men that nobody can help except with a club, he was that everlastingly obstinate and conceited.

Martin saw what was going to happen just as well as I did, and just before the flood struck his house I saw him trying to rig up a sort of steering gear by lashing a plank to one of the veranda posts. Then the flood, which came down like a wall six feet high, burst on

the house, and away it whirled. The Captain's steering oar wasn't of the least use, and before he went out of sight he dropped it and sat down on the railing of his veranda, with an arm around the post and his pipe in his mouth, as comfortable as you please. I watched him for the best part of a mile, and I couldn't see but what the house was doing very well, and that the chances were that it would bring up in some safe locality before reaching the Muskingum Falls, which are seventeen miles from here. 'Anyway,' I says to myself, 'here's an end of trespassing on my property and blocking up the public road, and an end of a mighty disagreeable neighbor.' The Sheriff, when he came the next day and found that there wasn't any work for him to do, said pretty much the same thing.

"What became of Capt. Martin? Well, his house floated ashore pretty nigh onto seventeen miles from here, and the Captain never so much as got his feet wet. When the water went down it left the house on the most valuable corner lot in West Antioch, just where the people had calculated to put up a new opera house. Of course, the owner of the lot made trouble for Martin, and Martin made trouble for him. There was no less than fifteen separate lawsuits going on at the same time between them, and the prospect was that they would both die of old age before the courts would find out who was in the right. Capt. Martin made an arrangement with a grocer in the town to heave in all his supplies through a window, and he loopholed the walls of his house and made it shotproof, and swore that he would never leave it alive. He never did, for one day he got so particularly mad that he had a stroke, and when the Coroner broke into the house a few days later he found Martin lying on the floor dead.

"Yes, sir, what with cyclones and cloudbursts and prairie fires and blizzards and such like, Northern Minnesota is a middling lively place. However, we folks that live here never

allows ourselves to worry over what may happen tomorrow, and then again, may not happen for the next twenty years. Besides, it would take a first-class cyclone or a tremendous big flood to move a house that is built so solid as this yer hotel is, so you needn't be afraid that you'll find yourself sailing through the air or floating down the Pomponoosuc—that is, so long as you pays your board regular, as I am free to say you always has done, and I presume you always will do."

#### The Debt We Owe to Liberty.

Shall we who in the mighty West  
Set foot upon a king's decrees  
Let vulture Spain hide in her nest  
The fair pearl of the Southern seas?

In self-h ease we watch the fight  
And say, "How fine their battle-rage!"  
Yet, lending nothing of our might,  
We forfeit our own heritage.

We mock the Briton's cautious plan  
Amid the Sultan's bloody work,  
But while we prate of love of man,  
May not the Spaniard match the Turk?

We praised Kossuth. Mazzini's name  
And Garibaldi's warmed like wine;  
Remembering them, 'tis to our shame  
We aid not Cuba's wavering line.

I know not whether black or white  
They be who strive to make her free;  
They seek the sun at darkest night  
And prove their right to liberty.

I know not whether white or black,  
Nor care, since Lincoln's strong arm caught  
The tried whittier o'er the bondsman's back,  
And a wronged people's freedom wrought.

A Latin people gave us aid  
And dared for us to break a lance;  
To Cuba let the debt be paid  
We owe to liberty and France.

Hark, the long Caribbean wave  
Moans on the island beach and dies;  
We, with our lion's strength to save,  
Feel the shame growing in our eyes.

No, we are not a coward land,  
A sword flash with our sympathy;  
Let us help rear, with practised hand,  
A new republic of the sea.

MEREDITH NICHOLSON.

## 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.



### How Bashful Blinker Lost His Typewriter.

W. J. Lampton in New York Sun.

How pretty she was as she sat with her shapely fingers dancing on the keyboard of her typewriter.

I think in the time to come when this shall have become the classic period for the future centuries, as the ancient Greek is the classic for us of this time, that, instead of the maiden with the distaff as we have, they will have the maiden at the type-writer, as one of the beautiful figures that make art everlasting.

Her eyes were so blue, her cheeks were so pink, and truly, her hair must have been transplanted from the banks of the Pactolus, whose shifting sands were crystals of pure gold.

The man sat near her dictating a letter.

On the window pane next to the street were the words "Hurford, Blinker & Co., Brokers," and the man dictating was the Blinker of the firm. He was also the Hurford and the Co., seeing that he had bought out everybody else, including the well-known name of the firm.

And what a man was Blinker—Haverhill Blinker. A bachelor of forty years' experience, a business man of large and increasing wealth, a calculating speculator, a good all 'round fellow, and among women the very prototype and synonym of bashfulness. To see him bow and smile to and at a lady when meeting her would have led the most critical to say he was a courtier of the courtiers, but if it became necessary for him to go beyond the bowing and smiling limit, life had no further charms for Haverhill Blinker. Strange to say, too, he was not always conscious of his weakness, and there were times when he really thought he was quite a ladies' man.

When he recovered from one of these latter attacks he was always surrounded by a large circle of sympathizing friends (male).

Until within six months he had never been able to persuade himself that the real and only way to accustom himself to the use of a woman's society was to employ a "lady type-writer," and then he did it because a relative of his, his aunt, in fact, in a neighboring town, had asked him as a special favor to help the daughter of an old school friend of hers, in sore distress, who was quite a skilled stenographer and type-writer. It was entirely beyond the comprehensibility of Mr. Blinker's aunt that Mrs. Blinker would give her employment, but the aunt thought he might know some one who had a place for her. Therefore, when he wrote to his aunt saying that he would give the young woman a place in his office at \$40 a month she was more than surprised—she was delighted, and sent the golden-haired daughter of her dear old school friend right over to her nephew.

The day she made her first appearance Mr. Blinker was out when she called about 11 o'clock, and the office boy and the clerk having insisted upon her remaining for a few minutes until Mr. Blinker should return, she sat down near the window and waited, never once noting the fact that the office boy and the clerk were each putting in every moment of his spare time watching her and wondering what the mischief business an angel right from heaven had with Mr. Blinker.

When Mr. Blinker finally appeared, and the office boy and the clerk collapsed, he hadn't the least idea who she was, and his heart began to pound so on the inside of him that he thought it was the janitor turning on more steam and shaking up the radiators in the office and halls. It was the very first time he had ever seen a woman in his office, and the experience was so entirely novel that for an instant he was speechless.

"Is this Mr. Blinker?" she enquired, rising to meet him as he came hesitatingly toward her.

"Yes'm," responded Mr. Blinker, feeling as if he were a schoolboy about to be licked for pasting a wet wad on the wall. "May I enquire to what I am

indebted for the honor of this visit, ma'am?"

Blinker would no more have made such an egregiously silly and stilted speech as that to a man than he would have tried to have told the truth in Chicago, but this was a woman, and Blinker was not responsible.

"Your aunt," said the visitor, with a roguish twinkle in her eye, but Blinker didn't see it any more than he saw profit in honest politics.

"I—I—I beg your pardon, ma'am," he stammered.

The very idea of his saying "Ma'am" to a girl like that! It would have been criminal if Mr. Blinker had been responsible.

Then she told him who she was; and the way Mr. Blinker began to assume airs and strut around as if he were a mighty potentate with a lot of subjects was as funny as it could be.

Now she had been with him six months, and he sat near her dictating a letter.

In the midst of it he stopped short.

He had been tempted to do this many times before. He had studied the matter thoroughly, as he thought, and having considered it in every light and deliberated upon it for many days, and having tried to accomplish the desired result by every means in his knowledge, he had at last determined to do this.

Therefore he stopped in the midst of it.

"I am very sorry, Miss Prince," he began, quite abruptly, and as if he wanted to get through with the disagreeable task in a hurry, "but I am afraid I shall have to lose you as my type-writer."

She clutched suddenly at the sides of the machine as if to support herself.

"W-w-h-y," she stammered with quivering lips, "why, Mr. Blinker, what have I done that I should be discharged without warning?"

"But I'm giving you warning," he said, half with bravado, half with apology. "You don't have to go right away."

"I do not want to go at all until I know why I am going," she argued. "This is all I have in the world, and I am entitled to know why I am unfitted for this."

"Oh, it isn't your fault, exactly," he went on evasively. "There are such things, you know, as misfortunes, which can scarcely be classed as faults. In your case, Miss Prince, your misfortune is that you are too pretty," and Mr. Blinker actually tucked his head to one side and simpered at her.

She had been suspicious for a long time, as most women are when they have their wits about them under circumstances similar to those surrounding Miss Prince and Mr. Blinker, and she almost smiled through the mist that was gathering in her eyes.

"You have always said, Mr. Blinker," she pleaded, "that you liked to see pretty things in your office."

He coughed nervously, uneasily. How many things he had said to her he did not know. How many more he wanted to say he did know. What he was now saying he did not know how he was ever going to finish.

"I know that," he admitted, "but sometimes, you know, my dear Miss Prince, a man cannot always have what he wants. As long as I was a bachelor, Miss Prince, I could do as I pleased, but I am to be married, at least I hope so, and you know a man's wife sometimes differs with him on what may seem to the world at large to be quite trivial points."

Married!

At one blow all her castles were thrown to the earth, with not so much as a corner standing to show that they had ever been other than crumbling ruins.

True, he had never said anything definitely to her, but there is so much more in what is never said, and daily out of the unspoken affinity which surely existed between these two congenial people the more foolish woman had constructed such hopes as women cherish to the end of time. That he had thought enough of her to warrant these

hopes, a thousand thousand wordless witnesses testified.

Now thus, in the very midst of the work that he had given to her to do for him, and that she loved to do because it was for him, the blow fell.

"Yes?" she responded to his statement, in the faint, pathetic questioning that fills a woman's voice when she is thus called upon to face her heart's doom, and her hands unconsciously sought to go on with her work.

"Yes, Miss Prince," he said, with no sound of sympathy in his voice, "and I am pretty sure my wife will not permit you to remain here as my typewriter. I may say," and he simpered again, "as my pretty typewriter."

She never so much as saw the simper, and in that far Mr. Blinker should have thanked his good fortune.

"I have thought the matter all over," he continued, "and I leave it to you as a fair-minded woman whether it is my duty to gain a wife and lose a typewriter, or vice versa?"

By this time she had recovered from the primary shock. She had even begun to wonder how he had ever mustered up sufficient courage to propose to the future Mrs. Blinker. She even went further, and made up her mind that the lady was a widow, and had used the traditional wiles of the widow on the unsuspecting and bashful Mr. Blinker.

"By all means, Mr. Blinker," she said coldly, "gain the wife. The world is full of type-writers, but it is not every day that a man can get a wife—at least such a wife as you deserve," and in spite of herself there was something soft in her tone that she did not want to be there.

Mr. Blinker noticed it, too, but he didn't stop to comment upon it.

"Good for you, Miss Prince," he laughed. "I knew you were a woman of sense."

She shrank as if she had been touched with a hot iron.

"Thank you, Mr. Blinker," she said. "Now, if you please, we will go on with our work."

It seemed as if a whole lifetime had passed since she had written the last word; and as she bent down over it, as if the better to see what it was, a tear fell upon the line.

This Mr. Blinker also observed, but said nothing, seeming to enjoy it.

"Before we do, Miss Prince," he said, "may I ask a favor at your hands—a promise?"

"What is it—yes," she answered.

Mr. Blinker braced himself. "That, if this woman whom I am soon to ask formally to be my wife," he said, "should refuse me, you will marry me."

For an instant the girl looked at him, then she rose to her feet, her eyes fairly blazing.

Mr. Blinker saw that the tigress was about to spring, and he was frightened.

"Wait, stop!" he exclaimed, holding up his hands as if to shield himself from the blow. "Hold on until I tell you who the woman is. It's you, Miss Prince—you—you—you! Won't you marry me? Will you be my wife?"

Haven't you always known I didn't care a darn for any woman on earth but you? Ruth, darling, don't look at me like that!"

Mr. Blinker was going all to pieces mentally and emotionally, and the young woman took pity on him, for it dawned upon her all at once that the more bashful a bachelor is the more ridiculous he is in love, and the only way to prevent a tender emotion from becoming ludicrous is to accept it on the spot.

Which she did, and Mr. Blinker never had another pretty typewriter.

### Haven't Struck This Section.

"There is," says the New York Retail Grocers' Advocate, "a gang of sharpers out among the grocers, trying to swindle them in a new manner. Two of them will walk into a store that is for sale and offer to buy it. One will make an offer and then go away apparently not ready to pay the price asked. The other will then remain or come back soon afterwards, introducing himself as an agent and asking a commission, if he should be successful in making the other man buy the store. The next day the pair will come back, making an offer which is accepted, and the buyer will give a check on account. After he has gone out of the store the alleged agent will take his commission, if he can get it. The check is n. g."

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

### Owosso Business Men's Association

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

### Jackson Retail Grocers' Association

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

### Alpena Business Men's Association

President, F. W. GLCHRIST; 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.

THE

# TRADESMAN

Reaches the buyer  
The buyer sells the goods---  
The goods you have to sell

The moral is plain—USE THE TRADESMAN,  
LARGEST PAID CIRCULATION.



# Commercial Travelers

## Michigan Knights of the Grip.

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

## Michigan Commercial Travelers' Association.

President, S. H. HART, Detroit; Secretary and Treasurer, D. MORRIS, Detroit.

## United Commercial Travelers of Michigan.

Chancellor H. U. MARKS, Detroit; Secretary, EDWIN HUDSON, Flint; Treasurer, GEO. A. REYNOLDS, Saginaw.

## Michigan Commercial Travelers' Mutual Accident Association.

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

## Lake Superior Commercial Travelers' Club.

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

## Gripsack Brigade.

E. H. POOLE, who formerly represented the Standard Oil Co., is now on the road for the Dingman Soap Co.

It is only a few years since the commercial traveler used to look at every competitor as an enemy. Organization and association have changed all this.

When Shakespeare said that "age does not wither nor custom stale the man hustling for business on the road."

Everybody wants a "sure thing" if he can get it, and therefore, in doing business, the commercial traveler likes to eliminate, as much as he can, the element of risk.

F. V. FREEMAN, for the past four years on the road in this State for the Chicago Rubber Clothing Co., of Racine, has engaged for 1897 with the World Manufacturing Co., of New York, taking the same territory as before.

The semi-monthly social party of Post E (Grand Rapids,) which was held at Imperial hall last Saturday evening, was well attended and proved to be one of the most enjoyable entertainments of the series. There were no sideshows and no elephants—just dancing and cardplaying. The next party will be held at the same place Saturday evening, Feb. 13.

Owosso Times: George W. Haskell, of this city, received notice on Tuesday of his appointment as one of the deputy food inspectors under the new State Food Commissioner, E. O. Grosvenor, of Monroe. No better man could have been found for this important work, and we predict Mr. Haskell will prove to be just the man for the position. His selection gives excellent satisfaction to the Republicans of the entire county. The salary is \$3 a day, with all expenses paid by the State.

"I was in the Upper Peninsula last week," remarked a well-known traveler, "and stopped for dinner in a sawmill village, where a hashery is conducted by the wife of one of the mill hands. The food is tough, and a meal usually comprises a dish of fried bacon, swimming in grease, yellow jaundice biscuits and boiled coffee, for which the modest landlady charges 'us drummers' half a dollar, while anyone else is asked to pony up but a quarter. On the wall in the place called the dining room hangs the motto: 'Feed my Lambs.' On this occasion, as I stepped in the dining room I met a Detroit salesman, who had just about finished his meal, and the disgust on his usually smiling countenance was plainly visible, as he

got up from the table and, taking out his well-filled wallet, asked the landlady 'How much?' 'Half a dollar, sir,' was the response. 'All right, madam,' said the Detroitier, 'but I would suggest to you one thing, and that it that you take down that motto up there and place one there instead reading, 'Shear My Lambs.' "

## The Cranks We Meet on the Road.

They say "it takes all kinds of people to make a world," and no one is in a better position to verify this adage than the commercial traveler.

The crank, like "the poor, we have with us always." There may be certain favored localities where he does not exist; if so, I am traveling in the wrong territory.

The worst crank we meet on the road is the "new man"—not new in the sense of the "new woman," but the young fellow who has just started out, filled with erratic and original theories of commercial and social problems, with an idea that he is the "real thing." How tired he makes us! He, perhaps, comes from a home of the plainest and most modest pretensions, yet no hotel is good enough for him. If he arrives at midnight, he kicks because the best room in the house has not been reserved for him and insists that the landlord should have anticipated his arrival; he keeps the bell boys on the jump; rattles the waiters and disgusts the guests generally. After a few trips he either braces up or is called in, and the place that knew him knows him no more.

While many of my best friends are among the hotel men, yet they are not always the genial, jovial, all-round good fellows they are pictured. I suppose reasonable allowance should be made for them, as the countless annoyances incident to their business must be enough to ruin the most angelic disposition. Often they seem to vent their spite upon us by making confirmed dyspeptics of us or by consigning us to a cold storage room, with an arrangement called a bed, which appears like a relic of barbarism left over from the Inquisition—a veritable rack of torture, conceived in a hotter place than the aforesaid room.

Lest I do him a seeming injustice in this enumeration of cranks, I must not ignore the "frosty" hotel clerk. How some of those fellows anticipate us with a glance if we presume to question them regarding the arrival or departure of a train! With what withering sarcasm we are informed that there is stationery in the writing room, if we so far forget ourselves as to enquire for paper at the office! With what a positive air he assures us that there is no mail for us, when subsequent investigation reveals a letter containing a long-looked-for check or, perhaps, a letter from our wife—if we are so fortunate as to possess that necessary adjunct to human happiness. These are but a few of the experiences we have all doubtless had with the individual referred to. While this sort of fellow is exceptional, yet none can deny his existence.

Probably the most common species of crank we meet is the cranky buyer. How amusing to witness the important and blase air of certain dealers in the smaller towns! I have observed that these things are governed by geometrical ratio—the more insignificant the town and the smaller the volume of business conducted, the greater the conceit and bombast of the buyer. I once

approached a buyer whose introductory salutation was, "Well, what the d—l do you want?" I informed him that I wanted him to try and be a gentleman, however painful the effort might be, and that if the experiment proved a success I would state my business on my next trip. Experience has taught me that it pays to be a gentleman; but when one encounters a case like the one cited, one is justified in adopting the other fellow's tactics.

Time and your patience would scarce permit of a more complete or comprehensive enumeration of the various forms of cranks we meet on the road. I do not wish to infer that all with whom I come in contact are cranks; on the contrary, I find comparatively few such. I have merely referred to a few freaks whom I have a dim recollection of having met in the course of my travels.

A traveling man must, of necessity, become something of a kicker himself. He seems to be a mark for everyone, and unless he has a full appreciation of what is due him, and insists upon his rights, he will be continually imposed upon.

In conclusion, let me suggest that we all start out on the new year with the idea of doing what we can by example and precept to minimize the number of cranks. Let us go forth with a firm belief in the universal brotherhood of man; let us practice toward mankind in general those virtues which appeal most strongly to our better selves; let us so govern our actions as to make the name of "drummer," as borne by us, a still greater honor in the future than it has ever been in the past!

JOHN J. BUSH.

## The New Officers Take Hold.

Flint, Feb. 1.—At a special meeting of the Board of Directors of the Michigan Knights of the Grip, held at Hotel Downey, Lansing, Saturday, Jan. 30, all the members were present.

The bonds of the Secretary and Treasurer were presented and accepted by the Finance Committee, and the books of the organization were turned over to the newly elected officers.

On motion, it was decided to hold the next annual convention at Kalamazoo on Dec. 28 and 29, 1897.

A vote of thanks was tendered Post H, of Port Huron, for its kind invitation to hold the next convention of the organization at that place.

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

Resolved, That the members of this Board hereby tender their heartfelt thanks to the retiring Secretary and Treasurer for the efficient manner in which they have discharged the duties devolving upon their respective offices and for the courtesy at all times extended to their fellow members.

The following bills were audited and an order drawn on the Treasurer for the payment of same:

Geo. F. Owen, salary.....	\$21 67
J. J. Frost, salary.....	5 55
A. F. Peake, attendance at Board Meeting....	4 10
F. M. Tyler, attendance at Board Meeting....	3 81
J. R. Wood, attendance at Board Meeting....	5 02
B. D. Palmer, attendance at Board Meeting....	4 51
Geo. F. Owen, attendance at Board Meeting..	3 95
Chas. L. Stevens, attendance at Board Meeting	5 36
F. R. Street, attendance at Board Meeting....	6 10
C. McNolty, attendance at Board Meeting....	2 23
D. C. Slaght, attendance at Board Meeting....	4 48

There being no further business, the meeting adjourned, to convene March 27, at the Downey House, Lansing.

DELL C. SLAGHT, Sec'y.

A well-known clergyman of Boston went to an eminent dentist of that city to get a new set of teeth made. In a few days the work was finished. The parson, who possessed a voice pitched in an almost feminine key, stepped up in front of a long mirror and began to grimace, opening his mouth wide so as to show his new teeth. Suddenly he burst out with the exclamation, "Jesus

Christ!" The dentist was a very religious man, and, not knowing that his patient was a clergyman, protested most vigorously when the exclamation was repeated two or three times even stronger than before, against what he considered blasphemy. The good dominie turned from the mirror in astonishment, and said, "My good friend, I'm not swearing. It's thirty years since I've been able to pronounce the name of my blessed Redeemer without whistling."

We could all be great men if we could be measured by the great things we intend to do to-morrow.

## FREE CHECK ROOM

*Wellington*

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

## NEW REPUBLIC

Reopened Nov. 25.  
FINEST HOTEL IN BAY CITY.

Steam heat,  
Electric Bells and Lighting throughout.  
Rates, \$1.50 to \$2.00.  
Cor. Saginaw and Fourth Sts.  
GEO. H. SCHINDHETT, Prop.

## Cutler House in New Hands.

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

## Commercial House

Iron Mountain, Mich.

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

\$2 per day. IRA A. BEAN, Prop.

## THE WIERENGO

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

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

## A CLEAN SHAVE

while you take a snooze is  
quickest acquired at

## FRED MARSH'S

barber shop in Wonderly  
Building, at Grand Rapids.

## COLUMBIAN TRANSFER COMPANY

CARRIAGES, BAGGAGE  
AND FREIGHT WAGONS

15 and 17 North Waterloo St.,  
Telephone 381-1 Grand Rapids.

BUSINESS  
*University*  
DETROIT, MICH.

Leading Business Training Institution of America. Is composed of five superior schools, viz: Business, Shorthand, English, Penmanship and Mechanical Drawing. 11-19 Wilcox St. W. F. Jewell, P. R. Spencer.

**BEST**

**10 CENTS**

**GREEN SEAL**

SELL THESE

**CIGARS**

and give customers good satisfaction.



## Drugs==Chemicals

### MICHIGAN STATE BOARD OF PHARMACY.

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

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

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

### MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

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

### The Drug Market.

Alcohol—Market for grain is unsettled and values are rather irregular, due to continued competition.

Alum—Only an average amount of business is going forward, but tone of the market is steady.

Balsams—Copaiba is decidedly strong and has advanced. Peru, dull.

Beans—Mexican vanilla in first hands are being steadily held. Tonka, no change as to the quiet condition of the market.

Bismuth Preparations—Manufacturers have marked up prices 40c per pound, the reason d'etre being cables from London announcing an advance of 50c in the metal. Some are inclined to the belief that the control of the metal is again in the hands of a syndicate and a further advance is anticipated.

Cassia Buds—Outlook is particularly encouraging, as demand is active and supplies are limited and firmly held, and cable advices from China report strong conditions there. Stocks in London and Hamburg, also, are said to be practically exhausted.

Castor Oil—Trading moderate, values steady.

Cocaine—Has declined 25c per ounce. Cream Tartar—Market firm.

Cubeb Berries—Market inactive but reasonably steady.

Essential Oils—An easier feeling characterizes anise. Copaiba is higher, in sympathy with the balsam. Cubeb has been again reduced. Lemongrass is firmer. Sanderson's lemon is lower. Also sassafras.

Flowers—Prime quality German chamomile are growing scarce. American saffron has met with a reduction.

Gelatine—All varieties are higher, due to the advance across the water.

Glycerine—No change to note in prices, but competition is still keen and the state of the market is more or less unsettled.

Gums—Asafoetida remains active in a speculative way, and some consumers are buying in anticipation of future wants. Camphor is again lower, by 2c per pound. Local refiners assign as the cause the peculiar course of foreign markets. But still, cables from London report an advance in crude. Fresh arrivals of England refined are being kept out of the market on advices from abroad. The situation is, to say the least, perplexing.

Juniper Berries—The bulk of the new crop is reported as rain-soaked, and the supply of prime quality is limited and quotations are firm.

Leaves—Short buchu remain strong, the tendency being upward, and the market is reported as active, with values firm. No change in prices of any of the

varieties of senna, but the market is quite active.

Mercurial Preparations—Manufacturers have advanced quotations, the higher markets for quicksilver being the cause.

Opium—Market depressed, owing to continued liberal receipts and small demand, and values are lower.

Quicksilver—Higher prices abroad have influenced a firmer market here and quotations have advanced.

Quinine—Has been reduced 3c per ounce by all manufacturers.

Roots—Tame as to general market and there are no mentionable changes in values. Supply of Mexican sarsaparilla is abundant and the market is easy. German dandelion is marked by an absence of offerings. Jalap is quiet. Ipecac is slow of sale at the recent reduction.

Seeds—All varieties of canary are exceedingly dull and nominally steady. Cables report Dutch caraway as slightly firmer as regards primary markets and spot quotations are steady. Supplies of Russian hemp are abundant and prices are a shade lower. Millet is also a trifle lower. Mustard, all varieties quiet. Rape is a degree higher.

Sponges—Market quiet.

### Carelessness in Handling Medicines.

From the Pharmaceutical Era.

A Baltimore druggist has got himself into a peck of trouble by prescribing for a woman who complained of her poor appetite. After listening to her symptoms he gave her a box of pills containing pepsin, quinine, iron and nux vomica, which she took home and placed on the diningroom mantel. Her baby boy got hold of the box, swallowed the pills and in less than twenty minutes was dead.

The Baltimore newspapers have opened the vials of their abuse upon the druggist, but it would seem to us that in this case the mother was to blame. It is true that the State law prohibits a druggist, unless he is a graduate of medicine, from prescribing for a patient, and this is as it should be. The trouble arises when we come to define prescribing. It is unreasonable to suppose that people are going to pay a doctor every time they have an ordinary cold or a sick headache. It is equally unreasonable to debar a druggist from giving advice as to what medicine a sufferer from such trifling ailments shall take.

That the pills contained poison does not, to our way of thinking, prejudice the druggist's case one whit. It is not his business to find out whether the customers have children or not and warn them accordingly. In a general sense all medicines, even food, are poisons if taken to undue extent. Suppose that the child had drunk the contents of a bottle of eau de cologne and had succumbed thereto, would the druggist who sold the bottle be responsible for the death because he had not warned the mother that eau de cologne was not the best thing in the world for infants in arms? And, if not, why not?

No, the blame for this lamentable accident is clearly attributable to the careless habit of so many households in the keeping of medicines. It is a safe wager that if the box of pills had been furnished with all the blazonry of skull and crossbones in red, it would still have been put on the diningroom mantel within easy reach of the children.

There is really nothing noteworthy in this Baltimore tragedy except inasmuch as it tends to lend force to a homily so often preached, so little listened to, that just alluded to. Every day in the year, in thousands of households all over the country, dangerous medicines are placed on the "diningroom mantel," as it were, within easy reach of the children. It is a matter of wonderment that more tragedies of the kind to which we have made reference do not occur. All the same, there are far too many, and all the more pitiful because so easily preventable. But the way to prevent them is not by pounding the druggist. Reform the families.

### Proposed Draft of Measure Amending the State Peddling Law.

Section 1. The People of the State of Michigan enact, That it shall not be lawful for any person to engage in the business of hawking, peddling or pawnbrokerage by going about from door to door or from place to place or from any stand, cart, vehicle or in any other manner in the public streets, highways or in or upon the wharves, docks, open places or spaces, public grounds or public buildings in any township in this State without first having obtained from the township board of the township where such business is to be carried on a license therefor.

Sec. 2. It shall be the duty of the township board of every township of the State, immediately after this act shall take effect, to fix the amount of such license, which shall not in any case exceed the sum of one hundred dollars or be less than ten dollars.

Sec. 3. The actions of the township board in fixing the amount of such license shall be by resolution, which shall be spread at length upon the records of the proceedings of the board and the same may be annulled or amended by resolution of the township board, passed at any subsequent meeting thereof and spread at length upon the records of its proceedings: Provided, That such resolutions, or any resolution, annulling or amending the same shall not take effect until twenty days after a written or printed copy of the same shall have been posted in five of the most public places in the township. The person or persons posting copies of any such resolution shall make and file with the township clerk proof by affidavit of the fact of such posting. And in all suits, actions and proceedings where the passage of any such resolution by the township board, or the posting of copies thereof as above provided, shall come in question, a copy of such resolution, and of such affidavit, certified under the hand of the township clerk, shall be prima facie evidence of the due passage of such resolution and of the posting of copies thereof.

Sec. 4. Licenses granted under this act shall not be transferable, and shall expire on the first Monday of May next after the granting thereof. Every person to whom a license shall be issued under this act shall give a bond in the sum of fifty dollars with two sufficient sureties to be approved by the township board, conditioned that he will carry on said business in a quiet and orderly manner, and that he will faithfully observe all the laws of this State and the rules, regulations and ordinances of the township or village where his business shall be carried on, in relation to said business.

Sec. 5. All sums received for licenses granted under authority of this act shall be paid into the township treasury of the township granting the license, to the credit of the contingent fund.

Sec. 6. Every person who shall be found traveling and trading, or soliciting trade, contrary to the provisions of this act, or without the license required by any resolution of any township board passed in pursuance thereof, or contrary to the terms of any license that may have been granted to him as a hawker, peddler or pawnbroker, shall be deemed guilty of a misdemeanor, and upon conviction thereof before any court of competent jurisdiction, shall be punished by a fine of not more than fifty dollars and costs of prosecution, or by imprisonment in the county jail for a period not exceeding three months, or by both such fine and imprisonment, in the discretion of the court before which the conviction may be had.

Sec. 7. It shall be the duty of the supervisor of each township in this State to see that this act is enforced and in case of any violation thereof to immediately notify the prosecuting attorney of the proper county and take all proper steps for the prosecution of the offender.

Sec. 8. Nothing contained in this act shall be construed to prevent any manufacturer, farmer, mechanic or nurseryman residing in this State from selling his work or production by sample or otherwise, without license, nor shall any wholesale merchant having a regular place of business in this State be prevented by anything herein contained from selling to dealers by sample, without license, but no merchant shall be allowed to peddle, or to employ others to peddle, goods not his own manufacture, without the license provided for in this chapter.

Sec. 9. All acts or parts of acts inconsistent with the provisions of this act are hereby repealed.

### Plenty of California Honey.

A great honey-producing country like Southern California is never entirely drained of its honey. Many of the trade supposed that, owing to a total failure of the crop this past season, good honey would be scarce and command a higher price. But small lots keep coming forward, which shows that considerable honey is held over every year. It would require several total failures to strip the market of honey, or to even advance the price.

There is a mighty change already in motion as to the methods of retailing merchandise, and it begins to look as though the merchant with a specialty would enjoy his own again. Time, the great regulator, has set a new pace, and the wheels of progress, now already in motion, will smooth out the obstructions in the commercial highway of the small but deserving retailer.

### PATENT MEDICINES

Order your patent medicines from

PECK BROS.



### GOVERNOR YATES.

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

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

Regalia Conchas,	4 1/2 inch,	\$58.00 M.
Rothschilds,	4 1/2 inch,	65.00 M.
Napoleons,	5 1/2 inch,	70.00 M.

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

Morrison, Plummer & Co.

200 TO 206 RANDOLPH ST.,

CHICAGO.

## "MASTER" "YUMA"

The best 5 cent cigars ever made. Sold by

BEST & RUSSELL CO., CHICAGO.

Represented in Michigan by J. A. GONZALEZ, Grand Rapids.



## WHOLESALE PRICE CURRENT.

Advanced—Balsam Copaiba, Oil Copaiba, Bi-muh, Mercurials.  
Declined—Gum Camphor, Gum Opium, Oil Orange Oil Lemon, Oil Cubebe, Oil Sassafras, Co-  
caine, Saff on Quinine, Alcohol Linseed Oil

Acidum		Conium Mac.		Sella Co.	
Aceticum.....	80 10	Copaiba.....	1 20 1 30	Tolutan.....	50
Benzolcum, German	75 80	Cubebe.....	90 1 00	Prunus virg.....	50
Boric.....	15	Exechthitos.....	1 20 1 30	Tinctures	
Carbolicum.....	27 39	Erigeron.....	1 20 1 30	Aconitum Napellis R	60
Citricum.....	44 46	Gaultheria.....	1 50 1 60	Aconitum Napellis F	50
Hydrochlor.....	30 5	Geranium, ounce.....	75	Aloes.....	50
Nitrosum.....	80 10	Gorapill, Sem. gal.....	50 60	Aloes and Myrrh.....	60
Oxalicum.....	100 12	Hedeoma.....	1 0 1 10	Arnica.....	60
Phosphoricum, dil.....	15	Junipera.....	1 50 2 00	Assafetida.....	60
Salicylicum.....	45 50	Lavendula.....	9 2 0 00	Atrope Belladonna.....	50
Sulphuricum.....	13 5	Limonia.....	1 2 1 40	Aurant Cortex.....	50
Tannicum.....	1 40 1 60	Mentha Piper.....	1 6 2 20	Benzoin Co.....	50
Tartaricum.....	34 36	Mentha Verid.....	2 65 2 75	Benzoin Co.....	50
Ammonia		Morruha, gal.....	1 90 2 00	Barosma.....	50
Aqua, 16 deg.....	4 6	Myrica.....	4 00 4 50	Cantharides.....	75
Aqua, 30 deg.....	6 8	Olive.....	75 3 00	Capsicum.....	75
Carbonas.....	12 14	Picea Liquida.....	100 12	Cardamon.....	75
Chloridum.....	12 14	Picea Liquida, gal.....	99 35	Cardamon Co.....	75
Aniline		Ricin.....	99 1 00	Castor.....	1 00
Black.....	2 00 2 25	Rosmarini.....	6 50 8 50	Catechu.....	50
Brown.....	80 1 00	Rose, ounce.....	6 50 8 50	Cinchona.....	50
Red.....	45 50	Succini.....	40 45	Cinchona Co.....	60
Yellow.....	2 50 3 00	Sabina.....	90 1 00	Columba.....	50
Bacca		Santal.....	2 50 7 00	Cubeba.....	50
Cubee..... po. 18	13 15	Sassafras.....	55 60	Cassia Acutifol Co	50
Juniperus.....	6 8	Sinapis, ess., ounce.....	40 65	Digitalis.....	50
Xanthoxylum.....	25 30	Tigili.....	1 40 1 5	Ergot.....	50
Balsamum		Thyme.....	40 50	Ferri Chloridum.....	35
Copaiba.....	75 80	Theobromas.....	150 20	Gentian.....	50
Peru.....	2 60	Potassium		Gentian Co.....	60
Terabin, Canada.....	40 45	Bi-Barb.....	150 18	Gulaca.....	50
Tolutan.....	65 75	Bichromate.....	130 15	Guaca ammon.....	60
Cortex		Bromide.....	48 51	Hysocamus.....	75
Abies, Canadian.....	18	Chlorate..... po. 17@19c	120 15	Iodine.....	75
Cassia.....	12	Cyanide.....	160 18	Iodine, colorless.....	75
Cinchona Flava.....	18	Iodide.....	2 90 3 00	Kino.....	50
Euonymus atropurp.....	30	Potassa, Bitart, pure.....	27 30	Lobelia.....	50
Myrica Cerifera, po.....	20	Potassa, Bitart, com.....	15 15	Myrrh.....	50
Prunus Virgini.....	12	Potass Nitras, opt.....	80 10	Nux Vomica.....	75
Quillala, gr'd.....	12	Potass Nitras.....	70 9	Opil.....	50
Sassafras..... po. 18	12	Prussiate.....	25 28	Opil, camphorated.....	50
Ulmus..... po. 15, gr'd	15	Sulphate po.....	150 18	Opil, deodorized.....	50
Extractum		Radix		Quassia.....	50
Glycyrrhiza Glabra.....	24 25	Aconitum.....	20 25	Rhatany.....	50
Glycyrrhiza, po.....	28 30	Althae.....	22 25	Rhel.....	50
Hematox, 15 lb box.....	11 12	Anchusa.....	120 15	Sanguinaria.....	50
Hemat x 18.....	13 14	Arum po.....	25 25	Serpentaria.....	50
Hematox, 1/4s.....	14 15	Calamus.....	20 40	Stromonium.....	60
Hematox, 1/4s.....	16 17	Gentiana..... po. 15	120 15	Tolutan.....	60
Ferru		Glycyrrhiza..... pv. 15	160 18	Valerian.....	50
Carbonate Precip.....	15	Hydrastis Canad.....	40 35	Veratrum Veride.....	50
Citrate and Quinia.....	2 25	Hydrastis Canad.....	40 35	Zingiber.....	20
Citrate Soluble.....	80	Hellebore, Alba, po.....	150 20	Miscellaneous	
Ferrocyanidum Sol.....	15	Ipecac..... po. 17@19c	150 20	Ether, Spts. Nit. 3 F	30 35
Solut. Chloride.....	2	Iris plox..... po. 35@38	35 40	Ether, Spts. Nit. 4 F	34 38
Sulphate, com'l.....	35	Jalapa, pr.....	40 45	Alumen.....	24 3
Sulphate, com'l, by	35	Maranta, 1/4s.....	40 45	Alumen, gro'd. po. 7	30 4
bbl, per cwt.....	35	Podophyllum, po.....	22 25	Annatto.....	40 50
Sulphate, pure.....	7	Rhel.....	75 100	Antimoni, po.....	40 5
Flora		Rhel, cut.....	1 25	Antimoni et PotassT	55 60
Arnica.....	12 14	Rhel, pv.....	75 135	Antipyrin.....	1 40
Anthemis.....	18 25	Singelia.....	35 38	Antifebrin.....	10 15
Matricaria.....	25 30	Sanguinaria..... po. 30	35 38	Argenti Nitras, oz.....	55
Folia		Serpentaria.....	30 35	Bismuth S. N.....	100 1
Barosma.....	15 20	Senega.....	40 45	Bismuth S. N.....	1 40 1 50
Cassia Acutifol, Tin- nevely.....	18 25	Similax, officinalis H	40 45	Calcium Chlor., 1s.....	10 9
Cassia Acutifol, Alx.....	25 30	Smilax, M.....	40 45	Calcium Chlor., 1/4s.....	10 9
Salvia officinalis, 1/4s and 1/4s.....	13 20	Symlocarpus, Foeti- dus, po.....	100 12	Calcium Chlor., 1/4s.....	10 9
Ura Ursi.....	80 10	Valeriana, Eng. po. 30	150 20	Cantharides, Rus.....	75
Gummi		Valeriana, German.....	120 16	Capsici Fructus, af.....	15
Acacia, 1st picked.....	65	Zingiber j.....	25 27	Capsici Fructus, po.....	15
Acacia, 2d picked.....	45	Semen		Capsici Fructus, po.....	15
Acacia, 3d picked.....	35	Anisum..... po. 15	12 12	Caryophyllus..... po. 15	100 12
Acacia, sifted sorts.....	28	Apium (graveleons).....	130 15	Carmine, No. 40.....	3 7
Acacia, po.....	60 80	Bird, 1s.....	40 6	Cera Alba, S. & F.....	50 55
Aloe, Barb. po. 20@28	14 18	Carul..... po. 18	100 12	Cera Flava.....	40 42
Aloe, Cape..... po. 15	12	Cardamon.....	1 25 1 75	Cocculus.....	27
Aloe, Socotri..... po. 40	30	Coriandrum.....	80 10	Cassia Fructus.....	40 42
Ammoniac.....	55 60	Cannabis Sativa.....	34 4	Centraria.....	10 11
Assafetida..... po. 30	22 25	Cydonium.....	75 100	Cetaceum.....	45
Benzoinum.....	50 55	Chenopodium.....	100 12	Chloroform.....	60 65
Catechu, 1s.....	13	Diplex Odrate.....	2 90 3 00	Chloroform, squibbs.....	1 15 1 30
Catechu, 1/4s.....	14	Feniculum.....	10 10	Chloral Hyd Crst.....	20 25
Catechu, 1/4s.....	16	Fenugreek, po.....	70 9	Chondrus.....	20 25
Camphore.....	42 48	Lini, gr'd..... bbl. 2 1/2	34 4	Cinchonidine, P. & W.....	20 25
Euphorbium..... po. 35	10	Lobelia.....	35 40	Cinchonidine, Germ.....	15 22
Galbanum.....	1 00	Phalaris Canarian.....	34 4	Cocaine.....	3 55 3 75
Gamboge po.....	65 70	Rapa.....	4 1/2 5	Corks, list, dis. pr. ct.....	65
Guaiacum..... po. 35	40	Sinapis Albu.....	70 8	Croosotum.....	2 2
Kino..... po. \$4.00	4 00	Sinapis Nigra.....	110 12	Creta.....	2 2
Mastic.....	60	Spiritus		Creta, prep.....	5 5
Myrrh..... po. 45	40	Frumenti, W. D. Co.....	2 00 2 50	Creta, precip.....	90 11
Opil..... po. \$3.30@3.50	2 30 2 40	Frumenti, D. F. R.....	2 00 2 25	Creta, Rubra.....	30 35
Shellac.....	40 45	Frumenti.....	1 25 1 50	Crocus.....	30 35
Shellac, bleached.....	40 45	Juniperis Co. O. T.....	1 25 1 50	Cudbear.....	24 24
Tragacanth.....	50 80	Juniperis Co.....	1 25 1 50	Cupri Sulph.....	50 6
Herba		Saacharum N. E.....	1 90 2 10	Dextrine.....	100 12
Absinthium..... oz. pkg	25	Spt. Vini Galli.....	1 75 6 50	Ether Sulph.....	75 90
Eupatorium..... oz. pkg	20	Vini Oporto.....	1 25 2 00	Emery, all numbers.....	8 8
Lobelia..... oz. pkg	20	Vini Alba.....	1 25 2 00	Emery, po.....	30 35
Majorum..... oz. pkg	28	Sponges		Erkrota..... po. 40	120 15
Mentha Pip..... oz. pkg	23	Florida sheeps' wool	2 50 2 75	Galla.....	20 25
Mentha Vir..... oz. pkg	23	Nassau sheeps' wool	2 50 2 75	Gambier.....	80 9
Rue..... oz. pkg	23	carriage.....	2 50 2 75	Gelatin, Cooper.....	60 60
Tanacetum..... oz. pkg	23	carriage.....	2 50 2 75	Gelatin, French.....	35 60
Thymus, V..... oz. pkg	23	Velvet extra sheeps' wool, carriage.....	2 50 2 75	Glassware, flint, box.....	60, 100 10
Magnesia		Extra yellow sheeps' wool, carriage.....	2 50 2 75	Less than box.....	60 60
Calcined, Pat.....	55 60	wool, carriage.....	2 50 2 75	Glue, brown.....	90 1
Carbonate, Pat.....	20 22	wool, carriage.....	2 50 2 75	Glue, white.....	130 25
Carbonate, K. & M.....	20 22	wool, carriage.....	2 50 2 75	Glycerina.....	190 26
Carbonate, Jennings	35 36	wool, carriage.....	2 50 2 75	Grana Paradisi.....	15
Oleum		wool, carriage.....	2 50 2 75	Humulus.....	25 55
Absinthium..... 3 25 3 50	3 50	wool, carriage.....	2 50 2 75	Hydraag Chlor Mite.....	77
Amygdale, Dulc.....	30 50	wool, carriage.....	2 50 2 75	Hydraag Chlor Cor.....	67
Amygdale, Amara.....	8 00 8 25	wool, carriage.....	2 50 2 75	Hydraag Ox Rub'm.....	87
Anisi.....	2 20 2 30	wool, carriage.....	2 50 2 75	Hydraag Ammoniat.....	97
Aurant Cortex.....	2 00 2 20	wool, carriage.....	2 50 2 75	Hydraag Unguentum.....	45 55
Bergamli.....	2 20 2 30	wool, carriage.....	2 50 2 75	Hydrargyrum.....	60
Caliput.....	75 80	wool, carriage.....	2 50 2 75	Ichthyobolla, Am.....	1 25 1 50
Caryophyll.....	53 58	wool, carriage.....	2 50 2 75	Indigo.....	75 80
Cedar.....	35 40	wool, carriage.....	2 50 2 75	Iodine, Resubi.....	3 80 3 90
Chenopadi.....	2 25 2 50	wool, carriage.....	2 50 2 75	Iodoform.....	4 70
Cinnamoni.....	2 25 2 50	wool, carriage.....	2 50 2 75	Lupulin.....	2 25
Citronella.....	2 25 2 50	wool, carriage.....	2 50 2 75	Lycopodium.....	50 55

Morphia, S.P. & W.....	1 75 2 00	Sinapis.....	18	Linseed, pure raw.....	28 30
Morphia, S.N.Y. & C. Co.....	1 65 1 90	Sinapis, opt.....	30	Linseed, boiled.....	30 33
Moschus Canton.....	40	Snuff, Maccaboy, De Voes.....	34	Neatsfoot, winter str.....	65 70
Myristica, No. 1.....	65 80	Snuff, Scotch, DeVo's.....	34	Spirits Turpentine.....	33 38
Nux Vomica..... po. 20	150 18	Soda Boras.....	6 8 8	Paints	
Os Sepia.....	150 18	Soda et Potass Tart.....	1 1/2 2 28	Red Venetian.....	1 1/2 2 28
Pepsin Saac, H. & P. D. Co.....	1 00	Soda, Carb.....	3 1/2 4	Ochre, yellow Mars.....	1 1/2 2 28
Pieis Liq. N.N. 1/2 gal. doz.....	2 00	Soda, Bi-Carb.....	3 1/2 4	Ochre, yellow Ber.....	1 1/2 2 28
Pieis Liq., quarts.....	2 00	Soda, Sulphas.....	3 1/2 4	Putty, commercial.....	2 1/2 2 1/2
Pieis Liq., pints.....	2 00	Spts. Cologne.....	2 20	Putty, strictly pure.....	2 1/2 2 1/2
Pil Hydrarg..... po. 80	2 00	Spts. Ether Co.....	50 55	Vermilion, Prime.....	130 15
Piper Nigra..... po. 22	2 00	Spt Myrcia Dom.....	2 37	Vermilion, English.....	70 75
Pilx Burgun..... po. 35	2 00	Spts. Vini Rect. bbl.....	2 42	Green, Paris.....	13 1/2 19
Plumbi Acet.....	100 12	Spts. Vini Rect. 1/2 bbl.....	2 42	Green, Peninsular.....	13 1/2 16
Pulvis Ipecac et Opil.....	1 10 1 20	Spts. Vini Rect. 10 gal.....	2 45	Lead, Red.....	5 1/2 5 1/2
Pyrethrum, boxes H. & P. D. Co., doz.....	1 25	Spts. Vini Rect. 5 gal.....	2 47	Lead, white.....	5 1/2 5 1/2
Pyrethrum, pv.....	30 33	Less 5c gal. cash 10 d.....	1 45	Whiting, white Span.....	70 70
Quassia.....	80 10	Sulphur, subl.....	2 1/2 3	Whiting, gliders.....	70 70
Quinia, S. P. & W.....	2 1/2 29	Sulphur, Roll.....	2 1/2 3	White, Paris Amer.....	1 00
Quinia, S. German.....	1 1/2 29	Tamarinds.....	8 10	Whiting, Paris Eng.....	1 40
Quinia, N. Y.....	2 1/2 27	Tereenth Venice.....	2 30	Universal Prepared.....	1 00 1 15
Rubia Tincturum.....	120 14	Theobromae.....	42 45	Varnishes	
Saccharum Lactis pv.....	24 26	Vanilla.....	9 00 16 00	No. 1 Turp Coach.....	1 10 1 20
Salacin.....	3 00 3 10	Zinci Sulph.....	70 8	Extra Turp.....	1 60 1 70
Sanguis Draconis.....	40 50	Oils		Coach Body.....	2 75 3 00
Sapo, W.....	12 14	Whale, winter.....	70 70	No. 1 Turp Furn.....	1 00 1 10
Sapo, M.....	10 12	Lard, extra.....	40 45	Extra Turk Damar.....	1 50 1 60
Sapo, G.....	15	Lard, No. 1.....	35 40	Jap. Dryer, No. 1 Turp.....	70 75
Siedlitz Mixture.....	20 22				

We manufacture

## Essence Pepsin

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

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

De Boe's Soluble  
Elixir Flavoring

For making a brilliant simple elixir with-  
out the trouble of filtering. Full directions  
on each package.

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

Soluble Extracts  
Lemon and Orange

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

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

Syrup Hydriodic  
Acid U. S. P.

And the 2% Syrup.

This Syrup will be found to possess all the  
alterative effects of the preparations con-  
taining 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.

Hazeltime & 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.

<b>AXLE GREASE.</b> doz. gross Aurora.....55 6 00 Castor Oil.....60 7 00 Diamond.....50 5 50 Frager's.....75 9 00 IXL Golden, tin boxes 75 9 00 Mica.....70 8 00 Paragon.....55 6 00 <b>BAKING POWDER.</b> <b>Absolute.</b> 1 lb cans doz.....45 1 lb cans doz.....85 1 lb cans doz.....1 50 <b>Acme.</b> 1 lb cans 3 doz.....45 1 lb cans 3 doz.....75 1 lb cans 1 doz.....1 00 Bulk.....10 <b>Ei Purity.</b> 1 lb cans per doz.....75 1 lb cans per doz.....1 20 1 lb cans per doz.....2 00 <b>Home.</b> 1 lb cans 4 doz case.....35 1 lb cans 4 doz case.....55 1 lb cans 2 doz case.....90 <b>JAXON</b> 1 lb cans, 4 doz case.....45 1 lb cans, 4 doz case.....85 1 lb cans, 2 doz case.....1 00 <b>Our Leader.</b> 1 lb cans.....45 1 lb cans.....75 1 lb cans.....1 50 <b>Peerless.</b> 1 lb cans.....85 <b>BASKETS.</b>  Standard Bushel.....1 25 Extra Bushel.....1 75 Market.....30 1/2 bushel, bamboo de'ry. 3 50 1/2 bushel, bamboo de'ry. 4 00 1 bushel, bamboo de'ry. 5 00 Iron strapped, 50c extra. Diamond Clothes, 30x16.....2 50 Braided Split, 30x16.....4 00 <b>BATH BRICK.</b> American.....70 English.....80 <b>BLUING.</b> <b>CONDENSED PEARL BLUING</b> 1 doz. Counter Boxes.....40 12 doz. Cases, per gro. 4 50 <b>BRONZES.</b> No. 1 Carpet.....1 90 No. 2 Carpet.....1 75 No. 3 Carpet.....1 50 No. 4 Carpet.....1 15 Parlor Gem.....2 00 Common Whisk.....70 Fancy Whisk.....80 Warehouse.....2 25 <b>CAKE FROSTING.</b> Nacretin, per doz.....2 40 Two doz. in case assorted flavors—lemon, vanilla and rose. <b>CANDLES.</b> 8s.....7 16s.....8 Paraffine.....8 <b>CANNED GOODS.</b> <b>Plantowoc Peas.</b> Lakeside Marrowfat.....1 00 Lakeside E. J.....1 30 Lakeside, Cham. of Eng. 1 40 Lakeside, Gem, Ex. Sifted. 1 65 <b>CHOCOLATE.</b> Walter Baker & Co.'s. German Sweet.....22 Premium.....31 Breakfast Cocoa.....42 <b>CLOTHES LINES.</b> Cotton, 40 ft. per doz.....1 00 Cotton, 50 ft. per doz.....1 20 Cotton, 60 ft. per doz.....1 40 Cotton, 70 ft. per doz.....1 60 Cotton, 80 ft. per doz.....1 80 Jute, 60 ft. per doz.....80 Jute, 72 ft. per doz.....95	<b>CHEESE.</b> Acme.....10 1/2 Amboy.....10 1/2 Gold Medal.....10 1/2 Ideal.....10 1/2 Jersey.....10 1/2 Lenawee.....9 1/2 Oakland County.....11 Riverside.....11 Springdale.....10 1/2 Edam.....7 1/2 Leiden.....19 Limburger.....15 Pineapple.....60 95 Sap Sago.....20 <b>Chicory.</b> Bulk.....5 Red.....7 <b>CATSUP.</b> Columbia, pints.....4 25 Columbia, 1/2 pints.....2 50 <b>CLOTHES PINS.</b> 5 gross boxes.....45 <b>COCOA SHELLS.</b> 20 lb bags.....2 1/4 Less quantity.....3 Pound packages.....4 <b>CREAM TARTAR.</b> Strictly Pure, wooden boxes. 35 Strictly Pure, tin boxes.....37 <b>COFFEE.</b> <b>Green.</b> <b>Rio.</b> Fair.....17 Good.....18 Prime.....19 Golden.....20 Peaberry.....22 <b>Santos.</b> Fair.....19 Good.....20 Prime.....22 Peaberry.....23 <b>Mexican and Guatemala.</b> Fair.....21 Good.....22 500 books.....10 00 Fancy.....24 <b>Maracaibo.</b> Prime.....23 Milled.....24 <b>Java.</b> Interior.....25 Private Growth.....27 Mandehling.....28 <b>Mocha.</b> Imitation.....25 Arabian.....28 <b>Roasted.</b> Clark-Jewell-Wells Co.'s Brands Fifth Avenue.....30 Jewell's Arabian Mocha.....31 Wells' Mocha and Java.....28 Wells' Perfection Java.....28 Saneabo.....23 1/4 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 <b>Package.</b> 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 <b>Extract.</b> Valley City 1/2 gross.....75 Felix 1/2 gross.....1 15 Hummel's foil 1/2 gross.....85 Hummel's tin 1/2 gross.....1 45 <b>Knapp Malt Coffee.</b> 1 lb. packages, 50 lb. cases 9 1 lb. packages, 100 lb. cases 9 <b>CONDENSED MILK.</b> 4 doz in case. Gail Borden Eagle.....6 75 Crown.....6 25 Daisy.....5 75 Champion.....4 50 Magnolia.....4 25 Challenge.....3 50 Dime.....3 35	<b>COUPON BOOKS.</b>   <b>Tradesman Grade.</b> 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 <b>Economic Grade.</b> 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  <b>Universal Grade.</b> 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 <b>Coupon Pass Books.</b> 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 <b>Credit Checks.</b> 500, any one denom'n.....3 00 1000, any one denom'n.....5 00 2000, any one denom'n.....8 00 Steel punch.....75 <b>DRIED FRUITS—DOMESTIC</b> <b>Apples.</b> Sundried.....@ 3 Evaporated 50 lb boxes.....@ 4 <b>California Fruits.</b> Apricots.....11 1/2 @ Blackberries.....6 @ Nectarines.....7 1/2 @ Peaches.....7 1/2 @ Pears.....@ Pitted Cherries.....@ Prunelles.....@ Raspberries.....@ <b>California Prunes.</b> 100-120 25 lb boxes.....@ 90-100 25 lb boxes.....@ 4 1/4 80-90 25 lb boxes.....@ 4 1/2 70-80 25 lb boxes.....@ 5 1/4 60-70 25 lb boxes.....@ 6 50-60 25 lb boxes.....@ 6 1/4 40-50 25 lb boxes.....@ 7 1/4 30-40 25 lb boxes.....@ 1/2 cent less in bags <b>Raisins.</b> London Layers 3 Crown.....1 60 London Layers 5 Crown.....2 50 Dehesias.....3 50 Loose Muscatels 2 Crown.....5 1/4 Loose Muscatels 3 Crown.....6 1/4 Loose Muscatels 4 Crown.....7 1/4 <b>FOREIGN.</b> <b>Currants.</b> Patras bbls.....@ 4 1/4 Vostizzas 50 lb cases.....@ 4 1/2 Cleaned, bulk.....@ 5 1/4 Cleaned, packages.....@ 6 <b>Peel.</b> Citron American 10 lb bx @14 Lemon American 10 lb bx @12 Orange American 10 lb bx @12 <b>Raisins.</b> Ondura 28 lb boxes.....@ 7 1/4 Sultana 1 Crown.....@ 8 1/2 Sultana 2 Crown.....@ 9 Sultana 3 Crown.....@ 9 1/4 Sultana 4 Crown.....@ 9 1/2 Sultana 5 Crown.....@ 10 1/4	<b>FARINACEOUS GOODS.</b> <b>Farina.</b> Bulk.....3 <b>Grits.</b> Walsh-DeRoo Co.'s.....2 25 <b>Hominy.</b> Barrels.....3 25 Flake, 50 lb. drums.....1 50 <b>Lima Beans.</b> Dried.....3 1/2 <b>Macaroni and Vermicelli.</b> Domestic, 10 lb. box.....60 Imported, 25 lb. box.....2 50 <b>Pearl Barley.</b> Common.....1 1/4 Chester.....2 Empire.....2 1/2 <b>Peas.</b> Green, bu.....80 Split, per lb.....2 1/2 <b>Roller Oats.</b> Rolled Avena, bbl.....3 75 Monarch, bbl.....3 25 Monarch, 1/2 bbl.....1 75 Private brands, bbl.....3 00 Private brands, 1/2 bbl.....1 63 Quaker, cases.....3 20 <b>Sago.</b> German.....4 East India.....3 1/2 <b>Wheat.</b> Cracked, bulk.....3 24 2 lb packages.....2 40 <b>Fish.</b> <b>Cod.</b> Georges cured.....@ 4 Georges genuine.....@ 4 1/2 Georges selected.....@ 5 Strips or bricks.....5 @ 8 <b>Halibut.</b> Chunks.....10 Strips.....9 <b>Herring.</b> Holland white hoops keg.....60 Holland white hoops bbl.....8 00 Norwegian.....2 50 Round 100 lbs.....1 30 Round 40 lbs.....14 <b>Flackerel.</b> 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.....53 <b>Sardines.</b> Russian kegs.....55 <b>Stockfish.</b> No. 1, 100 lb. bales.....10 1/4 No. 2, 100 lb. bales.....8 1/4 <b>Trout.</b> No. 1 100 lbs.....4 75 No. 1 40 lbs.....2 20 No. 1 10 lbs.....63 No. 1 8 lbs.....53 <b>Whitefish.</b> No. 1 No. 2 Fam.....100 lbs. 0 75 5 75 1 75 40 lbs. 3 00 2 60 1 00 10 lbs. 8 73 33 8 lbs. 69 61 29	<b>Souders'.</b> Oval bottle, with corkscrew. Best in the world for the money.  <b>Regular Grade Lemon.</b> doz.....75 2 oz.....1 50 4 oz.....3 00 <b>Regular Vanilla.</b> doz.....1 20 2 oz.....2 40 <b>XX Grade Lemon.</b> 2 oz.....1 50 4 oz.....3 00 <b>XX Grade Vanilla.</b> 2 oz.....1 75 4 oz.....3 50 <b>GLUE.</b> Jackson Liquid, 1 oz. per doz. 65 Jackson Liquid, 2 oz. 98 Jackson Liquid, 3 oz. 1 30 <b>GUNPOWDER.</b> <b>Rifle—Dupont's.</b> Kegs.....4 00 Half Kegs.....2 25 Quarter Kegs.....1 25 1 lb cans.....30 1/4 lb cans.....18 <b>Choke Bore—Dupont's.</b> Kegs.....4 00 Half Kegs.....2 25 Quarter Kegs.....1 25 1 lb cans.....34 <b>Eagle Duck—Dupont's.</b> Kegs.....8 00 Half Kegs.....4 25 Quarter Kegs.....2 25 1 lb cans.....45 <b>HERBS.</b> Sage.....15 Hops.....15 <b>INDIGO.</b> Madras, 5 lb boxes.....55 S. F., 2, 3 and 5 lb boxes.....50 <b>JELLY.</b> 15 lb pails.....30 17 lb pails.....34 30 lb pails.....60 <b>LYE.</b> Condensed, 2 doz.....1 20 Condensed, 4 doz.....2 25 <b>LICORICE.</b> Pure.....30 Calabria.....25 Sicily.....14 Root.....10 <b>MINCE MEAT.</b> Ideal, 3 doz. in case.....2 25 <b>MATCHES.</b> Diamond Match Co.'s brands. No. 9 sulphur.....1 65 Anchor Parlor.....1 70 No. 2 Home.....1 10 Export Parlor.....4 00 <b>MOLASSES.</b> <b>New Orleans.</b> Black.....11 Fair.....14 Good.....20 Fancy.....24 Open Kettle.....25 @ 35 Half-barrels 2c extra.	<b>PICKLES.</b> <b>Medium.</b> Barrels, 1,200 count.....3 50 Half bbls, 600 count.....2 25 <b>Small.</b> Barrels, 2,400 count.....4 50 Half bbls, 1,200 count.....2 75 <b>PIPES.</b> Clay, No. 216.....1 70 Clay, T. D. full count.....65 Cob, No. 3.....1 <b>POTASH.</b> 48 cans in case.....4 00 Babbitt's.....3 00 Penna Salt Co.'s.....3 00 <b>RICE.</b> <b>Domestic.</b> Carolina head.....6 1/4 Carolina No. 1.....5 Carolina No. 2.....4 1/4 Broken.....3 <b>Imported.</b> Japan, No. 1.....5 1/4 Japan, No. 2.....5 Java, No. 1.....4 1/4 Table.....5 1/4 <b>SALERATUS.</b> Packed 60 lbs. in box. Church's.....3 30 DeLand's.....3 15 Dwight's.....3 30 Taylor's.....3 00 <b>SAL SODA.</b> Granulated, bbls.....1 10 Granulated, 100 lb cases.....1 50 Lump, bbls.....10 Lump, 145 lb kegs.....1 10 <b>SEEDS.</b> Anise.....13 Canary, Smyrna.....4 Caraway.....10 Cardamon, Malabar.....80 Hemp, Russian.....4 Mixed Bird.....4 1/4 Mustard, white.....6 1/4 Poppy.....5 Rape.....5 Cuttle Bone.....20 <b>SNUFF.</b> Scotch, in bladders.....37 Macaboy, in jars.....35 French Rappee, in jars.....43 <b>SYRUPS.</b> <b>Corn.</b> Barrels.....12 Half bbls.....14 <b>Pure Cane.</b> Fair.....16 Good.....20 Choice.....25 <b>SPICES.</b> <b>Whole Sifted.</b> Allspice.....9 Cassia, China in mats.....10 Cassia, Batavia in bund.....30 Cassia, Saigon in rolls.....32 Cloves, Amboyana.....15 Cloves, Zanzibar.....9 Mace, Batavia.....60 Nutmegs, fancy.....60 Nutmegs, No. 1.....60 Nutmegs, No. 2.....45 Pepper, Singapore, black.....9 Pepper, Singapore, white.....12 Pepper, shot.....10 <b>Pure Ground in Bulk.</b> Allspice.....12 Cassia, Batavia.....22 Cassia, Saigon.....35 Cloves, Amboyana.....20 Cloves, Zanzibar.....15 Ginger, African.....20 Ginger, Cochiti.....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 <b>SODA.</b> Boxes.....5 1/4 Kegs, English.....4 1/4
--	--	---	---	--	--



## SALT.

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

## Common Grades.

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

## Worcester.

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

## Warsaw.

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

## Ashton.

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

## Higgins.

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

## Solar Rock.

56-lb sacks.....	21
------------------	----

## Common Fine.

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

## STARCH.

Kingsford's Corn.	
40 1-lb packages.....	6
20 1 lb packages.....	6 1/4
Kingsford's Silver Gloss.	
40 1-lb packages.....	6 1/4
6-lb boxes.....	7

Diamond.	
64 10c packages.....	5 00
128 5c packages.....	5 00
32 10c and 64 5c packages.....	5 00
Common Corn.	
20-lb boxes.....	5
40-lb boxes.....	4 1/4

## Common Gloss.

1-lb packages.....	4 1/4
3-lb packages.....	4 1/4
6-lb packages.....	5 1/4
40 and 50 lb boxes.....	2 1/4
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 55
Armour's Kitchen Brown.....	2 00
Armour's Mottled German.....	2 40

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

JAS. S. KIRK & CO.'S BRANDS.	
American Family, wrp'd.....	3 33
American Family, unwrp'd.....	3 27
Dome.....	3 33
Cabinet.....	2 30
Savon.....	2 51
Dusky Diamond, 55 oz.....	2 10
Dusky Diamond, 58 oz.....	3 00
B u India.....	3 00
Kirkoline.....	3 75
Eos.....	3 65

Lautz Bros. & Co.'s Brands.	
Acme.....	2 85
Cotton Oil.....	5 75
Marselles.....	4 00
Master.....	3 70

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

Thompson & Chute's Brand.	
Single box.....	2 85
5 box lots, delivered.....	2 80
10 box lots, delivered.....	2 75

SILVER SOAP.	
Single box.....	3 00
5 box lot, delivered.....	2 95
10 box lot, delivered.....	2 85
25 box lot, delivered.....	2 75

## Wolverine Soap Co.'s Brands.

WOLVERINE.	
Single box.....	2 65
5 box lots, delivered.....	2 60
10 box lots, delivered.....	2 50

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

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

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

Cut Leaf.....	4 87
Domino.....	4 75
Cubes.....	4 50
Powdered.....	4 50
XXXX Powdered.....	4 62
Mould A.....	4 50
Granulated in bbls.....	4 25
Granulated in bags.....	4 25
Fine Granulated.....	4 25
Extra Fine Granulated.....	4 37
Extra Coarse Granulated.....	4 37
Diamond Confection A.....	4 25
Confection Standard A.....	4 12

No. 1.....	4 00
No. 2.....	4 00
No. 3.....	3 94
No. 4.....	3 87
No. 5.....	3 81
No. 6.....	3 75
No. 7.....	3 69
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 25
No. 16.....	3 19

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

TOBACCOES.	
Cigars.	
G. J. Johnson Cigar Co.'s brand.	
Quintette.....	35 00
Clark-Jewell-Weiss Co.'s brand.	
New Brick.....	35 00

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

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

Fish and Oysters	
Fresh Fish.	
Whitefish.....	Per lb. 9
Trout.....	8
Black Bass.....	10
Halibut.....	12 1/2
Cliscon or Herring.....	4 00
Bluefish.....	10
Live Lobster.....	16
Boiled Lobster.....	8
Cod.....	10
Hadlock.....	8
No. 1 Pickrel.....	8
Pike.....	7
Smoked White.....	8
Red Snapper.....	13
Col River Salmon.....	13
Mackerel.....	30

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.....	95
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.....	bbls. pails 5 1/4 @ 7
Standard H. H.....	5 1/4 @ 7
Standard Twb.....	5 @ 7
Cut Leaf.....	7 1/2 @ 8 1/2

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

Fancy-In Bulk.	
Lozenges, plain.....	@ 8 1/2
Lozenges, printed.....	@ 8 1/2
Choc. Drops.....	11 @ 14
Choc. Monumentals.....	@ 12 1/2
Gum Drops.....	@ 5
Moss Drops.....	@ 7 1/2
Sour Drops.....	@ 8 1/2
Imperials.....	@ 8 1/2

Fancy-In 5 lb. Boxes.	
Lemon Drops.....	@ 50
Sour Drops.....	@ 50
Peppermint Drops.....	@ 50
Chocolate Drops.....	@ 55
H. M. Choc. Drops.....	@ 75
Gum Drops.....	@ 55
Licorice Drops.....	@ 75
A. B. Licorice Drops.....	@ 50
Lozenges, plain.....	@ 55
Lozenges, printed.....	@ 60
Imperials.....	@ 60
Mottos.....	@ 65
Cream Bar.....	@ 0
Molasses Bar.....	@ 0
Hand Made Creams.....	80 @ 90
Plain Creams.....	60 @ 90
Decorated Creams.....	@ 90
String Rock.....	@ 60
Burnt Almonds.....	1 25 @ 55
Wintergreen Berries.....	@ 55

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

Fresh Meats.	
Beef.	
Carcase.....	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 1/4
Chucks.....	4 @ 5
Plates.....	@ 4

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

Mutton.	
Carcase.....	6 @ 7
Spring Lambs.....	7 @ 8

Veal.	
Carcase.....	6 @ 8

Crackers.	
The N. Y. Biscuit Co. quotes as follows:	
Butter.	
Seymour XXX.....	6
Family XXX, 3 lb. carton.....	6 1/2
Family XXX, 3 lb. carton.....	6 1/2
Salted XXX.....	6
Salted XXX, 3 lb. carton.....	6 1/2

Soda.	
Soda XXX.....	6 1/4
Soda XXX, 3 lb. carton.....	6 1/4
Soda, City.....	7 1/2
Long Island Wafers.....	10
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
Cocoanut Taffy.....	9
Coffee Cakes.....	8 1/2
Frosted Honey.....	12
Graham Crackers.....	8
Ginger Snaps, XXX round.....	7
Ginger Snaps, XXX city.....	7
Gln. Snps. XXX home made.....	7
Gln. Snps. XXX scalloped.....	7
Ginger Vanilla.....	8
Imperials.....	8 1/2
Jumbles, Honey.....	11
Molasses Cakes.....	8
Marshmallow.....	15
Marshmallow Creams.....	16
Pretzels, hand made.....	8 1/2
Pretzettes, Little German.....	8 1/2
Sugar Cake.....	8
Sultanas.....	12
Sears' Lunch.....	7 1/2
Sears' Zephyrette.....	8 1/2
Vanilla Square.....	14
Vanilla Wafers.....	14
Pecan Wafers.....	16
Fruit Coffee.....	10
Mixed Picnic.....	10 1/4
Cream Jumbles.....	11 1/4
Boston Ginger Nuts.....	8 1/2
Chimney Fadden.....	10
Pineapple Glace.....	16

## Grains and Feedstuffs

Wheat.	
Wheat.....	80

Winter Wheat Flour.	
Local Brands.....	
Patents.....	5 00
Second Patent.....	4 55
Straight.....	4 30
Clear.....	4 30
Graham.....	4 30
Buckwheat.....	3 40
Rye.....	2 65
Subject to usual cash discount.	

Spring Wheat Flour.	
Olney & Judson's Brand.....	4 75
Ceresota, 1/2s.....	4 75
Ceresota, 1/4s.....	4 65
Ceresota, 1/8s.....	4 60

Ball-Barnhart-Putman's Brand.	
Grand Republic, 1/2s.....	4 75
Grand Republic, 1/4s.....	4 65
Grand Republic, 1/8s.....	4 60

Worden Grocer Co.'s Brand.	
Quaker, 1/2s.....	4 50
Quaker, 1/4s.....	4 50
Quaker, 1/8s.....	4 50

Meal.	
Bolted.....	1 50
Granulated.....	1 75

Feed and Millstuffs.	
St. Car Feed, screened.....	10 75
No. 1 Corn and Oats.....	9 75
Unbolted Corn Meal.....	9 25
Winter Wheat Bran.....	9 00
Winter Wheat Middlings.....	10 00
Screenings.....	8 00

The O. E. Brown Mill Co. quotes as follows:	
New Corn.	
Car lots.....	24
Less than car lots.....	26

Oats.	
Car lots.....	20
Car lots, 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.	
Strictly choice 300s.....	@ 2 50
Strictly choice 300s.....	@ 2 50
Fancy 300s.....	@ 3 00
Ex. Fancy 300s.....	3 25 @ 3 50

Bananas.	
A definite price is hard to name, as it varies according to size of bunch and quality of fruit.	
Medium bunches.....	1 25 @ 1 50
Large bunches.....	1 75 @ 2 00

Foreign Dried Fruits.	
Figs, Choice Layers.....	@ 10
Figs, New Smyrna.....	@ 10
Figs, 20 lb.....	@ 14</



## Getting the People

### An Advertising Epic.

Business slack,  
Merchant sad.  
Hid  
his name,  
He  
to blame.  
Sense came back,  
Wrote an ad.  
Custom came,  
Trade was good.  
Known  
to fame.  
People  
came.  
Merchant same  
Ad. renewed.  
While he had  
Nary a  
He  
was  
mad!  
Business  
bad.  
Now he swears,  
On his oath,  
Business cares  
Come from sloth  
In advertising.

### Art of Reaching and Holding Trade by Advertising.

Last week, under this head, I called attention to some things advertisers should not do. In this article I desire to point out some essentials of profitable and economical advertising.

First, let us look at the question of practical economy. How often the solicitor of advertising hears the remark, "Oh, I can't afford so much space. Half the amount I am now using will do just as much good, and I can save so much expense."

In nine cases out of ten, such a remark is made by a man using already only a half or perhaps a quarter as much space as his business actually demands and will more than pay for in increased profits.

Now, here is an illustration: A is doing business on a capital of \$15,000. His store room will admit of carrying \$25,000 worth of goods, which increase may be easily handled by the force of clerks employed on the \$15,000 basis. The added stock will demand no greater outlay for rent, light, heat or clerk hire. It will mean an additional expense of a few dollars, only, for insurance. He is using advertising space costing him, for the year, \$500. His profits, figuring them at 10 per cent., above cost of selling, if he does a \$15,000 business, amount to \$1,500. But A is a wise merchant, and isn't satisfied with this, so he doubles his advertising bills, making them \$1,000. In far less time than would seem possible to the uninitiated, A is handling \$25,000 worth of goods a year; the only increase in expense is a trifle for insurance and \$500 more for publicity. Ten per cent. profit on \$25,000 is \$2,500 per year. Deduct \$500 from this, and we find that the extra advertising has not only paid for itself, but added dollar for dollar with itself to the yearly profits of A.

This is not a superficial illustration, but is a fact, demonstrable in thousands of instances. Double the amount of money you now spend for publicity, up to a reasonable point, and for every cent so expended you are not only reimbursed, but there is a definite gain in profits.

Of course, the above argument is predicated on the basis of using the utmost care in the writing of the advertisements, the use of good judgment and forethought in placing the same in the proper channels, and so surrounding advertising expenses with every

safeguard that the returns cannot fail to be satisfactory.

"But," says B, "I tried that, last year. Instead of a double six-inch space, I contracted with our local paper for twenty-four inches, which, while the cost was almost double, didn't bring me in a dollar's worth more profit."

And I have no doubt B is right. But let us look into the matter. B doubled his space, but did he double his "brains?" In other words, did he, in preparing his advertising, double his care and painstaking effort to make it profitable? No! I'll tell you what he did do. He wrote an advertisement something like this:

## BROWN & GO.

—DEALERS IN—

Dry Goods, Groceries,

Boots and Shoes.

Full line always in stock.

1-2 Slow St.,

SLEEPY TOWN, N. Y.

This he sent to the printer on January 1. Along sometime in March, when the printer saw that his type was being worn out, he called on B and insisted that he change his advertisement.

"Well," draws B, in a sleepy tone, "I haven't time to be fixing up new advertisements every day. Change it to suit yourself and put in anything you want to." The printer does so, which means that he merely changes the style of type—not the language.

The readers of the Tradesman, who, of course, are progressive and up-to-date in all matters pertaining to business, may consider the Brown picture overdrawn, but I can assure them to the contrary. I have heard such remarks as B made to the printer hundreds of times, and not so long ago, either.

And this is only one of the many different ways in which money is wasted in advertising. I can only enumerate a few:

Carelessness in preparation, is, I consider, the greatest evil. Each advertisement should receive the closest study and the strictest criticism. You cannot afford to say, "Oh, anything will do—it's only an advertisement." Modern buyers judge of a firm by its advertising. If it shows care, the reader knows that firm is careful in its selection of goods. If it carries an absolute conviction of truthfulness, the reader knows the house is reliable and honest. If it goes into a careful depiction of values and details, the reader knows at a glance if such an article as he desires is to be found in that store. If it conveys a certain courtesy and kindness in its general tone, the reader knows that dealings with that house will be carried on pleasantly and in a manner which satisfies both customer and merchant. He also knows that an advertiser who writes a pleasing advertisement

surrounds himself with clerks who are gentlemanly in their deportment, and therefore make a visit to that store a pleasure as well as a matter of business.

To sum up the facts, every advertisement is a sure delineation of your business character. If you exhibit those qualities which appeal to the sensible and conservative, yet progressive and aggressive, side of human nature, you attract customers of the best sort, for their appreciation of such qualities places them in the ranks of the financially solid citizens.

If, on the other hand, your publicity shows neglect, carelessness, lack of intelligent descriptive matter, and a general deficiency along this line, the only trade you can hope to win is that of the lazy and shiftless element, for this class, if any, never read the newspapers.

Let us suppose that B is writing a letter to a person whom he desires to secure as a customer, knowing that his trade is worth a large amount annually. Does he leave such correspondence to one of his clerks? Does he say to a man in his employ, "Oh, write a letter to Jones, and put in anything you please," and then dismiss the matter from his mind? Not by any means. B sits down at his desk and ponders. "What is the best thing to say to Jones which will be a convincing argument why he should give me his trade." And when B has decided on a policy to be pursued, he consecrates the best efforts of his mind in clothing that policy in words at once so fitting and conclusive that Jones cannot fail to be impressed and influenced in B's direction thereby. Not only does B do this, but when his first effort is completed, he goes over it carefully with the pruning-knife of prudence, and carefully lops off all such twigs and shoots as are liable in the least to carry an unfavorable impression. And, at last, when B has produced just the epistle which good judgment and careful thought convince him is sound in argument and attractive in form, he doesn't mail it at once, but proceeds to beautify it still further by the mechanical skill of the typewriter.

Not until it has received every advantage which brains, skill and mechanical embellishment can give to it does the important business letter start on its mission of influencing and controlling the recipient.

How much greater, then, should be the care used in preparing the advertising. Instead of costing two cents for postage, the advertisement may cost anywhere from ten to a thousand dollars. Instead of being intended to reach and influence one person, it aims to guide and control the buying interests of the community, and in so much greater degree is the public advertisement the criterion of the merchant's business acumen and capacity for suiting his trade.

\* \* \*

Subjoined are a few pattern advertisements, selected from some of the best which have recently come under our observation:

### "Behind the Bars"

of a mosquito netting, in a hammock, is the place to sleep in summertime. But now when it's cold and drear, genuine comfort is found sleeping between our XXXX A1 double width blankets, soft as eiderdown (nearly), warm as July, wearable as iron. Special prices on all bedding goods this month.

### The Oldest Inhabitant

cannot remember another such a winter season as this: balmy instead of biting air; rain and mist instead of snow and sleet; mud instead of sleighing; November weather in December and part of January. Such is the cause of our discontent, and the reason we shall start a clearing sale Monday that will CLEAR. We are careful buyers, and would have been sold out "slick and clean" had the weather been good. However, it doesn't do any good to find fault because we've lost the profit on half our winter goods, and our customers are going to get it; so here's a cherry and cordial invitation to attend the greatest money-saving sale in your experience.

### What Would You Think

of an offer from us of a half-a-dollar coin with every pair of \$3 shoes you bought this week?

You'd pronounce it a snap and take advantage of it very quickly, wouldn't you?

Well, we're doing something equal to that offer in selling our regular \$3 shoes at only \$2.50 a pair. We deduct the half a dollar. If we asked full price, which the shoes are fully worth, and presented you with the coin, you might recognize the saving more clearly, but we leave it to your intelligence to just as fully appreciate the gift in this selling of \$3 shoes for \$2.50.

We have every size and style.

### A Shoe's Good Name . . .

cannot be made in a day, nor in a single season. Its merits must be demonstrated. People must wear it a reasonable length of time before they will place the stamp of approval upon it. The Blank Shoe, which we sell you at only \$2.50, has been worn for fully two years. Every season, those people who wore it before ask for it again. They take it in preference to most \$3 shoes. If you wore it one season you'd want it again, like the rest of them.

Try it this Spring.

### Grace and Sense.

It may sound strange, or look odd in type, but there can be gracefulness in sensible shoes just as well as not.

The trouble with most of the sensible shoes is that they are clumsy and awkward in appearance, and oftentimes in reality.

But that's been overcome in the newer and better styles.

We can now sell you either men's or women's shoes that possess all the comfort-giving and health-protecting qualities and yet are graceful in shape.

You should see them.

### For Sloppy Weather.

One day of freezing and one day of thawing—that's the way it's been going this winter, and that's what makes the walking miserable—not only in the country, but in the best-paved cities.

It is just the sort of weather that most demands the wearing of rubbers.

We've an immense stock of the best grades of rubbers of all sorts and sizes. There are none lower priced, and none higher in quality at the price.



## LIFE IN OLD MEXICO.

## Some of Its Features Briefly Set Forth.

From Modern Mexico.

The ladies never flirt.

American apples are retailed for \$1 a dozen.

The women have not yet adopted the bicycle.

Soldiers wear a linen uniform when on fatigue duty.

Good household servants are paid from \$4 to \$8 a month.

Cigarettes are made of pure tobacco, and are very cheap.

You clap your hands to stop the street car or call a waiter.

Men arrested for drunkenness are made to sweep the streets.

The devout Catholic always raises his hat while passing a church.

There are free band concerts in all the cities at least once a week.

You can hire the finest cab on the street for two silver dollars an hour.

It is quite the proper thing to take a little nap after the midday meal.

The peons wear sandals made of sole leather, and prefer them to shoes.

Church bells are rung as fast and sharp as fire bells in the United States.

You may listen for a year and never hear an angry word spoken in Spanish.

It never gets cold enough to kill the grass or the leaves on the hardier trees.

The bananas that are considered best by many are only about two inches long.

The largest business houses are closed for an hour and a half in the middle of the day.

Turkeys are driven to market through the main streets of the cities, just like sheep.

Even the peon's wife has a piece of drawn work to cover her husband's dinner basket.

The departing lady kisses her lady friends on both cheeks at the door or on the street car.

The Federal telegraph has recently inaugurated a night service, and ten words can be sent for ten cents.

Nobody chews tobacco, but nearly everybody smokes cigarettes, including most of the women of the lower classes.

White paper is one of the things that are expensive. Ordinary newspaper costs about 10 cents (silver) a pound.

One of the favorite sweets for children is sugar cane. It is sold in pieces about eighteen inches long for 1 centavo each.

You can buy all the beautiful flowers you can carry home in a half bushel basket for an American half dollar.

Babies and children all wear half socks, and are happy with bare legs when Northern visitors require overcoats.

Cigars that retail for ten cents are said by good judges to be equal to brands that sell in the States for twenty-five cents.

The weather is not a subject of comment unless it is bad. It is, as a rule, so fine that it furnishes no variety of conversation.

The stamp law is very thoroughly enforced. Every form of commercial paper, from check to contract, contributes to the revenue.

The hiss is used almost as universally as among the French, not only to attract some one's attention but to denote disapproval.

The street car mules make better time than in any other country in the world. About half of the time they are kept on a full gallop.

Horses with tails more than twelve to eighteen inches long are rare exceptions, as the tails of fashionable coach horses are invariably docked.

Everybody shakes hands both at meeting and parting, even though the visit may be on the street corner and lasts only two minutes.

Banks are capitalized for immense sums and have very strict regulations, and failures among these institutions are practically unknown.

The politeness the common people show each other and their affection for their children are a never-ending source of pleasure to foreigners.

Every one is required by law to keep a bowl of water in the entry way of his house for the convenience of dogs, so that they will not go mad from thirst.

The waiter will give you a complete change of plate, knife, and fork with every separate order of meat or vegetable, and the style is to eat but one thing at a time.

Very few horses are used except for carriages. The little mules pull and carry immense loads. Big two-wheeled carts are used almost exclusively for all kinds of drayage.

There is an excellent Federal telegraph system, and nothing can happen in the whole republic of any importance whatever that President Diaz does not know of it almost immediately.

A gentleman would almost feel disgraced to be seen carrying a two-pound package or his satchel on the public streets. Servants and carriers are so cheap that such work is always left to them.

Fires are almost unknown. Cooking is done with a little charcoal in stoves made of masonry, and as the houses are universally built of stone and bricks, and have no chimneys, there is little chance for conflagrations.

Gentlemen rarely drive, and Mexican ladies never do. If they do not have their own carriage and coachman they hire cabs. There are very few rigs, even in the City of Mexico, that can be hired without a driver.

Aside from fresh fruits, which are always served abundantly, dessert is almost unknown on the average home or hotel table. A dulce, or simply a sweet of some kind, is served at the end of the meal, but it rarely consists of more than a very small portion of preserved fruit or one little tart about the size of a dollar.

Everybody buys a lottery ticket once a week. Even the peons gather up ten cents for a fraction of a ticket, and many people claim that, as it is the only real luxury or pleasure they can afford, they should not be deprived of it. Many families give the servant money for the lottery ticket when she goes out to do the marketing, and some firms even keep a lottery account, setting aside so much each month for the purchase of tickets.

## The Demand for Thermometers.

A dealer in thermometers said that under ordinary conditions the sales of thermometers were about ten per cent. greater in winter than in summer. There were more people, and so more buyers, in town in winter, and he thought, too, that people are more interested in the temperature of winter weather than in that of summer. If there should be a prolonged spell of very hot weather in summer the sale of thermometers would increase enough to make it equal with the usual sale in winter. A like cold spell in winter, however, would increase the sale in that season, so that, take it altogether, the average sale of thermometers was greater in winter than in summer.

When strict attention to business and a stock of the right styles of right goods at right prices does not produce business for you in your community, it would be wise to move to some other location. Your community is surely dead.

Joseph H. Choate, the great New York lawyer, who was a candidate for the United States Senate, is worth at least \$2,000,000, earned in the practice of his profession. He is a nephew of Rufus Choate and a graduate of Harvard.

Advertising your business is as legitimate as paying rent. Merchants should look upon it as their right-hand bower—something potent, if persisted in, to bring legitimate returns on the outlay.

A newly-patented nail for use in fastening the soles on shoes has the tip made smaller than the body of the nail and soft, so it can be easily turned to clinch it when driven in.

## NINE POINTS IN LAW

'Tis said possession is. But to wide-a-wake dealers the possession of our

## MINCE PIE

is more.

It's Profit, Satisfaction, Quick Sales, New Customers, etc.

## MINCE PIE

Is the latest departure in the baking art—a wholesome and nutritious cake, embracing most charming flavors.

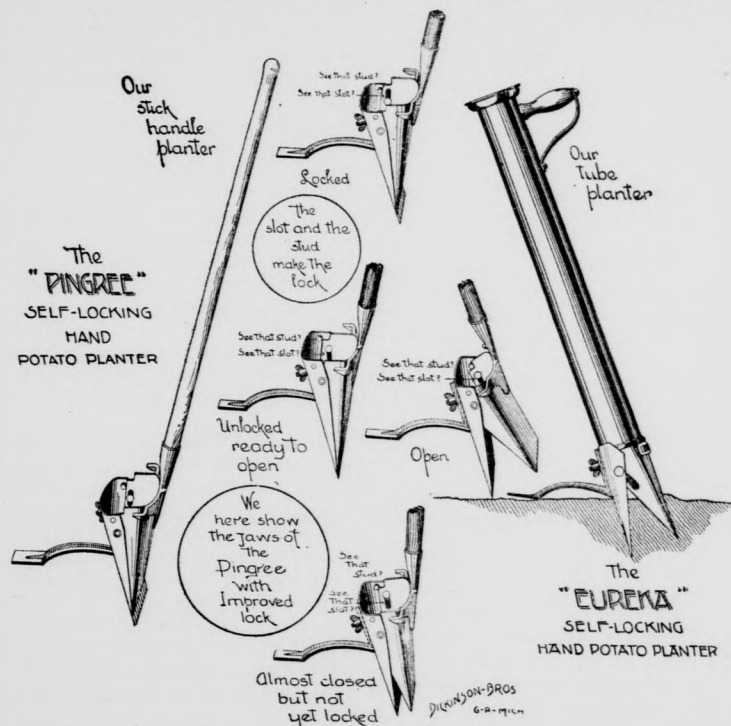
REMEMBER—14 cents per pound takes the pie.

Write for sample.

New York Biscuit Co.,

Grand Rapids, Michigan.

## 3 ACRES A DAY



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

SOLE PATENTEES AND MANUFACTURERS.  
GREENVILLE PLANTER CO.,  
SUCCESSOR TO EUREKA PLANTER CO.,  
GREENVILLE, MICHIGAN.



### The Opportunities of Trade.

Written for the TRADESMAN.

One of the most beneficent of the laws governing the evolution of character, the gaining of that higher moral and mental status which distinguishes one individual above the average of his fellows, is that all attainment must be the result of effort. It is through the operation of this law that there is such a thing as a "natural selection," as the evolutionists term it, which is advancing the race by the survival of those individuals who put forth the greatest effort.

In the decision of the question as to who shall be chosen to lead in the advance there are usually two factors, generally operative in varying degrees: one of these is found in the surroundings of the individual, the other in his natural endowments.

It is a common observation that the most energetic and progressive peoples of the world are those compelled by the vicissitudes of their environment to put forth considerable effort for the preservation of life. To be sure, there are many instances where the battle is so severe that only a stunted existence is the price of victory, as in the inhabitants of the most inclement regions. But these are very few compared with the numberless millions of the denizens of what are considered the most favored climes, where the tempered breezes are sufficient shelter, and where, at all seasons, the fruits of earth are to be had for the gathering. There is an instructive lesson in the fact that vast numbers are destroyed by the enervation of such comfort and plenty where one succumbs to the undue severity of the most rigorous, storm-beaten shore.

And it is scarcely necessary to cite the examples of the so-called sons of fortune among the progressive peoples, whose lives are failures for the want of incentives to effort. In this case, however, there are exceptions to the universality of the condemnation of these "favorites of fortune" in that there are individuals here and there who escape the fate of their fellows through the operation of the natural characteristics which constitute the other factor in the decision of leadership referred to above.

The degree in which the personal equation signifies varies greatly in the different vocations of civilized life. There is in the character of many trades and employments only the opportunity for a mediocrity of effort and of result. The artisan has his task apportioned. A certain amount of work, with a certain compensation, is the outcome of each day's set routine. In the performance of this task, with the preparation of habit and practice, there is really little effort. And the recompense in the development of any marked character is as small as the stipend earned. And thus with a majority of the ordinary occupations—each day's task comes to hand and the performance of it is easier than its neglect would be.

But there are some occupations in which there is opportunity for all the capabilities of effort the individual may possess. Pre-eminent among these is that of trade, with its complement industry or manufacture. In trade there may be, and too often is, the low level of mediocrity. There may be either the lack of physical, moral and mental energy to keep the subject alive to every opportunity, or there may be a lack of the intellectual insight necessary to enable him to see the strategical advantages within his reach.

It is noticeable that in the mercantile life there is the greatest degree or variety of attainment. There are "merchant princes" in great number, and there are very many from the ranks of trade who are prominent in public and philanthropic life. These are they whose early surroundings were such as to call forth the degree of effort which, supplemented by the natural endowment of an aptitude for work, was sufficient to select them to be the leaders of their fellows. To the man actuated by a determination to develop all there is of character in him the opportunities of the business life are infinite.

WARREN N. FULLER.

### Jottings from the Saginaws.

Retail Clerks' Union, No. 65, gave an annual masquerade ball at Teutonia hall Wednesday evening. It was a great success, both socially and financially. There were a great many maskers and at 11 o'clock all uncovered their faces.

Frank Bowen, who covers Northern Michigan for J. Baur, of Toledo, was here last week. "Frank" reports trade bad, with big "B," but better than in January of last year.

Beach & Co., the West Side tailors, will remove February 10 to the building formerly occupied by the Second National Bank.

The Hoyt Dry Goods Co., which has conducted business in this city the past eight years, leaves February 1 for Cleveland, where it will occupy one of the finest store buildings in the country.

According to W. C. Phipps, of Phipps, Penoyer & Co., the citizens of the United States spend over one hundred million dollars annually for tobacco, or about \$1.50 per head for every man, woman and child in the country. While the use of tobacco appears to be on the increase, the trade has changed greatly in the last few years, especially in plug tobacco. He says that a few years ago the popular retail price of plug tobacco was 40 to 50 cents a pound; now it is 20 to 25 cents a pound, and very little is retailed above the latter figure.

Phipps, Penoyer & Co. will probably supply their watchman with a thermometer. The steam pipes in their store froze and it was necessary for some good church member to do some "hot" talking to keep warm.

Isaac Bearinger, who owns the building which the Hoyt Dry Goods Co. will soon vacate, is one of the largest property owners in the city. Report says that he will form a stock company to engage in the dry goods business, to fill the vacancy caused by the retirement of the Hoyt Co.

The retail grocers of the Saginaws held a meeting at the office of Spangler & Davis the other evening, when it was decided to hold the third annual banquet of the fraternity on Thursday, February 11, to take place at A. O. U. W. hall on the West Side. John McBratnie, Geo. Holcome, H. J. P. Graebner, P. F. Traenor and A. D. Spangler are the committee appointed to effect the preliminary arrangements. It promises to be a very pleasurable event.

### Timely Warning Against a Rascal.

Worcester Mass., Feb. 1.—The latter part of October last, a man calling himself James Murray started a retail cash grocery store in this city. He represented to the wholesalers that he had been traveling for a wholesale produce house in Canada and, happening to stop over a train in this city, was impressed with its appearance and decided to start

in business here. He claimed to have a cash capital of \$2,200 and bought goods of the wholesalers, paying half cash and was given 30 days' credit on the balance, paying cash for goods bought in the meantime. When the bills became due, he paid them promptly and, naturally, was given further credit. He now began sending for goods, forgetting to send the money every time, and the consequence was that, when he disappeared on the night of Dec. 24, a few days before the second lot of bills became due, he was owing the wholesalers about \$2,000.

As, judging by his conduct here, it is our opinion that he started in business here with the intention of defrauding his creditors, and as we think he may have played the same trick before, it is possible that he has now started again somewhere under a different name. The undersigned wish to warn all the jobbers of the country against the man and make it difficult for him to meet with the same success that he had here. He is a man between 30 and 35 years of age, about 5 feet 10 inches in height, weighing about 160 pounds, smooth face, dark brown hair. He has rather shifty grey eyes, and speaks in a low, rather moderate tone of voice. He dressed, while here, in a long black frock coat, and black soft felt hat, which, with his smooth face and pale complexion, gave him a rather clerical appearance.

If any jobber whom this circular reaches has recently commenced selling a man as above described, it will be for his interest to watch him sharply and have nothing but cash dealings with him. Any information regarding the man would be appreciated.

E. T. SMITH COMPANY.

### Flour and Feed.

During the past week there has been an active enquiry for flour, but buyers have hesitated because of the downward tendency of wheat, hoping each day to be able to buy at a lower price. For the present, at least, the decline seems to have been checked, but an upturn, with steadier markets, is now in order. The outlook is for a much better demand from this time on, which will create a more lively demand for cash wheat at grain centers where stocks are comparatively very light, especially for winter wheat.

Stocks of flour are not large, but when an active demand from consumers (who are now eating up their winter's supply) begins, a higher range of values may be expected. The city mills are doing all they can, with the limited supply of wheat at hand.

Bran and middlings are in better demand, with prices firmly held. Feed and meal are more active since sleighing began, while prices are nominally unchanged for the week.

WM. N. ROWE.

### 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 in plentiful supply at 12@13c 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 well supplied with shipments of fresh stock, which find an outlet on the basis of 12c. Occasionally more is obtained for small lots of extra fancy stock.

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

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

Onions—Sharp advances have occurred during the past week, handlers now paying 75c for all offerings of

choice stock, which they hold in a small way at \$1 per bu.

Potatoes—Handlers pay 15c for stock in carlots on track. In a small way dealers find no difficulty in obtaining 25c per bu.

Squash—Still scarce and high, good stock readily commanding 3c per lb.

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

## 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.

EXCHANGE FOR LIVERY STOCK—0 ACRES of excellent land near LaFontaine, Ind. Can lease it any time for oil and gas. Large wells near by. Price, \$5,000. Address N. H. Whams, 2 Tower Block. 200

FOR SALE—STOCK OF GENERAL MERCHANDISE, including drugs. Only drug store in town. M. H. McLoy Est., Grandville, Mich. 198

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. 191

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-voicing about \$1,000, in a live Michigan town. Good trade, nearly all cash. Good reasons for selling. Address 197, care Michigan Tradesman. 197

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

SHOE FOUNTAIN, LARGE AND ELEGANT and for sale cheap. Crozier Bros. Double shoe store, Grand Rapids. 193

FOR SALE OR EXCHANGE—FOUR MODERN stages in good repair—three nearly new, all suited for sale, or will exchange for clean stock of dry goods. Address Lester & Co., 211 North Tonia street, Grand Rapids. 194

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. 85, care Michigan Tradesman. 185

FOR SALE—SIX 8 FT. ROUND FRONT show cases—metal and wood—in good order, \$5.50 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 O. 79 care Michigan Tradesman. 179

EXCHANGE—FOR MERCHANDISE OR SELL 30 acre farm two miles from section, 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 half a mile from a beautiful lake, which I desire to trade for stock of groceries, boots and shoes or clothing. Address Box 404 Harbor Springs, Mich. 182

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

TO EXCHANGE—58 ACRES ADJOINING thriving village in Gratiot county for merchandise. Address Lock Box 27, Baldwin, Mich. 174

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

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

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

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

### MISCELLANEOUS.

WANTED—A GOOD SECONDHAND OR new two-horse covered peddling wagon. Must be a bargain. Address K. & B., care Michigan Tradesman. 199

WANTED—SITUATION AS CLERK IN clothing, furnishings and shoe trade, or travelling salesman, by married man of 21, with 8 years' experience in business. Address No. 187, care Michigan Tradesman. 187

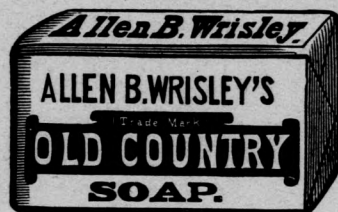
WANTED—POSITION AS BOOK-KEEPER or office clerk by a married man of twelve years' experience in the banking business. Can furnish best of references. Address H. N. S., Box 379 Lakeview, Mich. 186

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



## Strike while the Iron Is Hot

and send us your order for OLD COUNTRY SOAP while you can secure one box free with every order for 10 boxes.

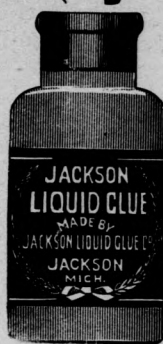


has stood the test of time and is everywhere recognized as one of the leading brands on the market. This offer holds good for a short time only, being subject to withdrawal at any time.

ALLEN B. WRISLEY CO., Chicago.

## Something to Sell

Invest-  
ment  
Small



Profit  
Large

WHEN CONDITIONS FAVOR YOU  
MAKE USE OF THEM.

JESS

PLUG AND FINE CUT

# TOBACCO

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

MUSSELMAN GROCER CO.,  
GRAND RAPIDS, MICH.

JESS

JESS

JESS

# STANDARD OIL CO.

DEALERS IN

ILLUMINATING AND LUBRICATING

# OILS

## NAPHTHA AND GASOLINES

Office and Works, BUTTERWORTH AVE.,

GRAND RAPIDS, MICH.

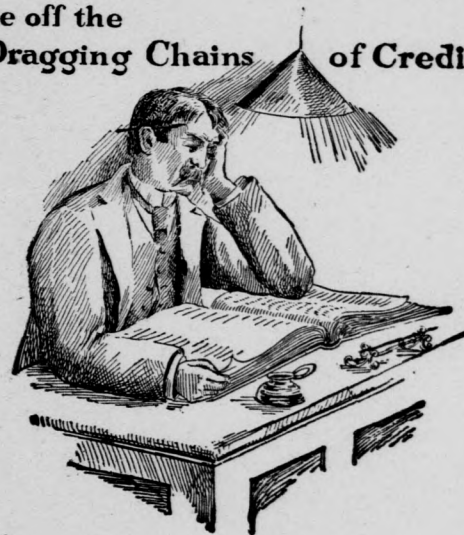
Bulk works at Grand Rapids, Muskegon, Manistee, Cadillac, Big Rapids, Grand Haven, Traverse City, Ludington, Allegan, Howard City, Petoskey and Reed City.

Highest Price Paid for Empty Carbon and Gasoline Barrels.

## Begin the New Year Right

—AND—

Shake off the  
Dragging Chains of Credit



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

## Coupon Book System

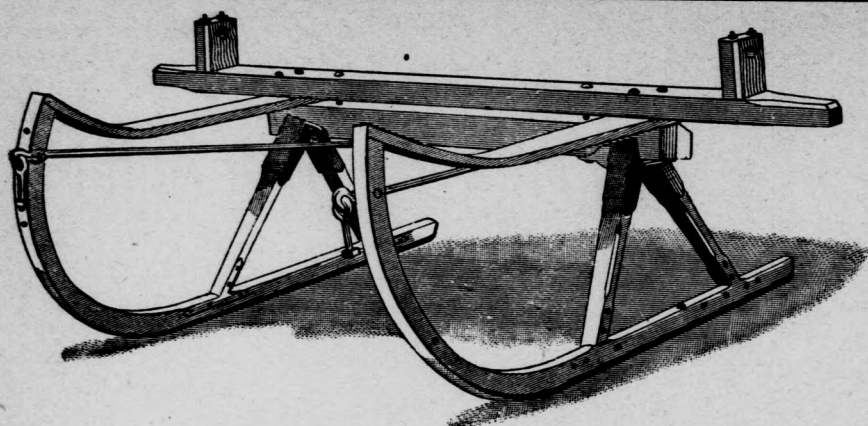
which enables the merchant to place his credit transactions on a cash basis. Among the manifest advantages of the coupon book plan are the following:

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

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

Tradesman Company,  
Grand Rapids.





**Our New Hub Runner.**

## In Time of Peace Prepare for War

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

**Patent Delivery and  
Pleasure Sleighs.**

WRITE FOR PRICE LIST.

**The Belknap Wagon Co.,**

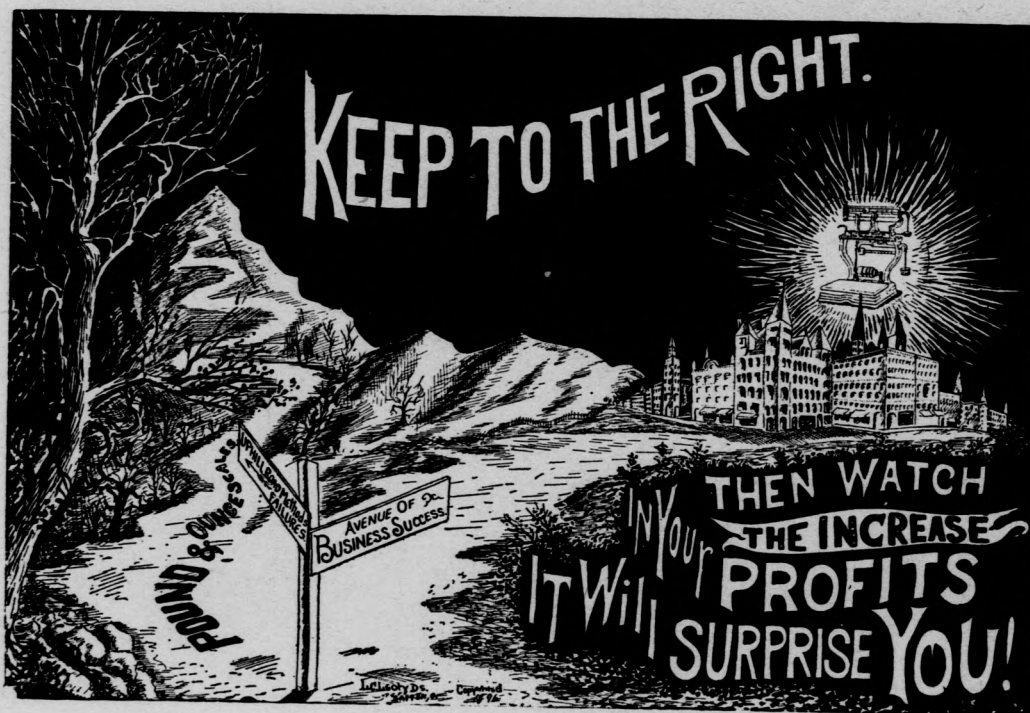
GRAND RAPIDS, MICH.

The Dayton Money Weight System is right. It measures

## Money on the Beam

for the same amount of your customers' money. It makes clerks and proprietors as careful in weighing as when making change. Its sensitiveness proportionate to the price per pound is the

## Deathblow to Overweight



It is twenty times more sensitive at 60 cents per pound than at 3 cents per pound. Yet even at 3 cents per pound our Money Weight Machines are more sensitive than pound and ounce scales. Pound and ounce scales give just as much overweight at 3 as at 60 cents per pound., while with our money weight system it is impossible to give more than a quarter of a cent overweight. You are giving every month enough overweights with your pound and ounce scales to pay for fitting your store up with our money weight machines. It costs you nothing to investigate our systems. Write us.

**THE COMPUTING SCALE COMPANY, Dayton, O., U. S. A.**

## WANTED

**Good Stocks  
Merchandise**

In Exchange for Farms and Cash.  
In Exchange for Timber Land.  
In Exchange for City Property.  
In Exchange for Money.  
In Exchange for Live Stock.

Make your wants known through the wants column of the

**MICHIGAN TRADESMAN**



## GYPSINE

Is the permanent wall finish, and trade on Gypsine is the permanent wall finish trade. Why? Because Gypsine gives such good satisfaction to the consumer that, after using Gypsine once, he will have Gypsine and nothing else. Send for prices, color card, and plan of local advertising for the dealer to

**DIAMOND WALL FINISH CO.,**  
GRAND RAPIDS, MICH.