

# MICHIGAN TRADESMAN

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Volume XIV.

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Number 699

**CHARLES MANZELMANN**  
 MANUFACTURER OF  
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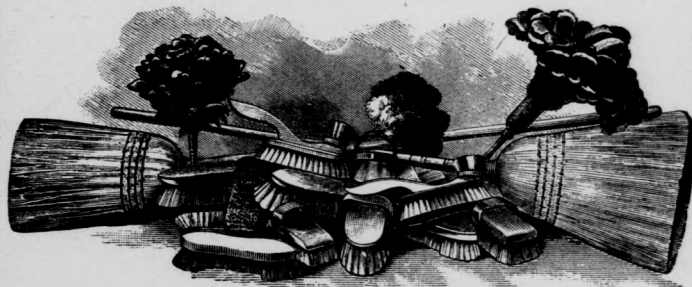
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**Walter Baker & Co. Ltd.,**

Dorchester, Mass.

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If you have a sign over your door, you are an advertiser. The sign is intended to advertise your business to passers-by. An advertisement in a reliable trade paper is only so many thousands of signs spread over a great many square miles.

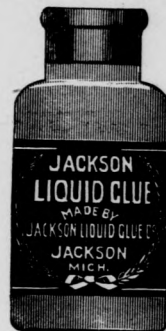
You can't carry everybody to your sign, but **THE MICHIGAN TRADESMAN** can carry your sign to everybody.

**GENERAL STAMPEDE  
 FROM THE CURSE OF CREDIT**

Hundreds of merchants are now abandoning the old-time credit system and discarding the pass book for the cash and coupon book system, which enables the dealer to avoid all the losses and annoyances inseparably connected with the credit business. If you are a victim of the credit business and desire to place your business on a cash basis, send to us for a catalogue and samples of our several kinds of coupon books, which will be forwarded free on application.

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**IT STICKS—IT SELLS**



It will pay you to write for prices and discounts.

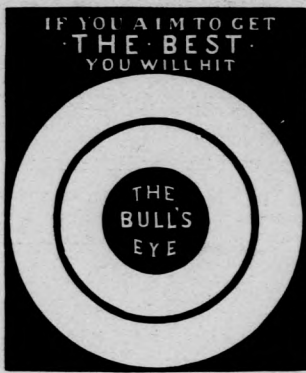
**Strike while the Iron Is Hot**

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.**



IF YOU AIM TO GET  
THE BEST  
YOU WILL HIT

THE  
BULL'S  
EYE

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

# Goupon Book System

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

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

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

## Tradesman Company,

Grand Rapids.



A  
PURE  
MALT  
SUBSTITUTE  
FOR  
COFFEE

MANUFACTURED  
BY

### KNEIPP MALT FOOD CO.

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

## Simple Account File

Simplest and Most Economical  
Method of Keeping Petit  
Accounts.

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

### TRADESMAN COMPANY,

Grand Rapids.

## 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.

## 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
Ar. St. Johns.....	8:25am	12:10pm	5:23pm
Ar. Owosso.....	9:00am	1:10pm	6:03pm
Ar. E. Saginaw 10:50am	.....	8:00pm	6:40am
Ar. W. Bay C'y 11:30am	.....	8:35pm	7:15am
Ar. Flint.....	10:05am	.....	7:05pm
Ar. Pt. Huron 12:05pm	.....	9:50pm	7:30pm
Ar. Pontiac.....	10:53am	2:57pm	8:25pm
Ar. Detroit.....	11:50am	3:55pm	9:25pm

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. †Trains arrive from the east, 6:35a.m., 12:45p.m., 5:07p.m., 9:55 p.m. Trains arrive from the west, 10:05a.m., 3:22p.m., 10:15p.m.

Eastward—No. 14 has Wagner parlor car. No. 18 parlor car. Westward—No. 11 parlor car. No. 15 Wagner parlor car.  
E. H. HUGHES, A. G. P. & T. A., Chicago.  
BEN. FLETCHER, Trav. Pass. Agt.,  
JAS. CAMPBELL, City Pass. Agent,  
No. 23 Monroe St.

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

Northern Div.

	Leave	Arrive
Trav. C'y, Petoskey & Mack...†	7:45am	+ 5:15pm
Trav. C'y, Petoskey & Mack...†	2:15pm	+ 6:30am
Cadillac.....†	5:25pm	+11:10am

Train leaving at 7:45 a.m. has parlor car to Petoskey and Mackinaw.  
Train leaving at 2:15 p.m. has sleeping car to Petoskey and Mackinaw.

Southern Div.

	Leave	Arrive
Cincinnati.....†	7:10am	+ 8:25pm
Ft. Wayne.....†	2:00pm	+ 1:55pm
Cincinnati.....†	7:00pm	* 7:25am

7:10a.m. train has parlor car to Cincinnati.  
7:00p.m. train has sleeping car to Cincinnati.

Muskegon Trains.

GOING WEST.	
Lv G'd Rapids.....	7:35am +1:00pm +5:40pm
Ar Muskegon.....	9:00am 2:10pm 7:05pm

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

\*Except Sunday. †Daily.  
A. ALQUIST, 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

# They all say

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

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

# MICHIGAN TRADESMAN

Volume XIV.

GRAND RAPIDS, WEDNESDAY, FEBRUARY 10, 1897.

Number 699

## MICHAEL KOLB & SON,

Established nearly one-half a century.

Wholesale Clothing Mfrs,  
Rochester, N. Y.

All mail orders promptly attended to, or write our Michigan Agent, William Connor, Box 346, Marshall, Mich., who will show you our entire line of samples. Mr. Connor will announce in the next issue of this paper dates when he will be at Sweet's Hotel, Grand Rapids.

The.....

**PREFERRED BANKERS LIFE ASSURANCE COMPANY**

.....of MICHIGAN

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

Home office, DETROIT, Michigan.



**KARLOW** **LOOK**  
**ROTHER'S** **INDERS**  
**LANK** **OOKS**

5 AND 7 PEARL STREET.

## The Michigan Trust Co.,

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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 Widdicom Bldg, Grand Rapids.



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

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

## Every Dollar

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

TRADESMAN COMPANY, Grand Rapids.

## PATENT MEDICINES

Order your patent medicines from

PECK BROS.

### Proposed Insolvency Legislation—More Salutory Laws Necessary.

One of the results of the recent legal squabble over the Mabley & Company failure, at Detroit, is the appearance of three bills in the hands of Representative Wetherbee, whose intent is to make important changes in commercial laws. The bills are fathered by the Detroit Credit Men's Association. If they are made into law it will be still more difficult for insolvent firms to give preference to certain of their creditors when a break-up comes. The present law on assignments prohibits the preferring of any of the creditors, but the law has been evaded under Supreme Court decisions permitting the filing of chattel mortgages giving the first rights to those whose mortgage was first filed. Another game for the preference of certain creditors has been worked by the wobbling business firm permitting some preferred creditor to get a writ of execution or levy on the goods in their store. The plan of buying goods on credit and selling them in a lump to some other person, leaving the first owner to hustle for his money as best he may, is another one of the schemes worked. The three bills in question propose to do away with such practices.

\* \* \*

The first one of the three bills provides that if any merchant or manufacturer shall buy goods wholly or in part on credit, he shall not sell them except in the ordinary business way in his store, and not make a lump sale, except by consent of the creditors. The bill provides that any such sale without consent of the creditors shall be deemed fraudulent, and any sale of goods by an insolvent merchant or manufacturer except in the ordinary course of business shall be equivalent to a voluntary general assignment.

\* \* \*

The second bill is intended to prevent the preferring of certain creditors by permitting them to go into court and secure levies or writs of execution. These little games are called "collusive" in the bill, and it provides that collusive levies and executions shall operate only as mortgages. Pledges of goods and chattels are also to be classed as mortgages.

\* \* \*

The third bill is an amendment to the chattel mortgage law. It provides that every chattel mortgage shall operate as a general assignment, unless all creditors are treated equitably, as based upon the relative amount of indebtedness. Any creditor not represented in such chattel mortgages may apply to court and have a receiver appointed.

\* \* \*

It has occurred to the Tradesman that if these three measures were combined in one general statute, it would practically amount to a State insolvency act, and, in view of the necessity for salutory legislation of this kind, the Tradesman suggests that the business interests of the State unite in agreeing upon the terms and conditions of such a measure, with a view to securing its enactment during the present session of the Legis-

lature. A National bankruptcy act is preferable to the present loose method of settling estates, but it has two great objections—the United States courts are not accessible to the people at large, and they are fearfully expensive. The circuit courts, on the contrary, are easily accessible and are comparatively inexpensive. If the measures above proposed were combined in one statute and a clause added thereto absolving debtors from further liability when they have turned their entire assets over to their creditors, the Tradesman believes that the business interests, both wholesale and retail, would be better protected than they are at the present time.

\* \* \*

With a view to ascertaining the sentiment of the wholesale and retail trade on these points, it has been suggested that the annual banquet tendered the Michigan Retail Grocers' Association be made the time and place for a general discussion of this matter from all possible standpoints, and if the idea is given sufficient encouragement, the call for the convention will distinctly state that the usual set program of toasts and responses will be dispensed with on that occasion and, in place thereof, the convention will be entirely given over to the discussion of this important subject.

\* \* \*

Four years ago a complete State insolvency measure was drafted by Arthur C. Denison, of the law firm of Taggart, Knappen & Denison. The bill was introduced in the House by Representative Covell, of Traverse City, but failed to receive the support it was expected to receive. Two years ago the bill was completely revised by Mr. Denison and Mr. L. E. Knappen, in which form it was introduced in the House by Representative Covell, and passed the House, but failed to pass the Senate. The bill has again been revised, to meet the requirements of the times, and has recently been introduced in the House by Representative Adams, of this city, and in the Senate by Senator Covell, of Traverse City. The proposed bill combines all the good features of the Torrey bill, which has been so long before Congress, and also such features of the present State laws governing insolvency as seemed desirable to retain. The bill is too bulky for the Tradesman to print, as it comprises about eighty pages of typewritten matter, but the salient features of the measure will be taken up from time to time by the Tradesman and discussed at length in these columns.

\* \* \*

It is unnecessary for the Tradesman to call attention to the fact that the present laws on the statute books relating to insolvency operate quite as disadvantageously to the reputable debtor class as they do to the creditor class, because they permit insolvent debtors to carry on business in slipshod fashion, demoralizing the trade of a locality by cutting prices and pursuing other unbusinesslike methods, culminating in a failure which brings reproach on the community as a whole. Just and equi-

table insolvency laws are in the interest of all lines of business which are conducted on sound business principles, and should have the hearty support of all who deny the "divine right" of the banks and favored relatives to prior security in cases of insolvency.

### Congress Nearing Its End.

The prospect of legislative agitation to affect the industrial situation unfavorably grows rapidly less as the session of Congress nears its end. The probability of any action as to the currency is now past and the remaining time seems likely to be fully taken up by matters which at most can only have temporary effect upon speculative values. These are the British arbitration treaty and the questions of Cuban recognition.

Perhaps the most important matter under consideration as far as business interests are concerned is that of bankruptcy legislation. Two bills are before the Senate, the Bailey bill, which provides only for voluntary bankruptcy, and the Torrey bill, which includes involuntary as well. The latter has passed the House with a large majority and promises to receive favorable consideration at the hands of the Senate if debate is ever finished on the arbitration treaty.

As there are only three weeks more of the session it is not probable that other disturbing elements will be introduced; and as the work of the special session of the next Congress, expected to be called March 15, is pretty well defined, it is safe to say that Congress has about ceased to be a disturbing business factor, for some time to come at least.

### Siftings from the Saginaws.

January was a quiet month in trade circles. This month there is an improvement and we are looking forward to a gradual increase in business until it reaches its normal condition. A boom cannot be expected in the Valley until employment is given to all labor. Saginaw is passing through a peculiar period, such as comes to all cities sooner or later which depend on the salt and lumber industry. Through the efforts of the Board of Trade and other mediums, we have been able to add industries which, it is thought, will prove profitable as an investment and give added employment to labor.

The New York Shoe Co., of Detroit, has moved into the store on Genesee avenue recently occupied by C. S. Grant & Co.

R. A. Harrington has taken a position, with the James Stewart Co., Ltd, and will cover the "Thumb" of the mitten for them.

The Board of Trade banquet will be held Friday evening, Feb. 12, at which time Hon. Thomas W. Palmer, of Detroit, will speak. His subject will be, "What Are We Coming To?" Hon. Washington Gardner will address the guests also, his subject being "Abraham Lincoln," a subject that never dies.

The wholesalers claim that there was a great increase in retail trade from the smaller outside places during the last week.

Isaac Beringer says he is retiring from business as rapidly as possible. Mr. Davis will take his place in the management of the Inter-Urban company.

## Bicycles

### Echoes from the New York Cycle Show.

It may be said right now that the "Third Annual National Cycle Exhibition," to quote the full title, is a success. Last year's show was luminous, lively and longitudinal. This year there is as much gayety and glitter, with the addition of height. It is a show in stories, that begins on the ground floor and rises up like an obelisk. Each layer is good, like the succeeding divisions in a strawberry shortcake, and, like that Yankee luxury, the big berries in this cycling cake, the '97 models, are on the top layer.

Nearly all the visitors seem to be third degree cyclists, but, even to those without the cult the show is full of interest. In every nook and corner is an oddity or a beautiful bit of standard workmanship to please the novice and tempt him to join the wheeling host. To the inexperienced the larger sprockets are the striking novelty of the '97 wheels. When this is noticed the casual visitor goes off on the quest for the unusual.

There is plenty to gratify the desire for the odd. One bicycle equipped with a shining brass fire extinguisher is universally picked out as a motor machine, and the salesman at this booth is kept busy explaining that it is not a self-propellor. Nearby is a dainty catamaran, the screws worked by a cycle attachment. In one room is a cycle of gigantic size, the seat thirty feet from the floor, and with tires on the wheels two feet in circumference. It is complete in every part, and a modern Goliath would find it just the thing for a spin on the Boulevard. In direct contrast, on a booth a few feet away, stands a wheel only fourteen inches high and weighing but five pounds. It is as daintily finished as a woman's watch and is perfect in every way. The wheel spokes are like spider threads, and suggest the tiny chariot made by the fairies for Queen Mab in "Midsummer Night's Dream." A cycling joker on another floor, who displays lamps, shows a wheel studded in every part with his pretty designs for illuminating the cyclist's path. The machine, with its wealth of jewelry, recalls the diamonds on a sporting man's shirt front.

There is a hungry, hunting look in the faces of many of the visitors, even after they have made the full circuit through all parts of the show. It is the old familiar souvenir longing, so much in evidence last year. It is only dispelled by the announcement that the souvenir barrels have not been tapped. Before this was known an exhibitor on the promenade deck had a lively experience. On the rail of his stand is a little machine called a dynagraph, a delicate instrument used at his cycle works for measuring the friction of bearings. It looks like a policeman's shield, studded with metallic points, and seems just a nice handful to give as a souvenir badge. For a moment it stopped working, and, as the exhibitor began fixing it, an inquisitive onlooker stood to watch his methods. In an instant a single file of women and men, a hundred strong, had formed before the stand. They stood in an orderly line, patiently awaiting a distribution of "any old thing." The exhibitor looked flattered at the attention his device at-

tracted, and, when it was moving again, he handed those nearest to him a tape-like strip of paper, traced like a weather map, containing dynagraphic records of tests—and the line, after a united sigh of disappointment, faded away like snow in a thaw, leaving a very much surprised exhibitor waving the slips of paper behind them.

A cycle city is a complete title for the show. From the complete models to every minute part and section the exhibits are full and complete, and, in the arrangement and the multiplicity of stands, the exhibition seems a town in itself. There is no danger of getting lost in this maze of streets and shops, for, besides a bureau of information at the entrance, neatly-uniformed guides stand about to direct the visitors to any desired stand or section. Of course the bicycle accessories are as prominent as the models of singles, quads, tandems, and sextets complete.

There is no mistake about the throng to the show. The people come flocking in without any cessation until nearly closing time. It is evident that the cycle curiosity that amazed the town last season is still vigorous and rampant. One thing is evident. The makers know the strength of the demand, if the price cards are a true indication. The figures, as a market quotation, would place the price of women's wheels at \$75 to \$125, men's singles at from \$100 to \$150, while tandems and quads start at \$150 and run to fancy figures. The army of "drummers" is as polite, eager, and cheerful as at the last New York show, but the young men no longer have a monopoly of the field. The new woman has entered the cycle field, and she is as attractive there as on the cycle path. At many stands, dressed in neat road habits, are these new aspirants for selling honors, and from the number of questions visiting women asked them the new departure should repay the maker. One advantage they have over the men is that they illustrate their words by jumping into a saddle and showing a woman hovering on the brink just how they will look on a wheel.

The officers of the National Exhibition are decidedly pleased at the turnout of visitors, for in their hearts had been a lurking fear that the change in location might have been a mistake. But they are well satisfied, and, when not complimenting each other, the cycle magnates seek out their Secretary, Ernest R. Franks, who has borne the brunt of the work, and, as one of them says, "just stand and throw bouquets at him."

Visitors at the show who go because they actually want to see wheels and study what is new in them have no easy time of it. The confusion in the booths, where the work of getting to rights is still in progress, seriously interfere with the explanation of flush joints, crank fastenings, ball retainers, bearings adjustment, and all the rest of the salesmen's mechanical trade.

To those who attended the Chicago show there seem to be, on the whole, more wheels and more features of novel construction in the array at the palace. In part this impression is just. The number of exhibitors who have spaces here who did appear in Chicago is surprising. It is much in excess of the number who exhibited in Chicago only.

To the ordinary cyclist of average intelligence who appreciates his cycle as a machine the show will prove bewildering in a double way. At the first glance there appear in the 1897 models to be few reasons of intrinsic character why a rider should abandon his mount of 1896 and go to the expense of purchasing one wholly up to date. This embarrassment is naturally consequent upon the uniformity of frame patterns. The tubing being used is about the same size as it was last year. It is true, however, that the larger diameters of tubing, inch and an eighth, and inch and a quarter, are more generally employed. Quite a number of makers, of conservative ideas, who held back in 1896, have adopted the larger sizes for this season. This fact, coupled with the knowledge that the large tubing has withstood the test of practical use, indicates that tubing of the diameters now in vogue is not only fashionable, but is also mechanically correct. Large tubing may now be safely said to have passed into the list of permanent features which are fast giving the modern cycle a fixed type.

In the first survey, when only general appearances are noted, the enquiring rider will notice chiefly the slight alteration of lines in the frame by the crank hangers being lower with relation to the rear axle and bearings. In fifty of the best known makes of wheels it is impossible to find one having the crank axle on the same level as the rear hub. The drop is from one inch and a quarter to two inches. The average is about an inch and three-quarters. One effect of this apparent to any eye is a forward slope of the rear forks and chain and new lines to the quadrant formed by the rear forks, back stays, and seat-post mast. With the dropped crank hangers this section of the wheel looks like a more substantial truss. An oft-repeated fallacy on the part of unthinking riders concerning the reason for this change is that it causes the chain to run down hill. Mechanics who adopt it argue that it strengthens the frame in accordance with engineering theories and gives them new angles of weight pressure upon which it is easier to compute in turning out their bearings.

The only other general change in the 1897 models which is superficially plain is the prevalent substitution of flush joints for the old external style. This change has furnished considerable material for discussion between both riders and mechanics, and will probably continue to do so until the test of

time in service has demonstrated their soundness or their frailty.

Having noticed these distinctions, the intending buyer may well continue to wonder why he should sell the old and buy the new, which is so slightly different. The arguments pro and con on even these points might easily confuse. Many makers had flush joints, dropped bottom brackets and the largest of bicycle tubing in their machines last year. Some had only one or two of these features. To those riders who are devoted to one make of wheel, and make it a point to keep up to date by purchasing a new one every year, there is no problem. Every manufacturer shows a number of differences between his 1896 and 1897 product. If their 1896 machines had all the peculiarities of frame construction that have become typical of this year's models, then new



A few more good agents wanted.

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

## Glipper Light Roadster

the highest possible grade, the most expensive equipment and material is used in its construction, the finest finish possible to get by careful polishing, hand and water rubbing. These frames are finished in the same manner as the finest furniture. Every wheel is carefully inspected, carefully made of selected stock, not a single "stock part" is used in its entire construction. The only wheel made with tapered D tubes in rear forks, which is the most expensive in the world. The '97 Glipper Light Roadster embodies every up-to-date practical feature known. Compare it to any wheel at any price, take it piece by piece, analyze it, test it, ask any uninterested expert for his opinion. We feel confident of the result. We are sure you'll purchase this wheel if you want the finest bicycle that can be made, regardless of cost. \$80.00 is the price.

Pratt 233 T.

GRAND RAPIDS CYCLE CO.



mechanical wrinkles appear in the details of spoke, handle bar, crank, and seat-post fastenings, in the style of axles used, and the kind of bearings. To the rider who is not unalterably biased in favor of some make, but who continues the quest into the realm of such details, there comes confusion of another kind. Investigation beyond the superficial reveals a wonderful variety. The new features in details are seemingly endless. They offer an embarrassment of riches to the seeker after novelty. While to the casual inspection all the wheels in the show look alike, it is entirely true that no two are precisely the same. When the differences between them are studied and the reasons for the points of variance are sought, the task, which at first flush seemed trivial, comes to assume stupendous proportions.

\* \* \*

All kinds of lines in front forks and rear forks can be found; all sorts of connections at the joints, endless variety in the style of fastenings, adjustments, and other details are at hand, and all kinds of reasons are given for each particular departure from the method employed by others. There are hygienic frames, hygienic saddles, hygienic handle bars, and even hygienic pedals. There are adjustable handle bars, adjustable saddles, convertible tandems, convertible single wheels, and changeable gears. There are freaks as well as novelties, and more than appeared at the National Show held in Chicago. The makers of specialties seem to have concluded New York to be a better mart than the "Windy City," and certain manufacturers who made an elaborate display in the West have new features in their stalls here. One Eastern concern, which is using an invisible brake that binds on the crank axle by a turn of the grip, exhibits a wheel with sections cut from it longitudinally, so as to show all the internal action of the device. This makes plain a matter that has hitherto been mystifying.

\* \* \*

Among the most striking novelties in complete cycles is a machine imported from England by a prominent Brooklyn tradesman. It is a chainless wheel, but front driving. The general appearance of its frame is that of the old ordinary, or high wheel, but its saddle height is no greater than that of the common safety. It has a front wheel about thirty inches in diameter, and a rear one of about twenty. The rear wheel trails from a curved backbone of the same style made familiar by the ordinary. There is no rake to the front

forks. They run sheer up to the steering head. The handle bars are curved first outward and then backward, so as to be immediately above the forks. The saddle is on the spine, as in the ordinary, and the cranks are attached to the axle, so that there is a slight forward thrust. The gearing, which is of the spur variety, is encased in a metal box. This is the first specimen of this machine ever seen in this country, but in England they have been on the market for several years. They are the product of a veteran manufacturer, who finds a ready sale for his output. The machine attracted general attention on the part of the trade as well as the public.

\* \* \*

In studying the designs of fork crowns, a tendency in the direction of using the arched or bell-shaped crown is noticeable. The number of crowns made of a one-piece forging and showing only a single square or oval plate is much less than in former years. The two types most general in this year's models are the arched form mentioned and the double crown, made of two forging plates joined by sockets.

\* \* \*

The number of cheap wheels exhibited is a feature unknown in former years. Several concerns showing only juvenile cycles are among the exhibitors. In previous years it was almost unheard of for a bicycle concern to cater to the rising generation. The making of children's wheels was in the hands of regular makers, and the production of the smaller machines was generally regarded as unprofitable.

\* \* \*

A curious instance of what may be truly regarded as a reversion of type is found in the space of one of the largest and best-known manufacturers. It is a convertible single wheel, for the use of either a man or a woman. In the days of the first safeties, when they were heavy and clumsy, it was common to see a drop frame machine with a removable top bar. During the last three or four years the type has become almost extinct, and the revival of it by a progressive manufacturer is a venture the result of which will be watched with interest. In favor of this resurrected pattern it must be said that it is as far superior to its prototype as the modern safety is to its progenitors. It is surprisingly light, and is not ungraceful in appearance. The lower part is constructed, like the ordinary wheel, for women, with curved double tubes, while the top bar, when fastened into position at the head and seat-post tube, is perfectly horizontal, and has all the appearance of the upper tube in a regular diamond frame.—New York Sun.

**The Warm Penny of More Value than the Cold Dollar.**

We live in a world of vicissitude and change. This is as true of human conditions as it is of the wind and the weather. Health that blooms on the cheek and sparkles in the eye may vanish at the breath of a cold wind or the visit of a silent microbe. Friends once loyal and true may drop away as the leaves of a maple or the blossoms of a peach. Wealth may drag its golden anchor and drown in the sea of misfortune, and what we had or have of luxury or fine raiment may leave us as poor as Lazarus and as ragged as a scarecrow. This is happening all the time and everywhere. Man in his best estate has not the fixedness of a railway spike or a nine-penny nail. In this never-idle kaleidoscope, the prince and the peasant, the wise man and the fool, have a common fellowship.

The sorrowful and the hungry, the spirit-broken and the unfortunate are always with us, and we should not forget that we who look may yet be cast into the same dark stream. Let no man despise the other with a broken fortune, a darkened life, a wet eye or a dismal fate. He is of the same stuff, and the hammer that shatters the image, be it Parian marble or common clay, is no respecter of persons. Not an outcast nor a waif, nor a human ruin standing on the highways of time, but has a claim upon the sympathies of us all. There was a time when to such a man life was bright as a spring morning, with its incense of opening buds and its music of birds. Home had its lifted latch, its kindly voice and its sacred endearments. A soul looked out of its windows on what was to be seen in the vista of the future, and what was to be heard of the invisible choirs that sing of hope, happiness and the glories of a world to come once rang in the ears now dulled with the echoes of a storm. For such as these the Man of Nazareth walked the hills of Galilee and died on a Roman cross, and what heaven sought to save let no man cast away. What are we here for, if it is not to do as He did?

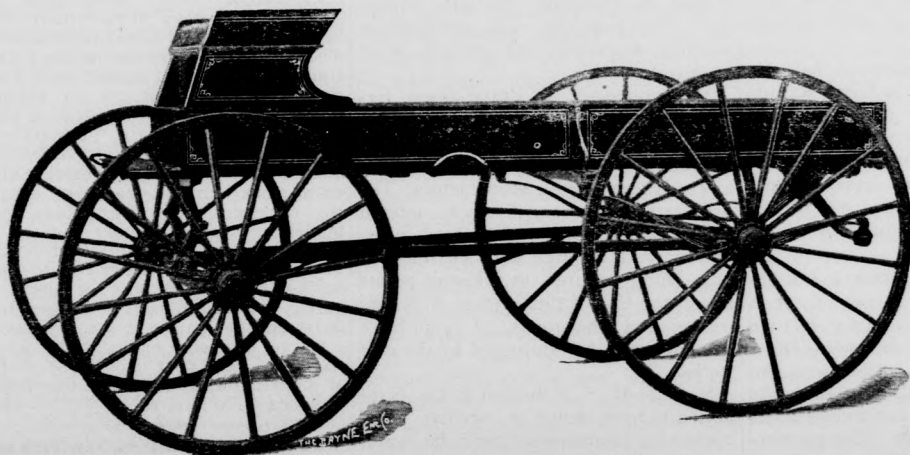
The idea that a man is put on this planet for no other purpose than to accumulate wealth or become a basket of bouquets, or to wear out his knees in serving and worshipping his own isolated personality, is a fraud more deceptive than a gold brick or a tongue with more oil than veracity. There are lots of us, however, smoking this kind of opium, with a waking up to come when the pipe is empty. "No man liveth to himself," is one of the greatest

verities, but that a goodly crowd are living some thirty, fifty and seventy years for that one lone personage is a gruesome fact. A number nine shoe covers the planet and the rim of a hat the two poles and the equator. A mortal man of flesh and blood the grave-worm loves; of vitality that may depend on a pill for its continuance, he has no more jurisdiction in the cosmic system than the wing of a black bat has in an eclipse of the moon; he is a self-organized monopoly of interests and the obligations of one man to another.

Two peas cannot live in the same pod without their affinities, and no man in this world can share lodgings in it with the rest without having more or less of a common interest. It may be denied or ignored, but the web of the tissue remains. Few men deny this, but a great many forget it. They recognize their duty but forget their relationship. They have money for hospitals and old clothes for Provident Associations; they dance all night at a charity ball and are not guilty of discontent or private swearing when searching for the missing bivalve in the oyster stew at a church sociable: but so far as personal sympathy goes for the man who needs a wooden leg, or the washerwoman who is loaded down with a pair of twins and a husband who would rather sleep than work, they are as indifferent as a hermit crab is as to who rented the shell in which he gets a free lodging.

This is not charity any more than a suit of clothes is a man, or a paste diamond a genuine stone. We have seen dewdrops on a bunch of Concord grapes, but the water was not wine, and have heard the music of the sea in a shell, but it was not the Atlantic. Samaritans of this type are as common as cheap shoes. They autograph subscriptions, it may be to the rescue of ship-wrecked mariners, or the protection of mules, the education of barbarians, or the purchase of socks for the waifs of Whitechapel; and so far so good, but the man who is a Samaritan by proxy may be a different gentleman altogether where he eats and drinks and sleeps, or makes his money.

Giving is not charity unless the giver be given with the gift. The world wants the man, and poverty something more than the money. That is what is wanted; and that is what is missing. A kind heart is better than a silken purse. It is as rain to the dry grass and candle light to a dark room. It may not have a cold dollar, but it is never without a warm penny, and, so far as the misfortunes and poverty of this world go, the warm penny is of infinitely more value than the cold dollar. FRED WOODROW.



**TIME IS MONEY  
LIFE IS SHORT**

**And Rapid Transportation is  
a Necessity . . . . .**

To secure the most prompt delivery of goods at the least expenditure of time and money it is essential that the merchant have a delivery wagon of the right sort. We make just that kind of a wagon and sell it as cheaply as is consistent with good work. For catalogue and quotations address

**BELKNAP WAGON CO.,  
GRAND RAPIDS, MICH.**

## Around the State

### Movements of Merchants.

Manton—A. Alvin is closing out his clothing stock.

Evart—McDougall & Selby is the style of a new grocery firm.

Petoskey—T. C. Delezeze has sold his grocery stock to W. A. Major.

Jackson—J. B. Champlin has opened a new grocery store and meat market.

Jackson—Flowers & Co. have opened a new grocery store at 238 East Main street.

Saginaw—C. H. Mitchell succeeds Mitchell & Downs in the tobacco and cigar business.

Bay City—R. A. Forsyth succeeds John McBride in the grocery and boot and shoe business.

Cass City—W. J. Campbell, dealer in agricultural implements, will discontinue business April 1.

Menominee—E. A. Duval has purchased the clothing and tailoring business of John Joiner & Co.

Detroit—Mrs. Anna Andrews succeeds Wm. H. Miller in the restaurant and confectionery business.

Shepherd—Taylor & Shaw continue the general store business formerly conducted by Frank M. Taylor.

Calumet—Louis Sibiisky succeeds Culan & Sibiisky in the dry goods, clothing and boot and shoe business.

Detroit—Chapp & Weber, dealers in dry goods, have dissolved. The business will be continued by Leonard E. Weber.

Jackson—R. P. House, lately from Missouri, succeeds E. L. Grover in the grocery business at 217 Francis street.

Jackson—C. R. Townsend, formerly of Parma, has opened a grocery store at the corner of Greenwood and First streets.

Jackson—Chas. Wiley has opened a grocery store at 1412 East Main street. He was formerly engaged in the milk business.

Wayland—J. M. Burpee has sold his stock of boots and shoes and groceries to C. A. Ryno, who will continue the business.

Allegan—Oliver & Co. have purchased the H. H. Cook stock of furniture and trunks, and will do business at the same location.

Jackson—J. V. Hoover, grocer and meat dealer, has removed from the corner of Greenwood and First streets to East Ganson street.

Jackson—Riggs & Winslow have stocked and opened a new grocery store in the store building at the corner of Mitchell and Milwaukee streets.

Pentwater—C. R. Whittington has sold his furniture and undertaking stock to Peter Lagesen, who will continue the business at the same location.

Woodland—H. C. Carpenter & Son will shortly open a branch hardware store at Lake Odessa. It will be under the personal supervision of C. B. Carpenter.

Elk Rapids—T. E. Reily, who for the past three years has been in charge of J. W. Balcom's drug store, has taken a position with Paul V. Finch, of Grand Rapids.

Ravenna—W. E. Patterson has purchased the interest of H. M. Gannon in the drug and grocery firm of Thatcher & Gannon. The new firm will be known as Thatcher & Patterson.

Traverse City—M. E. Haskell has leased the store in the Markham block formerly occupied by W. J. Bell and will open up in the book, stationery and wall paper business March 1.

Sears—Richard Haliban has opened a grocery.

Port Huron—A. H. Tibbitts, who has been manager of the drug store owned by R. J. Cram, of Detroit, has been succeeded in his position by Harry Adams, formerly of Knill's drug store here.

Jackson—A. A. Jankowsky, formerly engaged in the jewelry business on Steward avenue, has removed to the new building at 503 East Main street and embarked in the grocery and jewelry business.

Cadillac—The J. W. Cummer building, at the corner of Mitchell and Harris streets, has been leased by J. Present, of St. Ignace, who is arranging to occupy it about March 1 with a stock of dry goods.

Muskegon—William Coppel has removed his stock of groceries from 303 Clay avenue, the store formerly occupied by D. B. Jones, to the Duquette block, on the corner of Clay avenue and Seventh street.

Detroit—F. Rosenfield & Bro., tobaccoists, have discharged a \$27,000 mortgage given Dec. 16 to Strauss Bros., of Ligonier, Ind., and others. It is claimed that all the debts of the firm have been paid.

Kalamazoo—The G. H. Raynor Co. stock of books and stationery has been sold to Edward Woodbury, one of the creditors, for \$10,756. The secured indebtedness is \$10,245.60. The stock inventoried \$20,000.

Mt. Clemens—G. E. Clark succeeds Dr. J. G. White as proprietor of the City Drug Store, Mt. Clemens. Mr. Clark was formerly traveling salesman for the wholesale drug house of Lyman, Knox & Co., of Toronto.

Vermontville—Byron Archer, of Coldwater, who was here last week looking over the ground, has concluded to locate here and has rented the Pray block, recently vacated by W. E. Imes, and will handle poultry, eggs and farm produce.

Jackson—Gleason Bros. & Dack, dealers in dry goods and clothing, announce their intention of dissolving partnership Feb. 20. It is understood generally that John Glasgow and Mr. Dack will open a new store in another building.

Muskegon—L. C. Mangold has sold his interest in the Union Tea Co. to John J. Bither, who has been associated with him as partner for the past twelve years. Mr. Bither will continue the business at the same location under the same style.

Detroit—A. H. Krum & Co. succeed C. L. Weaver & Co. in the jobbing of Candee, Woonsocket, Federal and Rhode Island boots and shoes and rubber soled-tennis shoes, to which they will shortly add a line of mackintoshes and rubber clothing.

Carson City—C. Lightstone has decided not to remove to Eaton Rapids and take an interest in his brother's shoe business, but will remain here and continue business under the style of the Chicago store. He has leased a store in the Gardner block and will shortly add another line of merchandise to his stock.

Detroit—Ward L. Andrus & Co. has filed notice of the formation of a limited partnership to carry on the wholesaling of fancy groceries, fruits and oysters. Ward L. Andrus is the general and Samuel C. Tewksbury the special partner. The latter contributes \$25,000 to the business. The partnership expires Feb. 1, 1902.

Port Huron—The stock and book accounts of Osman & Beard were sold at public auction Tuesday by Chas. D. Thompson, trustee mortgagee. The inventory of the stock footed up \$23,596.63, while the book accounts amounted to \$6,469.60. Mrs. Agnes Beard, a creditor under the first mortgage for \$14,000, was the purchaser, bidding in the stock for \$15,000 and the accounts for \$2,000. The proceeds will not quite cover the amount in class A of the mortgage. It has not yet been determined what disposition will be made of the stock.

Newaygo (Democrat)—Our fellow townsman, S. K. Riblet, who, for the past thirty-five years, has been the most active business man in Newaygo county, was missed from his post of duty last Friday. Every man, woman and child of the village noticed his absence. Upon enquiry it was learned he had fallen from the express wagon and broken a rib, and sustained other bruises which of themselves would have kept the majority of mankind in doors several weeks. The following day "Sol" was out and now he is behind the counter of his dry goods store again.

### Manufacturing Matters.

Middleville—The Cold Spring Creamery Co. recently declared a dividend of 30 per cent., after having spent 25 per cent. in improvements.

Holland—L. Van Putten has leased the upper floor of Slagh's planing mill and purchased machinery adapted to the manufacture of wooden toys.

Owosso—James E. Clark, for nearly five years past Secretary and Treasurer of the Estey Carriage Co., has resigned his position and will soon engage in other business.

New Lothrop—The Hess Bros., accompanied by Morrice Odell, were in Saginaw last week, contracting for the iron work of the Lehigh washing machine, which they will manufacture here.

Birmingham—Senator F. M. Warner has shipped a large consignment of cheese to Glasgow, Scotland. The freight to New York was 23 cents per hundred, and from New York to Glasgow 46.

Kalamazoo—O. Torgeson has retired from the firm known as the Torgeson-Hawkins-Torgeson Co., manufacturer of Nacretoin. The business will be continued by T. M. Torgeson and Wm. R. Hawkins under the style of the Torgeson-Hawkins Co.

Muir—The Muir Washing Machine Co. has filed articles of association with the County Clerk. The shareholders are J. O. Probasco, 100 shares; Levi M. Greenwood, 100 shares; Rudolph T. Robler, 100; George B. Haves, 100; Arthur A. Stoddard, 70; John Dilley, 30. The company will manufacture washing machines and various wood novelties.

Menominee—P. C. Christianson, formerly engaged in the sawmill business at Daggett, has leased the Panghorn Manufacturing Co.'s plant in this city and will soon open a hoop factory. The necessary machinery has been ordered from Chicago. Ash will be used principally and a large stock of timber is now being secured at different points along the line of the Chicago & Northwestern and other roads. A large force of men will be employed by the new works.

Detroit—H. S. Robinson & Co. is reported to have issued a circular letter containing a statement of their affairs and a proposition to their creditors. The

property has been appraised at \$108,000, and in this appraisal \$40,000 of uncertain accounts is thrown out, 10 per cent. taken off all accounts believed to be good, machinery and fixtures are reduced to little more than a nominal amount, and the merchandise valued at what it is thought to be worth in its present shape. If the business is continued, it is proposed to abandon the store on Jefferson avenue, by which a saving of \$10,000 a year can be effected, and to move all the goods to the factory building; to pay no salary in excess of \$100 a month, which will effect a saving of several thousand dollars a year over former expenses under this head; to abandon the factory as a manufacturing plant, but use it as a warehouse and do a merchandise instead of a manufacturing business. The circular states that substantially all the creditors have been consulted, and the situation is as follows: The banks want their notes paid, but they are not disposed to force the sale of the stock; are willing to wait until the money can be realized to the best possible advantage. The United States Rubber Company has refused to take preferential stock in a new company to be formed, but will allow the stock in trade to be sold by such new company, and give the re-organization all that can be made over and above the first mortgage and the mortgage of \$35,000 to the Rubber Company. The Rubber Company's claim amounts to \$51,000, and this would be a concession of \$16,000 off the face of the claim. It is now proposed to organize a corporation under the laws of Michigan, to be known as the H. S. Robinson Company, this company to issue \$83,000 of stock—\$43,000 to be preferred stock, to be delivered to the creditors secured by the third mortgage and a few small unsecured creditors, so as to close up all the old affairs, each creditor to receive stock at par to the amount of his claim; \$40,000 in common stock, to be issued and go to the partnership of H. S. Robinson & Co., subject to the first mortgage, and the \$35,000 to the Rubber Company; but the new corporation not to assume the partnership debts; the property to be transferred to a trustee, and the new company to dispose of the property as the agent of that trustee. The indications are that the large creditors will agree to this arrangement as the best that can be done under the circumstances.

### Cuban Steamboat in a Jackson Show Window.

Jackson, Feb. 8—A grocery house in Jackson has a show window which probably attracts as much attention as anything of the kind in the State. The window is built in such shape that it is conspicuous. The proprietors are genuses and they attract many a dollar's trade by their talent in decorating. Their principal feature at the present time is a steamboat, named the "Three Friends," made entirely of material found in the store. The boat is about 6 or 8 feet in length. The frame is made of pieces of board from packing boxes. The finish of the vessel is made up of stock found in the store, consisting of cakes, fruit, vegetables, penholders, pencils and other notions. It is perfect in all its details, from bow to stern and from water line to top of smokestack. Space will not permit my going into the details of construction, finish and decoration, but the vessel is a marvel of design and a catchy advertisement. The boat is only one feature of the window, as there is a fine display of goods all around it.

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

## Grand Rapids Gossip

Park & Caxton, dealers in notions at Kalkaska, have added a line of groceries. The Worden Grocer Co. furnished the stock.

A. Schram will shortly open a new drug store at Hesperia. The Hazeltine & Perkins Drug Co. has the order for the stock.

The Valley City Drug Co. has sold its stock at 601 Cherry street to A. B. Bartlett, who will continue the business at the same location.

A. D. Otis, formerly Secretary and Treasurer of the South Arm Lumber Co., at South Arm, has taken the position of office manager of the Grand Rapids end of the Cappon & Bertsch Leather Co.

Geo. Humiston and James Carlton have formed a copartnership under the style of Humiston & Carlton and opened a dry goods, hat and cap and boot and shoe store at Lakeview. The shoe stock was furnished by the Herold-Bertsch Shoe Co.

After numerous postponements it has finally been decided to hold the winter convention of the Michigan Retail Grocers' Association on Wednesday and Thursday, March 3 and 4. The change in dates is due to the desire of the officers to hold the convention simultaneous with a political convention, so as to secure the advantage of half fare rates from all parts of the State.

### Purely Personal.

M. J. Lobstorfer, the Port Huron druggist, has been confined to his bed for the last six weeks with inflammatory rheumatism.

James Harry Goodeve has left the employ of W. V. Wendover, of Detroit, to take a position with Nelson, Baker & Co., manufacturing pharmacists of Detroit.

G. L. Thomas, house salesman of the Ball-Barnhart-Putman Co., has returned to his duties after a five weeks' vacation, which was spent among friends at Stanton.

Homer Klap, Secretary of the Grand Rapids Retail Grocers' Association, is making his annual rounds among the trade of the city and is meeting with a cordial reception everywhere.

It is reported that Geo. Medes, formerly with the Herold-Bertsch Shoe Co., has purchased an interest in the banking establishment of Chas. W. French, at Stanton, and that he will remove to that place and take an active interest in the business.

N. B. Clark, President of the Michigan Bark & Lumber Co., is spending a few weeks at Indiana Mineral Springs, Ind., in company with Wm. Gerber, of Reed City. Mr. Clark writes that he is rapidly improving in health and that he will be at his desk again sometime between the 1st and 15th of March.

The ambition of some men knows no bounds. Not content with managing the most successful paper mill in the country, being the social leader of his town, the political boss of his county and the leading spirit in a minstrel show, Geo. E. Bardeen, of the Bardeen Paper Co., at Otsego, now insists on invading the realm of mercantile life, having succeeded in getting himself elected a Vice-President of the Brownson & Rankin Dry Goods Co., at Kalamazoo. Some friend of Mr. Bardeen's should put a stone on his head.

Jacob Jesson, formerly engaged in the drug business at Muskegon, but for the past year on the road for Seabury & Johnson in Southern California, has purchased a drug store at Ontario, about forty miles west of Los Angeles. Mr. Jesson's Michigan friends—and they are legion—will be pleased to learn that he is pleasantly located in a growing town in the fruit belt of the Land of Flowers.

Fred Macey has resigned his position as advertising expert of the Bissell Carpet Sweeper Co., to take the management of the Rapid Hook and Eye Co., C. G. Follmer retiring to re-engage in the shingle business, in which he won both distinction and shekels. Mr. Macey is an exceptionally competent man, having made his mark as an advertiser while in the employ of the Bissell institution.

C. S. Udell (S. P. Bennett Fuel and Ice Co.) attended the golden wedding of G. C. Jones and wife, at Jenisonville, Tuesday evening, and distinguished himself in two directions—by performing the marriage ceremony in the most approved manner, in the absence of a regular clergyman, and by kissing the bride on the least provocation—and several times without provocation. Heretofore Mr. Udell has generally confined his attentions to beautiful young ladies and interesting and intellectual young widows, but the events of Tuesday evening indicate that even blushing brides are not exempt from his painstaking attentions and osculatory demonstrations.

W. Fred McBain, Secretary of the Grand Rapids Fire Insurance Co., will be married Feb. 17 to Miss Ann Kathleen Hughston, of La Porte, Ind. The ceremony will occur at the residence of the bride's aunt, Mrs. Geo. Wilson, of La Grange, Ill., the officiating clergyman being the rector of the Episcopal church at La Porte. Miss Anna Morrison, of La Porte, will act as bridesmaid and the groom will be supported by Maynard A. Dominick, of London, Eng., who is now on his way to this country for that purpose. The wedding tour will include a trip to Florida, the intention being to return to Grand Rapids about March 15. The happy couple will take up their residence at 149 Paris avenue, where they will be "at home" to their friends on and after April 20. Mr. McBain has won recognition in insurance circles by his progressive policy and application to business and the Tradesman heartily joins the many friends of the contracting parties in wishing them long life and much happiness.

### Flour and Feed.

There is very little change to be noted under this head. Buyers, as a rule, appear to be extremely cautious about placing orders, except as they are obliged to buy for the immediate needs of their trade. Stocks of flour in Eastern and Southern markets are now very low, but with indifferent dragging markets for the next few weeks, there will undoubtedly be very little change in the situation. On the other hand, should the grain markets continue to improve, as has been the case the past few days, buying will be more spirited.

Millstuffs are in better demand. Prices have advanced from 50c@51 per ton. Bran especially is scarce.

A good trade is to be reported on ground feed, coarse meal, etc. Prices are ranging very low and the margin for handling is small, but orders have been quite plentiful.

WM. N. ROWE.

### The Grain Market.

Cash wheat closed very strong at 3c higher in local markets and 2c higher in grain centers. Futures also advanced about 2c. All reports point toward still higher prices. The visible decreased 1,706,000 bushels, against 600,000 bushels during the corresponding time last year, leaving the visible 47,885,000 bushels, against 66,167,000 bushels the corresponding date in 1896. Argentine shipments were 14,000 bushels, against 667,000 bushels last year. The French crop report shows that the present condition is 33 per cent. less than last year. India will have to import wheat this year, while in former years she has exported, and the only countries to supply this demand are the United States and Russia and our supply of both spring and winter wheat is very limited. Our exports were 3,100,000 bushels—rather above the average—but this does not seem to effect the short sellers, as they keep the market well supplied with wind wheat—options. What is there to offset these strong points? The only thing we know of is that people consume more potatoes, rye flour, buckwheat flour, corn meal, etc. If the reports are true that in Minnesota, with the exception of Minneapolis and Duluth, the millers are compelled to hustle for wheat, the same as Michigan and other winter wheat millers are hustling, we may consider the present price very cheap. We are creditably informed from private sources that 20 to 25 per cent. of the farmers have to be supplied with seed wheat. Cash wheat to-day is higher than May. By combining all these facts we think prices must surely be higher before they get much lower.

Owing to the large exports of coarse grains, prices have firmed up a little, but there is no material change. There is not much life in either of these cereals. As we have a large crop of both corn and oats in this State, we are enabled to export from the State, instead of importing.

The local receipts of wheat do not improve and we presume our prediction that farmers have none to offer is right. We do not see where our supply is coming from to keep the mills in operation until the new crop is harvested.

The receipts during the week were: wheat, 40 cars; corn, 4 cars; oats, 6 cars.

Local millers are paying 83c for wheat.  
C. G. A. VOIGT.

### Isolated Districts.

Attention is being called to the fact that, notwithstanding Grand Rapids has an extensive system of improved roads radiating in all directions, there are yet considerable districts which are either practically excluded from this market, so far as farm productions are concerned, or are handicapped by toll and other charges to an extent which goes far to neutralize the benefits of practicable highways.

In some localities serious obstacles are found in the lack of bridges for passing Grand River. During the floods of 1883-4, a number of these were carried away and some have never been rebuilt; and there are other places where such bridges are greatly needed. The lack of these cuts off considerable tracts of country from easy access to the city, or subjects the farmer to ferry and toll charges too heavy to be borne by the low prices obtained from the sale of the farm products.

A striking illustration of the matter is found in the case of West Bridge

street gravel road. This road ends at a bridgeless crossing of the river, over which passage is effected, during favorable stages of the water, by a chain ferry supported by tolls from the passing traffic. Frequently, during times of high water, the ferry is not in operation for considerable periods, necessitating a long detour over villainous roads for the residents affected to reach the city.

Now it happens that this road is paralleled at a short distance on the south by the bridgeless stream, and that at the end of the road the river makes a long turn toward the north, thus effectually cutting off all the region west of the terminus, except by dependence upon the ferry. Even when this route is practicable, the matter of toll is a serious one, in view of the low prices commanded by produce. Thirty cents for the round trip is a sum sufficient, in many cases, to prevent the journey; and when the expenditure is warranted, it must be borne by the ones least able to bear it.

The matter of making all the country easily and cheaply accessible to the city is one worthy the attention of every merchant and business man.

### Another Enlargement of their Laboratory.

It may be of interest to manufacturers and those interested in scientific research to learn that Thum Bros. & Schmidt have again enlarged their analytical laboratory. For years this firm has done all kinds of analytical work. The demands on this department have grown steadily until to-day we find a perfectly-equipped laboratory on the third floor, over their store at 84 Canal street. Among the specialties are water for both sanitary and boiler purposes, estimation of substances for fertilizing values, also of licensed and unlicensed fertilizer, assaying of ores, determination of limestone values, barks for tannin, quantitative, pig and cast iron, steel for carbon, butter and milk tested for adulterants, chemical and pathological examination of urine, and general analytical analysis. All work receives prompt attention, the laboratory being in charge of two chemists who confine themselves solely to this branch of work. Parties who wish to save "boiler compound" expenses will find advantage in knowing what water at their disposal gives the least amount of scale, etc. While this work has been done for years and is well known to the firm's regular customers, the Tradesman thought it well to mention to those who may have demands for analytical researches that this laboratory here in our midst can supply such knowledge as one usually seeks in a chemist. The firm will at any time be pleased to show to those interested the facilities they have for supplying the demands of a laboratory.

When he was in Egypt Mark Twain hired two Arab guides to take him to the pyramids. He was familiar enough with Arabic, he thought, to understand and be understood with perfect ease. To his consternation, he found that he could not comprehend a word that either of the guides uttered. At the pyramids he met a friend, to whom he made known his dilemma. It was very mysterious, Twain thought. "Why, the explanation is simple enough," said the friend. "Please enlighten me, then," said Twain. "Why, you should have hired younger men. These old fellows have lost their teeth, and, of course, they don't speak Arabic. They speak gum-Arabic."

The cultivation of flowers for export and for the perfumery factories at Grasse is an important industry on the Riviera. It is officially estimated that the value of flowers annually exported from Nice, Cannes, Beaulieu and Mentone is \$600,000.

## Fruits and Produce.

### Progress Made in the Commission Business of Late Years.

Columbus, Ohio, Feb. 6.—There is no business that gets a man out earlier or keeps him up later, or causes more interest in the unopened telegram or the unread letter than this exciting and fascinating commission business.

The writer well remembers his first experience with a commission house. After peddling most of the forenoon during a warm day in May with a load of strawberries, and being unable to make a sale, he was persuaded by a fellow peddler to try a well-known commission house. After unloading his berries on the sidewalk and tying his team in an alley, he returned to see how the fruit looked and found it sold and \$1.50 more per stand awaiting him, after paying the commission, than he had offered to take on the street. No more street peddling after that; the commission man was his friend, and a few years later he engaged in the business himself. I firmly believe that all growers of perishable fruit would realize a greater price for their products if consigned to a reliable house than they would by trying to dispose of them through their own efforts.

At the time mentioned, strawberries were received in heavy two-bushel stands, and first receipts came from near Nashville about the first week in May. Now they arrive in 16, 24 and 36 quart crates, and we have them from December until July, starting from Florida and closing the season at Minneapolis. At that time they all came by express and endured the tender handling of over-worked messengers. At present they arrive during their season in express refrigerator cars with capacity of 800 cases, and are run through to destination in fruit trains on passenger schedule and the fruit shows as nicely as when it left the patch. No transfer, and can be held in the car for several days.

Next came peaches, which were received in rough bushel boxes and frequently brought to market in wash-tubs; now we receive them in one-fifth, one-half and one-bushel baskets, wood covered, with bright netting to enhance their color; also in carriers and crates of two, four and six baskets each, carefully graded in size and color. Formerly Ohio, Indiana and Kentucky supplied the demand; now we receive them from Michigan on the north, Delaware on the east, Georgia on the south and California on the west, in car lots. Frequently solid trains of peaches are brought to the larger markets daily, and to the inexperienced it is a wonder how rapidly the markets are cleaned up at the prices obtained.

Cultivated blackberries were then a scarcity; now an article of much value during their season. Next came bananas; not many years ago, an expensive luxury; at present a staple article, and can be found on sale at every village store in the Union, and at prices within the reach of every one. The volume of business in this branch alone reaches into the million dollar mark yearly.

Oranges and lemons have been a staple article on the markets for many years, and were it not for the fear of awakening some painful memories of the past, a book might be written relating the profits and losses on those two articles. How our anticipation, some seasons, on well-purchased lemons would rise as the thermometer would climb into the nineties during the latter part of June, and would almost grasp the margin when a cold rain would set in and a chilling wind from the north would check the demand and decay would set in and require two boxes to make one. Away would melt the profits, like ice in a summer morn! But there have been good margins in lemons, and there will be again. Oranges, while not affected so much by the weather, sometimes cause a peculiar uneasiness and a smile or a frown to pass over the countenance as the market varies. For-

merly foreign countries furnished us with nearly all our oranges, but during the last two decades Florida and California have supplied us with the luscious fruit, and during the past few seasons have secured a place in the leading markets of the world. Since the destruction of the Florida groves by freezing, Mexico has found our markets a valuable outlet for her orange crop.

Probably the grand and growing enterprise of the fruit auction, in the larger cities, has alone done more to assist the importer and buyer of foreign and domestic fruit than any industry during the history of the commission business. Cargoes and trainloads of fruit are disposed of in a few hours, with less expense and generally more satisfactory results than by any plan ever adopted, the goods being sold on their merits and placing every reliable firm on an equal footing at the sale.

Apples—everybody's favorite, and an article that some years causes some of us to pass through a season of inward bleeding and of fearful anticipations of the outcome—were formerly handled in all sized barrels and frequently dishonestly packed, but lately a more uniform package has been used, and it seems now that, through the efforts of the National League, and the Apple Growers' Association, a package will be adopted of uniform size in every state, and also a system of grading the fruit into classes, whereby a dealer may know exactly what he will receive in size of fruit and packages.

But little advance has been made in the handling of potatoes, the staple still coming to us in barrels and crates for the first receipts of the new crops, and sacks and bulk for the later grown and storing varieties. However, much improvement could be made in grading potatoes, even if they do sell at 10 cents per bushel some seasons.

Most of us remember the old box car for loading freight articles, when 400 bushels of potatoes or 150 barrels of apples constituted a car load, and in severe weather false floors and stoves were used to prevent freezing. Now we have the modern freight, ventilated and improved heater cars, in which berries, oranges, bananas, tomatoes, apples, potatoes and other tender commodities can be shipped from one end of the United States to the other, with the thermometer ranging from 90 in the shade to 20 below zero, and have the goods arrive in perfect condition. It is but a few years ago when we seldom went east of Buffalo or north of Detroit for our potatoes and apples, or south of Nashville for our berries. Now almost every house has its representative right at the grower's door and orchard, receiving direct from field, tree and vine; and even further, quite a few commission men owning large orchards of apples and peaches and groves of oranges. We also read where foreign capital is being invested in large orchards for the purpose of supplying the export demand.

Another change of importance is in the manner of securing consignments of goods. Formerly a letter written, quoting the market, would keep you well supplied; next came the solicitor and the encouraging telegram. Returns were then made once a week. Quite frequently a grower drew but a small portion of his returns until the close of the season. Now remittances are made daily, and very often net sales daily by wire. So anxious are the growers to know the result that the mail is too slow.

Competition has cut a large figure in the profits of many houses, also extension of bills, smaller percentage in commission charges, delivery of goods to distant parts of cities and to depots. This item of delivery and the cost of teams is an expensive one, and other costs of conducting this branch of business, as compared with some twenty years ago, are enormous. It is a subject for wide discussion and of vital interest to all of us.

The old-style buildings of ordinary thickness, kept at uneven temperature with natural ice and wet rooms, have been supplanted by modern buildings; and, by the use of chemicals kept at any

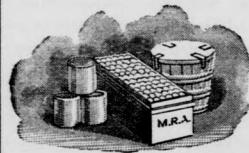
desired degree of temperature at all seasons of the year, the preservation of apples, pears, oranges, cabbage, potatoes, onions, butter, eggs, fish and many other articles in a state of almost natural perfection has been secured.

We find during the last few years that the telephone is the commission merchant's best friend. You can make a bare or glutted market over the phone just as easy as the occasion requires, and can make a fancy grade out of an article that wouldn't pass for choice if the customer were at your side. You can make him think you are his best friend and have just saved the finest crate for him, when the sidewalk is full of the same quality. It saves numerous trips to the depot and express office; and you may talk awfully loud to a big man over telephone when you would have to keep silent were he near you. It is also as easy to be imposed upon over the telephone in deductions asked for, on goods that are made to appear in very bad order, when, if returned, no reclamation would be asked for—simply because the market declined or the customer overbought.

The advance made in transportation, uniformity of packages, prompt returns, reliable information as to prices, the bringing together of grower, commission merchant and consumer, exchanging ideas as to how best to work for the

benefit of all, are the results of the active brain and never-tiring energy of the commission merchant, always ready to assist the grower to realize good margins for his labor and to give the consumer at all times the first and best that grows, and at as low prices as possible.  
L. K. SUTTON.

The red man is going to cease being merely picturesque and go to work. The Indians on the Red Cliff reservation are to go into the logging business. The Government has not yet sold any pine on this reservation, but it has been decided to let the Indians begin logging their timber, and the logs thus cut will be sold next spring to the highest bidder. Captain Scott, who is in charge of La Pointe agency, has received a letter from Washington containing specifications as to how the timber should be cut. A portion of the timber on the reservation has been burned over and will be ruined unless cut this winter, and the Government has authorized Captain Scott to begin the work at once. A sum of money has been placed at his disposal, with which to conduct the logging operations, and next spring, when the logs are sold, the Government will be reimbursed for the money advanced and the remainder will be turned over to the Indians.



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

Write me

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

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WHOLESALE SEEDS, BEANS, POTATOES,  
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## APPLES

Any kind \$1.25 per barrel.

SWEET POTATOES, CAPE COD CRANBERRIES, SPANISH ONIONS,  
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## OYSTERS

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**F. J. DETTENTHALER, Grand Rapids, Mich.**



## ORANGES

Extra Fancy Navels  
Extra Fancy California Seedlings.

**ALLERTON & HAGGSTROM,**

Jobbers of Fruits,

127 Louis St.,

GRAND RAPIDS, MICH.



**GOTHAM GOSSIP.**

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, Feb. 6—Slowly, it may be, but surely, we are getting on. A better feeling here, a little more demand there, and firmer quotations on some things are all straws indicating that the wind is blowing from the right direction.

The American Coffee Company has been formed with a capital of half a million dollars and, of course, the Havemeyers are at the head thereof. It seems likely that the war now is to be to the hilt and the time of the consumer is at hand—that is, the time when he can have cheaper coffee.

Trusts are being investigated by a Legislative Committee—that is, the committee is going to try to commence to get ready to make a terrific onslaught on these "blood-suckers." The investigation will continue until the trusts "put up" enough to make a good campaign fund.

The market for coffee is decidedly dragging. Supplies, which it was thought might show some falling off, are still large and the roasters are abundantly supplied, notwithstanding the fact that there has been a great call for roasted coffees from many interior points. Mild goods, both East and West Indian, are moving in a very satisfactory manner and, if supplies were larger, there would be still more doing. Rio No. 7 is worth 9 3/4c. The total amount afloat is 688,285 bags, nearly 200,000 bags more than last year at the same time.

Granulated sugar has been in average demand. The supply is more than sufficient and altogether there seems no immediate occasion for any advance in quotations. Foreign refined sells well and at steady figures. Foreign granulated is worth 3.95c. Domestic granulated, 4 1/4c.

The auction sale of teas brought out a fair attendance and after that came one of the dull periods—if one period in this market can be said to be duller than another. The demand, both in an invoice and jobbing way, is practically nil. Dealers all over the country seem to have tea enough to last for a year, and orders, whether by mail or in person, are for only the smallest amounts, although for some lines of extra fine goods there is not much to complain of. With cheaper coffee there comes a lessening demand for tea and, between coffee and beer, tea is having a hard time of it.

The rice situation is most encouraging. The South reports many orders from the West and at good round rates, while here the enquiry has been excellent, both for domestic and foreign, with a very steady range to values. Reports from abroad indicate that so much rice will be needed for the famine districts of India that the amount left for export will be comparatively small and higher prices are confidently looked for in the not distant future.

The market for pepper holds decidedly strong. Cloves, too, have taken an upward twist. Other lines are quiet, but, upon the whole, the tendency is for a stronger market right along from now on. Singapore pepper, 6c; West Coast, 5 1/2c; Zanzibar cloves, 5@5 1/4c; Amboyna, 10 1/2@11c.

In molasses, business is better. It takes some courage to say that, but it is a fact and it is hard work to get the same quality for the same price that prevailed a fortnight ago. The grocery trade is doing most of the buying and at quotations ranging from 27@31c.

While the demand is of rather a perfunctory character, the supply of syrups is none too large and so both sides are about equally balanced. Prime to fancy sugar syrups, 18@22c.

Lemons have taken a tumble and range all the way from 90c or less up to \$2.75, or possibly \$3 for extra fancy. Messina oranges are quiet, but Valencias and other varieties are selling fairly well. The demand for bananas and pineapples is light, the former selling at \$1@1.20 per bunch for firsts.

In canned goods, the market is improving steadily and from now on we hope to have a more cheerful tone to report weekly. There is a little doing in "futures" and altogether the feeling among the trade is one of more hopefulness.

The butter market is stronger, with an improved demand, and supplies not large. Best extra creamery is worth 20c.

There is continued strength to the cheese market and the outlook is extremely favorable to holders. The export trade is looking up and altogether we have every cause for looking for a firm market from now on.

There has been a very light demand in eggs and, with supplies sufficiently large, there has been no appreciation in price. Western prime, 17c.

**Patriotism of a Traveling Salesman.**

"I believe," remarked the hotel clerk to a group of listeners, according to the Washington Star, "that the most patriotic men we have in the United States are the traveling salesmen."

"And why they?" enquired a member of Congress. "Because they know the country better than any other class and see it in all its sections and are among the classes who maintain it and make it possible for the rest of us to live with a great deal more ease than we might otherwise. Now there's one who went out of the office just as the gentleman from New York came in. That man travels for a Boston house and his territory extends from Maine to California and he makes the trip every year, stopping usually in the big cities, but taking many of the others in on his way."

"He has been doing it for years, until he knows the people of the country in every state and I have yet to hear him say a bitter thing or a foolish one about sectional peculiarities or differences. He is too broad for that—that is to say, he is too patriotic. Then, again, he comes to Washington once a year simply to spend two or three days here so that he may feel the sense of government by contact with it, to walk about the streets of the capital of the nation, to look at the magnificent buildings of Government ownership, to stand in the glorious beauty of the grandest building on earth, to sit for a time in the halls of legislation and to experience for a brief season some of the material results of his citizenship of the proudest republic the sun ever shone upon."

There was a round of applause for the clerk's presentation of the case.

"Don't do it, gentlemen," he said, waving it off. "Those are not my words, but the words of that traveling man. He is the broadest-minded citizen, the firmest patriot and the squarest man I know and if it were possible to have a nation of his kind it would be possible to make one nation of the whole world. He has been in Washington for three days and when he leaves to-morrow he will take with him more than 100 books containing pictures of the city and its great buildings, which he will distribute among the children of the men he meets in a business way and who will never be able to get to Washington to wander amid its beauties and learn here among its marble walls and pillars the all-important lessons which they teach and which every American should learn. I presume he has distributed thousands of these pictures and has been a well-spring of patriotic sentiment to hundreds of young men and women in every state of the union. Who can say as much for himself?" And even the Congressman could not answer in the affirmative.

It is stated in the Boston Post that the inventor of the whistling buoy, "that godsend to the sailor," got his first idea of the device from seeing a small boy pushing an ordinary tin horn, mouth downward, into a hogshead of water. The air thus compressed was forced rapidly through the small end with a whistling noise, and that same principle is now embodied in all the apparatus supplied by the Government, the rising of the tide or action of the waves driving the air into the horn.

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**BANANAS, LEMONS,  
CRANBERRIES, ETC.**

**VALENCIAS  
SEEDLINGS  
NAVELS**

Fancy stock at close prices.

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

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## Muskegon Milling Co.

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**GRAIN.**

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Oranges  
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To grocers is a  
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To consumers is a delightful and sought-for confection. . . .

## MINCE PIE

Are you handling it?

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E. A. STOWE, EDITOR.

WEDNESDAY, - - - FEBRUARY 10, 1897.

HAVE PAID THE PENALTY.

One abuse, when not promptly corrected, is sure to bring a host of others in its train, and to produce a dozen evils where one formerly existed. This is seen in the great sources of annoyance and serious loss imposed on the railway corporations of this country by the abuses growing out of the irregular traffic in railway tickets.

Probably as late as three decades ago, when a passenger purchased a through railway ticket—say from Grand Rapids to New York—but on arriving at some intermediate point, say Buffalo, received a telegram calling him back, he found himself burdened with a railway ticket which he could not use, and which the railway company would only redeem with transportation, but not with money. He could not get his cash back for the unused portion of the ticket.

That sort of thing created a demand for some means of disposing of the unused transportation, and so the railway ticket broker or scalper had his beginning. He would buy the unused tickets at a reduced price and sell them at a profit, but below the regular rate. This sort of thing would never have occurred if the railway companies had redeemed their own tickets; but this they refused to do, and by that refusal raised up a plentiful brood of trouble for themselves. The abuses that have grown out of the ticket brokerage have become so serious and so flagrant that the Interstate Commerce Commission has more than once remarked upon them and recommended congressional legislation for their correction. In the last official annual report of the Commission occurs the following:

The illegitimate traffic known as ticket brokerage has become a positive scandal, and decisive measures should be taken to put an end to these illegal transactions. The Commission recommends that it be made a penal offense for any person to engage in the business of selling interstate passenger tickets unless he is an authorized agent of the carrier, duly constituted such by written appointment.

In pursuance of this recommendation, which has been re-enforced by expressions of approval from the boards of trade and commercial bodies and private persons in many parts of the country, a bill has been introduced into Congress prohibiting the sale of railway

tickets by any persons save regularly authorized agents of such corporations, and providing that the transportation promised and contracted to be furnished to the holder of such ticket, when the same shall not have been used in whole or in part, shall be redeemed by the seller in cash to the amount of transportation not actually received by the purchaser.

This bill ought to become a law, and it would be well for the commercial bodies of this city to indorse it and join in recommendations to Congress for its enactment. The bill is in the hands of the House Committee on Commerce, and it has been proposed to appoint Feb. 16 as the day when a hearing will be given to those interested in it before the Committee.

The ticket-scalping business has cost the railways immense losses in money, besides giving them immeasurable trouble. If the bill should become a law, as desired, the railways will have to do just what they should have done from the beginning, and now they realize it. They have paid severely for their past failures to do a simple act of justice, and now they should have relief.

SHOULD BE DISCIPLINED.

The obscure little Asiatic kingdom of Siam, which figured in so ignoble a roll three years ago, when France deliberately compelled the cession of a fourth of its territory, but which ordinarily attracts but small attention, is just now achieving a new sort of notoriety. The Siamese police have apparently undertaken the task of making life unbearable for all Europeans or civilized foreigners in the country, and are setting about it by maltreating all prominent foreigners that fall into their hands, through one pretext or another.

It is but a short time since the American Vice Consul General was cruelly maltreated, because he presumed to take steps to take possession of certain property to which he was entitled. A couple of days ago, the German Minister at the Siamese capital was arrested and thrown into prison because his carriage accidentally injured a passer-by, and two on-lookers, an American and an Englishman, who presumed to protest and explain matters were also arrested and beaten.

No doubt the Siamese are smarting under the humiliation put upon them by France; but their way of demonstrating their animosity by attacking all foreigners indiscriminately is sure to speedily bring them into serious trouble. They must be taught a lesson—the quicker the better. The Washington Government has already dispatched the cruiser Castine to Bangkok, and the German and British governments will no doubt take prompt steps to protect their respective subjects.

While the United States Government can feel no desire to humiliate Siam, that little country must be taught that Americans citizens cannot be maltreated with impunity; hence a firm demand for reparation must be made, and, if such reparation be not promptly forthcoming, then steps should be taken to inflict a suitable punishment. Ordinary diplomatic usages will not serve in the case of a semi-barbarous country like Siam.

The city of Haverhill manufactured 15,444,920 pairs of shoes last year. This is the high-water mark for all Massachusetts shoe towns.

GENERAL TRADE SITUATION.

The characteristics which have distinguished the business outlook for several weeks past continue to manifest themselves without material change. As fast as there is an acceptance of the new conditions as to prices, there is a steady revival of activity in most manufacturing centers. But the discouraging element continues to be the slow response in the improvement of prices. In the textiles and in iron manufacture the general tendency continues downward, but the recent increase in demand would seem to indicate that the decline had about reached its lowest ebb. The activity in woolen manufacture and in certain branches of the iron trade continues as an encouraging feature.

Wool sales in Boston are unusually active, probably on account of contemplated tariff legislation. The sales since January 1 are 40,000,000 lbs., against 24,000,000 for the same period last year. Additional mills are resuming and the outlook as to activity in this direction is certainly promising. Cotton fabrics continue slow and, in spite of the lessening of production, the movement of the heavy stocks, on hand fails to materialize.

Sales of pig iron are increasing, having exceeded those of any other week since the short rush after election, but the general movement of manufactured products is slow. A notable feature of the trade is the increase in demand for export from the Southern furnaces. This seems to be assuming proportions which give good promise for a permanent movement. From Pittsburg come reports that most of the great companies are increasing their forces, some of them running continuously with double shifts. The activity of the Iron City is considered a very significant indication of the general improvement. It only needs to be supplemented by the normal demand from the Western cities.

The downward movement of wheat seems to have been finally checked, and this week shows a tendency toward revival, although not very marked. Other cereals have shared the declining tendency of wheat.

The general tendency of the industrial stocks has not been favorable, on account of "investigations" and the possibility of unfavorable legislation. This has tended to increase the demand for bonds and other purely investment securities. The reduction of the Bank of England rate to 3 per cent. tends to make our financial situation less favorable as related to English exchange.

Bank clearings show an encouraging increase, 9 per cent. over the preceding week, or \$1,047,000,000. Failures are becoming still less, 305, as against 326 for preceding week.

ENGLISH HYPOCRISY REBUKED.

The English philanthropists of the Exeter Hall type, who have so often had their righteous souls vexed at the cruelties practiced upon negroes in the United States, were dealt a stinging rebuke by United States Consul General Collins, who was a guest at the dinner of the White Friar's Club, in London, a few days ago.

The Prince of Wales was present, as were also a number of other distinguished persons. In replying to a toast to his country, Mr. Collins remarked that the English people have so much time on their hands that, in order to get through with it, they must devote a great deal of it to regulating the affairs of other nations. Said the Consul: "In

the course of that business of regulating the peoples of other countries, you have taken special pleasure in holding meetings, appointing committees and adopting resolutions denouncing the lynching of negro criminals in America, yet you kill more negroes in Africa in a month than the Americans have done in their entire history."

Not only did this brave American utter a truth, but he dealt a piercing rebuke to those excessively righteous persons who can never see their own faults while they magnify the imperfections of others. The words were said with all imaginable good humor and in a vein of friendly badinage; but they went to the mark, and they showed that Americans are capable of speaking a word for their own country, even under the oppressing influences of a complimentary dinner, at which it is in order to flatter the host.

If all American public representatives abroad would oftener speak up for their own country, its people and institutions, they would be more highly esteemed abroad and at home, as well.

GARBAGE ARISTOCRACY.

Imitation is the sincerest flattery. It is one of the aspirations of an alleged select set of New York society to appear as much as possible like the London Cockneys, and that spirit of imitation has gone to such a degree that it has become a sort of madness, classified as "Anglomania."

It appears to have produced an intense disgust in the minds of the English people, who do not appear to appreciate the compliment paid them, and the sham Anglicism is violently resented and unsparingly denounced by Labouchere, the radical and ravaging editor of London Truth. Said that unsparing satirist:

No one is a greater admirer of Americans than I, but if they are judged by New York society, a more corrupt and contemptible crew never played their pranks before heaven. They are a parody on the worst features of European capitals. The man who can spend the most is deemed the leader, while the jeunesse doree is not satisfied with aping the most vulgar aspects of European society, but is anxious to return to the orgies which disgraced Rome.

Doubtless this stinging denunciation of the American Anglomaniacs was called forth by the notorious Seely dinner. In all likelihood it was but a clumsy imitation of what the wealthy woodenheads who assisted at it had seen abroad, and they were only enjoying a foreign fashion which they had imported for their own use.

But the silly dandies who have no higher aspiration than to imitate foreign follies are no more the proper representatives of New York's best people than they are of the American people generally. Their morality is that of the slums, and that is the standard by which they should be measured socially.

It has been stated that a bank burglar can so heat the walls of a safe with an electric current as to be able to get inside without waiting more than a few minutes. Certain laboratory experiments lend some sanction to such a notion, but electrical journals pooh-poo it. It is much easier to talk about stealing electricity from live trolley and lighting wires than it is to do it—that is, with safety. The Electrical Engineer, after pointing out some other difficulties in the way of such operations, remarks that "men can take and have taken the current from supply mains, even more than is required for melting through safes, although in numerous instances the parties maintained perfect silence about it ever after."

## THE REAL ILLS OF LIFE.

"The battle of life" was a current phrase long before evolutionists began to talk about "the struggle for existence and the survival of the fittest." The earth, although it has been described as the temperate zone of the solar system, is a planet subject to various inclemencies; the well-being of the human constitution depends upon things which very frequently can be obtained only with great difficulty, and the development of civilization engenders new desires and imposes additional burdens upon the shoulders of mankind. Pessimists have made the most of all the inevitable labors and sufferings of life in this world. They have summed up the case for despair; but, after all, what is going on is a lengthening trial of strength.

It is easy enough to sit down somewhere in the shade and sketch a scheme of civilization demanding only four hours of light work a day, with an assurance of three square meals and abundant leisure for recreation and culture. But is there not something essentially superficial in the philosophy that looks to a consummation of that sort as the crowning triumph of history? If it could be attended by the discovery of the elixir of life and the secret of contentment such a system might, perhaps, be made to last for some time; but how could it supply the place of that necessity which is the mother of invention, and what nurture could it afford for heroism? Indeed, it seems probable that many traits of character now regarded as beautiful and strong would be left uncultivated, because there would be no occasion for their exercise. What demand, for instance, would there be for self-denial?

A certain school of psychologists explain, or attempt to explain, all the more complicated animal instincts as cases of "lapsed intelligence." One curious about the wonderful economy of a beehive, for instance, would be told that what the bees now do instinctively their remote ancestors did with conscious purpose. It is commonly held by the same school that there is no real difference in kind between human and animal intelligence. If that theory can be maintained it is conceivable that a race of men, or a particular community, might, under certain conditions, acquire complicated instincts and, under their control, conduct their government and transact all their business with as little conscious adaptation of means to ends as the bees have in the construction of their hives, the rearing of their young, the selection of their queens and the storing of their honey. If it be asked what is needed to produce a case of lapsed intelligence the answer to be expected is simply a permanent routine. The mental process becomes a physical habit, and so at last is organized in the race. Now, consider the condition of a society which has lost the spur of want, and which, from the completeness of its comfort and freedom from anxiety, no longer cares for invention. Would not that society, or community, fall into a permanent routine, subject itself to a lapse of intelligence and so deprive itself of all the noble joys of intellectual life?

A speculation of this kind is curious and amusing rather than fruitful, perhaps; but it is true that human nature cannot afford to lose the discipline of toil and suffering. Too much importance is attached to the demand that life should be made pleasant in all things;

that roses should be grown, so to speak, without thorns. One is not disposed to admire greatly a man who was born to wealth and who has always lived in ease, without effort. One admires rather the hero who has carved a foothold for himself in obdurate rock at every step upward. He at least has demonstrated the power of the human will. How could a personality so strong, an individuality so definite, assert itself in a land of lotus-eaters, or in a community where everybody is perfectly comfortable and content? But contentment is something with which the human breast is unacquainted. Men who have inherited titles of nobility and immense wealth often abandon the gay circles in which they are courted and flattered, forsake the luxuries of civilization, and travel thousands of miles to shoot elephants in Ceylon or tigers in the jungles of Hindoostan. They go in pursuit of excitement, the thrill of dangerous encounters. Over there in their London mansions, or in their palatial country houses, they have been stricken with that subtle disease which is called ennui.

A merely pleasant life, that is to say a life which does not tax the energy of the will, is not enough. What manhood really requires is a chance to prove itself by winning victories over difficulties, a chance to assert individuality by strenuous endeavor. That chance is offered in a genuinely democratic country. Men like Andrew Jackson and Andy Johnson, Lincoln and Garfield, are typical representatives of the grand possibilities of American citizenship. What manly man wants is not to be made comfortable by the State, but an opportunity to make himself great by his own exertions. An equality of opportunity under the law is the only equality he cares for. Let him be born in any rank, all he asks is a higher rank to which he can look and towards which he shall be free to make his way. Then, if he fails, he makes no complaint. He has had his chance. After all, the main thing is to fight the battle of life bravely; for it is the fight and not the victor's wreath that makes the soldier. The real ills of life are those things that repress the noble traits of human nature.

## THE RUSSIAN CENSUS.

The Russian Empire is now engaged in the task of enumerating its immense population. The census, which is the first general enumeration of the kind ever attempted in Russia, is to include all the inhabitants, without exception, of all the Russian dominions, and is to contain a full and exact computation of the population of the country according to the different regions, governments, districts and villages, and also according to the ages, sex and professions, religions, nationality, occupations and other indications mentioned in the census blanks.

This census is, of course, intended to serve the military and commercial needs of the empire, and will no doubt be of the greatest value for statistical purposes. While naturally the interest felt in it will be mainly confined to Russia, still, as the Russian Empire plays no small part in making contemporary history, the result of the compilation will be carefully watched abroad as well.

It is claimed by Boston papers that there are only seventeen towns in the whole of Massachusetts without public libraries.

## MATTER OVER MIND.

Time was, and that time has not so long passed away, when mental development and intellectual culture were the sole objects to which colleges and universities were dedicated, and athletic sports were used as a recreation, a relaxation from the severity of mental strain.

To-day, however, physical culture is not only as much a part of the educational courses at the prominent schools as are science and art, but the success of its students in public professional athletic sports confers more distinction and celebrity upon a college or university than would all the intellectual triumphs that could possibly be gained. Not only the prominence, but in a marked degree the patronage bestowed on a school depends on the success of its athletes in public professional contests.

A striking example of this is seen in the Harvard University, near Boston. President Eliot, in his report to the Board of Overseers for the year 1895-6, in a somewhat mournful tone, refers to the falling off of attendance of students in the college proper, and to the insufficiency of the funds of the institution for its needs. The President does not attribute the decline in the attendance of under-graduate students to any special cause; but, in view of the fact that Harvard has recently been quite unsuccessful in its athletic contests, and of the effort of the President to account for the fact, in his report to the overseers, it is more than probable that the failures in athletics have much to do with the falling off in the numbers of matriculants in the college proper. In this connection the following, from the President's report, is significant:

The conduct of intercollegiate sports during the year proved afresh that the management of these sports at Harvard has been for some years unintelligent, and for that reason unsuccessful. The evils of overtraining and excessive exertion on the part of the members of the principal teams were exhibited in high degree. A fundamental defect in the athletic organization has been that coaches of limited experience, who may be either unobservant or obtruse, can over-ride, on the spot, the advice of the trainer and physicians. The result is that the principal players of football are almost all more or less injured early in the season, and are then brought to the principal games in a crippled or exhausted condition, while the crew comes to the final race less capable of endurance than they were a month earlier. The remedies are the subordination of coaches to an expert in training or to a medical adviser, and the general adoption of more reasonable views about all training for athletic sports.

When the President of a great university feels called upon to explain and apologize to his board of trustees for the failure of its students in professional football contests, it shows to what supreme importance instruction in football and other acrobatic exercises has attained in the curriculum of most colleges. It is coming to be the main staple of the higher education, while the "book learning" falls to a subordinate position. It is a curious feature of educational evolution.

The ancient philosophers and wise men of an earlier age continually taught the superiority of the mind over the body; but in this day of material development, in which it is so largely held that the mind is only an emanation from the body, and, therefore, itself a material thing, the body which created mental manifestations is, therefore, of

chiefest and supreme importance and should assume the place of greatest distinction in any modern scheme of education.

There seems to be a desire on the part of the managers of trades unions to keep their organizations as prominently in evidence everywhere as possible. Every opportunity for aggressiveness that is presented by the slightest technical difference or in the way of changes in methods is quickly seized and made as arbitrary as possible. If a concern is paying by the piece they will make a demand that the rate be by the day; if paying by the day, they will only be satisfied to change to the piece system—anything to give the walking delegates or the executive officials an opportunity to come to the front and assert their prerogatives. A characteristic incident illustrating this feature of unionism comes from the shoe manufacturing town of Brockton, Mass. T. D. Barry & Co. were paying a certain class of operatives—sole fasteners and trimmers—\$3.50 per day, an amount with which they were perfectly satisfied. But, in the majority of the factories of the town, the piece method was in vogue, by union regulation, and so the change must be made in the others. On the refusal of the management to make the change, a strike was ordered, much against the wishes of the poor victims of union tyranny, who are thus placed between the devil and the deep sea—if they refuse to strike, they are insulted and assaulted by union henchmen; if they go out on strike, the shadow of the poorhouse looms up before them. The outcome of all such occurrences is easily conjectured.

## Couldn't Let Go.

From the Chicago Times Herald.

A business man accustomed to hard work for many years usually finds idleness irksome. Men who have been actively in the harness as a rule do not like to retire, although retirement in old age is the goal of the average worker. A successful Chicagoan, who has reached 60 years, said to me the other day: "I am going to quit. I have worked for thirty years without a week's vacation; now I am going to rest for thirty years. I have earned every dollar I possess; now I intend to spend money and stop worrying about accumulating it."

I applauded this determination and enquired how he determined to spend his leisure.

"I have bought a homestead in Blank," he said, naming a small town in Michigan, "and I shall remove there with my family and simply wallow in idleness and contentment."

"But how will you pass your spare time?" I insisted.

"Well, I'll hunt and fish," he said.

"Good; but that will not keep you busy the year around," I ventured.

"No; but I shall read. I'll take all the papers. I will get together a little library, too."

"Will that occupy all your extra time?"

"Oh, I shall walk about a good deal, I dare say. Exercise—you know—great thing for an old man."

"Is that your entire programme?"

"N—no, not exactly," he said, hesitatingly. "I'm going to organize a private bank down there and manage it."

Five bachelors of Shelbyville, Ind., who dined together on Christmas day are pledged to marry before the expiration of the twelvemonth. There would be no difficulty in living up to their obligation in the Argentine republic, where the lady is fined if she refuses a proposition of marriage; but they do things differently in Indiana, and it is just possible that one of the party may have to pay the forfeit.

## Getting the People

### Province of the Booklet—Advantages of the Show Window.

Written for the TRADESMAN.

As an adjunct to newspaper publicity, it has been thoroughly demonstrated that the folder, or booklet, in some novel form, is valuable above almost any other method.

To make the folder most effective and derive all possible advantage therefrom, it must possess several requirements, a few of which are the following:

First in importance is the page or portion of the folder which is intended to catch the reader's attention. What this shall consist of depends largely upon the article or kind of goods advertised. It should, in any event, have a direct connection with the article. Headlines or title pages which, while they may be novel in themselves, yet have no bearing upon the subject should never be used. It is important that the reader's mind be fixed upon your business right from the start. An abrupt "jumping-off place" between the article and the words intended to first catch the eye causes a sense of incongruity which nullifies, largely, the good effect of the folder.

It may be well, in this place, to give an illustration of the "direct" and "indirect" catchline:

#### Koaled Weather

means weather which is made comfortable by the use of Klinkerless K. al. (this followed by appropriate and interesting descriptive matter, price, etc.)

#### Where Do You Live?

"Down South" would be the most agreeable place, just now, wouldn't it? But if you use Klinkerless Koal, etc.

In example No. 1 we have the direct alliteration between the catchline and the article advertised, and the connection is made smoothly, while in No. 2, the conjunction of ideas is lacking, causing an awkward break.

But, in deciding on the words to be used as a catchline, great care must be taken to use such language as will be sure to catch the attention at a glance. It should be something suitable to the subject-matter of the folder or booklet, and, above all else, must not be offensive or coarse in the slightest degree.

Then comes the subject-matter proper. This should be treated tersely, yet with sufficient amplitude to allow of an amount of entertaining description that will force the reader to continue after once commencing. Like newspaper advertising, arguments "why" should be multiplied, and, so far as practicable, a complete description of the goods should be given. "What will please and interest the buyer?" is the question to be decided, not "What pleases me?"

Now, after we have carefully prepared our folder or booklet, comes the question of printing; and here, nothing short of the best should be for a moment thought of. "But Jones charges more for his printing than Smith does," you remark. Very well, then take our folder, by all means, to Jones; for, if Jones

charges more, it nearly always follows that he does better work, furnishes better stock, and, above all, furnishes more brains to be applied in original styles of shape, composition and general typographic up-to-date-ness. It is generally the case that Jones' reason for higher prices on printing lies in the fact that more artistic workmen are employed at a higher salary—men who, by their intelligence, skill and artistic ability, are able to add ten dollars in value to your folder as an advertising medium where you are compelled to pay one dollar in advance of competitors' prices.

Next comes the method of distribution. This is a most important matter, as upon getting the folder into the hands of the right parties depends, largely, the success of the advertisement. Ordinarily, the best way is to enclose in plain envelopes, addressed personally, and mailed. If not mailed, they should be placed in sealed envelopes and addressed, just the same, for the address compels a certain degree of attention which the matter would not otherwise receive.

It is advisable, in the use of booklets and folders, to connect the wording with some advertisement in the newspapers, which may appear either previously to their distribution or afterward. This is a matter for the advertiser's judgment to determine.

\* \* \*

Window advertising, while making rapid strides in the direction of perfection, is still a sadly-neglected feature with too many merchants. And this is not from any lack of progressiveness, it may be, but because the great advantages which window-advertising offers, and at a cost which is almost nil, are not understood. But anyone who has inspected the magnificent windows shown in the larger cities, in lines where competition is the strongest, and has noted the thought and labor expended in making them attractive, realizes that such publicity is not an experiment, but a time-proven and profitable fact.

As I have reiterated so many times, simplicity in the ideas used is a cardinal virtue. A window-advertisement that presents to the passing public something old-fashioned in home-life, something unique in its oddity, something humorous yet not coarse or ridiculous—something, in short, that appeals directly and forcibly to the everyday sentiments of humanity and excites curiosity, laughter or tears—will do more towards selling goods than any other plan of window-publicity.

And these simple things are so easy of attainment: A man sawing wood, an elderly lady operating a spinning wheel, a girl washing dishes or sewing, a couple of boys playing marbles, a white-capped, white-aproned nurse rocking a baby to sleep—all these pictures of everyday life appeal to the sentiments and are trade-drawers.

\* \* \*

In this connection, an old story comes to mind—whether told of John Jacob Astor or some other equally well-known merchant I am unable to say, but a novel plan for advertising, in any event. This merchant, one morning, employed a laboring man with pronounced Irish physiognomy, and set him to work in the following fashion: First, he had the laborer carry a large quantity of bricks into the front of the store. Then, taking one in hand, he carried it carefully from the store door to the edge of the sidewalk. Then he came back for

## Are You Pushing

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

## "LILY WHITE"

flour. We have described it above.

**Valley City Milling Co.,**  
GRAND RAPIDS, MICH.

## Commence the New Year Right

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

**JOHN H. EBELING,**  
GREEN BAY, WISCONSIN.

Or you can get small lots from

**S. S. SCHILLING,**  
PETOSKEY, MICH.

—OR—

**WATSON & FROST,**  
GRAND RAPIDS, MICH.

Would be glad to quote you prices.

another and set it down a little farther away. After this, another brick was carried to a still greater distance. Then another and another, until the stock of bricks was exhausted. By this time, the passers-by had begun to notice the brick man and his peculiar method of returning to the store each time for a lone brick. Some of them even allowed their curiosity to make such headway as to compel them to follow the brick-carrier inside. Well, to make a long story short, when all the bricks were out, the man began to return them, one by one, to the store. No amount of questions from the wondering public could get a word out of him, either as to the meaning of his seemingly crazy occupation, or anything else. It is recorded that, when the last brick was deposited in the store, the carrier had a jam of people watching him. And each time he entered the store, as many as could get in followed him, thus securing the great end of publicity, "Getting the People."

This simple advertising method, while it did not probably cost the merchant over two dollars, brought his name and business into great prominence, and was the talk of the town for weeks afterward. NEMO.

\* \* \*  
Below are a number of newspaper advertisements which are to be commended as being excellent samples of what good advertising should be:

### Shoes for Little Toddlers.

If you are a wise parent, you will make sure that your little ones are wearing the sort of shoes best adapted to their tender tiny feet.

There is a great deal of carelessness among parents in this matter of footwear for the little folks, and dealers are not exempt from carelessness, either.

We have endeavored to make this pre-eminently a children's shoe store. We have made a study of children's footwear. We believe we have the best little shoes that are made. Might it not profit you to try us?

### The Reason Why

Our advertisements are not literary gems because we are plain business men, not sifted in penning fine phrases or cute sayings; therefore, what we say to you from day to day, we express briefly. This time it's the news of our

### February Clearing Sale.

If there's a thing you need in winter goods you can't afford to miss this sale—buying elsewhere will mean paying higher prices. We couldn't tell the story more briefly or plainly than that, could we, or put the truth any more strongly? That's all—the prices quoted below will talk better than we can.

### When in Doubt . .

as to whether you are buying goods cheap enough, try this store. Comparison of prices you are paying elsewhere with those which we charge may open your eyes to the money-saving opportunities always open to you at this store. Just now our February Clearing Sale is an affair in which our customers are taking great interest. If you want to get acquainted with the store, we feel like saying that this is the best time we know of. We shall be glad to welcome you among our list of patrons.

### There's an Exodus

of winter goods just now at our store, and the cause of this hurried departure on the part of the merchandise which has been with us since about November 1 is our February Clearing Sale. The goods can't help going, even if they wanted to stay, for people are bound to have them. You will want a share, once you visit the store and see the values we are offering. We shall quote some prices below, but if you want a correct idea of the sale, better come to the store.

### Hard Lines.

Some lines of shoes are hard to sell; not because they are not as good as the lines that find a ready market, but because sometimes good things are passed by. In order to get clear of a number of shoes classed among the slow sellers, we have cut the prices to less than actual cost for this week's selling.

### Hunger and Cold.

Sisters two, all praise to you,  
With your faces pinched and blue;  
To the poor man you've been true  
From of old  
You can speak the keenest word,  
You are sure of being heard,  
From the point you're never stirred,  
Hunger and cold.

Let sleek statesmen temporize;  
Palsied are their shifts and lies  
When they meet your bloodshot eyes  
Grin and hold.  
Polity you set at naught,  
In their traps you'll not be caught,  
You're too honest to be bought,  
Hunger and cold.

Bolt and bar the palace door,  
While the mass of men are poor,  
Naked truth grows more and more  
Uncontrolled.  
You had never yet, I guess,  
Any praise for bashfulness;  
You can vi-it sans court dress,  
Hunger and cold.

While the music fell and rose  
And the dance reeled to its close,  
Where her round of costly woes  
Fashion strolled,  
I beheld with shuddering fear  
Wolves' eyes through the windows peer:  
Little dream that you are near  
Hunger and cold.

When the toiler's heart you clutch,  
Conscience is not valued much,  
He reeks not a bloody smutch  
On his gold.  
E-verything to you defers,  
You are potent reasoners;  
At your whisper treason stirs,  
Hunger and cold.

Rude comparisons you draw,  
Words refuse to sate your maw,  
Your saunt limbs the cobweb law  
Cannot hold.  
You're not clogged with foolish pride,  
But can seize a right denied;  
Somehow God is on your side,  
Hunger and cold.

You respect no hoary wrong  
More for having triumphed long:  
Its past victims, haggard throng,  
From the mold  
You unbury Swords and spears  
Weaker are than poor men's tears,  
Weaker than your silent years,  
Hunger and cold.

Let them guard both hall and bower,  
Through the window you will glower,  
Patient till your reckoning hour  
Shall be tolled.  
Cheeks are pale, but hands are red,  
Guiltle's blood may chance be shed,  
But ye must and will be fed,  
Hunger and cold.

God has plans man must not spoil,  
Some were made to starve and toil,  
Some to share the wine and oil,  
We are told.  
Devils' theories are these,  
Stifling hope and love and peace,  
Framed your hideous lusts to please,  
Hunger and cold.

Scatter ashes on thy head,  
Tears of burning sorrow shed,  
Earth, and be by pity led,  
To love's fold  
Ere they block the very door  
With lean corpses of the poor,  
And will hush for naught but gore,  
Hunger and cold.

JAMES RUSSELL LOWELL.

# 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.



## GYP SINE

If you want to handle the wall finish that is thoroughly advertised for you, right in your own town and among your own trade, you want

## GYP SINE

The only permanent plaster base finish that does not set or settle in the dish. Write for copy of "GypSine Advocate" and color card and original plan of local advertising for the dealer

## DIAMOND WALL FINISH CO., GRAND RAPIDS, MICH.

# 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

### Proper Province of a Trade Journal on Credits and Collections.

A subject of ever-present interest to the dealer is that of credits, for there are yet comparatively few enterprises in which it does not seem to be necessary to recognize the principle of credit in some degree. There are those who are happy in a strictly cash business, but the number is limited. While this is true, there are many who have learned to keep their credits within reasonable and safe limits, and especially to restrict them to those who are known to be reliable.

\* \* \*

The subject of credits is of universal interest and it is one which naturally early engages the attention of the publisher of any journal devoted to the work of the merchant. How to secure immunity from loss in dealing with irresponsible persons and to escape the snares of the dead-beat are questions sure to be propounded in a way to assume prominence in the thought and work of every thorough-going journal devoted to the interests of trade. In this respect the record of the Tradesman is no exception, and it trusts its readers will pardon a reference to its history in this regard, which incidents in the career of one of its contemporaries in another State tempts it to make.

\* \* \*

Very soon after the publication of the Tradesman began, the matter of credits and collections assumed importance in its columns. It early advocated the prevention of the evil by care in trusting, and at the same time endeavored to devise some adequate means for its cure, in suggesting methods for the collection of questionable accounts and in devising systems of warning against migratory vipers of credit. In later years this became one of the matters leading to the organization of business men's associations throughout the State, and many of the readers of this journal will endorse the statement that these associations have done a notable work in bringing about a better credit system.

\* \* \*

Early in the work of the Tradesman and of these associations, prominence began to be given to the matter of the prevention of the credit evil by restrictions and the closer adherence to cash dealing. In these regards there has been a decided advance during recent years. Both dealers and customers have been educated to the idea that credit is not nearly so necessary as it used to be considered, and that where it is necessary, it is not such a serious matter for the one asking credit to be required to give reasonable assurance as to responsibility. While the Tradesman may claim a small share in this work of education, it is willing to accord more of the credit to the increased co-operation of the dealers through the medium of these associations and otherwise.

\* \* \*

While the increase of cash dealing and the restrictions of credits have greatly lessened the evil of bad accounts, it has not yet brought about a business millenium. There is still work along these lines for business associations and a demand for the protection of the local credit agencies, which have grown up as a result of the co-operative work of the associations, and this will continue to be the case as long as business methods make any credit necessary. The agencies referred to are becoming very efficient in all prominent towns and are restricting the depre-

tions of the moving parasites of trade to a wonderful degree.

\* \* \*

The Tradesman is led to make this reference to its own past history by some incidents in the career of a contemporary in Iowa. The journal in question started upon its career not long after the Tradesman began its work; and soon the matter of credits engaged its attention as well. Unlike the Tradesman, it confined its efforts to the matter of collecting questionable accounts and furnishing warnings and ratings to the business men of the State, and both the business men and their exponent seem to have failed to learn the lesson of the proper restriction of credits which obtains in Michigan, as before indicated. The journal referred to seems to have found no wider field than the dealing with bad debtors—the Tradesman believes it has a broader work.

\* \* \*

During the early publication of the two journals, the Iowa editor had his attention attracted by the activity of Michigan merchants in the work of associated effort, and, conceiving that a greater field might be occupied by a union of forces, he came to the Tradesman with a proposition to that end. Failing to win its concurrence at that time, another similar visit was made some years later, but the roseate promises of vast results to follow from the magnificent scheme again failed to win the Tradesman from its more modest work. Naturally the career of each journal has been a matter of interest to the other.

\* \* \*

As indicating the peculiar work it aimed to do, the Western journal adopted the name of the Inter-State Tracer—a name decidedly suggestive of giving more attention to the bad element in a business community than to that more worthy. Thus, instead of endeavoring to aid in educating its clientele to the avoidance of bad debts by the guarding of its credits, the journal abandoned itself to the theory that such debts are the normal condition of trade and degraded itself to the work of tracing out the rascally element and striving to force the "black book" accounts by every possible means of coercion at its command—hardly an ideal work for a trade journal.

\* \* \*

A natural consequence of zealous work in the line indicated was a legal encounter with some one who had been treated unjustly by the paper in question, on account of the inevitable misinformation which must be given in some cases where a large business of this kind is attempted. This brought the editor before the United States Court at Des Moines, where he was convicted of technical violation of the law, but was discharged with an admonition. But he did not yet learn wisdom; after continuing the same objectionable course some years longer, he was recently arrested and brought before the same tribunal for trial, and, upon conviction, was sentenced to six months' imprisonment and to pay a fine of \$1,400; but, on account of the intercession of some of the business men whose interests he had thus mistakenly been trying to serve, the punishment, excepting a fine of \$400, was suspended, conditional upon the discontinuance of this feature of the business.

\* \* \*

The Tradesman has as little regard for the dead-beat—or for the credit

thief, which is a better name—as any one; but it believes that the best time to deal with him is before he is on the books. It is better, even, to run the risk of losing a good customer than to run the risk of loss through a bad one. In localities which have taken this question up in the right way there are means of ascertaining the standing, in most cases, without danger of offending one who is reliable; and the Tradesman does not believe that it is the proper province of a trade journal to devote itself to the work of a collector of bad accounts. Such work is properly the field for collection agencies, and the journal having no wider one had better cease its existence.

### Her Reward.

In her woman's heart was a poem,  
A grand and tender song,  
A word of hope for the weary,  
A stern rebuke to the wrong;  
It often pleaded for utterance,  
For voice to reach the world,  
To be raised where all might heed it,  
A banner of love unfurled!

But she never found the moment,  
With days so full of care,  
To breathe out the burning heart-words  
Of her poem nestling there.  
There were always household duties,  
Dull rounds for every day,  
And just before her, step by step,  
Some task unfinished lay.

Her children grew up and blessed her,  
And honored her sainted name;  
She guarded their childish footsteps,  
But she missed the road to fame;  
From the many snares and pitfalls  
Along their youthful way  
Her watchful eye had saved them;  
Not one has wandered astray.

The good angel wrote down her lifework—  
A pure and shining page,  
More sweet than dreams of a poet,  
More grand than seer or sage;  
She had met each homely duty,  
Striving not for earth's renown;  
Her life was a poem of beauty,  
Her reward in heaven—a crown.

ALMA PENDEXTER HAYDEN.

Cincinnati is the important city in the United States in which, according to the official statistics for 1896, less lager beer was consumed than during the year preceding, although some people have come to look upon the retail beer business as the most flourishing local industry of that thriving town, and as, perhaps, the most distinctive mark of its municipal celebrity, says an exchange. The total annual product of the breweries of the United States is 36,000,000 barrels, and heretofore New York, Chicago, Milwaukee, St. Louis, Cincinnati and Newark have been the chief beer-consuming cities of the Union. With the growth of population in each, the demand for beer has increased proportionately everywhere except in Cincinnati. The German inhabitants of the Ohio city continue to be many and prosperous, and hence, it is not easy to account for this diminishing consumption of beer in a way satisfactory to Cincinnati's pride as a growing community. Moreover, the rival Ohio city of Cleveland has largely eclipsed Cincinnati's former prominence as a shipping port and is claiming an increase in population so rapid as to have made it larger by several thousand. As an offset to this, a loyal Cincinnati man calls attention to the circumstance that the bank clearances of Cleveland last week, \$6,400,000, were only a little more than half those of Cincinnati, \$12,330,000. He prefers prominence in banking rather than beer.

A bill before the Legislature of Missouri provides for the utilizing of idle convicts in reclaiming swamp land in the southeastern part of the State. It is said that by digging ditches and building levees fully 3,000,000 acres of land can be reclaimed.

Queen Victoria's book will be published in America by the Century Company. There will be 100 copies on Japanese paper at \$50, and 600 on fine paper at \$15. Both editions are strictly limited and no more will be printed.

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## ARMOUR'S WHITE:

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ARMOUR & CO., Proprietors.

**The Foundation Builders of Ontario.**  
Written for the TRADESMAN.

The men who built the first log cabins in Upper Canada belonged to that faction of American colonists known in history as United Empire Loyalists. It was a strong faction and exerted no inconsiderable influence in all the colonies in retarding the movement for independence. These men believed in the divine right of kings, and this belief was an essential part of their religion. The king was supreme in the exercise of his prerogatives; and, in their estimation, it was a sin against high heaven to call into question the manner in which he was pleased to exercise his divine rights, or to pronounce any act of his detrimental to the well-being of his subjects. They were thus blind to the many acts of injustice perpetrated by old King George against his American subjects, and they looked upon the protesting acts of their more liberty-loving brethren as treasonable. When the colonies took up arms in defense of their just rights, these super-loyalists branded them as traitors, although they kept up the struggle for many months—until, in fact, every possible means for bringing about a redress for the grievances complained of had been exhausted—before they turned against the old flag and threw off their allegiance to the British crown.

More than a hundred years have passed since that handful of colonists gained their independence; and when we look upon the Great Republic and contemplate the mighty result of the surrender of Cornwallis, and, on the other hand, remember the pitiable condition of these loyalists at the close of that struggle, it would seem as though the God of nations had so ordained it. It would seem that these worshipers at the shrine of royalty were actuated by a spirit of political fanaticism rather than by the principles of eternal justice, and that the cruel adversity which fell to their lot was a just and righteous punishment for the—to say the least—unnatural part they played in the bloody drama. I say it would seem so; but we must remember that the god of battle is a fickle god, and that circumstances altogether beyond human control sometimes make and unmake armies as well as individuals. Might is not always right, although it wear the crown. "There is a divinity that shapes our ends," and truth will ultimately prevail, although centuries may be required to bring it to the surface. Man, however, lives for the present, and to "might" is accorded every honor claimed by "right." "To the victor belong the spoils," is the universal rule of the world. A cause is deemed a bad cause when it is a lost cause—never before. Whether a patriot is a patriot depends altogether upon his physical strength: if he be able to crush his adversary, all well and good, but if, by chance, the adversary happen to crush him, he is no longer a patriot, but a rebel—a peace-disturbing factor deserving of death, imprisonment or banishment.

With the history of the world spread out before us, it is perfectly reasonable to assume that the Declaration of Independence in 1776 might have had a different ending—and then what? George Washington would not have become "the father of his country," and the men who fought for British supremacy in America would not have become political refugees. They would not have been subjected to an ignominious

and bitter persecution. They would not have been branded as political reprobates by their old neighbors and fellow colonists; and their homes would not have been confiscated and themselves expatriated. They would have been on top, and their defense of the old flag would have given them a conspicuous page in history as heroes in the upbuilding and upholding of that mighty empire upon whose vast and wide-reaching domains the sun never sets. But the fates decided otherwise and these United Empire Loyalists retired—or were driven, rather—into the forests of Nova Scotia, New Brunswick and Western Canada, where the old flag still waved.

It is said that over 25,000 of these loyalists left the United States in 1784, the year following that in which the treaty of peace was signed, and settled in the British colonies; and of these, 10,000 came to Upper Canada, settling chiefly around the Bay of Quinte and along the Niagara and St. Clair Rivers. Each U. E. Loyalist received a free grant of 200 acres of land for himself, for each of his sons, and for each of his daughters when they married. In addition to this they were given a three-years' supply of provisions, besides clothing, tools, and farming implements. Disabled soldiers also received grants of land, besides aid from the Government for a time.

In 1791 Canada was divided into two provinces and George III. gave the people of Upper Canada a Parliament; and Sir John Graves Simcoe, himself a U. E. Loyalist, became the first Governor. As a British loyalist Governor Simcoe was a stalwart of the stalwarts. He saw the wondrous possibilities that awaited the settler in the new province, and he resolved to lay a foundation for the new commonwealth that would be so thoroughly British that the superstructure, however great it might become, would remain loyal from center to circumference. A century has passed since Governor Simcoe traversed the forests of Upper Canada, and if he were permitted to ride in a Pullman coach, to-day, over the network of railways that cobweb the beautiful Ontario peninsula, and view from the car window the substantial homes and fertile fields of the people, and learn how devotedly attached these people are to the great Empire of which they form a part, he would retire to his place of rest feeling that his wildest dreams had been more than realized. As a commonwealth of comfortable homes and contented homedwellers, Ontario has, without a doubt, no peer on the face of the globe.

Governor Simcoe championed the cause of the refugee loyalists. He visited Nova Scotia and New Brunswick, where he held public meetings and portrayed the advantages of settlement in the new province. He promised them free grants of land and various immunities and privileges, which had the effect of starting a tide of emigration from the rigorous climate and rock-bound valleys of the little provinces "down by the sea," to the timber-laden El Dorado of Upper Canada. Emissaries were sent into "The Jerseys" and other new American states with circulars descriptive of the new country, and many known British sympathizers were thus induced to cast in their lot with their expatriated and more pronounced brethren, in the work of planting anew the principles of British institutions in another section of the American continent.

It was early in the last decade of the last century that the first of these United Empire Loyalists landed on the shore of old Norfolk and erected the first log cabins in this Long Point Country. They were a God-fearing, law-abiding, home-loving and industrious class of pioneers. They had suffered much and sacrificed everything for the love they bore the old flag, and they came into the new country a highly favored class. They were allotted lands on the lake front, and the best locations and all official positions fell to them as a sort of birthright. The favors granted them by Governor Simcoe, who had obtained special authority from the home government for so doing, gave them a

very great advantage, from the very start, over British emigrants and settlers who came from the States with no political bias. It was the most natural thing in the world for these U. E. Loyalist settlers to assume a dictatorship in matters social, political and religious. Toryism was part of their religious creed, and "loyalty to the old flag" was the only true passport to a life hereafter. They looked upon a "Yankee" as a vile reprobate who had committed the unpardonable sin, and republicanism was deemed the rankest of political heresy. Such was the character of the original log cabin builders.

E. A. OWEN.

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GRAND RAPIDS, MICH.

### A Drummer's Peculiar Experience in a Country Store.

Written for the TRADESMAN.

During a blinding snowstorm which seemed to have blocked the highways and suspended trade in the city as well, I found it necessary to visit a jeweler for some slight repairs on my watch. While observing the man at his work, I remarked, "Yours, Mr. Williams, is, in many respects, a peculiar vocation. You may be both a mechanic and a merchant—perhaps a manufacturer—and often have in your stock, or in possession for others, wealth amounting to a great sum. And it must require constant watchfulness and anxiety on your part to guard against losses. Naturally, you must have encountered some peculiar incidents in your business life. Can you not furnish me—a reporter—a chapter from your own experience that may prove interesting, if not valuable, to others?"

"Yes, I think I can," my friend replied, with a feeble smile and emphasizing the last word. "When a boy, I had an uncle whose only business was cleaning and repairing clocks and watches. He kept no stock in trade and employed no assistant. Being often in his little shop, I was occasionally useful to him in many ways, always watching him closely, so that, in time, I found myself at work as an apprentice—taking apart and cleaning and putting together the old-time wooden clocks and, still later on, the watches which came to him for repairs. Scarcely knowing how, I became, in time, a good workman at the trade. Then, owing to ill health, I gave up the sedentary life and engaged to travel for an agricultural implement house.

"At that early day railroads were few in number, and connected only the principal cities of the country; and I was often obliged to leave a train at some lonely crossroad and travel as best I could ten or fifteen miles to a country village for my best customers.

"One bitter cold day the last of November, I stepped off at a way station in the country, about 11 o'clock at night, twelve miles from the little village of five or six hundred inhabitants, where business called me. There was no snow on the frozen earth, but the moon furnished sufficient light to see my way and, buttoning my coat about me, I struck out briskly. It was rough walking and, making slow progress, I could hardly keep myself warm; but at 2 a. m. I entered the main street of the village. It was my first visit there. I began at once to look for a hotel. Not one in sight, nor a person stirring on the street at that hour. I was still trudging along on the narrow board sidewalk, when a light from a store window, casting its bright rays upon the walk, from beneath its nearly-drawn curtain, attracted my attention. Both to enquire for a public house and to warm myself if possible, I decided to go in; so, walking quickly to the door, I turned the knob and stepped in.

"At my right hand, inside an open railing, at the end of a counter, a man was sitting, with his hat off, at a work table fronting the window. On this a lamp was burning, and there were also a number of jewelers' implements, three or four watches, and several others hanging upon a wire drawn across its front. The man was tilted back in his chair in an easy position, quietly smoking a cigar. Close behind him was a small iron safe, with its door open.

"Removing his cigar, and partially

shading his eyes with his left hand as if to obtain a better view of me, he said, 'Good evening, sir.'

"Returning his salutation, I began, 'You are working rather late, sir. I am a stranger in your village and, having just walked from the railway station tonight, I am suffering with cold; so, noticing a light in your store, I decided to stop and get warm—I hope I have not intruded.'

"'Not in the least,' he pleasantly replied; 'have a seat by the stove,' and he motioned toward it. 'My front door is usually locked at this time of night,' he continued, 'and I was rather startled when you stepped in so quietly.—You remarked that I am working late. No, I am not here for that purpose—only to keep the store moderately warm this unusually cold night and I was just placing my jewelry in the safe before going home.' Then, reaching for a box of cigars near him, the man pushed open the wicket, walked to the front door and locked it, then stepped back to the stove and, seating himself on the side opposite me, passed the box toward me, with the laconic, 'Have one.'

"I accepted the cigar and, after lighting it, observed: 'You would hardly feel safe to leave your door unlocked in our large cities unless well prepared for strange visitors. I myself am a jeweler by trade, and I know that "Caution is the parent of safety."'

"'O, I am always well prepared for trouble, you see, if it comes,' and he gently patted the handle of a revolver which protruded from his breast pocket; 'and I have its companion also, lying conveniently near,' he added, with a smile. The man seemed wrapped in thought for a few moments, then spoke again: 'You say you are a jeweler—with whom did you learn the business?'

"'My uncle, Lorin Williams, of Columbus, Ohio,' I answered.

"'Lorin Williams,' the man repeated in a tone of astonishment; 'and you are his nephew—' and he hesitated an instant, seemingly as if he had forgotten the given name.

"'James Williams,' I volunteered. "In a moment the man had jumped to his feet and was reaching his hand across the stove toward me. 'Is it possible,' he exclaimed, 'that I meet little Jimmie Williams again after so many, many years!' and he grasped my hand and shook it warmly. 'And you surely must remember me—as the little boy, Ren Clarke, who so often went nutting with you? I was the elder, you remember? Well, well,' he added, 'what strange things will happen! Is your uncle still living?'

"'He is,' I replied.

"Suddenly he consulted his watch and said, 'Wait a moment while I lock my safe, and then we'll talk about sleep.' He occupied probably five minutes with his work, then, approaching the stove again as he buttoned his overcoat, he remarked, familiarly, 'Jimmie, my wife is, by this time, very anxious about me and I must go home. Now, if you would prefer to do so, rather than crawl into a cold bed at the hotel, you are welcome to occupy my couch here by the fire;' and, upon my replying, 'All right,' he quickly stepped to the rear of the room and drew forward an old-fashioned lounge and placed it between the stove and the counter. 'Here is the key in the front door; and don't forget to lock it after I leave. Our best hotel is one block east, and breakfast will be on its table from 7 to 9. O, yes—I had nearly forgotten to

send this by you,' and he handed me a small package; 'don't forget to give this to the landlord, and say that it is from Renford Clarke,' and, with a motion toward his hat and a hearty 'Good night and pleasant dreams!' he hurriedly stepped out.

"I locked the door, leaving the key in, and then glanced curiously over his stock in trade. He seemed to have a little of everything useful required by a farming community, with many luxuries included, and I mentally said that my old friend—whom it severely taxed my memory to recall—had apparently done well.

\* \* \*

"I slept the sleep of the innocent, and was aroused long after daylight by a vigorous pounding on the door, and a call in a strange voice, 'Let us in!'

"'In a moment!' I cried out and,

going to the door, unlocked and threw it open, confronting the faces of two strangers, the elder of whom presumptuously demanded 'who I was and what I was doing inside his store!'

"Crowding me back, the two men stepped inside. The speaker, closing and locking the door, took possession of the key and told me, still in that tone of authority, to be seated by the stove, while the younger man proceeded to return the lounge to its place and then to open the store as if for business, for, as I said, the morning was well advanced.

"'You may, or may not, own some of these goods,' I cavalierly said to the man who first addressed me, and who was standing as if to prevent my sudden departure; 'but I found the proprietor of this store—Mr. Clarke—in here late in the night, preparing to close up and leave for his home and



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family, and he desired me, as we are old friends, to remain and occupy his couch by the fire, instead of going to the hotel. I look for him here at any moment, when he will explain matters to your satisfaction! And now, sir," I continued, "it is I who desire to ask who you are that you take such bold possession of another's property!" It was my turn at the haughty act.

"The man's eyes were riveted upon me as if I were an escaped non compos mentis; and, indeed, his next words proved that such he regarded me: 'Alfred,' he yelled, 'this fellow is insane! Run for the police!'

"The young man was gone only a few moments, when he returned with a constable, who listened to my explanation of the case and then informed me that 'there was no man in or near the village by the name of Clarke'—that 'my yarn would not go down.'

"And I was at once apprehended and searched. The package I was to deliver to the landlord of the hotel was taken from me, opened in my presence, and found to contain a pearl necklace valued at \$150, which this self-declared proprietor of the store avowed had been taken from his safe. An examination of the safe revealed the fact that it had been skillfully opened, and that other jewelry, watches and money—in all to the value of \$700—had disappeared.

"Your story is too transparent for belief," gibed the officer. "You are the burglar, and will go with me; and you will have time to think the matter over, acknowledge your guilt and tell where you have secreted the balance of the goods."

"Well," said Mr. Williams, in conclusion, "I was tried for burglary, convicted and sentenced to prison for two years. Just a few days before I was to have been incarcerated, the sheriff was placed in possession of a portion of the lost jewelry, with an affidavit from the real criminal exonerating me from any crime whatsoever, and confessing that, when discovered by me—a stranger in the town—he conceived the idea of personating the proprietor of the store, then of assuming acquaintance in boyhood, and establishing me for the real criminal, as, of course, my own story would not be credited; but, as he had now been arrested, convicted and sentenced to prison for another and a greater crime, he had concluded to free the innocent stranger whom he had wronged. He had never known either myself or any of my family or friends."

FRANK A. HOWIG.

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

The latest estimate of the Jewish population of the United States places it at 500,000, of which 140,000 is credited to New York.

**Injury to Trade Caused by Misapprehension of Facts.**

From the New York Sun.

The cold demeanor of the haughty young women in black frocks and white aprons was of itself sufficient to chill ordinary human emotions. Then there seemed to be something restful in the long white marble bar, the white marble sarcophagus behind it, and the nickel-plated fittings from which the syrups and soda were drawn. Altogether, therefore, the soda water counter was the one peaceful spot in the mad world of bargains and odd-figure prices. To it the flustered women flocked to compose themselves for a little while, to reckon up the useless things they had bought and the necessities they had forgotten, and above all to make one last despairing effort to calculate if their change was right.

"Did you see those cut-glass bottles at 19 cents?" asked the dark lady, in a mournful tone, as she sank wearily upon one of the stools in front of the counter. "I was dying to buy one, but there was such a crush that I couldn't get within three rows of them."

"Are you waited upon?" asked the haughty young woman on the other side of the counter, superciliously.

"Did you ever try poking people's legs with an umbrella when you wanted to get through a crowd?" asked the light lady.

"Are you waited upon?" asked the haughty young woman, wearily.

"No," replied the dark lady. "I'd never dare to do such a thing."

"Are you waited upon?" asked the haughty young woman, imperiously.

"Oh, there's nothing daring about it," returned the light lady. "You just poke your umbrella between the ankles of the woman in front of you, and she trips over it, turns to see what it is and you slip in ahead of her and look as if you didn't know anything about it."

"Are you waited upon?" asked the haughty young woman, sadly.

"But doesn't she get cross?" asked the dark lady.

"Are you waited upon?" asked the haughty young woman, firmly.

"What? Oh," said the light lady. "Give me vanilla ice cream soda."

"Do you always take vanilla?" asked the dark lady.

"Two?" asked the haughty young woman, patiently.

"Most always," answered the light lady. "Did you see those odds and ends of ribbon at ten cents a yard? Some were actually worth a dollar and two dollars a yard."

"Two?" asked the haughty young woman, despairingly.

"And those sterling-silver cuff buttons at 5 cents each!" exclaimed the dark lady with enthusiasm.

"Two?" asked the haughty young woman, rebelliously.

"What? Oh," said the light lady. "She wants to know if you are going to take vanilla, too."

"I don't know," replied the dark lady. "Would you?"

"Well," continued the light lady, "whatever you do, go and look at the wash silks at 29 cents a yard, from 69."

The haughty young woman stood speechless.

"Well," said the dark lady, relenting, "I suppose I may as well try it, too."

"And, tell me," went on the light lady, "do you want any—" Then she stopped suddenly, as her eyes followed those of the dark lady. When the haughty young woman had moved away to get the soda, the dark lady had looked after her and her eyes had lighted upon a plate of fancy sweet crackers on the counter. The light lady looked at the plate and then at the dark lady. The haughty young woman had her back turned.

"Do you like vanilla?" asked the light lady, loudly, as she stole a cracker. The haughty young woman turned suddenly.

"Did you say vanilla?" she asked.

"Yeb," said the light lady, with her mouth full of crackers, with a guilty start. The haughty young woman turned her back again.

"There are a great many bargains here," said the dark lady, loudly, as she in turn stole a cracker. The haughty young woman turned suddenly again.

"Will you have cherries in your soda?" she asked.

"Nobe," said the dark lady, her mouth also full of cracker, with a guilty blush.

The haughty young woman brought over the two glasses of soda, and then, so it seemed to the two customers, looked first at them and afterward at the plate of crackers, with a peculiar expression. The two customers grew uncomfortable. The haughty young woman took up the plate of crackers and presented it to them.

"Won't you have some crackers?" she asked.

"No," replied the dark lady, scornfully.

"I do not care for any," said the light lady.

"There is no charge for them," the haughty young woman urged.

"The idea!" exclaimed the dark lady.

"I guess I can pay for crackers when I want any," retorted the light lady. Then they swept out of the store. The young woman stared after them with all her haughtiness gone.

"What ails them all?" she asked, in bewilderment, as the floorwalker came bustling up. "There's two more customers gone away mad."

The floorwalker shook his head sadly.

"Somehow women don't seem to catch onto the idea of free lunch at a soda water counter," he said. "I don't know why so many of them should be offended about it. Perhaps we oughtn't to have tried to establish it. Anyway, the next time don't offer them any crackers; just let them snoop them when they think you're not looking."

The inhabitants of the United States consume more than one-half of the quinine produced in the world, and yet people wonder where all the dyspepsia comes from.



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**Tradesman Company,  
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## TRICKS OF THE TRADE.

**Shrewd Ladies Cause Store-keepers More Trouble than Shop-lifters.**

From the Chicago Dry Goods Reporter.

Looking back upon the month of December, or that part of it during which Christmas shopping reaches its height, affords the managers, the floorwalkers, and the clerks connected with the big State street stores the same pleasure, probably, as the old veteran derives from recounting his experiences on the battle field. The recollection of those busy days is not always pleasant to the long-suffering people who try to serve both the proprietor and the shopper at the same time, but there is not a little satisfaction in the feeling that they have gained an increased knowledge of human nature, of its eccentricities and its failings, and especially that they have fathomed many little sharp practices for beating the stores, although they could not always circumvent them.

Shop-lifting, cheating, and the sharp but dishonest tricks of reined and well-to-do people are not confined to the holiday season. Such things are a source of more or less annoyance to shop-keepers the year around, but when the stores are crowded and the desire of getting much for little or something for nothing is most intense, as is the case Christmas time, opportunities are most abundant and temptations are strongest, with the result that the infractions of law and honesty are more numerous than at any other time.

Shop-lifting has been brought to such perfection these late days that it requires and has produced a marvelous system of secret service to deal with it. The amount of goods carried out of the department stores during December without the formality of buying was undoubtedly no mere bagatelle, but merchants are quite positive in their belief that their losses from this source are not increasing to any extent, and that possibly they are on the decrease, owing to the alertness and efficiency of their detective forces. Old shop-lifters, or even those who have been caught but once in the act of pilfering, may as well turn to other means of gaining a livelihood, for they no sooner enter a store than they are recognized and ordered out. In spite of all this, innocent-looking maids continue to make a comfortable but precarious living by lugging from stores, under their capacious cloaks, an assortment of merchandise varying from a piece of jewelry to a bolt of cloth. It is said that one young woman, through her cleverness as a shop-lifter, kept her father's peddler wagon well stocked. It is also said that respectable ladies have been known to slip a bit of lace or ribbon up their sleeve or into their muff, and more of these have been detected and made to deliver up their booty than the records of the police courts show. An experienced detective seldom fails to discriminate rightly between a case of this kind and a member of the profession, and leniency is always shown.

There are other practices charged to the female shopper that are less grave than shop-lifting, indeed many of them are considered nothing more than smart or shrewd. Because all these acts cannot be classed as misdemeanors and the perpetrators are not amenable to law, they are all the more vexing to store-keepers.

For instance, a lady sees a pattern, design or combination of colors on a sofa pillow perhaps. She wants the pattern, but does not care for or cannot afford the pillow. She may simply ask to see it and give it such a close examination that she can carry away in her memory what she wishes to copy. To condemn that as dishonest might be prudish, but when, as is often done, the bogus customer buys the article, takes it home, makes use of it as a pattern and then returns it with some feigned complaint, there are reasonable grounds for objections from the store. In the majority of cases the shopper gains her point. To borrow some article "to show to an invalid friend," or to take something home to match before purchas-

ing, are absurd favors that are granted sparingly, yet it must be done at times or the patrons will be offended. It may be well known that this request is only a trick to get the use of the garment, or whatever it may be, for some special occasion.

Women have been known to work together and to deliberately plan to beat the stores. In buying ribbon one lady will take all but a few yards of a bolt and another, in league with her, will soon after discover the remaining piece and demand it at a reduced price because it is a remnant, thus getting the entire bolt at less than the regular price.

It is an old trick to buy handkerchiefs or gloves, requesting a pretty box to put them in, and bring them back to exchange the next day minus the box. Of course, the sale check has no mention of the box, and it is useless to parley over the matter.

There are other schemes that cannot be excused as simply "shrewd" or "cute," and yet women who are honest in most matters are guilty of them. Sale checks are manipulated so that a cheap article is exchanged for an expensive one. Correction in accounts which were run during the busy Christmas season are insisted upon. The merchant has to admit that at such times mistakes are a likely occurrence, and he allows himself to be worsted in the deal rather than lose a customer.

"Yes," said one of the State street store managers, "we have more difficult matters to deal with than shop-lifting. In fact, I think that professional thieving is on the decline, so efficient are the private detectives in the big stores."

It bothers us more to discriminate between the perfectly honest buyer and the one who thinks it her duty to bleed us every chance she gets. It is surprising what tricks women will resort to who would be everlastingly offended were they told that they are dishonest. Many of them are carried away, no doubt, in the excitement of holiday buying and do things then that they would hesitate long to do at other times. Some of their acts are nothing but downright dishonesty, while a great many are simply indomitable cheek, but nevertheless very annoying to us.

Stores, in a sense, are public places, but the goods on the counters and shelves are not public property. It is awful the way stuff is soiled that is allowed to be examined. Surely ladies would not handle things so carelessly if they were their own. Our losses in this way are not small, especially during those few days before Christmas when everyone seems to lose considerable of their self-respect and more of their respect for others."

One who has faced the music from behind the counter said: "As far as interesting episodes go, I could write a book about my experiences last month. It would not need to be overdrawn in the least to be a revelation to many on some phases of human nature. To anyone who is interested in character study the life of a clerk is enjoyable, although one does get terribly provoked at frequent cases of monstrous nerve."

"We will never cease being surprised at some new departure of the wily shopper, I suppose, but most of the tricks are known to one who has served trade for years. It requires great diplomacy at times to handle these customers, and it's delightful to fool them. Being held accountable for everything we do, and fearing to offend, often we are helpless to prevent some sharp transaction that we know is a deliberate plan to beat the store."

One hen is equal to an acre of land, according to the calculations of a Central Branch, Kan., farmer, who figures that, whereas the ground produces in a year twenty bushels of corn worth \$2, the hen, which costs less to take care of, lays ten dozen eggs worth \$1.50.

Oysters and eggs in course of shipment in the express car of a Santa Fe train that was blocked by a snowdrift near Dodge City, Kan., served to feed the passengers during a ten hours' detention.

**Soda Water—the American Beverage.**  
C. A. Doty in the Helper.

There are few industries which of recent years have assumed greater proportions than the manufacture and dispensing of carbonated beverages. The reason of this is very plain: The dispenser of cool, refreshing drinks has left no means untried to discover some new and delicious drink to tempt the weary and thirsty. The soda business in some cities has attained such large proportions as to equal the finest equipped saloon business.

There is no business in which a merchant can engage which yields so large a return on the investment as the dispensing of soda water. It is a ladies' drink, a gentlemen's drink; in fact, a drink for old and young. It has no intoxicating properties. It is a healthy, exhilarating drink, ever popular with all.

The confectioner or baker must understand that, to draw trade, his goods should be of the best. Fruit syrups should be made from fruit juices, not imitations; and all syrups should be colored true to the name. Everything about the counter should be clean, bright and inviting to the appetite. Remember, all summer drinks should be drawn cold, and all hot drinks, hot.

Another thing: Don't see how cheap you can make it and how cheap you can sell it; but make a good article and get a good price. Make money; don't throw your labor away; life is too short; make the most of it while here. Advocate selling soda water—plain, at five cents; with ice cream, ten cents; hot soda, ten cents also. Cold soda water can be sold the year around, and hot soda at least six months, according to location. We are not all large eaters; many persons, especially ladies, are satisfied with a cup of beef tea or clam bouillon and a few wafers for lunch, while down town shopping. Remember the ladies, and cater principally to them, as three-fourths of the confectioners' and bakers' trade is from the women. When you once have a lady

patron, you are sure to have others in a short time. When one of the fair sex gets a good thing she is not contented until all her friends know it.

Make everything that you possibly can yourself. Commence with extracts, such as vanilla, lemon, orange, etc. Acid solution, acid phosphate, soda foam and colors can be made by almost anyone who has a good formula for the same. Crushed fruits and fruit juices or syrups can also be made at home in season and put away for future use. Don't buy everything that comes along. If you do, you, perhaps, make a small profit, but you have the satisfaction of knowing that every "jim crow" shop along the street has the same thing, and you are all advertising somebody else's business. Don't do this. Get up new drinks yourself. Have a neat menu printed with a list of your drinks, hot or cold, and have a list different from any others, so your customers will come to your place for certain drinks which you alone have.

**Florida's Sugar Possibilities.**

Florida is believed by its adherents to be capable of producing sugar in quantity sufficient to go far toward supplying the domestic demand for that product. A Florida paper tells of the visit paid by several Cuban refugees to a famous Florida sugar plantation. The Cubans have been engaged in sugar culture on that island. These gentlemen have unlimited means, and represent numerous families who would be likely to locate on the farm should they decide to take hold here. On account of the high taxes required by the government of Spain, and the import duties of the United States, they think that sugar can be grown more profitably in Florida than in Cuba.

In Penobscot county, Me., the fines imposed on dealers who violate the liquor law pay all the county expenses. The fines are collected with as much regularity as if they were licenses.



Our traveling salesmen are now showing a complete line of

## Men's Furnishings

Special attention given to all mail orders.

**VOIGT, HERPOLSHEIMER & CO.,**  
Wholesale Dry Goods,  
GRAND RAPIDS, MICH.

## Our New Spring Fabrics

Are now ready for inspection.

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

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

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

**P. STEKETEE & SONS,**  
Wholesale Dry Goods.

GRAND RAPIDS.

**Commercial Travelers**

**Michigan Knights of the Grip.**

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

**Michigan Commercial Travelers' Association.**

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

**United Commercial Travelers of Michigan.**

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

**Michigan Commercial Travelers' Mutual Accident Association.**

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

**Lake Superior Commercial Travelers' Club.**

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

**Gripsack Brigade.**

Jos. Glass has gone on the road for Wm. Reid, taking Western Michigan as his territory. He intends to call on his customers every thirty days.

There are many hours with heavy-laden feet which press upon the heart of him who is compelled, by his vocation, to be away, and often far away, from home.

Lovers' purses are said to be tied with cobwebs, but the stoutest purse strings must yield to the persuasive business tact of the commercial traveler—that's what he is employed for by the house.

Friends of Chas. B. Field will regret to learn that he suffered a second stroke of paralysis Monday evening and that he is still in a critical condition, although there is a manifest improvement.

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

If the young women of this country would rush into their home laundries instead of literature, become authors of pie instead of poetesses of passion, says an exchange, there would probably be more married traveling men.

There are some men on the road who waste their energies in the attempt to become successful salesmen. They would do much better jerking a bell cord over a mule's back or fiddling on a stick of cord wood with a bucksaw.

There is not a commercial traveler who has been on the road for a few years who has not been through experiences to paint the somber hue of which one would have to dip his pen into very dark shadows. Let no one think for a moment that his life is all ease and sunshine!

The traveling salesman usually speaks from experience and without prejudice, and if he says a hotel is not what it ought to be, or the merchants of any particular place lack enterprise and judgment in the purchase of goods, it is safe to wager that in nine cases out of ten he is right.

In selling goods on the road, as in every other occupation, it is the progressive man who succeeds, who makes money for the house, who is a credit to his calling and who is happy. Above all he must be in love with his work, otherwise all the dry knowledge in the world will avail little.

Gilson K. Coffee has sold his grocery stock at White Cloud to J. C. Townsend and engaged to travel on the road for the J. P. Dieter Co., of Chicago, if

Mr. Coffee achieves the same measure of success as a traveling salesman that he did as a merchant, some of his competitors will have to look well to their laurels.

Geo. Hanselman, the Kalamazoo confectionery manufacturer, has been compelled to make a change in his traveling force, owing to the death of Carl Reinsch, who represented the house in the capacity of city salesman. Walter Baker, who has traveled from Grand Haven for several years, has been requested to remove to Kalamazoo and occupy the dual position of city salesman and house salesman, and Mr. Baker's territory will hereafter be covered by a gentleman whose identity will be disclosed in the course of a week or two. Geo. A. Sage and C. D. Waldo will continue to cover the trade of Northern and Southern Michigan, respectively.

A certain newly-fledged traveling man, whose territory includes the Eastern part of the State, got things slightly mixed, in writing the first letter home after starting out on his initial trip. After describing to the wife of his bosom his new work—its trials and tribulations, the luck he had struck, the orders booked, etc.—he ended up with the following honeyed muddle: "And now, darling, I will say good-bye, and will state that I have been on the road a week and love you still." "Love her still?"—"love her still?" What did that mean? After long cudgeling of her brains, she could not arrive at the conclusion that he either meant he loved her when her tongue allowed him a respite, or—perish the thought!—that, in a few added weeks, it was barely possible that "there might be others."

Two traveling men met on the train a few weeks ago and exchanged cards. One got off the train and the other went on an hour or more. To beguile the weariness of travel he entered into a little flirtation with a dashing young woman on the car. Finding it was getting a little more complicated than he expected, he gave the woman the other man's card and invited her to write him. She wrote, and the letter fell into the hands of the other man's wife, who had pertinent questions to ask her husband when he returned home. He was simply floored. He couldn't understand it and neither could his wife, although she thought she did. It was a long time before the husband could figure it out, and even when he brought the guilty man to his home to make the necessary explanation, his wife still had a lurking suspicion that she was being fooled. The victim has quit exchanging cards with strangers.

**Easy All!**

"Easy all!" rings out the order,  
And the muscles cease to strain,  
And the swing of oars in r' wlocks  
Stops its rhythmic refrain,  
And the sinking heart beats freely,  
And the spent breath comes again.

"Easy all!" Oh, joyous mandate  
To the st' tugglers on life's flood,  
Be it but a passing respite  
For the brain and strength and blood,  
Though far distant be the guerdon,  
Fame or wealth or livelihood.

When the summer sunshine brightens,  
Grin'y street and sullen wall,  
From the strips of azure heaven,  
Seems to come the kindly call:  
"Rest a while, ye weary toilers,  
Drop your oars, and easy all!"

**He Paid the Penalty.**

She—And did your friend take the doctor's advice?  
He—Certainly.  
"And did he pay for it?"  
"Well, I should rather say he did! He's dead!"

**Desirability of Handling Standard Brands.**

Written for the TRADESMAN.

Standard brands cost more to buy than the "just as good" kinds, but they are infinitely cheaper to keep on hand. This is especially true of eatables. We have to pay a pretty stiff price for A. & H. saleratus, but many successful grocers handle no other kind. In this locality, at any rate, it is almost impossible to sell anything else, and there is no especial advantage in having good money tied up in unsalable articles.

There is no particular need of going into the matter of brands here. Every merchant knows about what is demanded by his trade; but the point I am making is the advisability of confining one's purchases largely to those brands which are well and favorably known and which always have a fixed marketable value.

The temptation to buy something which will pay us 5 or 10 per cent. more profit is sometimes great and we often feel "sore" at the methods employed by the makers of goods which we are obliged to handle; but, nevertheless, it is poor policy to keep and push undesirable goods at the expense of losing trade. I have had occasion several times to officiate in the finale of sundry small mercantile establishments, and have invariably had trouble in fixing values on much of the stock on hand, for the reason that so many kinds of package goods were of unknown brands and doubtful quality. A grocery stock which inventoried about \$450 had, among other choice morsels: Seven boxes of obscure saleratus, fourteen varieties of baking powder—five of these being scheme goods; thirteen kinds of soap, all but three of which were either cheap or unknown, and nearly five sugar barrels packed solid with low-priced smoking tobacco in packages. There was not a pound of sugar or pork or flour or decent tea or coffee in the shop. What wonder the fellow failed! One should bear in mind that a community consumes only a limited quantity of baking powder in a given length of time. It is hard to force the market with it; and my experience has been such that I regard with suspicion the solvency of the retail grocer who loads down his shelves with more than six brands of this article.

There is no truer mercantile maxim than "Goods well bought are half sold." I don't know but it would be safe to increase the size of the fraction. Within a very short time I went over the inventory of a small grocery, stock to find no less than five items of 50 cent tea and several gross of undesirable flavoring extracts, to say nothing of large quantities of prize baking powder of different makes. The man was unable to pay his bills. How much better it would have been had he carried one good brand of tea of the grade mentioned and say two of baking powder! A very few dozen bottles of flavoring extracts would have supplied his trade, paid him a better profit and allowed him the use of his money in other and more needful directions.

I do not advocate the exclusive sale of standard brands, for there are often other goods which for one reason or another are desirable, find a ready sale and pay a good profit; but if the grocer would be successful, he must not handle these to the exclusion of the standard brands. When you are asked for Royal baking powder, it is best to have it on

hand and to set it out for your customer without hesitation. It may then do to show something else which you know to be desirable and which you can guarantee to be perfect in quality. The customer will often take the cheaper article for the saving in cost which it entails, and allow you to make the larger profit; but you may rest assured that had you only the cheaper brand to show, nothing under heaven would have induced that man to depart from his wife's instructions to buy the higher priced goods.

GEORGE CRANDALL LEE.

The production of amber in Germany last year was about 440 tons, or nearly 100 tons more than in the previous year. By far the larger portion is produced by the two mines of Palmnicken and Kraxtepellan, while the remainder is obtained by dredging and searching along the shores of the Baltic.

**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.

**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.

**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. PENNOVER, 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.,  
Grand Rapids.  
Telephone 381-1

**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 BEST**  
**GREEN SEAL**  
SELL THESE  
**CIGARS**  
and give customers good satisfaction.

## Drugs--Chemicals

### MICHIGAN STATE BOARD OF PHARMACY.

Term expires  
C. A. BUGBEE, 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—Grand Rapids, March 2 and 3; Star Island (Detroit), June 28 and 29; Sault Ste. Marie, Aug. —; Lansing, Nov. 2 and 3.

### MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

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

### The Drug Market.

Acetanilid—Quiet.  
Acids—Boracic has been reduced  $\frac{1}{2}$  cent per pound by manufacturers.  
Arsenic—Powdered white, firm.  
Balsams—Copaiba, active and strong. Tolu is under control again and quotations are firmer.  
Bismuth Preparations—Are firmly held at the advance noted last week and the tendency is toward still higher prices.  
Cacao Butter—Limited demand for bulk and feeling is quiet.  
Cantharides—Prime Russian steadily held. Chinese is in reduced supply and stronger. Enquiry good.  
Cassia Buds—Spot values have met with a decided improvement under the strengthening influences mentioned in last issue and offers are very sparing. Spot stock is not heavy, being smaller than for some time past.  
Castor Oil—Business is of the average volume. Manufacturers' quotations are ruling steady.  
Essential Oils—General trading has been light and principally of the jobbing order. Peppermint, easier, lower prices being named for all grades. Supply in first hands is considerably larger than supposed, and recent offerings of round lots have had a depressing tendency. Citronella is firmer. Wormseed is much firmer, due to scarcity.  
Flowers—Quotations are decidedly firm, owing to the nearly-exhausted condition of German chamomile abroad and the continued scarcity on this side.  
Glycerine—Consuming demand moderate at the recently reduced values.  
Gums—Asafoetida is still very active and firm. Camphor has met with a reaction, on account of the better feeling abroad, both as to crude and refined, London cables announcing the latter id. higher, and the impression prevails generally that conflicting interests in crude in Hamburg have come to a satisfactory understanding. The demand is reported as excellent and many orders have been necessarily turned down, in some cases single orders having been divided between a trio of sellers.  
Juniper Berries—The reduced supply of pure quality is being firmly held.  
Leaves—Short buchu, active and exceedingly firm. All kinds of senna are in good demand and prices are steady. Coca still slow of sale and nominal.  
Lycopodium—Demand is some better, but there is no special activity and holders are willing to sell.  
Mercurial Preparations—Manufacturers' prices are being steadily held.  
Opium—Undertone easy and quotations show a further decline. Recent Smyrna cables report continued buying for American account, but without im-

portant change in prices. The weakness here is claimed to be wholly local in character.

Quicksilver—Still firm.  
Quinine—Since the decline noted last week—3c per ounce at the hands of all manufacturers—the enquiry for legitimate consuming wants has been but moderate; but the speculative demand is larger than has been known for a number of years, and considerable business has gone forward as to second hands. This revival of speculative interest is reported as partly due to an anticipated duty under the proposed new tariff, and partly to the supposition that existing prices cannot be remunerative to manufacturers.

Roots—Nearly all varieties are tame, fluctuations in values being unimportant in the absence of large transactions. New crop Jamaica ginger is still arriving, the bulk of which is being shipped to London. Powdered gentian is higher.

Seeds—Dutch caraway is a trifle higher, in sympathy with the stronger position abroad. Coriander, active but no change to note in prices. All kinds mustard are quiet.

Silver, Nitrate—Business is only of average volume. Manufacturers' prices are being maintained.

Sponges—Strong as to primary markets, late advices from Key West being to the effect that receipts so far are very light. No change in regard to the local situation, a quiet feeling being in evidence.

Strontia, Nitrate—Demand slow, market dull, quotations nominal.

Sugar of Milk—Powdered, active and strong.

Vanillin—On account of competition, the market is again depressed, and the principal manufacturers across the water have instructed their agents to reduce the price.

### Hot Drinks at the Soda Counter.

Richard Foy in the Helper.  
I was told by a man in Boston that he often went into a confectionery or bakery shop to get a cup of hot coffee. If he got it at the soda fountain he had to pay ten cents for it and it wasn't any good, but when he went back in the lunch room it was served very good for five cents. The reason for this was probably because the stale coffee which was left in the lunch room was used to make coffee syrup and the extra price was for whipped cream. Coffee, to be good, must be fresh and not too sweet. When made from the syrup it is most always too sweet, and care should be used to avoid it. The flavor for cold soda may be all right cold, but with hot water the flavor should be two or three times as strong and not half as sweet. The syrup will be thin but of a very strong flavor. It will not keep good for more than two or three days, and should be made often. A very good rule to follow is to take two parts of ground coffee, one part of sugar and four parts of water. Cover it and let it stand over the fire until it comes to a boil, but do not let it boil, for coffee then begins to lose its flavor. Keep it tightly covered and let it stand until cool or warm and then strain. In making the cup of coffee you can use plenty of this syrup, to produce a strong flavor, without its being too sweet. The syrup should be kept cold, and the water to make the drink very hot. The flavor which has been retained in the syrup will now develop and the drink will taste good and fresh.

If you get a good price for your drinks you can afford to serve whipped cream with them. This may be added on top after the drink has been made, but sweet cream should be added before the water is drawn, whether you use whipped cream or not.  
It is a very good idea to serve wafers

or soda crackers with hot drinks, because almost everyone likes them, and they like the drink better if they have something to bite on. They should be served in a very neat and clean way, on a dainty saucer set on the counter beside the drink. The smaller pieces are the better to serve, for each one will be picked up without breaking and eaten in one or two mouthfuls, which saves the crumbs from scattering on the floor or any waste in the dish. Your own judgment can best tell you what and how much to serve to your customer.

Ladies while shopping often like hot chocolate or cocoa with small cakes or dainties; and if the proper attention is given to this part of the trade it may be made very profitable. You must always keep it in mind that as a rule people do not come in to buy hot drinks because they need them, but because they like them and have a chance to rest, and your duty is to make the drink as attractive as possible. If you have a store in the shopping locality or where many people pass, the greater should be the effort to have them come in your place. A large part of the trade for drinks is transient, and the less you do to attract it the more you lose. The expense of running the store is about the same in either case.

One of the principal reasons why hot drinks are not sold more is because when they were first introduced they were sold as hot soda and made from the regular soda syrups. Of course they were not good, and the blame fell on the customers, who were sick of it at once. First learn how to make a good drink before you serve it, and you can with patience get the trade to come for it. Very often people come in and ask for hot strawberry or nectar, etc., but I have a separate list of hot drinks, which I refer to and inform them that those are all the hot drinks we make. That leaves no chance but to change the order, and you can then make a good drink, while if you had made what was first called for, it would be very doubtful.

If you serve five good hot drinks you need not make any other kinds. Let those be chocolate, clam broth, coffee, beef tea and lemonade. Frequently a hot egg drink will be asked for, which may be made with any of the above flavors. The egg and flavor should be thoroughly shaken or beaten together and strained. Draw the hot water on quickly, letting it run near one side to the bottom of the cup, stirring with a spoon at the same time.

A hot lemonade is one of the finest drinks when made right. It should be made strictly fresh from a lemon and, besides being tart, should have a strong lemon flavor, which is obtained by twisting one or two pieces of the rind over the cup until the oil starts out. The pieces may be left in the drink. One rule which must always be observed, to meet with success, is to serve the drink

steaming hot, not warm. The hot water develops the aroma and flavor, which add so much to its pleasant taste. It is a mistake to think that you will do the best hot drink business when the weather is so cold that people stay at home, but rather expect it in the fall and spring, when the changes of temperature come on suddenly. Always keep a neat sign in your window, "Hot Drinks."

### March Meeting of the Board of Pharmacy.

Detroit, Feb. 1.—The Board of Pharmacy will hold a meeting for the examination of candidates in the Blodgett Building, corner of Ottawa and Louis streets, Grand Rapids, Tuesday and Wednesday, March 2 and 3, 1897, commencing at 9 o'clock a. m., Tuesday. All candidates must be present at that hour. (Take the elevator to the hall.)

Candidates must file their applications with the Secretary one week before the examination and must furnish affidavits showing that they have had the practical or college experience required. Applications for examination and blank forms for affidavits for practical or college experience may be obtained from the Secretary.

Other meetings will be held during the year as follows: Detroit, June 28 and 29; Sault Ste. Marie, August (date announced later); Lansing, November 2 and 3. F. W. R. PERRY, Sec'y.



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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.

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Napoleons,	5 $\frac{1}{4}$ inch,	70.00 M.

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<b>Ammonia</b>	Aqua, 16 deg..... 4¢ 6	Aqua, 20 deg..... 6¢ 8	Carbonas..... 13¢ 14	Chloridum..... 13¢ 14	<b>Aniline</b>	Black..... 2 00¢ 2 25	Brown..... 80¢ 1 00	Red..... 45¢ 50	Yellow..... 2 50¢ 3 00	<b>Baccæ</b>	Cubeeæ..... po. 18 13¢ 15	Juniperus..... 6¢ 8	Xanthoxylum..... 25¢ 30																																							
<b>Balsamum</b>	Copaiba..... 75¢ 80	Peru..... 2 60¢ 2 80	Terabin, Canada..... 40¢ 45	Tolutan..... 65¢ 75	<b>Cortex</b>	Abies, Canadian..... 18	Cassia..... 12	Cinchona Flava..... 18	Euonymus atropurp 30	Myrica Cerifera, po. 20	Prunus Virginiana..... 12	Quillaia, gr'd..... 12	Sassafras..... po. 18 12	Ulmus..... po. 15, gr'd 15																																						
<b>Extractum</b>	Glycyrrhiza Glabra. 24¢ 25	Glycyrrhiza, po..... 28¢ 30	Hæmatæ, 15 lb box. 11¢ 12	Hæmatæ, 1 lb..... 13¢ 14	Hæmatæ, ¼s..... 14¢ 15	Hæmatæ, ½s..... 16¢ 17	<b>Ferru</b>	Carbonate Precip..... 15	Citrate and Quinia..... 2 25	Citrate Soluble..... 80	Ipecac, po..... 1 65¢ 1 75	Iris plox..... po. 35¢ 38	Jalapa, pr..... 40¢ 45	Maranta, ¼s..... 22¢ 25	Podophyllum, po..... 75¢ 1 00	Rhei, cut..... 75¢ 1 00	Rhei, pv..... 75¢ 1 00	Spigelia..... 35¢ 40	Sanguinaria..... 30¢ 35	Serpentaria..... 30¢ 35	Senega..... 40¢ 45	Similax, officinalis H 40	Smilax, M..... 25	Syllæ..... po. 35 10¢ 12	Symplocarpus, Foti- 25	dus, po..... 25	Valeriana, Eng. po. 30 25	Valeriana, German. 15¢ 20	Zingiber a..... 12¢ 16	Zingiber j..... 25¢ 27																						
<b>Flora</b>	Arnica..... 12¢ 14	Anthemum..... 18¢ 25	Matricaria..... 25¢ 30	<b>Folia</b>	Barosma..... 15¢ 20	Cassia Acutifol, Tin- 18¢ 25	nevelly..... 25¢ 30	Cassia Acutifol, Alx. 25¢ 30	Salvia officinalis, ¼s 12¢ 16	and ½s..... 10	Ura Ursi..... 8¢ 10	<b>Gummi</b>	Acacia, 1st picked..... 65	Acacia, 2d picked..... 45	Acacia, 3d picked..... 35	Acacia, sifted sorts. 28	Acacia, po..... 60¢ 80	Aloe, Barb. po. 20¢ 25 14¢ 18	Aloe, Cape..... po. 15 12	Aloe, Socotri..... po. 40 30	Ammoniac..... 55¢ 60	Assafetida..... po. 30 22¢ 25	Benzoinum..... 50¢ 55	Catechu, ls..... 13	Fœniculum..... 16	Lini..... 2 ¼¢ 4	Lini, gr'd..... bbl. 2 ¼ 3 ¼¢ 4	Lobelia..... 35¢ 40	Pharlaris Canarian. 3 ¼¢ 4	Rapa..... 4 ¼¢ 5	Sinapis Albu..... 7¢ 8	Sinapis Nigra..... 11¢ 12																				
<b>Semen</b>	Anisum..... po. 15 12	Apium (graveleons) 13¢ 15	Bird, ls..... 4¢ 6	Carul..... po. 18 10¢ 12	Cardamon..... 1 25¢ 1 75	Coriandrum..... 8¢ 10	Coriandris Sativa..... 3 ¼¢ 4	Cydonium..... 75¢ 1 00	Chenopodium..... 10¢ 12	Dipterix Odorate..... 2 90¢ 3 00	Fœniculum..... 10	Lini..... 2 ¼¢ 4	Lini, gr'd..... bbl. 2 ¼ 3 ¼¢ 4	Lobelia..... 35¢ 40	Pharlaris Canarian. 3 ¼¢ 4	Rapa..... 4 ¼¢ 5	Sinapis Albu..... 7¢ 8	Sinapis Nigra..... 11¢ 12	<b>Spiritus</b>	Frumentum, W. D. Co. 2 00¢ 2 50	Frumentum, D. F. R. 2 00¢ 2 25	Frumentum..... 1 25¢ 1 50	Juniperis Co. O. T. 1 65¢ 2 00	Juniperis Co..... 1 75¢ 2 10	Saacharum N. E..... 1 90¢ 2 50	Spt. Vini Galli..... 1 75¢ 6 50	Vini Oporto..... 1 25¢ 2 00	Vini Alba..... 1 25¢ 2 00	<b>Sponges</b>	Florida sheeps' wool 2 50¢ 2 75	carriage..... 25	Nassau sheeps' wool 2 00	carriage..... 25	Velvet extra sheeps' 1 10	wool, carriage..... 85	Extra yellow sheeps' 85	wool, carriage..... 65	Grass sheeps' wool, 65	carriage..... 75	Hard, for slate use. 1 40	Yellow Reef, for 1 40	slate use..... 30	<b>Syrups</b>	Acacia..... 50	Aurant Cortes..... 50	Zingiber..... 50	Ipecac..... 50	Ferri Iod..... 50	Rhei Arom..... 50	Smilax Officinalis. 50	Senega..... 50	Sella..... 50

Morphia, S.P. & W..... 1 75¢ 2 00	Morphia, S.N.Y. Q. & C. Co..... 1 65¢ 1 90	Moschus Canton..... 40	Myristica, No. 1..... 65¢ 80	Nux Vomica..... po. 20 15¢ 18	Os Sepia..... 15¢ 18	Pepsin Saac, H. & P. D. Co..... 1 00	Picis Liq. N.N. ¼ gal. doz..... 2 00	Picis Liq., quarts..... 1 00	Picis Liq., pints..... 85	Pil Hydragr..... po. 80 50	Piper Nigra..... po. 22 30	Piper Alba..... po. 35 7	Plix Burgum..... 10¢ 12	Plumbi Acet..... 10¢ 12	Pulvis Ipecac et Opii 1 10¢ 1 20	Pyrethrum, boxes H. & P. D. Co., doz..... 1 25	Pyrethrum, pv..... 30¢ 33	Quassia..... 8¢ 10	Quinia, S. P. & W..... 24¢ 29	Quinia, S. German..... 18¢ 25	Quinia, N.Y..... 22¢ 27	Rubia Tinctorum..... 12¢ 14	Saccharum Lactis pv 24¢ 26	Salacin..... 3 00¢ 3 10	Sanguis Draconis..... 8¢ 10	Sapo, W..... 12¢ 14	Sapo, M..... 10¢ 12	Sapo, G..... 15	Stiedlitz Mixture..... 20	Sinapis..... 18	Sinapis, opt..... 30	Snuff, Maccaboy, De Voës..... 34	Snuff, Scotch, DeVo's 34	Soda Boras..... 6 8	Soda Boras, po..... 26¢ 28	Soda et Potass Tart. 1 ¼¢ 2	Soda, Carb..... 3¢ 5	Soda, Bi-Carb..... 3 ¼¢ 4	Soda, Ash..... 2	Soda, Sulphas..... 2	Spts. Cologne..... 2 60	Spts. Ether Co..... 50¢ 55	Spt Myrcia Dom..... 2 37	Spts. Vini Rect. bbl. 2 42	Spts. Vini Rect. ¼ bbl 2 45	Spts. Vini Rect. 10gal 2 47	Spts. Vini Rect. 5gal 2 47	Less 5c gal. cash 10 da's. 1 40¢ 1 45	Strychnia, Crystall..... 2 ¼¢ 3	Sulphur, Subl..... 2 ¼¢ 3	Sulphur, Roll..... 2 ¼¢ 3	Tamarinds..... 8¢ 10	Terebenth Venice..... 26¢ 30	Theobromæ..... 42¢ 45	Vanilla..... 9 00¢ 16 00	Zinci Sulph..... 7¢ 8	<b>Linseed, pure raw..... 28 30</b>	<b>Linseed, boiled..... 30 33</b>	<b>Neatsfoot, winter str 65 70</b>	<b>Spirits Turpentine.. 34 38</b>
<b>Paints BBL. LB</b>	Red Venetian..... 1 ¼ 2 2 ¼	Ochre, yellow Mars. 1 ¼ 2 2 ¼	Ochre, yellow Ber. 1 ¼ 2 2 ¼	Putty, strictly pure. 2 ¼ 2 ¼	Vermilion, Prime American..... 13¢ 15	Vermilion, English. 70¢ 75	Green, Paris..... 13 ¼¢ 19	Green, Peninsular..... 13¢ 16	Lead, Red..... 5 ¼¢ 5 ¼	Lead, white..... 5 ¼¢ 5 ¼	Whiting, white Span 70	Whiting, gilders..... 70	White, Paris Amer. 70	White, Paris Eng. cliff..... 70	Whiting, Paris Eng. cliff..... 70	Universal Prepared. 1 00¢ 1 15	<b>Varnishes</b>	No. 1 Turp Coach... 1 10¢ 1 20	Extra Turp..... 1 60¢ 1 70	Coach Body..... 2 75¢ 3 00	No. 1 Turp Furn..... 1 00¢ 1 10	Extra Turk Dams. 1 55¢ 1 60	Jap. Dryer, No. 1 Turp 70¢ 75																																					
<b>Oils</b>	Whale, winter..... BBL. GAL. 70 70	Lard, extra..... 40 45	Lard, No. 1..... 35 40																																																									

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GRAND RAPIDS, MICH.





### Experience of a Farmer Who Turned Storekeeper.

Written for the TRADESMAN.

When Bill Gillet had that big front room "done off" for the accommodation of the post office, he builded wiser than he knew, for the country was fast settling up, and it was not long before he found himself in the very midst of a busy little village.

He decided that a few groceries would make a profitable side line and pay much better than stamped envelopes and postal cards, so it happened, one day, that the neighbors were surprised to see a load of boxes and barrels dumped off on the post office steps. It was a complete stock of groceries, so Bill told his patrons; but it was not long before he found his mistake. People have such a faculty of wanting things, and if it happens to be something the grocer is out of, those are not wanting who are unkind enough to make slurring remarks about the institution and aver that there is never anything worth having in the dog-goned shop.

Bill had ordered sugar and salt and kerosene oil. He had even gone so far as to buy a dozen cans of baking powder, with a scheme in connection. He also had, through the advice of his wife, laid in a supply of brown laundry soap and a box of stick candy. He then chalked the word "Groseryes" on a board, and tacked it over his front door.

Bill sold eighty-five cents' worth of goods the first afternoon and began to feel like a business man. He had spent a large sum of money on his stock and now it was beginning to come back to him. He told Mrs. Gillet that night that he had made a mistake all along in trying to support the family on that dod-gasted farm, and that he was going to sell it the first chance he had, put the money into goods and then take things easy. He went to sleep and dreamed of unlimited silver coinage and long rows of customers, vying with each other as to which should be the first to purchase his goods.

When I first visited Gillet's store, he had been in trade something like four years. Time had dealt kindly with him, yet he seemed worried and uneasy. He was trying to get the cork out of an empty catsup bottle for a little girl, and was making poor headway. The cork had been pushed down into the neck of the bottle, and held its position with stubborn pertinacity.

"Let me take it out while you fill this jug with vinegar," remarked a sleepy-looking boy whose mother was probably waiting impatiently for him to come home. Gillet looked at the boy a moment, as if undecided what sort of an oath would best express his contempt for him; but, thinking better of the matter, he gave the cork a vicious jab with the piece of wire he was using and, failing to dislodge it, laid the bottle down on the counter and started off with the jug.

I was a little curious to see how the boy was going to release the cork; but I was not kept long in suspense. Taking a button hook out of his pocket, he poked it into the neck of the bottle, shook the cork around until the hook caught it just right, and then drew it out. When Gillet got back with the vinegar the job was finished. He was too much piqued to ask how the trick had been done and the boy took his jug and departed.

"I'd like two pounds of pearl tapioca," said a customer who had come in while the jug was being filled.

"Well, sir," said Gillet, "fact is, I hain't got none o' that kind o' seasonin'. There's so little call fer it, it don't pay to ship it in, an' the season's be'n so tarnal dry, the farmers hain't offered none fer sale yit."

The customer choked down an incipient smile and departed.

"Beats all what kinds o' stuff folks'll ask fer," said Bill, as he groped around in his pockets for his pipe. "Allers awantin' suthin' er ruther what the' hain't no need o' havin' no more'n nothin'. Woman here to-day wanted two pound o' figs, an' jest about every day somebody er ruther's after cheese er this 'ere prepared mustard er sardines er mixed candy er suthin' I hain't got. It jes' makes me tired."

"Why don't you keep some of those things then? There's a better profit in them than in the kinds of goods you have here."

"Well, sir, it's like this: It hain't necessary. Folks hain't no business abuyin' such like truck. There's no sense in it. They'd a sight better buy suthin' 't'll do 'em some good, 'cordin' to my tell."

"But if they want these things they're bound to have them and, if you don't keep them, some one else who does will sell them and make the profit on them. Then, it's a good advertisement for you to have those—"

Just then the sleepy boy burst the door open and exclaimed:

"Say! Ma says you've gotter pay her fer sp'ilin' her vinegar jug aputtin' kar'sene into it. She put it onto some onions fer supper an' now we can't eat 'em an' we hain't got no more onions, neither."

Gillet looked puzzled for a moment and then he blurted out:

"It was oil yo' asked fer, yo' young scalawag. I remember now."

"Didn't neither. I asked fer vinegar, an' you told me to go West, you was busy. Now you gotter gimme a new jug an' some vinegar."

"You're a blamed liar! Yo' never said vinegar an' I'll kick you ou'doors ef you don't shet up!"

"Dad'll fix you if you tetch me!" said the boy, backing off. "Tetch me, if ye dare! Come on, ole counter jumper! Counter jumper! Counter jumper! Ky yi, kee yee!" and the boy executed a short war dance on the doorstep.

Gillet was pretty mad, and he started after the boy in good earnest.

"I'll break every bone in your body, you sassy scoundrel!" he exclaimed, as he shot out the door.

I watched the performance through a window for a few minutes; but, being satisfied that the boy was abundantly able to take care of himself, I paid no further attention to the matter. Presently Gillet came back, purple as to complexion and short as to breath. He was much excited and ripped around at a great rate.

After he had quieted down a little I asked:

"How do you like keeping store?"

"Don't like it at all. I'm sorry I didn't stick to the farm."

"I thought you owned the farm yet."

"Well, I do, kinder. Got a plaster onto it, now, though."

"Then why not sell off your goods, pay the mortgage and go back to your old trade, if it suits you?"

"I would in a minute, ef I could, but I kinder can't. Ye see, I gi'n a mortgage on this 'ere stock o' goods, too!"

"Isn't there enough in the stock to pay both mortgages?"

"I don't think it. It's like this: There's lots owin' me an' I can't git it, an' the fellers I buy of is pokin' it to me pretty hard, an' there's so much competition I can't make nothin' anyway, an' the farm's kinder gone back sence I left it, so's 't it'd take a good two year to git it in shape ag'in ef the' wa'n't that blamed rag ag'in it. I'm drove this way an' that way, an' I can't git money enough to pay my bills. If I c'd jes' le' go the hull blamed thing, store, farm an' all, an' start in ag'in fresh an' square an' clean handed, I'd do it in a holy minute. A man hain't no business monkeyin' with storekeepin' unless he understands it, an' yo' kin betcher sweet life, young feller, 't when I do git out, I'll stay out, now, henceforth 'n' forever. Amen."

GEO. L. THURSTON.

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That will hold Sap

AND

## SYRUP CANS . . .

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.

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3, 5, 6 and 8 Pails  
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are getting onto new counters  
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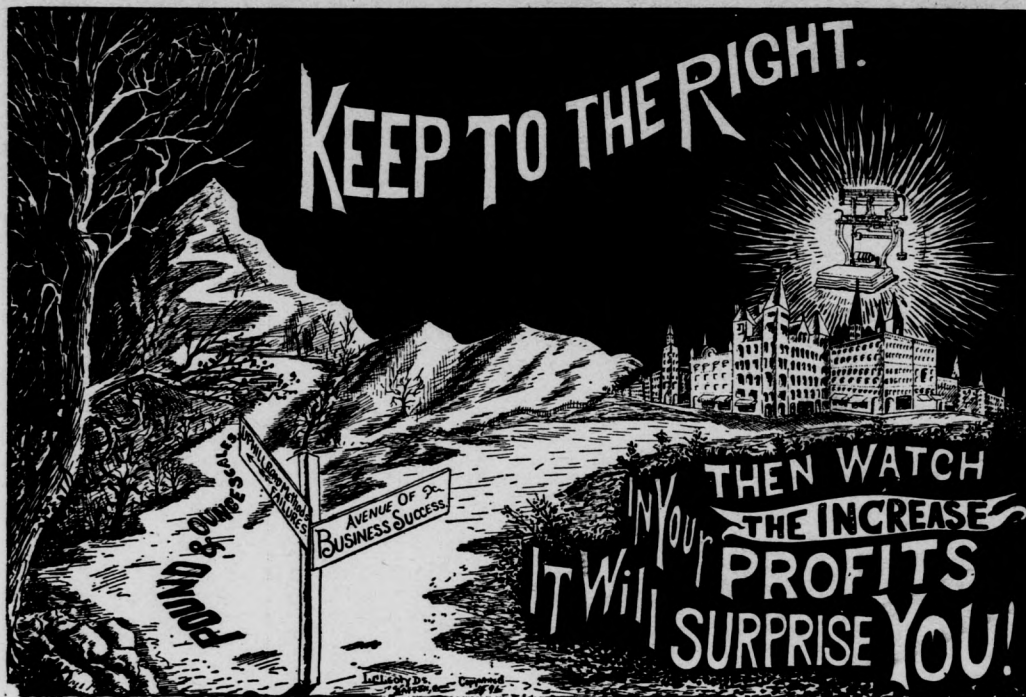
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GRAND RAPIDS, MICH.