

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.

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.

**YOUR
FORTUNE
TOLD**

Not by lines of Palmistry but by
Profitable Lines of Goods upon
your counters. Attractive lines
of confections from the

Hanselman Candy Co.
of Kalamazoo,

are getting onto new counters
every day.

Four Kinds of Coupon Books

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

TRADESMAN COMPANY, GRAND RAPIDS.

THE FAMOUS

S.C.W

5 CENT CIGAR.

Sold by all jobbers. Manufactured by

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

ENTIRE BUILDING, 15 CANAL STREET.

Naccetoin

CAKE FROSTING.

Ready for immediate use. Simply requires beating. Always reliable and absolutely pure.
Manufactured by

TORGESON-HAWKINS CO., KALAMAZOO, MICH.

Largest Assortment

Lowest Prices . . .

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

Tradesman Company

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



New Blodgett Building

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

Largest Floor Space
Best Equipment
Most Complete Facilities

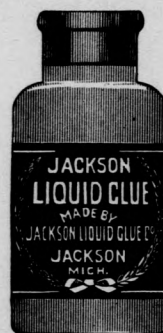
A Free Salt Seller.

DIAMOND CRYSTAL SALT is a "free" seller because it is free from all salt objections. No odor and no grit—nothing but pure salt.

See Price Current
DIAMOND CRYSTAL SALT CO., St. Clair, Mich.

Jackson Liquid Glue

Makes friends and sticks to them.



Your jobber can supply you.

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.



A
PURE
MALT
SUBSTITUTE
FOR
COFFEE

MANUFACTURED BY

KNEIPP MALT FOOD CO.

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

Travelers' Time Tables.

CHICAGO and West Michigan R'y Jan. 1, 1897.

Going to Chicago.	
Lv. G'd Rapids	8:30am 1:25pm +11:00pm
Ar. Chicago	3:00pm 6:50pm + 6:30am
Returning from Chicago.	
Lv. Chicago	7:20am 5:00pm +11:30pm
Ar. G'd Rapids	1:25pm 10:30pm + 6:10am
Muskegon and Pentwater.	
Lv. G'd Rapids	8:30am 1:25pm 6:25pm
Ar. G'd Rapids	10:15am 10:30pm
Manistee, Traverse City and Petoskey.	
Lv. G'd Rapids	7:20am 5:30pm
Ar. Manistee	12:05pm 10:25pm
Ar. Traverse City	12:40pm 11:10pm
Ar. Charlevoix	3:15pm
Ar. Petoskey	4:55pm

Trains arrive from north at 1:00p.m. and 9:55 p.m.
PARLOR AND SLEEPING CARS.
Chicago. Parlor cars on afternoon trains and sleepers on night trains.
North. Parlor car on morning train for Traverse City.
†Every day. Others week days only.
GEO. DEHAVEN, General Pass. Agent.

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

Going to Detroit.	
Lv. Grand Rapids	7:00am 1:30pm 5:25pm
Ar. Detroit	11:40am 5:40pm 10:10pm
Returning from Detroit.	
Lv. Detroit	7:00am 1:10pm 6:00pm
Ar. Grand Rapids	12:30pm 5:20pm 10:45pm
Saginaw, Alma and Greenville.	
Lv. G R	7:10am 4:20pm Ar. G R 12:20pm 9:30pm
To and from Lowell.	
Lv. Grand Rapids	7:00am 1:30pm 5:25pm
Ar. from Lowell	12:30pm 5:20pm

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

GRAND Trunk Railway System Detroit and Milwaukee Div.

Eastward.	
Lv. G'd Rapids	6:45am 10:10am 3:30pm 10:45pm
Ar. Ionia	7:40am 11:17am 4:34pm 12:30am
Ar. St. Johns	8:25am 12:10pm 5:23pm 1:57am
Ar. Owosso	9:00am 1:10pm 6:03pm 3:25pm
Ar. E. Saginaw	10:50am 8:00pm 6:40am
Ar. W. Bay C'y	11:30am 8:35pm 7:15am
Ar. Flint	10:05am 7:05pm 5:40am
Ar. Pt. Huron	12:05pm 9:50pm 7:30pm
Ar. Pontiac	10:53am 2:57pm 8:25pm 6:10am
Ar. Detroit	11:50am 3:55pm 9:25pm 8:05am

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

GRAND Rapids & Indiana Railroad Sept. 27, 1896.

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

Southern Div.	
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 5:20pm
†Except Sunday. *Daily.	
A. ALMQUIST, C. L. LOCKWOOD, Ticket Agt. Un. Sta. Gen. Pass. & Tkt. Agt.	

Every Dollar

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

TRADESMAN COMPANY, Grand Rapids

MICHIGAN TRADESMAN

Volume XIV.

GRAND RAPIDS, WEDNESDAY, FEBRUARY 17, 1897.

Number 700

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.



5 AND 7 PEARL STREET.

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 be at Sweet's Hotel Thursday and Friday, Feb. 25 and '26, and at the Palmer House, Chicago, from Wednesday, March 3, until Thursday, March 11, inclusive.

The Michigan Trust Co.,

Grand Rapids, Mich.

Acts as Executor, Administrator, Guardian, Trustee.

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

Commercial Credit Co.,

(Limited)

ESTABLISHED 1886.

Reports and Collections.

411-412-413 Widdicomb Bldg, Grand Rapids.



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

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.

Save Trouble
Save Losses
Save Dollars

Tradesman Coupons

FROM FRESH TO SALT WATER.

Despite the fact that the United States enjoys a half ownership in the great lakes of Superior, Huron, Erie and Ontario, and the whole of Lake Michigan, the outlet to the sea from these important waters is through British territory.

This is a fact which is not only humiliating to American pride, but, in time of war, would operate most seriously to the disadvantage of the great republic. There is, therefore, an anxious and deep-seated desire on the part of many people to create an artificial channel wholly in the territory of the United States, giving direct communication for shipping from the lakes to the sea.

In order to secure reliable information on the subject, by authority of Congress, a commission was appointed to examine and report, and the report has been recently transmitted by the President to Congress. It gives in detail, with maps and plans, descriptions of the several available routes from Chicago and Duluth through the lakes to the sea.

The figures given show that the distance from Chicago to the mouth of the St. Lawrence, at Pointe des Monts, is 1,698 miles; to the Atlantic Ocean, at Sandy Hook, the distance by the Champlain route is 1,642.5 miles; by the Mohawk route it is 1,440 miles. The distances from Duluth are 67.5 miles greater.

In order to get to the sea through home territory it is necessary either to enlarge the Erie Canal for the passage of ships, or make a route from Lake Ontario, at Oswego, to the Mohawk River, and thence to the Hudson, or to open a route through Lake Champlain to the Hudson River. Assuming a depth of thirty feet to be necessary, the length of the artificial channel to be constructed is 202.8 miles by the St. Lawrence route, 304.6 by the Champlain route and 272.3 by the Mohawk route. The proposed Nicaragua Canal is 170 miles long (fifty-seven miles in open lake), with six locks, lifting the traffic 110 feet above the sea. The new Panama Canal is forty-three miles long, with ten locks, and the total lift is 112 feet.

By the Mohawk route a summit 444 feet high must be passed, whence the descent is made to Lake Ontario, 252 feet above the sea. Lake Erie is 573 feet above the sea, and to lift the traffic from Lake Ontario to this level will require several locks. It will be seen that the Nicaragua Canal and the Panama Canal, immense and costly as those undertakings are, must still be far cheaper than the aggregate of the artificial channels to be constructed for either of the proposed deep waterways.

The commission discusses at some length the various possible routes. These begin at Chicago and at Duluth, and there can be no question as to what the routes should be until the eastern end of Lake Erie is reached. Then the commission considers a ship route

through Western New York, along the general course of the Erie Canal, as not desirable. It would involve from 120 to 140 miles more of artificial canal than the route by way of Lake Ontario and the Oswego-Oneida-Mohawk route. It would be crossed by many bridges and might have as many locks as the other route, and would have a side hill location across lines of drainage for much of its course.

Furthermore, it is considered desirable to bring Lake Ontario into the line of deep-water navigation because of its local commercial possibilities. The question of a trunk route is thus reduced to the natural course through the great lakes, and from Lake Ontario by the St. Lawrence to tide-water at Montreal or to Lake Champlain, and thence down the Hudson, or by Oswego and Lake Oneida to the Mohawk valley, and thence to the Hudson. Each of these three routes is considered as having independent merits, but the enormous cost of any one of them must prevent for a long time its construction as a highway of commerce.

AMERICA MUST RETALIATE.

The way in which European countries have long discriminated against American products, and the subterfuges to which they have resorted, to exclude them from their markets, have proven exceedingly exasperating to the American people, and it would not be surprising if a strong demand were made upon the next Congress to adopt retaliatory legislation. President Cleveland has already sounded the keynote in the case of Germany, by withdrawing from German tonnage the exemption tax which had been previously enjoyed, and no doubt other ways of retaliating could be easily found.

While Germany is not alone among the European powers in discriminating against us, her hostility has been bolder and more far-reaching. Although compelled to withdraw the absolute prohibition against the importation of American meats which once existed, Germany has constantly tried to restrict the entry of American meat and pork products in every possible way. Charges that American pork is trichinous were trumped up on every possible occasion, and an almost prohibitive inspection system inaugurated.

So burdensome have the exactions of the German government become, that the packing interests of the West have formed a protective association for the express purpose of combating this European trade hostility, and an executive committee has been appointed for the purpose of devising the best method of offsetting the opposition of Europe.

Recent cables from Berlin indicate that investigations made by the Prussian Minister of the Interior prove that the allegations that American pork is trichinous are groundless. Some time ago the Prussian Minister of the Interior issued instructions to the heads of the government districts in Prussia to obtain, in cases where trichinae had been found in American pork, data

which would enable the American Government to trace the offending shippers and officials. It now appears that only five out of thirty-three districts sent any reports of instances of trichinous American pork, and these reports were not accompanied with the data asked for by the Minister of the Interior, so that proof of the trichinous character of the pork is not forthcoming in a single instance. Of even these doubtful cases the number is only thirteen.

The Prussian government has not yet published a report embodying this information, and, owing to its favorable character to American meats, it is probable enough that it may never be published. Such a report would give mortal offense to the agrarians who are now a power in politics in Germany.

GENERAL TRADE SITUATION.

On every hand the greatest significance is attributed to the breaking up of the steel rail combination, the last of such organizations to endeavor to keep the price of a great iron product far above its normal value. Extensive orders were placed and the steel rail industry sprang into instant activity, although, in some cases, the companies took advantage of the decrease in price of their product, or were compelled by it to make a reduction in the scale of wages. In most other branches of manufacture there has been an increase of activity and many factories have resumed operation or increased force during the week. Notwithstanding the decline in steel rails, the general tendency of prices has been upward during the week, to an extent which would indicate that the low ebb is past in most lines of trade.

It is interesting to note that the tendency in all lines of iron and steel manufacture, except rails, has been upward. Prices have advanced for Bessemer pig and are firm for steel billets. The number of iron industries to resume operations during the week has been greater than for some time previous.

The purchase by one speculator of 750,000 pieces of print cloths has had the effect of stimulating the cotton fabric market and there is considerable movement, with advance in prices. Cotton has declined slightly but wool continues active and demand is finally materializing for some of its manufactures.

Wheat has fluctuated within a range of about 3 cents, with a general tendency downwards. Other grains have shown a weaker tendency.

The leather and shoe trade is in a decidedly better condition than at the same season for several years. Eastern shipments are reported heavy and the outlook is decidedly encouraging.

Money continues plentiful at the Eastern centers. Exports and imports have not been as favorable—the former increasing with a diminution of the latter. Bank clearings have shown a considerable increase and failures have declined to 267, against 321 for the corresponding week of last year.

Bicycles

Some Bicycle Advertising—McLaughlin Up to His Old Tricks.

Written for the TRADESMAN.

The most prominently advertised article at this season is the wheel; and among the bicycle advertisements in the magazines at present, I believe may be found some of the best that have ever been written, and I will also venture to say that there are some of the very worst as well.

Among the former may be classed that series of illustrated adlets the Clipper people are running in the Tradesman. Everyone in the lot tells something of interest to bicycle riders; something of interest or information about the Clipper bicycle. They are all neatly and artistically designed and most of them are eye-catchers.

"Rugged as its name implies:—'The Outing Bicycle' " is good, too, and it is something rather out of the common. Almost anybody would remember it, and associate qualities of durability and toughness with that wheel forever afterward. A wheelman who has been reading the advertisements of the Trinity bicycle and who thinks he doesn't want one of the wheels, would, I imagine, be rather hard to find. The Trinity wheel is so new that none of us have seen it, nor a picture of it, nor a description of it, unless at one of the recent cycle shows, but its advertising has been new and unique. The statements made have been emphatic and full of earnestness and they have impressed riders with the idea that the makers of this wheel know their business, that they are hustlers, and that they will produce the best that can be made.

The Monarch people recently awarded some prizes for poster designs. If these posters were intended merely for, decorative purposes, the award of first prize may have been worthily bestowed; but were the object the advertising of Monarch bicycles, it seems as though the judges shot rather wide of the mark. The design thought best is a drawing of a lion and it is splendidly done. The trade-mark of the Monarch people is a lion's head, but there is nothing in the design suggestive either of wheels or of the regular trade-mark of the company. The words, "Monarch Bicycles: The King can do no wrong," might, with nearly as much propriety, be attached to the picture of a dromedary. It is easy enough to quarrel with the advertisements of others, however, and perhaps the Monarch people will sell enough wheels through the seductive influence of this poster to enable them to retire from business at an early day.

Some time ago the Tradesman got after Mr. Four Ex McLaughlin and gave that gentleman so hot a chase that he made his first compromise with the retail trade. He stopped the practice of throwing a handful of advertising matter promiscuously into his packages of roasted coffee and enclosed it in an envelope. This was an improvement. Now, however, although his paper dolls are placed in the envelope, a small square printed circular is still "at large," and it gets into the coffee mill and gums it up, and fills the customer's coffee pot with scraps of paper, just as of yore. For this reason, among others, grocers are becoming less and less willing to handle package goods and many merchants have thrown them out alto-

gether. It takes good judgment and considerable perseverance to work a package coffee community over into consumers of a superior article in bulk; but it can be done—has been in many places—and there is money in it for the grocer. Now I don't want Mr. McLaughlin to start a suit for damages against the Tradesman on account of this article; but if he can construe anything in it into a free advertisement for his goods, I am sure he is welcome to the notice.

* * *

"I always try to do the square thing between my customers and 'the house,'" said a veteran traveling man recently, "but it's mighty hard sometimes to tell what to do. I never worked for a firm yet that didn't want to make all the profit it could, and that man never lived who could get big prices in the face of competition and hold his trade. Most houses begin to sock on the profits as soon as a customer commences to get embarrassed, but I could never see the sense of that, for you only beat yourself in the end. Now I had a customer at Smith's Lake who got in bad shape. He owed us and couldn't pay and the house always shipped him 'hard stuff' if there was any in stock. I sold him three barrels of pork at \$11.50 that cost us \$10. That made us \$1.50 a barrel, and it was enough, but the old man kicked when the order went in and said Jones would stand more'n that; said he'd stand another dollar. 'What d'ye want to do that for?' I asked. 'You'll lose it in the end, anyway, and if you charge him fair prices now he won't owe so much when he busts.' Well, that was the worst pork that I ever saw. It was a special brand, and just a little the rankest that ever went out of Grand Rapids. When Jones got it, he rolled the whole business into the lake. Sent him a dozen cheese one time—hard cheese—and he fired that all in the lake, too. There was a walk leading from his store to the water, and he'd start those cheeses rolling, and then just stand there and watch 'em plunk. Next time he saw me he says: 'There's your cheese, right out there in the lake, chasin' the pork.' Dry goods, too. Got a lot of socks that wouldn't sell, and he used 'em fer kindling. He'd throw a bundle of 'em in the stove, pour kerosene on 'em and just watch 'em burn. Said socks beat anything he'd ever used. When he went broke he owed the gang—groceries, dry goods and shoes—about \$4,500. We had \$1,500 in it. I got there first and secured \$800, but nobody else got a cent." GEORGE CRANDALL LEE.

News and Gossip of Interest to Dealer and Rider.

The New York cycle show which closed Friday night was, as expected, the largest in both exhibits and attendance of any ever held in this country. The Cycle Board of Trade, under whose auspices the exhibition was given, very largely increased the handsome surplus already enjoyed as the result of similar exhibitions previously held. The opinion seems to prevail that there will be such exhibits in the future, notwithstanding the fact that they impose a tremendous cost upon the manufacturers. The interest shown at these exhibits leads to the urging of local exhibitors with a view to their effect upon the retail trade. When it is remembered that the national exhibits offer no attraction to the people other than the new makes of wheels and their adjuncts, the fact that many thousands attend

every session—that the crowds invariably increase from the opening to the close—certainly indicates a remarkable interest in the subject. If it is owing to a "wheel craze" there are certainly no indications of its abatement; indeed, there seems to be a constant increase. That such vast crowds should flock to see the almost imperceptible difference in the various wheels, discuss the points and relative merits of the great variety of saddles offered, and even to give attention to the minor articles of the wheelmen's outfit, shows an interest which, to say the least, is curious.

* * *

The question of what is the best in saddles is one of engrossing interest. So much has been said and written upon the injurious consequences likely to follow the use of poorly-constructed saddles, there is more attention given the matter than it really deserves. Not that there may not be injurious saddles, but that when there are such their injurious effects become quickly manifest. It is the experience of the oldest riders that the best saddle is the one most comfortable to ride. There need be little concern as to the saddle if its use is not attended by any immediately unpleasant consequences. The comfortable saddle is the sanitary saddle. The inexperienced rider, in selecting a saddle, is most apt to consider softness as a most desirable quality. Longer experience demonstrates that the firmer and most suitably shaped for comfort is the best, and a test in actual use is of more value than anatomical treatises and diagrams.

* * *

The advertising of bicycles and bicycle sundries shows the greatest possible diversity of methods and degrees

of effectiveness. It is noticeable that many of the most prominent advertisers show the least ability in representing their goods in an attractive manner. Thus, to demonstrate the excellence of certain saddles and the opposite qualities of certain others, a section of the human skeleton is made the prominent feature of the advertisement. Such a repugnant feature can but cause surprise to any who may have given study to the science of advertising. And the same defect is seen in much of the advertising of prominent wheels. One is characterized by a repugnant picture of an obese rider on a slender wheel, which seems, of course, entirely out of proportion. Now, to heavy people, to whom such advertisements are addressed, there is the suggestion that they might present a similar appearance. The more common use of attractive, graceful pictures of well-formed wheelmen, and well-proportioned riders and wheels, is by far the most effective.

* * *

The winter exhibits are considered as marking the time for the real beginning of the season's business, that is the preparation for the retail trade. Of course, the placing of orders has been going on for many weeks, and shipments have gone forward to a considerable extent, but these exhibits will mark a sudden and rapid increase in the movement; for a great proportion of the dealers have been waiting to see what improvements and novelties were likely to be developed, before placing orders. The season for the retail trade is so near that there will be a general rush, even of those who do not attend the shows, to lay in their stocks.

NATE.



In a Few Weeks

the festive bicycle salesman will be trying to convince YOU that his is the only "high grade" bicycle. He will tell you all sorts of yarns and give you all sorts of reasons why you should buy a—wheel. You may be told that Clippers are "cheap wheels," "never were high grade," are "not up-to-date," "run hard," etc., etc. This salesman told his customers the same story last year, and before the season had closed his so-called "high grade" was selling at retail for less than Clippers are wholesaled at. New Clippers have forced the prices of some standard \$100 wheels to \$75.00 and \$80.00, and have come up like a cyclone into the ranks of the highest of high grades. Buy a Clipper and get your money's worth.

Pratt 229 T.

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

A LINE OF

BICYCLES

FOR LIVE RESPONSIBLE DEALERS.

THE TRUSS FRAME AMERICA.
THE HAMILTON-KENWOOD.
THE WORLD.

Write for Catalogues and Prices.

ADAMS & HART,

DISTRIBUTING AGENTS, GRAND RAPIDS, MICH.

Getting the People

Some Suggestions on the Wording of Advertisements.

Written for the TRADESMAN.

There are two ways of writing an advertisement—the right way and the wrong way. To go at the matter in the right way, there are a few rules one should follow:

The first thing in importance is the heading. It should be bold, concise and truthful. It should be something out of the general order—something that by its uniqueness and originality will command attention at once. As I have said many times, it should have a direct bearing on the advertisement itself.

Too much matter of a general sort in the advertisement is worse than not enough. Make it terse, crisp and to the point. Eliminate all words which are not a necessity to a full understanding of what you desire to convey.

Generalities should not be indulged in, but particularization is the life of an advertisement. Some particular article should be made prominent, with the advantages fully set forth which will make that article a seller. Bring out your arguments in a manner so logical and clear that, when the reader finishes, he is convinced that yours are the goods he wants and will buy. There is nothing salable that may not be advertised in such a way as will sell it.

Only a few points are necessary in advertising any article, and they are plain and practical and of use to the buying public. Among them are the value of the article, intrinsically and usably, where to buy it and WHY it should be bought at that place.

Repetition in advertising phraseology is a vain effort and of no avail. Once said, rightly, is enough. Verbiage brings forgetfulness—brevity insures remembrance.

Take one thing at a time and have something to say of it which will command the attention and confidence of the reader.

Confidence is a prime requisite for success in advertising. It is of slow growth and results from an absolute backing up of every statement made in the advertisement by the goods sold and the manner of selling them. The honesty of one merchant in advertising is of benefit to every dealer, in that it begets confidence in the class as a whole.

Advertising is the standard by which your business is judged. It is like a traveling man. No reputable house knowingly sends out to its trade a disreputable traveler, for he, like the advertisement, meets the public, and from him are their impressions largely gained of your business and goods. Shabby advertising brings shabby returns.

To one not posted, it seems an easy matter to be as natural and free in writing as it is to talk, but in reality it is one of the most difficult things possible. To write an advertisement in a conversational, convincing manner, with no trace of snobbishness, vulgarity, stiltedness—no straining after effect and with utter absence of artificiality—is a knack too few people possess.

One of the commonest things in merchandising is, to put it in a homely phrase, too big stock, too little advertising. The merchant fills his shelves with all the goods his capital and credit will

stand, exhausting all his resources. Then, when it comes to selling them, he is cramped for cash and all expenses are cut down to the lowest possible notch. This includes advertising, which, as we know, is not an expense but an investment. With his money tied up in stock which sells slowly for lack of publicity, the merchant is too often seriously inconvenienced, when, with less stock and more advertising, he might be enjoying a profitable business. A little, well advertised, is far better than much, with no publicity.

NEMO.

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

Where's There's
Music There's...

Happiness in the Home!

Not only that, but it refines and elevates the mind. Music is one of the best gifts to man. It sheds a blessed influence all around; it helps to lighten one's cares, and makes time pass delightfully.

Look over our line of
Musical Instruments.

J. P. LOSEY.
YALE, MICH.

"Seeing Is Believing."

Unless we can get you to visit this store and "see with your own eyes" just what we are doing to deserve your patronage, there is not half the opportunity for us to obtain it. Once you visit the store, however, and come under the witchery of our values, you're sure to be a frequent and regular visitor. Then we shall be satisfied, for no woman who fully understands and appreciates this store is likely to go elsewhere to buy dry goods.

Just at present, we are offering values in certain lines which should interest every shrewd, well-posted buyer. Read these prices and see if they do not appeal to your judgment and your pocket-book.

Perhaps....

you are not entirely suited with the store where you have been buying groceries. Prices may be low enough, but quality not satisfactory, or quality all right and prices all wrong. In either case, you are invited to give our groceries a trial. It is well to impress on you the fact that the quality must be right, and the price attractive before we will admit any line of goods to our grocery stock; otherwise the seller is obliged to seek a less particular buyer. That's why we are able to lead. These assertions can best be proven to you through a sample order. Read this list and test our claims by trying some of the articles on which we quote prices.

Both of Us...

Will profit by your trading here. Our interests are mutual. You save money trading with us because we give better values for less money than others, while your added patronage swells our business; so both of us profit together.

J. H. GOTSHALL & CO.,
Flint, Mich.

Strategy Behind the Counter.

The woman was one of those night-mares of busy clerks—a professional shopper—and she had the man at the dress goods counter take down half his stock for her examination, and after consuming nearly an hour of his time, she decided that nothing suited her exactly and rose to leave.

The proprietor of the store was standing in the door, as was his custom, and he always accosted the customers as they came out, to see if they had found what they desired. If a clerk failed to make a sale he generally heard from it as soon as the customer left. This particular clerk was in line for the chief place in his department, and he wanted it. He knew that if the proprietor should find out from the woman that her wants had not been supplied it would not be greatly to his credit, so he said:

"Madame, do you see that man standing in the door?" "Yes."

"Well, if he should speak to you as you go out don't be alarmed. He is a lunatic, but being a relative of the owner of the store he is allowed a great deal of liberty, as he is dangerous only at times."

The woman gathered her handkerchief and umbrella and started for the door looking a little nervous. When she was about to pass out the proprietor turned to her suddenly and said:

"Madame, did you get what you wanted?"

The woman uttered a frightened squeak, swung her umbrella at a parry, skipped out the door and fled up the street three or four doors before she slowed down to a fast walk.

The proprietor, filled with surprise, went back to the dress goods counter and said:

"What in the world was the matter with that lady who just went out?"

"I'd like to know myself," said the clerk. "She acted very queerly while she was back here. I really think she must be crazy."

And the proprietor evidently thought so himself, for he said no more about it.

King Tommy's Rise and Fall.

Tommy was ruled by his father and mother, Tommy was bossed by his older brother.

Tommy was tyrannized over each hour By a very small maid with the face of a flower,

But one day Tommy was given a wheel And he felt like a king on a throne of steel.

Now, a sudden rise from a serf to a king Has always proven a dangerous thing

The people who come into power too quick Go up like a rocket and down like a stick.

King Tom, before the first day was done, Was Emperor, Sultan and Czar in one.

He owned the pavement, he owned the street, He ran the officers off their beat.

He frightened the coachmen out of their wits As he scorched right under their horses' bits.

Pedestrians fled when they saw him approach; He caused disaster to carriage and coach,

For he never turned out and his pace never slowed; His bell was a signal to clear the road.

And I would not repeat, indeed, not I, What the truckmen said when his bike went by.

King Tom only winked in their eyes with a grin, Proud of his power to make them sin.

And bolder and bolder each day he grew, And faster and faster his bicycle flew;

And he was certain he owned the earth And all that was on it from girth to girth.

And he always got off without hurt or scratch, Till all of a sudden he met his match.

Reigning one time in his usual splendor, He came face to face with a Cable's fender.

He rang his bell for the right of way; But a biker may ring till his hair turns gray,

And a Cable Car or its Cousin Trolley Will pay no heed to that sort of folly.


All that King Tom recalls of that day Was riding into the milky way,

Where he saw all the stars in the heavens. Well, There isn't much more of his reign to tell.

He gave his wheel to his brother Bill And walks on two crutches—and always will.

And he says, as he looks at his wooden leg, "I went up like a rocket and down like a peg."

ELLA WHEELER WILCOX.



Our New Cake

To grocers is a

Business Tonic

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

MINCE PIE

Are you handling it?

The New York Biscuit Co.

Grand Rapids.

Around the State

Movements of Merchants.

Plainwell—Young & Tefft have opened a new market.

Nashville—Fred Baker has opened a confectionery and fruit store.

Shepherd—Judson H. Scott succeeds Walker & Scott in the drug business.

Charlotte—J. H. Green has purchased the clothing stock of J. Levy & Sons.

Birch Run—McIntosh & Hover have discontinued their general store business.

Fairgrove—J. R. Hamilton has purchased the drug stock of Chas. Mooreland.

Cass City—Simeon Ostrander succeeds L. E. Karr in the furniture and undertaking business.

Rose City—Jacob Litman has sold his dry goods, clothing, grocery and boot and shoe stock to S. Langsberg.

Harrisville—Kahn & Michelson succeed Sandorf, Kahn & Co. in the dry goods, clothing and shoe business.

Sand Lake—H. Blackburn has closed out his meat business at Trufant and opened a meat market at this place.

Cambria—R. Franks & Co., dealers in dry goods, clothing and boots and shoes, have dissolved, J. M. Isenstadt retiring.

Munith—Walton & Co. have sold their general stock to Freeman Salisbury, of Middleton, who will remove it to that place.

Benton Harbor—Hutt & Anderson, proprietors of the Benton Harbor Hardware Co., have dissolved, Geo. Anderson succeeding.

Big Rapids—W. H. Swift has sold his interest in the grocery firm of Barton & Swift to his partner, who will continue the business under the style of C. W. Barton.

Shelby—F. W. Van Wickle has sold a half interest in his drug, grocery and commission business to C. D. Lewis and the style of the new firm will be Van Wickle & Lewis.

Orangeville—Eli Nichols has sold his general stock to J. M. Burpee, who recently sold his grocery stock at Wayland to C. A. Ryno. Mr. Nichols has been in business since 1854.

Owosso—L. O. Underwood, who has been in the employ of the Johnson Baking Co. for some time, has leased the business. E. M. Johnson will give his entire time to the wholesale business.

Lansing—The Colonial Insurance Co., New York, and the Home Mutual Insurance Co. of San Francisco, both stock fire and marine companies, have been authorized to transact business in Michigan.

Pentwater—D. D. Alton and a silent partner have purchased the interest of Will J. Hopper in the Crescent drug store, which will be under the efficient management of Mr. Alton. Mr. Hopper returns to his first love, the dry goods and millinery business at Fremont.

Middleville—J. W. Armstrong has purchased the Dr. Hanlon brick building, on the north side, and, after remodeling same, will move his drug and wall paper stock from the store on the south side, where he has been located for several years, to the north side store.

Mackinaw City—W. E. Robinson has purchased the fishing business of D. A. Trompou & Co., and in a few days, as soon as the business of the old concern can be settled up, Mr. Robinson's name will be substituted in all business transactions for that of the old firm.

Lake Ann—O. C. Fish, who has always been considered one of Lake Ann's most prominent citizens, filed a trust deed Feb. 9, covering property amounting to about \$870 and naming M. L. Lake and C. S. Linkletter as trustees. Since that date Mr. Fish's whereabouts have been unknown.

St. Johns—A difference of opinion having arisen between H. V. Hughes and some of the other stockholders of the Alderton Mercantile Co., Mr. Hughes has resigned the position of Secretary and relinquished the management of the business, having disposed of his stock in the corporation to Mr. Alderton. At the annual meeting of the corporation, held Feb. 15, the following officers were elected: President, Geo. A. Alderton; Vice-President, Ed. P. Waldron, Secretary and Treasurer, F. M. Spaulding.

Manufacturing Matters.

Mt. Pleasant—Chas. S. Moore continues the hoop manufacturing business formerly conducted by Prince & Moore.

Detroit—The Enterprise Foundry Co. has filed articles of association. The capital stock is \$5,000, of which \$1,200 is paid in.

Bailey—The Bailey creamery has been leased by Chris. Hansen and Thos. Hagadorn, of Trufant, who will continue the business.

Benton Harbor—Geo. Butzbach succeeds Butzbach & Schultz in the produce and fruit business and the manufacture of fruit boxes.

Standish—The Standish Electric & Manufacturing Co. has merged its business into a stock company under the style of the Standish Electric Co.

Lakeview—C. M. Northrop's cold storage building collapsed last week, the owner having finished getting in his ice only the day before. The loss to the building is about \$1,000. The creamery machinery is not damaged.

Thompsonville—The Thompsonville Cooperage Co. has bought from the Thompson Lumber Co. the lots and store building now occupied by Mr. Anderson. Extensive alterations and repairs will be made on the property as soon as the weather will permit.

Bradley—The Bradley Creamery Co. has been organized here with a capital stock of \$3,375 for the purpose of building and equipping a creamery, which will begin operations about March 15. The officers of the corporation have not yet been elected, operations so far being conducted under the supervision of a building committee consisting of B. Burlington, A. Deuel, S. S. Fox, W. R. Fox and Joseph Fansler.

The Wrapping of Packages.

Written for the TRADESMAN.

Wrapping packages, in the larger stores of the cities, is confined to a department and is reduced to a science, but in the retail stores of the villages and smaller towns each clerk wraps up whatever he sells.

It is hard for one to realize the importance of neatly-wrapped bundles. Buyers are full of whims, if I may use the word, and it often happens that an illy-wrapped parcel, trifling though it may seem, is the cause of the loss of that particular customer's trade.

Merchants cannot be too particular about this. It should be insisted upon that every bundle be wrapped up as carefully and neatly as it is possible to do it. I was told, the other day, of a merchant who drilled his employees as carefully in this matter as if it were a trade by itself, and, in fact, it is, or

should be, an important part of a clerk's business.

An incident in this connection was told me the other day: A wealthy man in Wilmington, Delaware, had been, for a long time, accustomed to buy his cigars in a certain cigar store, and, as he was a heavy smoker, using only the highest priced brands, his trade was valuable. It chanced, one day, that a clerk sold him his usual quantity for the day and, upon the gentleman's request to have them made into a package in order to save breakage, the salesman wrapped the cigars in a slovenly manner and handed them to the buyer. That was the end of his buying in that store. He transferred his trade to a place where his instincts of order and neatness were not outraged, although otherwise he had been perfectly suited with the goods at the old place.

A merchant who has his best business interests at heart will insist that goods sold be wrapped neatly, and a good clerk will always do it.

The Produce Market.

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

Butter—Fancy dairy is scarce and higher, on account of the falling off in receipts, commanding 12@14c per lb. Factory creamery has advanced to 20c. Cabbage—50@55c per doz., according to size and quality.

Celery—15c per bunch.

Cider—\$4 per bbl., including bbl.

Cranberries—Cape Cods have advanced to \$2 per bu. and \$6 per bbl.

Eggs—So far this week the receipts have not been equal to the demand, but the return of warmer weather is expected to bring an influx of shipments. Handlers hold candled stock at 12½@13c, pickled and cold storage being slow sale at 7@8c.

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

Lettuce—15c per lb.

Onions—The recent sharp advance is well maintained, dealers still paying 75c for all offerings of choice stock, holding in a small way at \$1 per bu.

Potatoes—Handlers pay 11@12c for stock in carlots on track. In a small way dealers find no difficulty in obtaining 18@20c per bu.

Squash—In light demand and ample supply at 3c per lb.

Sweet Potatoes—Kiln-dried Illinois are in only fair demand, commanding \$2.25 per bbl.

The American Hog Is Vindicated.

From the New York Shipping List.

The frequent charge that American pork in Prussia is a detriment to public health and should be excluded has fallen to the ground by a thorough investigation, which was pressed by the United States Minister in Berlin. An official Government report utterly disproves the allegations, but an effort is made to prevent the report from being published, as it would be an excellent recommendation of American hog products. The United States Minister is now endeavoring to procure a copy for the State Department, but he is not certain of securing it. There is a faction in the Prussian Legislature favorable to the unrestricted importation of American pork as a wholesome and cheap food for the masses, and when the facts of the investigation are officially made known the government will be asked by this faction to give reasons for continuing the prohibitive tariff regulations on the American products.

The whole trouble was caused by rival German concerns, who packed diseased meat in American packages, according to the disclosures made in the investigation.

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

In the Still Night.

Bowers: "Livewell has grown so stout that his wife has put three V's in his trousers."

Powers: "I must be growing thin then, for my wife always takes them out."

Something Saved.

Mrs. Gadsby: "Bridget is going to leave us."

Mr. Gadsby: "Well, I'm glad of that. She's broken everything else."

The authorities in Pittsfield, Mass., have recently added to the fire department's apparatus a sort of restaurant on wheels, or "night lunch" cart, a vehicle stocked with doughnuts, sandwiches and coffee, which follows the engines when the department is called out to fires.

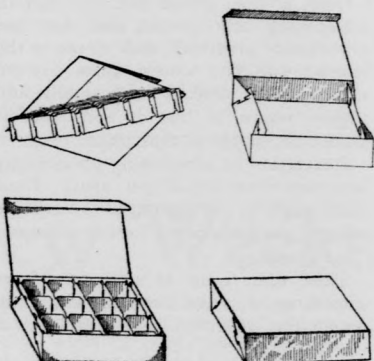
Elkhart Egg Case Co.

Manufacturers of

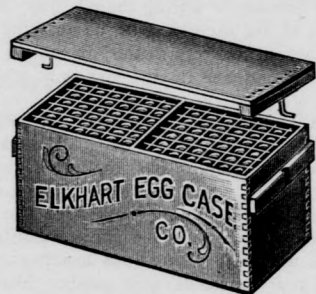
Egg Cases and Fillers

are placing on the market a

GROCERS' DELIVERY CASE



This case being shipped folded flat, goes at low freight rate, and occupies little room on counter. Containing a complete filler, carries eggs safely. Will be printed with your "ad" free when ordered in thousand lots. Price \$10.00 per thousand. Can be returned and used many times.



We are largest manufacturers Egg Case Fillers in U. S., and our cold storage filler is not equaled.



Our farmers 12 doz. case is made to set in back of a buggy and is just the thing to bring eggs to market in.

Grand Rapids Gossip

The Grocery Market.

Sugar—Last Wednesday prices were advanced $\frac{1}{8}$ c on all hards and 1-16c on all Nos. from 1 to 8 inclusive, and 1-16, on Nos. 9 to 12 inclusive with other grades unchanged. Thursday, No. 4 was advanced 1-16c, since which time the market has been strong, with many indications of a higher range of values.

Coffee—The war between the package coffee houses is still on, although no cuts in price have been made this week. The trade in this and other markets is going heavily to package coffees, to the detriment of trade in bulk.

Fish—The Lenten season has not yet had effect on this trade, although it is measurably affecting the trade in salt fish. No changes are to be expected in prices even during the Lenten season, as the visible and probable supply of fish will doubtless take care of the demand. This line of meats has had fewer fluctuations during the year past than any other line. This is not because of the larger demand, but the lighter supply. Neither the Great Lakes nor the inland lakes of the State furnished their usual amount of fish the past season.

Oatmeal—There is no general recovery from the recent lapses in the market. It is thought by buyers that the advances on oatmeal by the manufacturers was caused by mills that oversold and named high prices to protect themselves. Sales were made for immediate needs only at the high prices, but being above the reasonable level they could not be held.

Syrups and Molasses—"The Tradesman did good work some years ago in exposing the short count nuisance in the pickle business," remarked a wholesale grocer the other day, "and it is now in order for it to use its influence in putting an end to another abuse which has crept in the grocery trade in some sections, but has not, so far as my knowledge goes, reached the Grand Rapids market. I refer to the custom of some jobbers having syrups and molasses put up short measure. This is a shortage which can be easily detected by the dealer by simply rolling his barrel or other package onto the scales, noting the gross weight and dividing by 12 $\frac{1}{2}$. A gallon of syrup or molasses weighs practically 11 $\frac{1}{2}$ pounds and the package, as a rule, will weigh a pound to the gallon, so that a computation of this kind will disclose the existence of any considerable shortage. I would suggest this plan to the readers of the Tradesman, believing it will post them to that extent that they will refuse to be imposed upon by disreputable dealers who are seeking to make a small extra percentage by adopting this sort of practice."

Crackers—Staple brands have been reduced in price 1c per lb., and other grades are affected by the downward movement, but not to so large an extent. In view of the demoralized condition of the market, the Tradesman feels impelled this week to withdraw all quotations, as the market is practically open and is likely to remain so for some time to come.

Provisions—There has been much of steadiness during the week in a general way, and meats and pork are firmer than a week ago, while lard is slightly lower at Chicago. The supply of hogs at Chicago has fallen short of expectations, and this appears to have given some strength to the market sentiment. The fact remains, however, that prices

of hogs are relatively above a parity with corn, and that the abundance of corn, far in excess of any requirement before another crop will be harvested, gives assurance of a continuance of low values for this grain, which will probably continue to be a factor in shaping the market for pork, so that any striking advance, for some time to come at least, is not reasonably to be counted on.

Some Comparisons Showing the Futility of Free Telephones.

The last general telephone directory issued by the Bell Telephone Co., in Grand Rapids, was dated May 1, 1896. It contained twenty-five pages of names—in all 1,800—the highest telephone number issued being 1448 and the actual number of telephones in service being 1,481. Three supplementary lists have recently been issued, showing new telephones alleged to have been put into service as follows:

	Offices	Residences
May 1 to Dec. 1, 1896	22	84
Dec. 1 to Jan. 1, 1897	5	111
Jan. 1 to Feb. 1, 1897	13	64
Total in nine months, 299.	40	259

As there has been no revised list of the May, 1896, subscribers issued, in order to ascertain the exact number of Bell phones in use, the names of all subscribers whose instruments had been removed, to the certain knowledge of the writer, were crossed out, and the remainder determined by crossing out the names of those reported by the operator at the central office as being no longer connected—which methods resulted in showing 660 telephones in actual use on December 1; and it is estimated that since Dec. 1 the Bell Co. has lost 120 subscribers, making the present number of connections 839.

Reference to the supplementary list issued by the Bell Co. this month discloses several very amusing subterfuges which have been adopted to pad out the list and make it appear larger than it really is. For instance, it will be noted that the two telephones in the Democrat office are repeated three times each, as follows:

- 21, Daily Democrat.
- 23, Daily Democrat.
- 21, Grand Rapids Democrat.
- 23, Grand Rapids Democrat.
- 21, Democrat, Grand Rapids.
- 23, Democrat, Grand Rapids.

These two instruments have been in service for several years under the numbers "21-1 ring" and "21-3 rings;" and while the change in numbering adds to the list of names, it does not increase the actual number of instruments in service. Because of the difficulty in eliminating the duplicates, as indicated above, it is probable that the actual number of instruments in service is less than the 839 above indicated.

A comparison of the above with the figures furnished by the Citizens Telephone Co. as to the actual number of telephones in service is of interest:

Oct. 1, 1896	1,554
Nov. 1, 1896	1,635
Dec. 1, 1896	1,698
Jan. 1, 1897	1,770
Feb. 1, 1897	1,813
Feb. 15, 1897	1,837

The Citizens Co. has not lost a single telephone subscriber because of the free service of the Bell Co.

The following comparison is interesting:

Citizens phones in use	1,837
Bell phones in use, mostly free	839

Excess of independent phones. 998

Also the following:

The Citizens Co. (with competition)	1,837
The Bell Co. (May, 1896, without com.)	1,481

Excess of independent telephones. 356

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at Retail Grocers' Hall on Tuesday evening, Feb. 16, President Winchester presided.

Thirteen applications for membership in the Association were received and, on motion, accepted. They are as follows:

- H. J. Grit, 114 Jennette.
- John Y. Dykstra, 233 Seventh.
- R. Lindemulder, 105 Alpine.
- T. Van Kruller & Co., 127 Alpine.
- O. A. Anderson, 278 Fifth.
- A. Vogel, corner Second and Lane.
- A. Beamer, 57 Fourth.
- Jesse S. Valentine, 161 Turner.
- G. E. Carter, 240 Scribner.
- Thos. Hart, South Division.
- Heman Parish, 43 Fountain.
- J. Lambrix & Sons, 222 West Bridge.
- Marguerette Conneley, 47 Eleventh.

Chairman Winchester, of the Committee on Flour, asked further time to conduct the work inaugurated some time ago.

A. W. Rush asserted that, in his opinion, the sale of flour by the retail grocers is about the whitest ghost that haunts the trade.

J. J. Wagner insisted that the mills ought not to retail flour; that that part of the business should be left to the retail grocer.

J. Geo. Lehman called attention to the fact that the city millers made faithful promises two or three years ago that they would no longer sell flour direct to the consumer. As a result of such promises, many Grand Rapids grocers received orders from the mills for flour which had been placed with them, but for some months back the old abuse has been allowed to creep in again. He stated that Mr. Rowe, of the Valley City Mills, talked very favorably some time ago in regard to placing flour on the rebate or discount plan, and he believed the millers would be willing to enter into an arrangement of this kind if the dealers would agree to handle city flour only. He did not believe the millers would be willing to stop selling flour to farmers, but thought they could be persuaded to put an end to the sale of flour to consumers in the city.

Mr. Rush stated that the millers had what is laconically described as a "pudding." They dump the flour down at the door of the grocer in quantity, take the cash for it, and the grocer peddles it out in small quantities at little or no profit and takes his chances on getting his pay at that. Some arrangement should be made whereby the grocer can at least secure enough profit to equal the interest on the money he lends the miller with which to conduct his business.

Mr. Lehman stated that, if the local trade were to discontinue the sale of outside flour prices would, in all probability, advance.

Mr. Rush stated that it made very little difference with the grocer what price he paid for flour, so long as he secured a living profit thereon. Speaking for himself, he said he would be willing to stop handling any but city brands.

Mr. Wagner stated that, in his opinion, less outside flour was being sold here now than at any time for years. When there is a considerable difference between outside flour and local brands, the people naturally take the foreign flour, but when they are on a parity, so far as price is concerned, they naturally insist on having city brands, in preference to outside goods.

Frank J. Dyk moved that the Committee be requested to continue the work for which it was created—the attempt to secure some concession from the mills in the way of a rebate or discount on flour sold at stipulated prices, to be established by the millers—and also that the Committee use its best endeavors to secure from the millers an agreement to discontinue the sale of flour at retail to consumers in the city. Adopted.

A. W. Rush, chairman of the Sunday Closing Committee, stated that he had interviewed several municipal officers

on the subject and that, in his opinion, such an ordinance as he had suggested at a previous meeting would meet with favor at the hands of the Common Council. He suggested the preparation and circulation of a series of petitions asking the Council to pass the ordinance.

On motion of Mr. Wagner, the Committee was requested to communicate with the Retail Meat Dealers' Association, with a view to securing the co-operation of that organization, draft the desired ordinance and prepare the necessary petitions with as little delay as possible.

Secretary Klap read a letter from the Secretary of the Detroit Retail Grocers' Association relative to the proposed amendment to the wages exemption laws, which was laid on the table for the present.

Treasurer Lehman reported a balance on hand of \$271.48, and the meeting adjourned.

The Grain Market.

The prices on wheat have declined fully 3c per bushel during the week. This is contrary to the laws of supply and demand, but by the simple force of the money power, which at present holds sway, prices are depressed. Taking the actual facts into consideration, prices should have turned upward, instead of downward. Argentine shipped only about 100,000 bushels, against 800,000 bushels during the corresponding week last year. Shipments from this country (Argentine) during three weeks were only 160,000 bushels, against 1,720,000 bushels during the corresponding week last year. Our visible decreased 1,227,000 bushels during the week, against 193,000 bushels during the corresponding week in 1896. The situation is stronger than it was last November, when May wheat sold at 85 $\frac{3}{4}$ c in Chicago. Foreigners are holding off, simply because they see the drooping prices on this side. However, this country is now in a position to dictate prices. The bear element is in the saddle and for the present, at least, every strong argument is totally ignored. It is a question how long they can continue in this path. Many mills, both in the spring and winter wheat sections, have contracted their output, but are now shut down, and many others are running very light; but a change will come, when everyone will say, "I told you so." Wheat is getting scarcer every day. Chicago holds about 10,000,000 bushels, of which probably 5,000,000 bushels is available, and on the strength of this 60,000,000 bushels have been sold. The receipts are limited, but the exports and consumption go on just the same. Now the question arises, Where are we to get the 60,000,000 bushels of wheat to supply the short sellers of May wheat? The flour trade is fair, but more business could be done were it not for the high price and scarcity of wheat. A reckoning day must come before long.

There is no change in the coarse grain market, nor will there be much change until the volume is reduced to where it can be more easily controlled. There is no speculation in these grains at present.

The receipts during the past week were: wheat, 37 cars; corn, 9 cars; oats, 8 cars. The receipts of wheat were about normal, but very large for both corn and oats.

Notwithstanding the decline in prices, local millers continue to pay 82c for wheat.

C. G. A. VOIGT.

D. G. Newberry, shingle mill operator at Germfast, has opened a grocery store at that place. The Clark-Jewell-Wells Co. furnished the stock.

GOTHAM GOSSIP.

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

Special Correspondence.

New York, Feb. 13.—When a holiday here comes on a Friday, it means that practically there will be no business until Monday. Besides, we have had a severe snowstorm and this has interfered with speedy deliveries of goods on train or boat. There have been few features of interest during the week. The committee that is investigating trusts has been taking a vacation and no further developments have occurred, but the Trust (big T) trembles not.

Coffee remains quiet, about the most interesting item in this connection being the announcement of a man owning some eighty retail groceries that he will sell Lion coffee at 15c. This is below the department store quotation. There have been about the usual transactions on the street, sales Thursday reaching something like 5,000 bags. The market shows a decline of five points. Warehouse deliveries for three days aggregated 72,000 bags. Rio No. 7 is quotable at 9½c. Mild coffees are steady and holders adhere firmly to rates previously made. Sales have been mostly on private terms.

Granulated sugar at 4½c has been in better demand than for a long time and the outlook is very encouraging. Prices are fractionally higher, the market being largely oversold, and orders are taken subject to delay. Arbuckle's big refinery is being pushed to completion as rapidly as a large force of men can do the work. Raw sugars are very firm, with importers asking higher figures.

There has been a quite satisfactory business in high grades of Japan teas; but, for the greater part, transactions have been slow. Prices are low and sales at auction have attracted very few buyers aside from the usual attendants.

The satisfactory condition in the rice market noted last week still obtains and the market presents the most encouraging aspect. Advices from abroad are of a character indicating that large supplies are still being drawn upon to meet the wants of India, and it certainly seems as though the present were as good a time to buy as we shall see for some time.

Of the canned goods market the less said the better. It was only three or four weeks ago that everything seemed in a most flourishing condition, and all hands expressed the opinion—or at least the hope—that we had reached the turning point. To-day we have a market about as dull as it has been at any time. Prices are depressed and the bottom seems to have fallen out. However, brokers are not discouraged. They profess confidence in the future and say, "You just wait until after April, and you'll see a different state of things." So we are waiting.

Lemons and oranges have both been in usual demand, with, perhaps, more interest than usual displayed in the latter fruit. Bananas and pineapples are in very light request, bananas especially being extremely dull.

Pepper shows more strength and, with much smaller supplies, dealers maintain that the market will advance very materially. Cloves are firmer. Other lines are practically unchanged.

In molasses and syrups there is no change to note in either. O. K. prime molasses, 24c.

There is a little better feeling in butter and the supply and demand are now about equal. Extra Western creamery, 21½c, best State creamery, 20c.

Cheese is very firm. Quotations are firmly adhered to and all concerned are in a happy frame of mind. Exporters are showing an unusual amount of activity and altogether a very satisfactory condition of affairs prevails.

Supplies of eggs have been more than equal to the demand and we have rather a depressed condition. Prices show some weakness and a lower range can be looked for very soon.

The bean market is quiet and the demand is rather light. No changes have been made in quotations of any importance.

Sensible Advice for Women Clerks.

Clinton Locke, a writer in The Living Church, has the following advice for saleswomen, which is extremely pertinent and valuable:

One of the first things I would say to working girls is, "Do your work well." There is this great difference between young working men and working women: The former expect to keep on at that work, while the latter usually look on it as only a temporary experiment, which they will give up at the time of their marriage. This has a tendency to lead young working women to learn a thing only superficially, and to do it just well enough to be kept at it. I do not mean that women deliberately resolve not to be thorough, but an unconscious influence says to them all the while: "It is not worth all the attention necessary to attain perfection, for I shall soon be leaving this, and will not think of it again." Now, this is unsound reasoning, and is only covert dishonesty—only a roundabout way of deceit. Doing a thing well is not only good for the work and for your employer's interest, but it is good for you, for your character, your truthfulness, your consistency. So, take my advice, and do what you have to do as well as you possibly can.

Then, do not be so independent, as you call it (though very often it is simply impertinence) toward the customers whom you serve. The unbearable manner, the disdain—not in words, but in looks—the inattention of many women clerks in the stores, is a subject of general complaint. I grant that you are very much tried by the unreasonable and the utter disregard of your feelings shown by the women on whom you wait, but men clerks have to bear the same, and yet they seldom act as you do. You often hear people say they would much rather be waited on by a man than a woman. It is simply because of the lofty indifference as to whether they are suited or not with which some saleswomen treat their customers. So many of you seem to be afraid you will not be thought "ladies." Now all that is very absurd. One of the first marks of a lady is patience, courtesy, calm endurance of disagreeable things. This word "lady" has been so abused, of late years, that in the best society you seldom hear it. A party of duchesses and countesses in England would speak of themselves, and be spoken of by their friends, as women, and it is the same in this country. Do not be guilty of the amusing folly of calling yourself a saleslady or a forelady. You laugh, yourself, at washlady and cooklady, and the whole community would laugh if the foremen in the factories where they are employed took to calling themselves "foregentlemen." A friend of mine was quite taken aback when she was told by the "cooklady" that her "swillgentleman" wished to see her in the back yard.

Never be ashamed of the noble word "woman." It seems to me to convey more than its equivalent in any other language; that dignity, that reserve, that sweet helpfulness, which gather around you wherever your sex is mentioned, in public or private.

An amusing incident recently occurred among the students at the Madison Dairy School. Great stress is laid on keeping everything neat and clean and a certain number of students are detailed each afternoon to scrub. Printed instructions are given each boy, and among other sentences occurs this one, "Use warm water and plenty of elbow grease." One of the boys, on receiving his sheet of instructions, read it over very carefully and then asked, in an anxious sort of way, where would he find the can of elbow grease?

The savings banks of New York State show an increase in surplus, but a decrease in deposits, for 1896.

When You See Anything Green

Think of Vinkemulder.

When You Need Anything Green

Send Your Order to Vinkemulder.

We sell Fruits and Produce, sell them at mail order prices. Try us for a year or two. We are now making up list of customers who want our price list. Send us your name, and keep posted on our market prices.

HENRY J. VINKEMULDER, Grand Rapids, Mich.

SEEDS

The season for FIELD SEEDS such as CLOVER and TIMOTHY is now at hand. We are prepared to meet market prices. When ready to buy write us for prices or send orders. Will bill at market value.

MOSELEY BROS.,

Wholesale Seeds, Beans, Potatoes,

26-28-30-32 Ottawa St., Grand Rapids.

APPLES

Any kind \$1.50 per barrel.

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

BUNTING & CO.,

20 & 22 OTTAWA STREET,

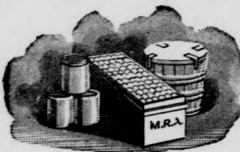
GRAND RAPIDS, MICH.

ANCHOR BRAND

OYSTERS

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

F. J. DETTENTHALER, Grand Rapids, Mich.



M. R. ALDEN

COMMISSION BUTTER and EGGS EXCLUSIVELY

98 S. DIVISION ST., GRAND RAPIDS.

HEN FRUIT

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

Write me—

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

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

We carry a stock of cake tallow for mill use.

Nos. 122 and 124 Louis St.,

Grand Rapids.

THE

TRADESMAN

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

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

Profit in Soda Water.

L. N. D. in the Helper.

There are thousands of persons in the confectionery and baking lines who would put in a soda fountain if they knew anything about it. They have not, as yet, the faintest conception of the profit that can be made from a single fountain, rightly managed, and they do not realize that one of the best-paying investments in retail trade lies uncultivated at their elbow.

Added to the number of these persons, there are many more who have reached the stage of owning a fountain, from which they are already deriving a good profit, but, in some vague and indistinct way, they realize that they are not working the investment to anything like its full capacity. They know that where they are making cents, other and brighter people, with no better facilities of location, are making dollars, and they naturally want to understand the business a little better and see wherein they can improve their present income. To each of these two classes The Helper may, perhaps, justify its name by giving some practical suggestions about the dispensing of soda water, and a few facts as to the profit which may be made from this legitimate branch of the business.

It was Motley, the historian, who said, "Give us the luxuries of life, and we will do without the necessities." Odd as the saying sounds, there are many persons who very nearly justify it in the conduct of their affairs. Nearly everyone has pin-money to spend for the little dainties and delicacies which appeal to the palate. Soda water is one of those delicacies. Its appeal is probably keener and more frequent than is the desire for candies and sweets, in the same way that an appetite for thirst is stronger than an appetite for food. In a very true sense, each helps the other. Few persons, when drinking a glass of soda, can overlook the temptation to carry away a few sweets, and vice versa.

Naturally these remarks must be qualified for certain localities, as, for example, a little country village. No man is so clever that he can build up a soda water business where the population is scanty, or where the people are unable to pay five cents for an occasional luxury. But wherever a reasonable number of people are gathered together, and wherever money is spent for car fares, candy, amusements, cigars or ice cream, it will always be spent for soda water. Putting it in still another way, in any town or city where a bar-room can be supported, there is certainly a soda water constituency.

The proof of the statement that soda water is a profitable branch of business is not far to seek. Druggists are continually buying new fountains, but who ever heard of a druggist putting a fountain out of his store because there was no business for it? Is it not the universal experience that the constant change in fountains means simply that the trade has outgrown the capacity of the apparatus, and that where the druggist formerly did a business amounting to hundreds of dollars, he now has a trade reaching up into the thousands? These figures are not imaginary. There are many well-authenticated cases of druggists who, starting their first fountain, and building up a trade of two or three hundred dollars, have, in a series of years, without any special advantages of exceptional location, developed a business in soda water alone of from \$15,000 to \$20,000 a year.

Start, then, with the idea that the opportunity to make hundreds of dollars a year is open to anyone who will install a good fountain in his store; the opportunity to make thousands of dollars a year is open to the man who can realize how rare good soda is, and can see, in that fact, the opportunity for him to build up a constantly enlarging, permanent custom therefore. Not all soda is good soda. As a drink, it perhaps varies more, and is more sensitively affected, than either tea or coffee. Many persons drink poor tea or coffee, for the simple reason that they know nothing better. But let them enjoy

good tea and coffee for a while, and they will take no more of the poor stuff that is accepted as tea or coffee in nineteen families out of twenty. Now, not one person in twenty knows what fine soda is, but in just this one fact lies the golden opportunity for the enterprising baker or confectioner. Teach them what good soda is, and they will repay you liberally for the instruction.

Next, consider for a moment the matter of a fountain. Your business is going to grow; do not make any mistake in the selection of your outfit! The question is not what your needs are today, but what they will be two years hence. It is a wise maxim that you should buy for future needs, and not for the present. You will find many bargains offered you in second-hand fountains, but as a rule they are not near as cheap as they look. Appearance counts for a great deal in the dispensing of soda water. You can enter a restaurant and, no doubt, enjoy a meal whether the surroundings are congenial or not. But one must eat food. It is a necessity, whereas the drinking of soda water is a pure luxury, a matter always of choice, and, with the present plentiful supply of soda fountains in every block, it is always possible to make your choice between two stores, and probably the majority of purchasers exercise this prerogative.

Ask yourself whether a glass of water tastes as good when drunk from a dipper at a public iron fountain on the sidewalk as it does when served in a thin, delicate glass in the dining-room of a first-class hotel? In either case it is the same pure water, but in the former instance the temptation, the attractiveness, the inducement, are all wanting. You drink merely to satisfy your actual thirst. Now apply this same idea to soda fountains. If you are really thirsty, the old-fashioned, dingy fountain will, no doubt, be acceptable to you. But nine persons out of ten, as experience shows, will always prefer to walk a few steps down the street for the added attractiveness of the fine fountain. Then, too, the size of your fountain shows every customer the extent of your soda water trade, and this means the amount of pains and effort that you have put into it, and the measure of success that you have achieved with it. The size of the fountain tells whether soda is a specialty with you, or an ordinary, uninteresting detail of your business. It is wise advice, therefore, to select a new fountain, and as large a one as you can reasonably hope to require at the end of a year or two of successful effort directed at this branch of your business.

Next, as to tumblers. Ask yourself another question—whether coffee drunk from a heavy, thick cup weighing nearly half a pound is as refreshing and delicious as if served in a dainty cup of thin French china? We must admit that the little minor details are of great importance in a business of this nature, where so much depends upon the temptation or inducement which is embodied in the mere appearance. It will be urged that thin glasses cost more and are easily broken. This is true; but do not rum-sellers use thin tumblers and thin glass? Will more glass be broken in the drinking of soda water or in the drinking of rum? Are soda water drinkers, as a rule, less appreciative of refinement than dram drinkers? The fact is that the very frailty of a glass makes it luxurious. Some of your customers may not know the difference between good soda and poor soda, but there is not one of them who will not recognize the advantage of a thin glass.

Now a word as to quality. Give as little soda as you wish! Make your glasses as small as seems to you wise! But insist that the soda shall be fine soda and finely served. Do not experiment with your own flavoring and juices. The bottling of juices is a complete business in itself; it has to be done under the most careful and exacting conditions, the fruit selected with extra care, in a locality where it is very low in cost, and by experts who know the various brands and qualities of

fruit, and are able to choose them at sight. The process of making the rich juices is not a secret, but, on the other hand, it is not given to everyone to accomplish it. Buy your flavors and juices, then, and do not try to manufacture them. The saving (which may appear to you large) in using home-made extracts can scarcely be greater than one-tenth of a cent a glass, and for that one-tenth of a cent the whole success of your new business is jeopardized. Good soda (the very best) need never cost you more than two and one-half cents a glass, and this allows you a full 100 per cent. of profit. It is not wise to take risks with a business which pays so handsomely as this.

It goes without saying that soda must be served ice cold. Surely the most expensive of all supposed economies is the economy of ice. There are many ways of protecting ice so that it lasts much longer; wrapping it in three or four thicknesses of newspaper will go far toward retarding the process of melting; but beyond this it is not safe to economize. Have plenty of ice, and use it freely. The money thus expended, like bread cast upon the waters, will come back handsomely with a little waiting.

It is not, perhaps, necessary to go into the enumeration of the many little delicacies and nicer points which go to make up the difference between good soda and bad soda. These little delicacies start with the fountain (which is, really, more than half the battle), and then go on down through many minor points, all of them important, because the business we are considering is one which must be tempting to be anything more than merely prosperous. The difference between a profit of hundreds of dollars and a profit of thousands of dollars, whether in a confectioner's, a bakery, or a drug store, is the simple difference between a second-hand, dingy fountain and a new and improved make; between luke-warm soda and that delicious drink which is cold as ice; between thick tumblers and the

delicate glass which tempts the visitor; between bungling service, dirty hands and soiled linen, and the careful and painstaking cleanliness which every soda drinker so appreciates. We emphasize these matters, not because of any lesser excuse than the fact that such niceties pay the profits. It is a mistake to think that soda is pretty much all alike. There is no justification for this theory in actual experience. When two dealers, within a stone's throw of each other, divide the business so that nine-tenths of it goes to one store, and only one-tenth to the other, it is time to wake up and ask ourselves the reason which lies behind this fact. It is useless to contend that the majority of people do not know good soda from poor soda. They need only to locate the store which sells the former, and they are regular customers of that fountain thenceforth.

Business and Pleasure.

"Highmore, what are your plans for your spring vacation?"
"I am going to Nevada in March to see the Corbett-Fitzsimmons fight, and then I expect to come back by way of South Dakota and get a divorce."

The returns for the Manchester canal seem to bear out the supposition that it is not such a "white elephant" as has generally been supposed. The tonnage for the month of December footed up to 181,144 tons, or an increase of about 40 per cent. over the same month of 1895. The increase in revenue is put down at 42 per cent. for the same period.

The official returns of the German quinquennial census have just been published and show a remarkable increase in the population for the past five years. The total population was found to be 52,279,901, against 49,428,470 five years ago. The increase of 2,851,431 is made up of 1,430,418 males and 1,421,013 females.

ONIONS

Are still advancing. Buy now. Our Michigan Selects, red or yellow, are fine, so are our . . .

Nuts Figs Honey Lemons
Oranges Cranberries
Sweet Potatoes

STILES & PHILLIPS,

Both Telephones 10.

9 NORTH IONIA ST., GRAND RAPIDS.



ORANGES

Extra Fancy Navels
Extra Fancy California Seedlings.

ALLERTON & HAGGSTROM,

Jobbers of Fruits,

127 Louis St.,

GRAND RAPIDS, MICH.

ORANGES

VALENCIAS
SEEDLINGS
NAVELS

BANANAS, LEMONS,
CRANBERRIES, ETC.

Fancy stock at close prices.
J. M. DRYSDALE & CO.,

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

Pure Mincemeat

is the "Upper Crust" from

MEADER & KNUTTTEL,

WEST SAGINAW.



Devoted to the Best Interests of Business Men

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

TRADESMAN COMPANY

ONE DOLLAR A YEAR, Payable in Advance.

ADVERTISING RATES ON APPLICATION.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - - FEBRUARY 17, 1897.

THE CRETAN DIFFICULTY.

Europe is becoming thoroughly alarmed over the situation of affairs in the Mediterranean. It is now admitted on all hands that the powers have a formidable difficulty to cope with, and it is very apparent that there is a lack of harmony among them. They had about agreed upon a line of policy with respect to the Armenian question; but the revolt in Crete, coming suddenly and unexpectedly, opened up problems in which conflicting interests were involved.

It is almost impossible to suppose that Greece undertook to foment trouble in Crete and sent a fleet of warships to prevent the landing of Turkish troops, without having had some secret encouragement from one or more of the great powers. The certainty of that fact has made all the powers suspicious of each other, so that there is really very little prospect of any united action on the part of Europe in solving the Cretan difficulty.

Already there is a disposition shown to allow matters to take their course. Should there be no intervention, Turkey will be sure to send troops to Crete, and any attempt on the part of Greece to prevent it will lead promptly to war. Turkey is already massing troops on the Grecian frontier, and is preparing to send a large force to Crete. There is, therefore, imminent danger of a clash. Should Greece, by a sudden "coup de main," succeed in annexing Crete, the powers would probably make no opposition, but would quietly accept accomplished facts. The Greeks having been the aggressors, however, it is difficult to see how any of the powers can attempt to prevent Turkey from attacking Greece. Decayed as is the Ottoman Empire, the Turks still have a formidable army, and they are excellent fighters; hence Greece is attempting a very serious task which it may well be doubted she will be able to accomplish without outside assistance.

Many of the continental papers declare that England is back of the attempt to absorb Crete, and point to the fact that the British fleet in the Mediterranean has gradually increased to a strength of forty vessels. If Great Britain has really connived at the course of Greece, then what was the underlying motive? That is a difficult ques-

tion to answer, and the people who have given rise to it content themselves with mere assertion, without attempting to assign motives.

It is barely possible that Great Britain might desire to force the hands of Russia and France. There is no doubt that those two powers had resolved to act together in solving the Turkish problem, and had matured their plans. The Cretan trouble has created a diversion and disrupted all combinations, thus placing Great Britain in a better position to gather together the threads of the situation. The formation of a powerful Greek state would be a stumbling-block in the way of Russia, while the confusion which a war between Turkey and Greece would engender would enable England to work out some of her pet schemes undisturbed.

In the meantime the latest reports state that Greece has notified the powers that she will resist the landing of Turkish troops in Crete in every way in her power. That notification, of itself, is sufficient to constitute a *casus belli*.

In fighting strength, Turkey is vastly superior to Greece, and were the Turks allowed a free hand, and were not handicapped by a depleted treasury, they would make short work of their ambitious neighbors. The Turkish army is thoroughly well organized and, on the whole, is well armed. Making no allowance for the horde of irregular troops that could be put in the field, the Turkish army, including the Nizam and the various classes of the reserves, aggregates 700,000 men, divided into 583,200 infantry, 55,300 cavalry, 54,720 artillery and 7,400 engineers. Fully 1,000,000 men could be pressed into service in time of war. The regular or standing army, exclusive of reserves, on a peace footing numbers 200,000 men.

The standing army of Greece numbers 25,000 men, but it is expected that, on a war footing, about 200,000 men could be put in the field. Greece could also count on the Cretan and Macedonian rebels, an assistance difficult to properly estimate. It is possible, also, that Bulgaria might make common cause with Greece. Such assistance would prove very formidable, as the Bulgarian army is as well armed and as well disciplined as any in Europe. Its peace footing is 40,000 officers and men, and, in time of war, Bulgaria could probably put in the field 400,000 men. She has a population of about 4,000,000 souls.

A notable result of the bicycling craze is that in England the demand for skilled mechanics has become so strong that young men are turning away from business offices and entering factories, where they can earn two or three times the wages they would receive as clerks. Already the merchants of Birmingham are beginning to complain of the difficulty of obtaining young clerks. Educators have for a long time been worried by the ugly fact that our public schools turn out boys fit to earn a living for the moment only by office work. They only know how to read, write and cipher; any further knowledge they must acquire by an apprenticeship which requires more time often than their parents can afford to support them, while their school training tends to develop a distaste for manual labor. In many communities an attempt to remedy this condition of things has been made by the establishment of schools for manual training. Perhaps the trouble here described is to be very largely remedied by the bicycle.

THE IRON COMBINATIONS.

In the organization and management of combinations and trusts there seem to be two very different methods pursued. In such combinations as the oil and sugar trusts, the policy seems to be to depend upon the reduction of the cost of production and distribution in every possible way to secure the furnishing of the product at prices to exclude competition—a policy which cannot be considered inimical to public interests, so long as the wages of the producers are maintained and the prices are kept below what they would be by the ordinary operations of competitive trade. That many of the leading combinations are pursuing this policy seems likely to be demonstrated by the investigations now under way in New York.

There is another policy pursued in many instances in which the only consideration seems to be the enhancement of the prices of productions to the utmost at which they can be maintained. Less attention is given to the lessening of the cost of production and distribution, but every influence is brought to bear to secure the control of all competition and then an arbitrary scale of prices is demanded, as high as it is possible to secure. This class of combinations is sufficiently exemplified in the iron and steel trusts and pools which have been undergoing disintegration during the past few months.

It appears to have been the policy of these organizations, during the period of depression, to maintain the scales of prices at figures which nearly completed the paralysis of production, hoping that returning business activity would force returns even upon such unreasonable schedules. The fallacy of this expectation has been sufficiently demonstrated by the utter demoralization which has overtaken most of the iron combinations. In the early weeks of the resumption of business activity the demand for the combination products began to be filled by outside producers which the combinations could not control. Thus, in the nail industry, the great proportion of the nailmaking machinery of the country lay idle while a new plant was being installed to supply the demand at greatly reduced prices. The consequence was the disruption of the combination and the reduction of the prices of nails to one-half the former scale in less than a week. The history of this branch of iron manufacture has been repeated, in varying degrees, by a number of others, until, with the breaking up of the steel rail combination, it would seem that prices have come to the standard prescribed by the laws of supply and demand. The breaking up of the rail combination is of the utmost significance in the movement toward business activity. Under the inflated prices which had been so long maintained the railroads refused to place orders except for small lots for the imperative need of repairs. The great plants of the country have long lain idle, keeping great numbers of operatives out of employment, railway extension has been hindered and the iron and steel industry dependent on the rail manufacture has likewise suffered. The indications are that no single incident will have so great a bearing on the return of general business prosperity, outside the settlement of the political distractions, as the final collapse of the rail pool.

The Tradesman sees a peculiar significance in some of the circumstances attending these changes in the iron in-

dustry in that a prominent factor represents the policy which has apparently made the Standard Oil Company a permanent institution. For a considerable time the John D. Rockefeller interests have been preparing for gigantic operations in the iron industrial field. Practically, the limited mining properties have been acquired in the most accessible of the Superior regions, and fleets of the most economical ore carriers have been constructed for the conveyance of the product down the lakes to the markets and works. Thus, in these operations economy of production and handling seems to have been the first consideration. Now these movements are about to assume their place in the iron industry of the country; but the restricted conditions which have so long existed are not favorable to such a movement, and there is more than coincidence in the fact that prices are at this particular time brought down to the right commercial basis for this country and the world.

This breaking up of the combinations does not necessarily imply that there are to be no more iron monopolies, but it means the end of those which depend for profits on unreasonable inflation of prices. It will be the policy of the coming monopolies to keep prices where they will be enabled to compete in the markets of the world. There is little doubt that the influences actuating the present movement have taken into consideration the fact that the natural advantages of American production entitle us to such competition, and this is the goal for which they are striving.

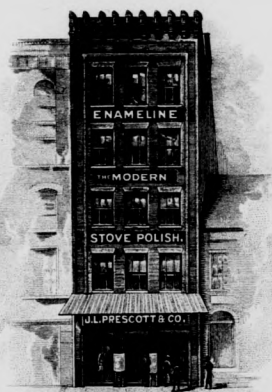
The importance of this movement to the general trade of the country can scarcely be overestimated. While to meet the new conditions it may be necessary to cut down wages to some extent, it is better that hundreds of thousands should be at work at moderate wages than that a few thousands should be kept at artificial scales. Already American exports of iron and steel are beginning to cause apprehension in English markets. Considerable shipments are being made, both from Birmingham and Pittsburg, which are being sold at less than the English mines and works can produce them. The English economic journals see in this an abnormal result of trade demoralization in this country, but they will soon awaken to the fact that it is a manifestation of new conditions in which the Americans are simply taking their natural advantages in cheap production and improved methods to claim their proper place in the world's industry.

It is probable that, so far as the accomplishment of any material work, outside the consideration of appropriation bills, Congress has about completed its session. There are three measures of considerable importance, whose friends hoped would become laws this session which seem likely to be left for the coming Congress. One of them, the treaty with Great Britain, is of great political importance, while of the others the immigration bill is of considerable economic significance, and the bankruptcy bill is one engaging the interest of the business world. It will be a matter of general regret that complete action is not taken on all of these without the delay of passing over to another Congress.

In Paris it is estimated that there are no less than 50,000 victims of the morphine habit.

•A BIT OF HISTORY•

SUPPLEMENT OF MICHIGAN TRADESMAN.



NEW YORK OFFICE, 11 JAY ST.

THE above bit of Pictorial history illustrates the growth and present development of the largest Stove Polish industry in this or any other country. The number of gross of Enameline sold annually being more than double that of any other Stove Polish. **QUALITY WINS.** Enameline is now regularly carried in stock by the wholesale trade of the United States, Canada, Great Britain, South Africa, Australia, Norway, Sweden and Germany, who are supplied from our

DISTRIBUTING DEPOTS AT

NEW YORK, CHICAGO, ST. LOUIS, SAN FRANCISCO, PITTSBURGH, CLEVELAND, CINCINNATI,
MONTREAL, LONDON, LIVERPOOL, GLASGOW, CAPE TOWN, MELBOURNE, HAMBURG.

J. L. PRESCOTT & CO.,
11 Jay Street, NEW YORK.

[OVER]

A BIT OF HISTORY.



THE SIMPLE FACTS concerning the growth of a great business are of public interest. When any industry has reached such proportions as to become a real factor in the current history of the commercial world, the story of its development is worth reading. Such a story is told on this page.

The business of J. L. Prescott & Company, who now manufacture more stove polish than any other firm in the world, had its beginning in a humble way only a quarter of a century ago. In the Spring of 1870, in a small village in Maine, Mr. J. L. Prescott began the manufacture of stove polish. A one-story shed, about sixteen by eighteen feet in size, constituted the whole plant, and the output of about five gross per day was carried to the railroad station in a wheelbarrow. Year by year, solely through the merit of the goods made and the personal effort of the manufacturer, the sales increased until in 1888 they reached about 18,000 gross, when Mr. A. L. Prescott and Mr. C. O. Littlefield, under the firm name of J. L. Prescott & Company, succeeded to the business. They soon prepared and put upon the market the first paste stove polish which ever proved to be a success, christening the new product, ENAMELINE, "The Modern Stove Polish." Confident that they now had what the world wanted, they began to make it known by extensive advertising. Their expenditure for the first year was equal to twice the amount of their capital at the beginning of the year. They believed in ENAMELINE, and were not disappointed, as the demand for their goods, resting primarily upon their real merit, which was made known by liberal advertising, soon made it necessary to run their plant night and day, and called loudly for larger facilities. The development of their business was the first purpose of the firm, and year by year the appropriations for advertising were larger and larger, until now the figures reach hundreds of thousands of dollars annually. Increased factory facilities were yearly provided, to handle the rapidly increasing volume of business.

It soon became evident that ENAMELINE was to be the world's stove polish, the demand even then reaching beyond the American market, and that a new location must be selected near one of the great centres of commerce, where adequate facilities for manufacture and shipping could be provided. The very logic of the situation, led to the selection of New York City for the new head-quarters, and in the Spring of 1896, an extensive factory, constructed after modern plans, was put in operation at Passaic, New Jersey. The five gross per day of 1870 had then grown to between three and four carloads daily, and the product was being distributed to every English speaking country on the globe, also to Germany and Scandinavia, from warehouses conveniently located as noted on the other side of this sheet.

The year 1896 has witnessed the largest growth of any in the history of ENAMELINE. Two additions to the main factory, and three separate buildings are now being erected at Passaic. The combined length of these new buildings is nearly four hundred feet, and when completed, will practically double the present capacity of the works. The sales for the year exceeded one-half the stove polish consumed in the entire world during the year and were nearly three times the amount made by any other single manufacturer.

The reader can better appreciate the phenomenal growth and magnitude of this business from the following facts. Nearly three million feet of pine lumber are now used annually for shipping cases. About five tons of tin plate are used each day in making the tin boxes in which ENAMELINE is packed. This amount of tin plate, when spread out, would cover nine acres. Paper labels are put upon each of these tin boxes. These labels are now bought in one hundred million lots. About fifty gallons of paste are used each day in putting the labels upon the boxes. All Wholesale and 97 per cent. of the Retail grocers, also nearly all House Furnishing, Stove and Hardware dealers of the United States sell ENAMELINE.

This brief sketch, which is a characteristic one of American enterprise, will do more to sustain the confidence of the trade, by its plain statement of facts concerning the history of ENAMELINE, than much vain boasting, which has no more substantial foundation than the fertile brain of the paid writer.

BLACKENE, "The Modern Benzine Paste Stove Polish," is made and guaranteed by the same firm, and is to the Stove Dealer what ENAMELINE is to the Housekeeper.



The trade are often imposed upon by irresponsible parties, who claim that *their* paste stove polish will not dry out or harden in the box. From such parties there is no redress when the goods spoil. There need be no loss on ENAMELINE, as it is guaranteed to keep perfectly, and should it in any case prove in the least defective, the manufacturers will gladly redeem it in *cash*.



SOCIALISM AND IMMIGRATION.

Foreigners constantly express astonishment that there should be so many evidences of the extensive spread and strong hold of socialism among the American people.

In European countries, where social classes are established and protected by law and one man is better than another by virtue of his connection with such a class and possesses and is guaranteed by law the enjoyment of superior or exclusive privileges, it should be expected that many people in the lower classes, knowing that they can never attain to the benefits of the higher, should revolt and desire to see put in operation a leveling-down process which shall destroy all social distinctions and specially protected social classes.

It might be natural enough, under those circumstances, for the lowest classes to desire to drag down the higher; but in a democratic republican country like the United States, where the law neither creates nor recognizes social classes, and where any individual may aspire to the highest official position in the nation and may compete for supremacy in wealth or in political influence, it is astonishing to foreigners that there should be any great movement to level down and to destroy social prestige and to confiscate and distribute private property. It might be supposed that, in a country like this, every individual animated by honorable ambitions and spurred on by the fact that all success is open to him so far as opportunity is concerned would be striving to elevate himself socially and financially, and that any desire to drag all down to one common level would be an unheard-of thing in the United States.

But the contrary is true, and the astonishing fact appears that socialism has gained a powerful foothold in this country and claims millions of adherents. The most astonishing fact of all is that socialism, under its party name of Populism, prevails most—perhaps almost exclusively—among native American people and not among the foreigners who have become American citizens, so that, if democratic liberty and free institutions in the Great Republic should be overthrown by a socialistic party, no matter under what name, it would be done by the American people themselves and not by the foreigners who have come among them.

It is difficult to explain such a remarkable state of affairs, so absolutely contrary to all the accepted theories of the effect of human freedom, but it is a fact, established by history, that the citizens of republics in every age have either feebly or voluntarily surrendered to despotic rule, and have changed their institutions, which guaranteed the freedom of the individual, for one that virtually made him a slave or serf.

It seems that people who become too indolent to improve their opportunities and to use the exertions which are necessary to advance them in the social or pecuniary scale seek to prevent the use and enjoyment of such advantages by others and to drag down all to the lowest level of stagnation; but this is not the case with the Europeans who come to America to better their condition. On the contrary, finding themselves, for the first time in their lives, in a situation where all opportunity for advancement is open to them, they at once seek to make the most of it, and the result is that, in nearly all, if not all, the cities and towns of this country, many of the most prosperous and successful men are

those of foreign birth. They have known what it is to be borne down by laws which chained them to the lowest social positions, and which denied them all opportunity for advancement save under the most rigid restrictions. In this country they find themselves not only permitted, but fully authorized to engage in the competition for every social, financial and political prize in the land, being only denied admission to the highest executive office of the republic, but eligible to everything else; and they are not slow to take advantage of the situation.

It is true that the proportion of foreigners in the prisons and asylums of the United States is unduly large, but it is because the criminal and pauper classes of every people in the world have found here a haven from the pursuit of justice in their own countries, and abundant opportunity for plying their nefarious avocations. But the industrious and honest immigrants of every superior race who have come to this country have, almost without exception, prospered and advanced in all that makes success in life. They are not the socialists, they are not the Populists. They have something to lose and nothing to gain by socialistic and radically-leveling laws. They want no confiscation and distribution of property and no dragging down of men from the high social and financial stations they have gained by their own exertions. Such immigration is not damaging, but is a benefit to the country. If the criminal and pauper classes could be kept out there would be no hue-and-cry against immigration to this country.

Men and Meat.

"It is a fact that there are more cranks coming to butcher shops than you'll find anywhere else," observed the butcher, as he sharpened his knife, and carved away at a quarter of beef lying on the block before him. "I suppose it is the trouble of trying to satisfy the cranky husbands with meat that does it."

The butcher's wife smiled brightly in assent and carried on the remarks begun by her husband, in her own way:

"It is harder to please a man with meat than with anything else that is put on the table. I know that, although my husband is a butcher and can tell me just what to get. I have seen that man turn up his nose at the most beautiful steak at breakfast and at dinner time grumble because he could not have just that particular cut. They are the most inconsistent people on earth."

"Who—butchers or men?"

"Men. I don't think butchers are worse than other men; but there is something in meat that brings out all the crankiness in a man's nature. It is not the woman's fault that she cannot be pleased with the meat that is offered to her by the butcher. She would be willing to take most anything, but she knows that she has that hungry, disagreeable man coming home to dinner, and that the chances are he will complain about his food, whatever may be set before him. If I had my way, I would make every man buy his own meat. Then he would know what it is."

"Good!" said the smiling butcher.

At Louisville a tenor singer who sued a theater manager for breach of contract demanded a jury of musicians, in order that they might be competent to judge of the quality of his voice, as he intended to sing for evidence.

GRAND RAPIDS IN 1850.

Written for the TRADESMAN.

Thus far in my recollections of Old Grand Rapids, I have given only the business side of active life in those early days, in contrast with that swarming hive in every branch of mechanical industry and mercantile progress, the Grand Rapids of 1897. A brief sketch of Old Grand Rapids from a social standpoint I hope will not be considered out of place in this medium, but serve to revive pleasing memories for some of our readers.

It has been often said, "Music hath charms;" and nowhere can this be so fully realized as in the social circle of a comparatively isolated community. The local musical talent of Grand Rapids, both vocal and instrumental, was of a high order. In the front rank of these local artists were my old friends, Peter R. L. Peirce, and his gifted wife, whose clear soprano notes are singing in my ears as I write. Mrs. Thomas B. Church (mother of the famous New York artist, Fred B. Church), for thirty years organist in old St. Marks church, had but few equals as a performer, and was a successful teacher of the art she so dearly loved. Mrs. John C. Wenham, whose fine voice and musical education made her a successful teacher of vocal music and the piano, filled with sacred song the old Congregational Church at the corner of Monroe and Division streets as regularly as the church bells broke the stillness of the Sabbath morning. Mrs. Wenham's brother was the late Dr. D. W. Bliss, Surgeon-General of the U. S. A. Both of the ladies last named are living in Grand Rapids and, I am told, retain their devotion to music and its charms the same as in the days of which I write.

In a former contribution I spoke of Old Grand Rapids as peculiarly a church-going people. I have no doubt the exquisite musical repast that churchgoers were sure to enjoy had much to do in giving Grand Rapids the reputation of being a city of Sunday observers.

Without railroad facilities, Grand Rapids was thrown upon her own resources. No concert halls or any public place of amusement. Visits of concert troupes or exhibitions of any kind were few and far between. Occasionally a quartette company, a soloist, or company of "Swiss Bell Ringers" would have the courage to face a fifty-mile ride in a stagecoach, when one of the churches would be used as an auditorium. These occasional visitors were always well patronized and well pleased with their financial success and the hospitality of a cultivated audience. Any celebrated attraction on the Detroit boards was sure to be met by an appreciative delegation from Grand Rapids. I recall a very pleasing excursion of this kind that occurred later on when the Swedish Nightingale, Jenny Lind, visited Detroit. This pilgrimage was at the suggestion and under the direction of the music-loving critic and artist, Peter R. L. Peirce, mentioned before, and his estimable wife. I believe there are still living in Grand Rapids some old residents who will recall with the most pleasurable emotions that indescribable musical feast.

Home talent in various ways supplied the want of public entertainments in the way of concerts, lectures, tableaux and frequent social gatherings, always accompanied with the best of vocal and instrumental music, and dancing when circumstances were favorable. The

only passport necessary to these social gatherings was a clear bill of mental and moral worth. Old and young alike mingled together in one common round of innocent enjoyment. Society was not divided into sets involving caste. Money cut no figure in these events. Lawyers and doctors, clerks and other employes, mechanics and artisans—all met on one common social level. The clergymen of the various churches mingled in the general enjoyment, thus tempering exuberant mirth and adding dignity to the occasion. No social gathering was complete unless the genial face and form of the Reverend F. H. Cuming of old St. Marks was seen mingling with the merry-makers. No less conspicuous was the presence of the Reverend Francis A. Blades, of the "little church round the corner"—Methodist—on Division street. Of tall and commanding stature and courtly manners, he mingled in the festivities with a becoming dignity all his own.

In addition to these sources of enjoyment, frequent sleighrides out to John W. Fisk's old Lake House, built partly of logs, with its long low dining room turned into a dancing hall, and the bountiful collation that followed made up the program of Old Grand Rapids' amusements.

My memory vividly pictures some of the characters whose company gave life and character to these social events. The portly form and jolly face of Warren P. Mills might always be seen where the fun was unconfined. The Hon. Thomas B. Church, Judge Solomon L. Withey, Edward E. Sargeant, Wilder D. Foster, Noyes L. Avery and others discussed the current events and literature of the times. John and Peter R. L. Peirce, Carlos Burchard and Wm. J. Wells, with their jokes and repartee, kept up a round of merriment not easily forgotten. The supper served, music and song made up the balance of the evening's entertainment.

The home life of many of these old families was a marvel of domestic felicity that is pleasant to recall, but I am admonished that this is not the place to unveil their beauties.

From scenes like these the seeds of Grand Rapids' hospitality have grown.

W. S. H. WELTON.

Owosso, Mich.

The Philadelphia Times notes a curious coincidence at a quiet family hotel in Philadelphia. One of its regular patrons is a man from a distant city, with the rather unusual name of Beebe. Sometimes his visits are a month apart; sometimes only a week. It happens, however, almost invariably that whenever he arrives another gentleman named Beebe, from a different city in another part of the country, comes and registers the same day. Sometimes one arrives first; sometimes the other. They do not know each other and have never seen each other, but each has noticed the coincidence and enquired about it. Sometimes one puts off an expected visit, and then, strange to say, something intervenes to postpone the visit of the other. There is no doubt about its being a strange case of continued coincidences, and without any collusion or premeditation.

A story, claiming to have its origin in the sacred press, is going the rounds of the secular press, about an Irishman and a Frenchman who were disputing over the nationality of a mutual friend. "I say," said the Frenchman, "that if he was born in France, he is a Frenchman." "Begorra," said Pat, "if a cat should have kittens in the oven would you call them biscuits?"

A Grocer's Scheme Relative to Co-operative Distribution.

Stroller in Grocery World.

It is all very well to congratulate ourselves that we live in an advanced generation, and all that, but I tell you if I were a retail grocer I would a thousand times rather have lived twenty-five years ago than to-day. Why, the life of the retailer of the last generation was a bed of roses compared with the troublous existence of the modern grocer. I'm not sure whether the present retailer, badly as he is situated, isn't in better shape than the retailer of 1922 will be. Every day the retailer is getting it. Every day brings new schemers to compete with him and to outdo him. Every day the prices get lower and the profits smaller. Tell me, has he it as easy as the grocer who did business before competition got this way—before the day of cutters and of schemers? Why, twenty-five years ago all the retail grocer had to do was to sell goods and pocket 25 or 30 per cent. profit. He didn't have to meet the cutter, and everything he sold netted him a good percentage.

One day last week a young fellow in a small Vermont city unfolded to me a scheme which just shows how many new things are constantly coming up to push the grocer down.

This fellow I speak of learned the grocery business as a clerk, and several months ago opened a store of his own. He hasn't made a success of it, because he hadn't enough ready capital and because he couldn't get any. He's a good business man and could have succeeded under favorable circumstances. I like the fellow and he confides in me a good deal.

"Well," he said, when I entered his place last week, "I've got a scheme."

"There are others," I observed.

"That's all right," he said; "there aren't any others with my scheme."

I'm not a believer in schemes. So many of my own have turned out badly. So I said, resignedly:

"Well, if I must hear it, let me have it and get it over with."

"If you don't change your tune before I'm through, I shall be greatly mistaken," said the young fellow. Then he unloaded.

"My store here ain't paying me," he said. "I haven't made \$8 a week clear out of it any week since I started. That ain't much for a man with a wife to keep, is it?"

Being a bachelor, I declined to express myself.

"Now, the scheme I propose to work is this," he continued. "I have selected a list of forty of the best families in the town. I know they will average \$13 worth of groceries and provisions every week. I shall go to them and offer to let them have everything they buy at actual cost, provided they pay an average of 75 cents a week as salary to me. I shall be acting as sort of manager for a store owned, in a way, by forty different families. Do you see?"

I certainly did, and I lost my breath as I thought of the condition of the other grocers of that town if that scheme worked.

"It's a great scheme," went on the young fellow, enthusiastically. "Forty times \$13 is \$520 worth of goods I shall be selling every week. If each one of the forty pays me an average of 75 cents a week, I shall be making \$30, with my business assured and no need to worry. You see, where a family only uses \$10 worth of stuff a week they won't pay me 75 cents a week, while a family that uses \$20 will pay me a little more."

"And they'll save enough to make it worth while, too," he said. "Take a family that uses \$20 worth of groceries a week and that pays me, say \$1 salary. They'll save a clean \$2 on the deal. A grocer makes about 15 per cent. on his goods, which would be \$3 on \$20 sales. They'll save that \$3 minus the \$1 I get. The same way with the family that only uses \$10, and that pays me 50 cents. They'll make a dollar, don't you see?"

"Have you tackled any of those forty families yet?" I asked.

"Oh, no," he said, "I don't expect to for a month yet. Oh, and there's

another end to it!" he ejaculated. "You see, new people will be coming into the scheme all the time. As fast as it gets about, more and more will want to get in, and so the money I make will increase all the time. In fact," he said, modestly, "in time I expect to have the only store in this town."

"Well, you mark my words," I said, "you'll have trouble in making your families believe that this isn't some big fake. You can't make them believe that your idea isn't to get their trade, sell them goods at regular prices and then collect 50 cents or a dollar every week beside."

"I've thought of that," he said, coolly, "but two things will prevent the scheme failing through it: In the first place, I think I may say that my reputation in this town is absolutely unimpeached. I've lived here thirty odd years; I was born here and so was my father before me. I know everybody, everybody knows me, and knows, besides, that when I say a thing I mean it. And then there will be ways of finding out whether I'm selling goods under other grocers who make a profit. I shall ask, and even insist, upon every customer making it his business to investigate, too. Oh, I expect to have some little trouble in getting the thing started, but after it's once on its feet it'll go like a snowball!"

As the young fellow argued I began to see the entire feasibility of the idea. I believe, now, if the thing is managed properly it'll succeed; I didn't think so at first. And if it does succeed what is to become of the other twenty-four grocers in that town? What is to become of the grocers of the other towns where the same scheme will be worked when it gets to be known?

Verily, verily! we are come upon times of bitter trouble!

When a dentist in China is pulling a tooth for a patron an assistant hammers on a gong to drown the cries of the victim.

A Dodrotten Fool.

I was the only passenger in the car. Midway of a block another came in. His hat was crushed and his clothing daubed with mud. For a long time he sat in gloomy meditation. Then he hitched up toward me and said: "I guess I'm the dodrottenest fool running loose in this town!" "So?" I said. "Yes, sir. I ain't got sense enough to be let go without a guarden. See that car up ahead there?" I did. It was half a dozen blocks away. "Waal, sir, I run like sixty for more'n a block to ketch that car." "Couldn't catch it, eh?" "Yes, I could. That's the trouble. I did ketch it, and I gin the conductor a dime on the hind platform an' he gin me a nickel change. Then somehow I up an' dropped the nickel overboard. I hollered to the conductor to stop the car, but he wouldn't do it so I ups an' jumps off back'ards. Look a' my clo'es. When I got up that car was out o' reach, so I had to wait for this one." "Did you find your nickel?" "Oh, yes; found that right enough. Lost my car, split my clo'es and skint my back jest for the gratifyin' privilege of pickin' up that doddeen nickel an' givin' it to this conductor. I used to think Bill Thompson was the dingiest fool agoin', but I guess I'm close onto him." "What did Bill do?" "W'y, don't you know? Bill's dog got his head stuck in a pitcher, and Bill cut off the head to save the pitcher, and then broke the pitcher to get the head out."

A Novel New Fruit.

The strawberry-raspberry is said to be a fine and novel fruit. It is described in the Southwest as a dwarf raspberry, growing only fifteen to eighteen inches high, spreading considerably, soon forming dense clumps of solid green foliage. The plant itself is handsome; its bright green foliage resembles that of a rose. The large, pure white, wax-like flowers, with snow-white stamens, are even larger than a single rose, and produced in great abundance.

JAMO BISMARCK CAROVI



ROASTED COFFEE

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

W. J. GOULD & CO.,

IMPORTERS AND COFFEE ROASTERS,
DETROIT, MICH.

JANE CRAGIN.

Will the Tables Turn at Colorado Springs?

Written for the TRADESMAN.

There were three letters lying on Jane Cragin's lap, as she sat in her room at sunset looking into the glowing west. One was from Cyrus Huxley, saying that he was to start for Colorado Springs on the following Monday morning; another was from Mrs. Willowby, and the third was from "Auntie" Walker. They did not seem to be of much interest, for Mrs. Willowby's letter soon fell to the floor, where it was allowed to remain, Cy's numerous sheets had been carelessly gathered together and crowded halfway into the envelope, while Mrs. Walker's apology of a letter was crushed in the little woman's hand. Pike's Peak at sunset is always companionable. It has its moods as we have ours; but, as if determined that the sun should never go down on its wrath, it is sure to be itself when evening comes, and talks and listens as its visitor wills.

Jane and the mountain had become acquainted early. The acquaintance had ripened rapidly into the firmest friendship; and it soon became common for Jane to sit in the fading daylight and, after a while, to talk freely to the mountain, who liked to pillow its head upon the sunset and listen to the fair-haired woman, who learned to tell it without reserve whatever was passing through her mind.

"It seems strange to me," she said as an argosy of purple cloud with silken sails floated close to the mountain and dropped anchor into the golden sea, "it seems strange that that woman should want to write to me such a letter as this," and the crumpled paper again protested under the compressing fingers. "Is it possible that she hopes to enlighten me in regard to anything that pertains to Cy? Have I 'summered and wintered' with him to be told at last that he is unlike some Kentucky colonel of a couple of generations ago, and that he is equal to a whole family of Evanses in the resenting of an insult?"

There was a pause then and the mountain made reply—a pleasing one, for Jane smiled as she listened, and soon again began: "Was there anything ever quite so silly as Lilian Willowby's twaddle! Her corn-colored gown and her slangy 'Dick' are the only ideas she has managed to ring the changes on. Cy comes in as a sort of laughable sideshow, and then she finds it necessary to make up for that by foolishly trying to make believe that she likes him. Her corn-colored gown and her coming wedding have affected her mind, I guess. It's so fortunate for Cy that he's a self-made man and, so, 'entitled to much respect!' Humph! Poor Cyrus! If I didn't know that he was laughing this blessed minute at that silly woman with her airs and her nonsense, I might be induced to give him a little of that sympathy which he doesn't ask for because he knows he doesn't deserve it and wouldn't get it if he did ask for it.

"I sometimes wonder if it wouldn't have been just as well if he had made up his mind to go to Los Angeles. I honestly think, if he regards his peace of mind and rest of body, Colorado Springs is one of the worst places in the world, if not the worst, for him to come to at this particular time. For his peculiar complaint the climate here this season is positively dangerous. His system, as the Doctor would say, is

in just the condition to yield to the attacks of a most insidious disease; and it does seem to me that the man is rash to expose himself to what, without the slightest doubt, will prove fatal.

"Suppose the climate should be found favorable, however, I wonder if I could have that fellow here in the same hotel, remembering as I must—and ought—remember the mean game he tried to play, and not give him a dose of the same medicine he tried to force me to take. There's where I think Cy shows his want of wit. But that is like all of 'em—there isn't a man in the world who won't play his pranks with the woman he 'loves with all his heart' and all that nonsense; and then, when he finds he is getting the worst of it, he comes whining around and admits that 'he did wrong,' and 'made a fool of himself,' and 'didn't think,' and 'if his heart's dearest love will only forgive him just this once, you know!' And then they expect that's all there is to be of it, and they have such confidence in 'the dearest woman in the world' that they put themselves in her power and are mightily aggrieved if she even hints at making the most of the opportunity given her. That's what Cy's doing, only he isn't quite sure of the ladylove part. That's one place where he's right! Now I don't know why it wouldn't be a good thing for him—I know I should enjoy it—to give him a sample of success in the same field where he has made such a conspicuous failure. I know I could rely on my friends here to carry out any such undertaking. I can see Captain Walker's face light up with that radiant smile of his, the minute I suggest to him this opportunity of benefiting his fellowman! I can see Mr. Smith's professional look trying to crowd back out of sight the intense delight at the prospect of worrying the man until life shall be found a burden. I—I—don't know—whether Dr. Day—"

It must be that the mountain broke in here, for Jane Cragin's face became thoughtful as she sat resting her head upon her hand and gazing into the purple twilight that veiled in shadow the mighty mountain before her. In the gloaming she placed side by side the two men who had drifted into her life with no desire to drift farther. The one she had always known to be just and generous and true. In season and out of season, she had found in him but one fault, a love for her, with the undying hope that some day, when she would, her love should crown him king. There at his side was another. A few weeks only of golden summer had measured their acquaintance. They had, indeed, been often thrown together. The morning had seen them walking in the sunshine; the hot noon had found them in cool retreats where the swinging hammock held all that was dear to him on earth, and the only voice she cared to hear read to her as she swung; and the evening shadows that wrapped the mountains at Manitou wrapped them in the same soft mantle as they walked homeward together in the starlight. She had, indeed, "summered and wintered" with the one; but, in all that summering and wintering, had she known the deepening joy that these few summer weeks had brought? If she should turn from him after Cy had come, would he, to win her favor, resort to Huxley's measures? There lay the difference between them: The one, from childhood up, had known the influences of refinement; the other had made his own en-

vironment, and she had largely helped him. Both were large of heart. Both were respected by those who knew them. Both knew how to get on in the world and how to make the most of themselves. The balance, so far, stood even between them. What was it that drew her to the one and, while it did not repel the other, had kept her from him all these years? She could not trust herself to answer. She was not willing, just yet, to answer. But she dreamed of a pair of eyes, large and dark and handsome, that looked down into her own with something like a benediction in them. And then she thought of the years of devotion that had blessed her life, and wondered, as women will, whether her duty did not call upon her to repay that devotion with the only recompense devotion craves!

RICHARD MALCOLM STRONG.

Weather experts are just now commencing to pay studious attention to animals, which are often better weather indicators than the expensive instruments in the weather bureaus. Most animals are exceedingly sensitive to changes in the weather. A small green frog has been found in Germany which always comes out of the water when cold or wet weather is approaching. The frogs are caught and kept in glass jars half-filled with water and with a tiny ladder up one side. The frog sits high and dry on top of his ladder several hours before a storm, and when it is going to be clear he climbs down to the bottom.

The shoe and leather trade of Baltimore has an invested capital of nearly \$7,000,000, and the amount of the wholesale and manufacturing trade of the city in this line is estimated at \$16,000,000 annually, the retail and customs trade adding \$4,000,000 more.

The Ghost of John Gear.

In his coffin bed John Gear lay dead,
But John Gear's Ghost stood near;
And the clergyman talked at the funeral,
And the Ghost bent low to hear:
The waiting Ghost of the man who was dead,
He lingered to hear what the clergyman said;
So the clergyman spoke and the people wept,
And the Ghost looked on and the dead man slept—
And the dead man slept.

"The man who is dead," the clergyman said,
"Was the true salt of the earth;
Who shall gauge the good of his well-scented life
And the measure of his worth?
For he was a man of the olden type,
Of the honest, noble, sterling stripe."
Shame fell on the Ghost as he stood high,
For he alone knew these words were a lie—
These words were a lie.

And the Ghost was afraid and was sore dismayed
As he heard the words of praise;
And he thought of the wreck and the wrong he
had done
Through the stretch of the long-gone days;
And a woman's face that was blanched with
tears
loomed up from the vast of the clamoring years;
And the Ghost, while he heard all the praise of
the priest,
Felt burn on his forehead the mark of the Beast—
The mark of the Beast.

And the priest preached on, but the Ghost of
John
Heard naught but the woman's tears;
For the silent tears of her silent life
Were thunder in his ears;
And the priest still preached with his words of
praise,
And the Face loomed up from the long-gone
days;
The priest still praised and the people wept,
And the Ghost passed on and the dead man
slept—
The dead man slept.

SAM WALTER FOSS.

It has been truly said that it is not always the merchant who does the largest business who makes the most money. A big trade with a poor system for handling it brings only disappointment. The merchant who wishes to permanently succeed will adopt the best known system for handling the transactions occurring between his salesmen and his customers.

Motor cars capable of drawing three wagons carrying ten tons of produce are about to be introduced into Liverpool.

The Staff of Life


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

GRAND REPUBLIC



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

Ball-Barnhart-Putman Co.,
GRAND RAPIDS.

A black and white illustration depicting a retail scene. On the left, a woman in an elaborate, dark dress with a white fur collar and a large, ornate bonnet stands looking towards the right. On the right, a male clerk with a mustache, wearing a dark suit, stands behind a desk. He is looking down at a book or ledger on the desk. The background is dark and indistinct, suggesting an interior store setting.

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

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

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

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

The Proper Place for Woman.

It is reported that, in the course of a recent lecture, Felix Adler went so far as to assert that woman's proper place is home. There is nothing strikingly original in that proposition, considered by itself; but Mr. Adler is also credited with the saying, uttered on a former occasion, that home is man's proper place. The two propositions, taken together, convey a statement of profound social philosophy. Neither the one nor the other of them is likely to be subjected to a direct denial, but there will be a disposition on the part of many critics to qualify them both. Men, of course, must work, and housekeeping is not in their line. Moreover, a man who is always in the house becomes more or less of a nuisance to his women folk. They like to see him at his meals and they feel safer when he is within doors after nightfall. They like to go out with him, and, if he is not an altogether impossible sort of person, they will somehow manage to enjoy his society. Indeed, it has even been intimated that the favorite study and pursuit of woman-kind is man. Still it is necessary to draw a line, and it must now and again occur to every close-observing, deep-thinking family man that his personal charm, as well as his business interests, will suffer if he remains forever in evidence at his own fireside.

The woman, too, has interests, rights and duties that occupy a good deal of her time and often take her from her home. She must visit her friends, and especially those who are in need of cheering up, or of any kind of help, that she can give. She probably belongs to various charitable associations, and it will be admitted that organized charity is in many instances largely dependent upon womanly sympathy, tact and mother wit. Then there are the demands of culture. The wife and mother, if she be of a cultivated circle, is expected to be also something of a student. It may be that she is a member of some society devoted to the study of Browning, Shakespeare, Dante or Aeschylus. And then there is the whole wide realm of art. To all this, add exercise, physical culture. It is well known that the men of ancient Greece attached as much importance to the development and training of the body—or at least gave as much time to that work—as to the cultivation of the mind; but the physical culture of the women of ancient Greece appears to have been neglected. There was no running of races, no wrestling, no quoit-pitching, no hurling of javelins, no chariotteering for them. Whether they suffered more from dyspepsia and nervous troubles than the ladies of the present time cannot be decided by positive authority; but, in the absence of evidence, the contrary may be assumed. It was not considered the correct thing for them to show themselves away from home, and what exercise they got was in the discharge of their household duties. "We have changed all that," however, and the girl of this period is becoming an athlete. Yachting, driving, riding to hounds, bicycling, swimming, tennis, golf, and even cricket playing, are among the accomplishments of the modern maid and young matron.

It is easy to see how some desirable results may be produced by this multitudinous variety of feminine pursuits. The intellect, the heart, the body, always alert, always engaged in some wholesome or beneficent activity—what a beautiful combination of graces may

be expected! But, after all, is not the home in danger of being left too much in the background? It has been remarked that the test of civilization in any country is the condition of its women. It is one of the crowning glories of the present age that, beyond all others, it has recognized the woman's intellectual equality with the man. So far so good; but if women, as a rule, are to take up the learned professions, or go into business, what is to become of the home? Well, then, some one asks, ought women never to study and practice medicine, never to fit themselves to serve as book-keepers, clerks, reporters, editors, artists? If woman may teach, why may she not write a report for a newspaper? And if she may write a report, why may she not argue a case in court or make a speech on a platform? The questions come thick and fast enough, but the answer to them all is that they ignore the real ground of objection. There is nothing wrong in a woman's doing any of the things just mentioned. On the contrary, it is often best that she should do them. There is room and there are especially appropriate places for women in medicine, in journalism, in trade, and, of course, in almost every philanthropic enterprise. The point is not that the work is unfit for her hands; it is, rather, that the woman's vocation is home-building, and that the world cannot afford to have her neglect it. To be sure, there are women who will never marry. There are other women who are compelled by circumstances to work behind a counter or at a desk. And there are other women yet who are driven by the force of a special genius, or who are irresistibly prompted by their love, for a particular kind of work, to adopt some profession, or to devote themselves to some branch of art. Nevertheless, it would be extremely unfortunate if girls generally were sent from school and college to the office or the shop as boys are sent, and were taught to regard marriage as a mere incident in the course of a life of business.

Mr. Adler was right when he said that home is also the man's proper place. It is his first duty to provide for the comfort and happiness of that home. There his heart should be while he is working for it elsewhere. When he returns at the end of his day's labor, he expects, and he has a right to expect, that his wife will be there to welcome him. And let this be remembered, when a man finds his pleasure away from home, there is something very serious the matter with that home.

FRANK STOWELL.

Tobacco Adulteration Abroad.

In England, according to official reports, tobacco is adulterated with sugar, alum, lime, flour or meal, rhubarb leaves, saltpetre, fuller's earth, starch, malt-coomings, chromate of lead, peat moss, molasses, burdock leaves, common salt, endive leaves, lampblack, gum, red dye, scraps of newspapers, cinnamon stick, cabbage leaves and straw brown paper. The record of its sophistication here is not officially certified, but there is no reason to surmise that our tobaccoists allow those of perfidious Albion to exceed them in business ability.

One of the provisions of the Greater New York charter, a provision existing in the present law, is that the walls and ceilings of every tenement house shall be whitewashed at least once a year. The definition of tenement house is so framed that it includes the most beautiful and expensive apartment houses in the city.

Another Solution of the Prison Labor Problem.

Written for the TRADESMAN.

The first thing to determine is the object of the prison. To most people it seems a place where law-breakers are punished. What! All law-breakers? No, only those convicted of breaking some statutory law. (Many of the unwritten laws are broken daily, with impunity.) There is a better use for prisons than making them penal institutions. Make them a refuge for those who are not so constituted that self-control, at all times and under all circumstances, is possible. Yes, make them still more. Give the inmates a chance to make restitution, in a measure, for wrongs committed, and they will do better work and do it more willingly. Instead of giving the State or a number of contractors (many of them are veritable robbers) the profits of the convicts' labor, send it to recompense the wronged ones; or, in case that is impossible, send it home to the mother, wife or children of the prisoner.

Nothing is of so reforming a nature as work and plenty of it, and any law that hinders any man from doing his level best is an unjust one and should be repealed. There is no reason why the products of prison labor should be branded or tabooed. They should be sold on their merits only. The vexing question of competition with free labor would then count for nothing. What difference does it make to me, if I wish to purchase a suit of clothes or furnish my house, who manufactured the articles I wish to buy? All I am considering is the quality of the article and the price to be paid therefor. If prices are maintained on a par with living wages paid men who have families to support, I am no more apt to buy prison-produced goods than otherwise. The only question to be taken into consideration is quality.

Some will say that there would be no profits to recompense either the wronged ones or help to support the dependent ones, as most of the prisoners are not self-supporting. Perhaps, under the present management, they are not. But, pray tell me, why need this be so? There are no children, no invalids, no insane and few women prisoners, the larger portion confined being young and middle-aged men, who, if outside, would not only be self-supporting, but would support, on an average, four others.

Some are, at the present time, agitating the idea of making convict labor repair our highways. This does not seem practical. Either the men must be hampered by ball and chain and so be able to only half work, or it would cost too much to guard them when liberty is almost within their grasp. But the greatest objection to this question is the coming in contact of young people with criminals. And I think there are but few grown people who would not shrink from traveling alone a road where it was known convicts were working. Give them work inside the prison walls.

ALICE HARRISON.

The Tale of a Worthless Check.

It was a bad debt or it never would have happened.

"I'm in a dreadful hurry or I would go down to the bank with you," reiterated Bolton, passing over his signed check.

Hazelton took it ruefully.

"It wouldn't take you more than fifteen minutes," he suggested; "then I wouldn't have to be identified."

"But I must catch the 3 o'clock train

out of the city," and with the word Bolton began to straighten his desk.

"Anyhow," thought Hazelton, "a piece of paper is better than nothing. Only the cashier may think I'm a ninny to take Bolton's check for \$150."

But Hazelton went at once to the bank, taking with him a business acquaintance who had a deposit there.

The paying-teller looked the check over and turned to the depositors' balances. Then, excusing himself, he walked out of his cage to consult with the cashier.

"Looks bad," suggested Hazelton's friend. Hazelton smiled in a sickly, gulping way.

"We shall have to refuse payment of this," said the teller, again appearing at the window.

"No funds?" queried Hazelton.

"Insufficient funds," returned the teller.

It was a delicate situation on the part of the teller, but Hazelton felt none of it.

"Has he got any money here?" he demanded. The teller admitted that he had.

"How much?"

There was some quibbling, but finally the teller admitted that there was \$131 to the credit of Bolton.

"Well, here," blurted Hazelton, "I'll take the \$131 and call it square."

The teller told him that he couldn't do it; that he must pay out the full \$150 or nothing.

Hazelton picked up the check and turned away from the window.

"Do you know," he said to his friend, "I believe that Bolton worked that scheme purposely, knowing that I wouldn't protest the check and knowing also that the teller wouldn't pay it?"

His friend thought as much, too. "And to think that the whelp owes me \$150 and has \$131 right there where I can't touch it!"

He was kicking into the mosaic of the floor, when all at once he straightened up.

"By George! I've got it!"

"What?" and the friend's eyes opened.

But Hazelton had already turned to the writing-table and was filling out a deposit slip.

"See here," he exclaimed, after a moment, turning about with a slip of pink paper. It read:

"Credit to the account of Henry Z. Bolton \$10, and below was the signature of Hazelton.

With this slip and a handful of change Hazelton passed to the receiving teller's window and took a receipt for \$10 deposited to the credit of Henry Z. Bolton. Then he walked up to the paying-teller's window, presenting the check again, together with his receipt.

"Bolton's funds are sufficient now, I believe," he suggested.

The teller looked at the receipt, smiled, questioned the receiving teller through the wire partition, turned and paid to Hazelton two \$50 bills and five tens.

"Well, by hokey!" was all that the friend could say. As for Hazelton, he was too full for utterance of any kind.

Bolton is still out of town.

But I shouldn't be surprised if he drops dead in that bank the next time he presents a check there!

And from the way Hazelton chuckles it is easy to see that he wouldn't be a mourner at Bolton's funeral.

They Will Appreciate It.

Show your clerks that you appreciate their good efforts, and that you are doing your best to help them and to make any extra labor as easy as possible.

The interest you take in their welfare—although it may be for your own good—will cause them to take an increased interest in yours. Consideration and kindness cannot fail to produce good results.

Instead of finishing the day with a tired-out lot of clerks, whose only thought is to get through with each customer with as little trouble as possible, you will have a bright, cheerful band of real helpers trying to sell all the goods they can to every buyer.

Shoes and Leather

Pertinent Suggestions for Live Retailers.

From the Shoe and Leather Gazette.

"Judge their worth by the months they wear," is a good phrase used by a successful advertiser.

"No guarantee on colored goods" will be the burden of the manufacturers' song this year. Retailers should take the cue.

Pointed toed shoes are called for in all grades for spring, both in men's and women's, although women are particularly fond of them.

Broad-toed bicycle shoes possess one advantage over narrow-toed—when used against the front tire as a brake they are not drawn in between the forks and the foot hurt.

More women are wearing calfskin shoes this winter than in years. The styles are handsome and possess that peculiar quality dubbed "stunning." Women like them and they're sensible.

An English concern sends out a dozen left shoes made to measure on application, the customer selecting to suit himself, returning the remainder with a remittance, whereupon rights to mate are shipped him.

Bull-dog toes for women have not proven popular in the East, where the Bull-dog for men caught on first and has held on tenaciously since. Women's taste seems better in this case than men's, so far as looks go.

It is predicted that cheap rubbers will be made in large quantity the coming season, but that they will not be as much in demand from retailers as they have been, the complaints proving altogether too numerous.

Dealers in glazed kid find it necessary to wipe the chill off the stock in cold weather in order to make it come up smooth and bright. Retailers will do well to follow the same rule with kid shoes before showing them to customers, giving them a brisk, quick rub with a cloth.

A French oddity is a pantaloen guard which looks not unlike a very short-handled spoon with a flat surface in place of the bowl. This flat piece is inserted between the heel and the sole, the "handle" portion sticking out and upward, preventing the trousers scraping the ground.

One St. Louis retailer is helping the suffering poor these cold days by paying ten cents a pair for the old shoes of customers and presenting them to charitable institutions. Of course, it is a business idea, the ten-cents-per-pair feature attracting customers, but it is none the less charity.

Competitors are wondering how a certain retailer can sell a well-known brand of rubbers for 9 cents, as he advertises. It's very simple. He paid 25 cents per pair for them, they being old stock, odd sizes, old-style toes and generally out of date. All that is necessary is to lose 16 cents a pair.

Business is being done by lastmakers now on shorter lasts. In toes that are not extreme points requiring considerable length in order to make room for the toes widthwise, consumers do not like too much leather for their money, but prefer shoes somewhat shorter. The chief reason, however, for this is that the toes break down. Long vamps give much the same effect as a long shoe, but extremely long vamps are not growing in favor.

A suit was recently decided which had its inception in the death of a big healthy man caused by tight shoes. A short time ago a young lady vain of her figure committed suicide in New York because of misery resulting from injury to her spine by tight lacing. It would be well to advise customers against contracting the various parts of the body too much. Shoes too tight usually result in complaint and some of it is sure to be against the dealer, no matter how little merited.

In Mexico small feet are an economy and large feet an expensive luxury. Shoemakers charge according to size. Even then shoes are not expensive, a very good pair being made to order for

\$7 Mexican money, or \$3.50 in our money. Shoemakers make from 50 cents to \$1 a day Mexican, and some of them do first-class work. Their work is all hand work, even to the pegs, which they whittle out by hand. Most of the lower classes don't bother with shoes at all, wearing a sort of sandal consisting of a piece of leather tied onto the foot.

Rainy-Day Boots for Women.

From the New York World.

One rainy day last week a perceptible flurry of interest was aroused among the women who were paddling about on upper Broadway. It was caused by a woman who was evidently a sworn champion and exponent of rainy-day club principles. She wore a short, very short, skirt, a neat little reefer, a waterproof Alpine hat and triumphantly marched along without a suspicion of an umbrella.

What attracted most attention, however, was the boots which this very advanced and apparently very comfortable young woman wore. The absence of rubbers, overshoes, leggings, or any of the ordinary clumsy accessories of a rainy-day garb was very conspicuous, and the manner of the young woman seemed to express her satisfaction with her own excellent arrangement for dispensing with useless paraphernalia and keeping her feet and skirts dry at the same time.

The rainy-day boot, which was the most conspicuous feature of this costume, merits a detailed description. It is one of the most representative products of end-of-the-century feminine inventiveness. Miss Marguerite Lindley, an enthusiastic champion of exercise, hygiene and short skirts, is understood to be the patentee of this boot, but doubtless it represents the combined intellectual energy of many women whose active energies all work towards the same glorious end. The beauty of the new boot is that it is entirely waterproof. The vamp is of viscolized finish, and the upper of soft chromo-finished kid, which is perfectly pliable and does not restrict the motion of the ankle. The upper portion of the boot top is of some porous material, permitting of ventilation and giving an ornamental value at the same time to the upper part of the boot.

The boot is laced the entire length, and when it is considered necessary there are ankle supports of firmer leather. The boot reaches nearly to the knee, but its porous quality and the variety in its make-up prevent its being the frightfully clumsy affair that high boots usually are. The woman who wears it is not vulnerable at any possible point and can brave floods and snowstorms with equal alacrity. Startling affair as it is, the rainy-day boot is something to be welcomed.

Any one familiar with bicycle boots will detect a great many points of similarity between the rainy-day boot and its immediate predecessor in this particular department of inventiveness. The bicycle boots which have been worn by women for some time doubtless paved the way to this newest innovation. And any one accustomed to wearing a stiff, heavy bicycle boot will welcome its more pliable successor with enthusiasm. The new boot does not tire the leg, does not make the foot feel like a lump of lead, does not grow stiff through the repeated action of mud and rain and in other ways avoids the objectionable features of much of the footgear worn by riders of the wheel.

Women who have a passion for color and for having everything to match have decided that their rainy-day boots must match their rainy-day costumes. While black is of course the color most worn when skies are gray and streets are wet, some altogether charming waterproof costumes are made in dark blue, ecru, red or even violet. In these cases the boot is of the required shade, and is therefore very expensive. A dark blue boot is a very pretty and dainty affair, but it cannot be had for a song, and the women who aim simply to keep dry will probably be quite contented with the simple boot that fulfills its function so admirably.

Good Things Said by Up-to-Date Shoe Dealers.

We're making a fine display in our show cases and windows of evening slippers—give you an idea of all the newest things. We show the handsomest slipper styles and the best variety at lowest prices. No finer stock—not another so fine. Young women consider our store the big center for evening footwear.—P. T. Hallahan, Philadelphia, Pa.

Shoe Talk. Ours is the plain kind. No long arguments are necessary to turn our goods into cash. With us, solid leather means solid leather—no more, no less. Two dollars per pair means two dollars of good honest shoe leather.—Printers' Ink, New York, N. Y.

Up to the present time no such shoe prices have ever been made, and it's just possible you'll never have another opportunity as good.—T. P. Cartwright & Co., Omaha, Neb.

Johnson's on top of the shoe pile. The other fellows are barking at our heels, but we don't mind little things like that. We lead on.—Johnson's Shoe Palace, Altoona, Pa.

Shoes for men, women, children—thousands of pairs. The bad fortune of money-losing is good fortune to the thousands who are money-finding in these bargains.—John Wanamaker, Philadelphia, Pa.

In buying my hand-sewed welt shoes you are guaranteed to get shoes that will not rip, that are flexible and yielding to the foot, and will always remain smooth on the inside; no nails or pegs to ruin feet, stockings or tempers.—A. J. Cammeyer, New York, N. Y.

Boys' and girls' \$1.50 shoes for 85c. A large factory that had been waiting for better times concluded it wouldn't wait any longer—and we have their entire output at our own price.—Marks Bros., Philadelphia, Pa.

RINDGE, KALMBACH & CO.

12, 14, 16 PEARL STREET

MANUFACTURERS AND JOBBERS OF

BOOTS, SHOES AND RUBBERS

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

BOSTON RUBBER SHOE CO.

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

CHINESE GOLF GOODS

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

HEROLD-BERTSCH SHOE CO., GRAND RAPIDS.



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

RUBBERS

You will get THE BEST made in the world.

THE GOODYEAR GLOVE

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

The Grace of Disgrace.

Russell Gardner in Money Saver.

She is a handsome woman.
He is an ugly man.

Together they present as striking a contrast as Venus and Cyclops would have made.

I have known them for years, and can remember, as if it were but yesterday, when Fred Darwin was as fine looking as if Apollo himself had in him a counterpart.

To-day I am an old, worn-out remnant of humanity, retired from the active hustle of a competitive business life.

Sitting on my shady porch this hot September morning, I had let my daily stock report slip away into dreams, and once more I was the active senior member of Mason & Ryer, jobbers of boots and shoes, the best-known firm on the street, and doing more business and with the finest line of trade of the whole bunch.

I was sitting at my desk, running rapidly through a pile of orders just brought in by my head salesman, Fred Darwin.

He had come to me nearly ten years before, as green a country lad as ever sought the city to win a fortune or wreck a life.

When he presented himself, hat in hand, in my private office and asked for a "job," I had run my eye—I always had a keen eye—over his tall, straight figure, scanned the frank, handsome face, looked into his mild blue eyes, and made up my mind he had in him the stuff that makes men.

I hired him. In five years he was a salesman, as good a man as ever laid out a line of samples. And now, after ten years in my service, he had come to make a request.

Forgive me if I ramble, for I am an old man, almost in my dotage, and my head is not as clear as it was before I ceased to be Mr. C. E. Mason, of Mason & Ryer, and became simply Mr. Mason, retired.

My wife—she's dead these four years—was of an old aristocratic family with high notions about blood, and with but one idol, and that idol our only child.

Grace was a beautiful girl, with the same rich dark eyes and hair that had made her mother seem to me like one of the goddesses of ancient time.

We had been married ostensibly against the will of her father and mother. They had "blood" notions, too; but appearances require money in order to be kept up, and blueblood, no matter how deep its indigo, must lose its caste unless it has yellow gold to help it circulate in the proper channels. So I, who had the necessary prop for the tottering aristocrats, was tolerated. Wife and I never had a thing in common until God sent our baby girl.

Then—There! there! I'm chattering over matters that are dead and of no interest to you; but an old man must be pardoned if he wanders, specially on a sultry morning when he dozes in his armchair.

Fred was always for business first; so he turned in his batch of fall orders—and they were of the size and kind that make a business man smile in spite of himself—then he said:

"Mr. Mason, I'm going to ask you for—"

I broke in—"Fred, I've thought over the business you've been doing, and your faithful service to us, and have decided to make your salary one thousand dollars more, commencing the first of this month."

You see, I thought this generosity on our part would sort of stagger him, and I felt he was going to strike for more money. Not a bit of it.

He calmly waited until I had got through my oration.

"Mr. Mason, that thousand a year will come in very handily just now, for the step I am going to take is one that the more money I have, the more comfortable it will be for my partner."

"What! going into business for yourself?" I broke out, for it made me feel weak to think of losing him.

"Yes, Mr. Mason, provided I get your consent. You see it's this way,

sir; my prospective partner and I have known each other some time; we've talked over matters carefully; we realize the opposition we are going to meet; we will not start for a year at least, and, finally, we concluded that I should come to you, Mr. Mason, you who have been such a friend to me, and ask your advice."

When he said they would not start for a year, I grew sort of magnanimous.

"Well, Fred, are you sure you are suited to each?"

"Certainly, sir; my partner that is to be is a perfect jewel, clear headed, conservative, brilliant, knows my income, my savings, and thinks the world of me."

"That's the way to figure, my boy," I said to him, for his enthusiastic manner had warmed me up on the subject. "Do I know him, Fred?" I added.

"The party of whom I spoke is very well known to you," and I thought the boy was sort of smiling, as he turned half away and picked up his hat.

"Mr. Mason, suppose I bring my partner that is to be in to see you some day, and we can talk things over."

"Bring him up to the house this evening; and if he is what I judge him to be from your description, why, I'll do all I can to give you a lift, for I'm not the one to stand in the way of as good a man as you are, Fred."

"Thank you," he said, and was gone.

That night at home (my wife had gone out to some five-o'clock gossip party), Grace and I sat on the porch, I smoking and thinking, she patting Ted, the big brute of a mastiff that had been her playfellow when only a chick of five, and her daily companion now at twenty.

"Father, Ted's getting awfully ugly lately. Hear him growl, and I only laid my hand on him just as light as could be. He's a lovely big fellow!"

A snap and a snarl followed the compliment, and with a slight scream, Grace jumped up and came over to me, her face pale with her half fright.

"Why, father, he never did that before. What has happened to him?"

"Dog days, dear," I mumbled, too deep in my thoughts to pay much attention.

"Grace," I broke out, "you know Fred Darwin."

I thought she started nervously, but as that brute, Ted, just then made a move, I judged him responsible.

"Of course I know him. Haven't you brought him here lots of times?"

"Yes," I said dryly, for somehow I felt then as though I had been a fool.

"Well, Grace, I guess he's going to leave me. He talked to me a good deal to-day about taking a partner, and he's going to bring the infernal idiot here to-night to talk things over. He ought to be here any moment."

"I must go in the house and dress, father," and Grace started for the side door.

As she neared Ted, he sprang up and half growled as she swept past.

"Confound the dog, what ails him!" I muttered, and instantly forgot him in the arrival of Fred, who came briskly up the walk, dressed as slick as a good shoe drummer on seventy-five hundred a year knows how.

"Where's your partner, my boy?" I said, after we were seated and had lighted our cigars.

"Be here in a few moments, sir; you see, sir—" just then a vicious growl followed by a shriek brought us to our feet.

Fred sprang down the steps, and I saw him pull out his pocket-knife, opening it as he ran. Behind a big elm, only a short distance from the house, was Grace, her wide, staring eyes fixed in terror on Ted, every muscle of his huge body knotted and swelled into rigidity by his fury, his bloodshot eyes and dripping mouth telling plainly that he had gone mad, and was seeking the death of his mistress.

Neither moved as we rapidly approached. Only a low, fierce snarl from the monster now lashing his tail and making ready for a spring.

I never knew exactly what happened. I have a vague remembrance of a

man rushing between Ted and the tree; of the quick spring of a huge body, a snap, a growl, screams and curses, a flashing knife, the quivering body of a dog, and over it, with face bloody and arm crushed, a human form that tottered and fell as if dead, directly on top of the brute he had conquered.

My servants had come at the sounds of the scrimmage, and lifting up the limp, torn body, they carried poor Fred to the house. A doctor soon arrived, and anxiously we awaited his verdict.

"Mr. Mason, he'll live. The dog did not get at him with his teeth; his ugly paws and sharp claws did this frightful work," and he pointed to the lacerated face that bore no resemblance to the handsome Fred Darwin that had come up my walk so smilingly only a short time since.

"Doctor, will he ever be able to see again?" I asked in awe-stricken voice.

"With God's help, yes," he answered simply.

Just then Grace came silently in, and kneeling down by the quiet figure, she wept, saying again and again:

"Fred, I love you, I love you!"

A scratched, trembling hand moved feebly toward her bowed head, and over the pitiful bandaged face crept what seemed to me the smile of a god.

That was ten years ago.

The "partners" are coming up my walk now. She is leading him, for his steps would stumble but for her; she looks into the ugly, distorted face and says something. I can guess what, for around his scarred mouth creeps the same smile I saw when she first said, "I love you."

I'm drowsy, and in this happy picture I feel a perfect content, and cannot help a thrill of satisfaction in what my wife's aristocratic relatives called the "disgrace of Grace."

Men of genius may wear frayed pantalons and go with unkempt hair, but worn-out trousers and scraggy hair are no marks of genius, for those things the tramps have also.

GEO. H. REEDER & CO.

successors to

REEDER BROS. SHOE CO.

Michigan Agents for

Lycoming and Keystone
Rubbersand Jobbers of specialties in Men's
and Women's Shoes, Felt Boots,
Lumbermen's Socks.Lycoming Rubbers Lead all other
Brands in Fit, Style and Wearing
Qualities. Try them.

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

DO YOUR FEET SLIP?

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



PINGREE & SMITH, Manufacturers.

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.

TRADESMAN COMPANY,

GRAND RAPIDS.

Growing Importance of the Clerk—Shortcomings to be Avoided.

It is well for the clerk to appreciate at its full value the fact that sticks out everywhere that business to-day is not what it was a few years ago. People are more easily drawn away from one store to another than they used to be. The personality of the merchant hasn't the potency that it once had. Consumers distribute their patronage more to-day than ever. If they think they can buy cheaper at Brown's, they will look at Smith's first and then at Brown's, unless Smith's clerk can hold them. It devolves upon the salesman to make up by his treatment of the customer for that which is lacking or is supposed to be lacking in the goods or the price thereof.

* * *

The clerk is really of far greater importance than formerly. People expect more to-day than in former years. They want more guarantees, more promises, and those guarantees strictly lived up to. The clerk, to the patron, is the proprietor. He talks for the merchant, promises for the merchant and is, as a matter of fact, the merchant's mouthpiece. He must conduct himself in full appreciation of this fact. He should recognize the importance of his duties without permitting his mind to become burdened with the impression that it is his own importance. There are plenty of men who are ready and anxious to take his place and do his work as well as or better than he does it.

* * *

A good clerk must understand that customers become piqued on very slight cause. They know they can buy what they want somewhere else. No particular store has strings on them. No one merchant is the only pebble on the beach—that is, ordinarily. Where there is competition the customer must be handled with kid gloves. He must be more than satisfied. He must be pleased. Very often a tradesman can hold trade on higher prices than his competitors by such generous treatment that they are willing to pay more in order to receive treatment that pleases them. The importance of this feature of modern business must not be overlooked—and it is the clerk who is the agent for extending this business-bringing treatment. It is his duty to see that he exerts himself to the utmost in this particular.

* * *

Manley M. Gillam, formerly advertising manager of Wanamaker's Philadelphia store, writing in Brains, notes a case in point. "A lady bought two pairs of shoes which were to have been delivered free. When they came the expressman collected thirty cents. On her next visit to the store soon after, a report was made of the overcharge. A supercilious underling, with an air of condescension and a tone and manner of disbelief in her truthfulness, told the lady a number of things that she must do in the way of identification and proof before her case could be acted upon. She did nothing, preferring to lose the thirty cents rather than be raced about, cross questioned and treated as a false pretender. One of the pairs of shoes turned out very badly. That settled it. She would neither return the shoes nor report them. She has no further use for that store. She is set in her prejudice against it to a degree that is really unreasonable.

* * *

"Now, as a matter of fact, that store is conducted on liberal lines. The

proprietor would not for a moment countenance the cavalier treatment of his representative. If he were told of the bad service the one pair of shoes gave, he would be more than glad to make the matter right, either by giving a new pair of shoes or by returning the money. He has been put in a wrong light by his employe. He has lost trade that he could easily have kept, that he was entitled to keep. I said some of these things to the lady, but she was piqued and hurt and insisted on taking her trade elsewhere. The real fly in her ointment is that supercilious underling. She does not want to see him again or be seen by him in that store. If she were an aggressive body she would go to the firm or crush superciliousness with cold disdain. She is not. She is a shrinking creature, but proud. There are myriads more like her."

* * *

More trade is lost, probably, through the shortcomings of clerks than any other one thing. Once a clerk snubs or slights a customer, that customer is pretty sure to avoid that clerk and that store in future. It's the same way if a patron is obliged to wait. Not long ago, I was waiting for a purchase to be wrapped up for me in a grocery store. A man came in with a kerosene can. A clerk standing near the door talking to a friend about a party the night before never offered to attend to the newcomer, notwithstanding he was the only one at leisure in the establishment. The new arrival, noting the trivial trend of the conversation, showed his disgust plainly. "Do you keep coal oil?" he asked. "Yes, sir," answered the clerk, interrupting himself, but instantly resuming his social gossip. "All right, you can keep on keeping it," returned the newcomer, starting for the door. "I wanted it for use to-day, not next week." The clerk made a wild dash, grabbed the can and hustled back to fill it so fast that his coattails trailed out straight behind. When he returned, the customer took the oil, paid for it and then remarked most emphatically, "Young man, I have just moved into the next block. I shall need groceries and this store is nearest, but let me tell you now that, if this is a sample of the business methods of this place, the sum total of the trade you get from me won't be sufficient to pay for the matches you use on the cigar case!"—Shoe and Leather Gazette.

The Looks of the Store.

Nath'l C. Fowler, Jr., in Hardware.

Misers have lived in hovels.
Rich men have lived in dug-outs.
Poor men have lived in mansions.
Men of shoddy have lived in palaces.
By the house we live in so may we not be judged, but so will we almost always be reckoned.

Many a clerk on his little pay is dressed better than his employer, but he is no less a valuable clerk for that.

There are branches from even the straightest beaten track of safety, but the law of averages accepted by the majority is less dangerous to follow than even the successful rules of exception.

The well-dressed man is more likely to be a prosperous man than the man of shabby overcoat, and the poorly-dressed man is more likely to be an unsuccessful man than the man with tailor-made clothes.

The beautiful office may be a den of swindlers, but it is more likely to be the business home of profitable business.

Keep the dust out of the way. Let the sunlight in. Make the clerks wear clean collars and clean cuffs. Supply blacking and brushes. Have plenty of clothes brushes.

So long as comfort, convenience, and eye-pleasing luxury appear to accompany successful business, just so long will these things count in profit-building.

Shoes or overcoats or anything else may be sold in the store of darkness and dust, but more shoes and more overcoats and more of everything else are sold in cheerful places, well furnished and conveniently arranged.

The most successful factories are well kept, roomy, with the best of sanitary arrangements, and each girl or man has a locker, a cake of soap and a wash-basin and towel.

The most successful retail stores are those of good location, plenty of room, every convenience, and artistic arrangement.

There may not be necessity for solid mahogany desks and leather-cushioned

chairs, but there is every reason why the office and the store should have some of the comforts of home and the appearance of painstaking arrangement. Cleanliness is the most economical, the most healthful, and the most appreciated business essential.

Plenty of light is necessary to plenty of business.

Plenty of comfort means more work and more profit.

Neatness of store, neatness of office, neatness of clerk, neatness everywhere, are absolutely necessary to the successful conduct of any trade.

Even the dirtiest lines need not be all dirt, for dirt where dirt should be is not dirtiness. Dirt where dirt should not be is dirty business.

The most careless clerk is not careless in the office and store of carefulness.

ROOFS AND FLOORS

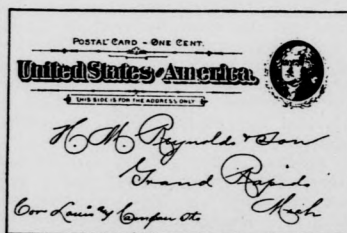
OF TRINIDAD PITCH LAKE ASPHALT

Write for estimates and full information to

Warren Chemical & Manufacturing Co.,

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

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



For only one cent you can have an expert examine

YOUR LEAKY

roof and tell you why it leaks and how much it will cost to "stop that hole." We have had 28 years' experience in this business, and are reliable and responsible. We have men traveling all the time and can send them to you on short notice. All kinds of roofs put on and repaired by

H. M. REYNOLDS & SON,

GRAND RAPIDS OFFICE, CAMPAU & LOUIS.
DETROIT OFFICE, FOOT OF THIRD STREET.

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.

Commercial Travelers

Michigan Knights of the Grip.

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

Michigan Commercial Travelers' Association.

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

United Commercial Travelers of Michigan.

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

Michigan Commercial Travelers' Mutual Accident Association.

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

Lake Superior Commercial Travelers' Club.

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

Gripsack Brigade.

It is easy to sell goods when your whole heart is in your work.

Let your purposes be as straight as the rails upon which you travel from day to day!

People are kicking because they have the gripe. Traveling salesmen carry theirs all the year around without a murmur.

Harry Metzger, formerly with Fisher Bros., of Fort Wayne, is now with the National Paper & Supply Co., of Elkhart, Ind.

The number of commercial travelers in the world to-day is estimated at a round million, of which the United States justly claims one-fourth.

Time is said to even up all things. The time sufficient to pay off an ordinary debt varies in the different states, according to the statute of limitation.

Long before the iron horse had been broken to harness the man of samples was in evidence, not as numerous as he is to-day—but he was here, all the same, hustling after trade.

The man on the road to-day may think he has obstacles to contend with, and he has some, of course, but they are not to be compared with what they were twenty years ago.

The average value of a silver dollar is said to be 75 2-10 cents. There are lots of men on the road, however, who will not know the value of a dollar even after reading this.

Wm. Boughton (C. E. Smith Shoe Co.), has been confined to his room for a week by illness. He is on the mend, however, and expects to resume his work on the road in a few days.

It can be unhesitatingly claimed that the journeying of the commercial traveler, unlike that of the ordinary traveler, is a general commercial and economic educator, and that it is directly of great interest and profit to every man, woman and child in the land, and that therefore the general system of traveling salesmen must be considered a great public benefit, and as such entitled to every possible encouragement from our Government.

A Marquette correspondent writes: The most successful meeting Ahmed Temple, Mystic Shrine, ever had was held here Feb. 10. Ten novices crossed the hot sands and, while Ahmed Temple numbers among its members the representative men of the Upper Peninsula, it is proud to include a few commercial travelers. The boys are ever ready to work—they will do anything, from riding the camel to washing the dishes. The illustrious Potentate, F. E. Ketchum, knows how anxious the boys are

to help things along and he appointed three of them on the reception committee and was mean enough not to provide an expense account. What entertaining can a commercial traveler do without an expense account to work? He did not even let up on them there—he called on them for after-dinner speeches. Because he weighs about 250 pounds, he thinks he can use the boys as he pleases. He is a capital toastmaster, just the same, and the boys all swear by him. Mr. Ketchum is Assistant Superintendent of the D., S. S. & A. R'y. Alex. Simpson acted as Conducting Arab. The hotter the sands, the more profuse were Alex's smiles. W. R. Smith and H. C. Work would have made handsome Arabs had their pants been creased. J. R. McKeand was very deaf and he continually requested "louder." All in all, everybody was satisfied and all were very liberal with compliments for the newly-elected officers, who did their work without a break.

Fun on the Road.

"What did you save from the fire at the hotel last night?" was asked of a traveler.

"I saved paying a four days' board bill," was the reply.

* * *

Jack (to hotel clerk)—Gimme zer besht room in zer houshe.

Hotel Clerk (blandly)—Sorry, sir; I'm full.

Jack—Zhat so? So'm I. Good night.

* * *

Head of Firm (going over expense account seriatim)—What of this item, Mr. Fuller; funeral expenses \$5 in your expense account?

Mr. Fuller—Oh, that was the cost of burying my sorrow when I learned that King Bros. had the day before given a heavy order to one of our competitors.

Will Cover the Entire State.

From the Boot and Shoe Recorder, Feb. 10, 1897.

John H. Darrow, who has a permanent address at Lansing, Mich., and who has been representing the Central and Northern portion of that trade for C. L. Weaver & Co., exclusive rubber boots and shoes, Detroit, since they first commenced in business, has been engaged by Edward R. Rice, of Buffalo, and will have the entire State of Michigan, selling the Joseph Banigan Rubber Co.'s goods. Mr. Darrow will make Detroit, Mich., his permanent headquarters.

The St. Ignace Enterprise has been changed from blanket form to magazine form—the same size of the Tradesman. The change is certainly in the interest of the readers and advertisers; whether it will prove equally advantageous to the publisher will be demonstrated by time. The innovation enables the editor to carefully classify his matter, so that even the cursory reader can readily turn to the department which is of most interest to him. The Tradesman commends the enterprise of the St. Ignace publication to other journals of similar character.

Indications point to a large and successful convention on the occasion of the semi-annual meeting of the Michigan Retail Grocers' Association, to be held in this city March 3 and 4. Reference to the list of topics selected for presentation to the members discloses a wide latitude of discussion and action, including nearly every perplexing problem now confronting the grocery trade.

The monthly report of the Grand Rapids Gas Light Co. shows net earnings during January of \$14,472, compared with \$14,030 during the corresponding month last year, a net gain of about 3 per cent.

Association Matters

Michigan Hardware Association

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

Michigan Retail Grocers' Association

President, J. WISLER, Mancelona; Secretary, E. A. STOWE, Grand Rapids; Treasurer, J. F. TATMAN, Clare. Next Meeting—At Grand Rapids, March 3 and 4, 1897.

Traverse City Business Men's Association

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

Grand Rapids Retail Grocers' Association

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

Owosso Business Men's Association

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

Jackson Retail Grocers' Association

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

Alpena Business Men's Association

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

Lansing Retail Grocers' Association

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

Grand Rapids Retail Meat Dealers' Association

President, L. J. KATZ; Secretary, PHILIP HILBER; Treasurer, S. J. HUFFORD.

Winter Meeting of the Michigan Retail Grocers' Association.

Grand Rapids, Feb. 15.—The semi-annual convention of the Michigan Retail Grocers' Association will be held in Pythian Temple, Grand Rapids, Wednesday and Thursday, March 3 and 4, convening at 9 o'clock on the day first named. Every grocer doing business in Michigan is invited to attend the meeting and participate in the proceedings of the convention, as matters of great importance to the trade will come up for discussion and action.

Owing to the convention occurring at the same time as the Democratic State Convention, those who desire to attend can obtain half-fare tickets at any railway station in Michigan, good going Tuesday and Wednesday, and good returning Wednesday and Thursday.

It is proposed to hold business sessions Wednesday forenoon and afternoon and Thursday forenoon. An entertainment feature will be provided for Wednesday evening in the shape of a complimentary banquet, tendered by the Michigan Tradesman, to which representatives of the wholesale grocery and allied interests of the State will also be invited.

Among the special topics already assigned for presentation at the convention are the following:

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

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

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

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

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

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

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

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

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

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

"Relation of wholesale and retail grocers"—Wm. Judson, Grand Rapids.

"Value of Equality to the Retail Grocer"—H. P. Sanger, Secretary Michigan Wholesale Grocers' Association.

"Where Are We At?"—P. F. Treanor, Saginaw, E. S.

"Attitude of the New Administration Relative to the Food Laws"—E. O. Grosvenor, Monroe.

"Thirty Years a Grocer"—Julius Schuster, Kalamazoo.

"Some Requisites to Success as a Grocer"—O. P. DeWitt, St. Johns.

"How to Overcome Competition"—D. S. Fleming, Jackson.

"Effect of City Competition on Country Towns"—W. H. Whitmarsh, Milan.

Believing that our Association is destined to accomplish much good for the grocers of Michigan, and confident that you will feel like doing your share to assist in the good work, we earnestly invite you to be present on the occasion of our midwinter convention. Come one; come all!

JESS WISLER (Mancelona), Pres.
E. A. STOWE (Grand Rapids), Sec'y.

THE WIERENGO

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

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

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.

A CLEAN SHAVE

while you take a snooze is
quickest acquired at

FRED MARSH'S

barber shop in Wonderly
Building, at Grand Rapids.

Loss or Gain?

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

COLUMBIAN TRANSFER COMPANY

CARRIAGES, BAGGAGE
AND FREIGHT WAGONS

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

BEST

10 CENTS

GREEN SEAL

SELL THESE

CIGARS

and give customers good satisfaction.

Drugs==Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

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

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

Coming Examination Sessions—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. SCHROEDER, Grand Rapids.
Treasurer, CHAS. MANN, Detroit.

Executive Committee—A. H. WEBBER, Cadillac;
H. G. COLMAN, Kalamazoo; GEO. J. WARD, St. Clair;
A. B. STEVENS, Detroit; F. W. R. PERRY, Detroit.

The Drug Market.

Alcohol—Unsettled as to grain, but there is no further change in prices.

Balsams—Copaiba, jobbing values are fairly maintained. Tolu is being steadily held, but Peru is dull.

Beans—All varieties of vanilla are firm as to quotations, under restricted supplies and a steady demand. Tonka, inactive, but values for jobbing parcels are fairly steady.

Bismuth Preparations—No recent changes; the undertone is steady.

Cantharides—The stronger feeling in Chinese mentioned last week has culminated in an advance. Russian, no quotable change, but steady.

Cassia Buds—With available supplies very light and the market steady, the recent advance is being firmly maintained; and the tendency is upward, holders not being willing to sell, and business is confined to small parcels.

Cinchonidia—Some improvement as to enquiry, values steady.

Cocaine—Feeling is unsettled, partly owing to the reduction in prices for crude, and partly to cable reports of competition between makers across the water.

Cod Liver Oil—Consuming demand has continued active, but as markets abroad are easier and there is more or less pressure to realize, prices show no betterment.

Colocynth Apples—Fair demand as to small parcels, and quotations are maintained.

Cream Tartar—Quiet but firm.

Cubeb Berries—Holders are exhibiting a steadier feeling, but there is no mentionable change in prices.

Essential Oils—But few changes to note. Anise has been reduced, and is weak and tending downward, due to abundant crops of seed and easier primary markets. No change here as to cassia, but firmness prevails at sources of supply. Peppermint, easy, at the recent reduction. Wormwood is still firm.

Flowers—Quiet, so far as the general market is concerned, little business going forward outside of small jobbing transactions in leading descriptions.

Glycerine—Moderate consuming demand is reported, with prices ruling at the former range.

Gums—Asafoetida, demand good and market firm, and the tendency is upward. Camphor, enquiry good and values firm.

Leaves—Short buchu, active consuming demand and, with values firm, the tendency is upward. Senna, very good consuming demand and quotations steady.

Lycopodium—Values are lower, under the influence of liberal stocks and more or less pressure to realize.

Menthol—Market continues inactive; prices are somewhat nominal.

Morphine—Tone of the market is easy, in sympathy with the continued weakness in opium, but manufacturers' prices are unchanged on the old basis.

Opium—Market is depressed and values have been further reduced, on account of continued absence of demand and some pressure to realize, together with continued free arrivals.

Seeds—Nothing specially new and general trading slow, transactions being chiefly in jobbing parcels.

Sponges—Market is reported as firm at the various sources of supply and prices are well maintained for all desirable varieties.

Sugar of Milk—Demand for powdered is still active and the output of manufacturers is meeting with ready sale. Prices firmly sustained.

Liquor Legislation for Pharmacists.

From the Pharmaceutical Era.

In the New England States the liquor question is a source of perennial disturbance. Particularly is it a vexatious factor when it must be considered in its relations to the drug business. In the desire to regulate the drink evil the temperance people, the law and order organizations, look upon druggists as born law-breakers, and impose such regulations that the legitimate sale of liquor for medicinal purposes is made almost impossible, or, erring on the other side, frame regulations which actually tempt to infractions, virtually putting a premium on wrong-doing. It is right that druggists should not be prevented by exorbitant license from using liquors for legitimate medicinal purposes. Therefore, the merely nominal sixth class license fee in force in Massachusetts is a good thing. Then, too, it is right that the sale of liquors for beverage uses should be taxed highly in proportion to the prevailing sentiment of the community. The trouble comes when the distance between these two extremes is great, as in Massachusetts, for this very difference invites unscrupulous persons to operate drug stores under the low tax as a blind for illegal traffic in liquors. So has reputable pharmacy suffered the reproach brought upon it by this conscienceless class.

The Massachusetts Board of Pharmacy is the instrument of the law, and enjoys almost autocratic power in its execution. The board says whether any druggist shall be trusted to observe the requirements of the sixth class license, and the board can revoke the pharmacist's license of any one proven to have violated the liquor regulations. And Massachusetts is to be congratulated upon having such a board of pharmacy as it has, one which has nobly performed the duties laid upon it. Its judgment, activity and thoroughness are worthy of all praise.

We are not competent to argue the merits or demerits of any particular liquor law. This is a matter requiring the most careful consideration, but on general principles we hold and have often asserted that the legitimate use of liquors in the drug business should not be hampered by any restrictions (or very light ones at most), while on the other hand law-breaking of any description should be visited upon the druggist as upon any other; perhaps the penalties for such acts should be heavier in his case, as his responsibility is greater and his duty clearer, making his failure to discharge them the greater crime. No maudlin sympathy should be accorded the dram-selling druggist. He is a pest of the most noxious description.

We leave the minute and detailed study of the question to those who are better qualified for it. Ours only to commend all efforts to rid the drug trade of the black sheep within its fold, to further all legislation which concerns the druggist's rights and privileges, and at the same time definitely marks where these end and the possi-

bility of abuse thereof begins. We want to commend, therefore, the motive actuating the druggists of New Hampshire, who, we learn, are anticipating the passage of a bill which is practically a copy of the Massachusetts pharmacy law, and provides for the selling of liquor by registered druggists, who shall be licensed for that purpose, and who shall be liable to severe penalties in case any liquor is sold for illegitimate uses. It also provides, and this is an unique provision, stringent punishment for persons who may purchase liquors from druggists for use as a beverage. We hope the druggists of New Hampshire will secure an act just and satisfactory in all its provisions. This contemplated one may not be all that is desired, but its purpose is plain, and, therefore, to be commended.

Manufacture of Cigar Ribbons an Important Industry.

From the New York Sun.

One New York firm alone turns out yearly an average of more than \$200,000 worth of cigar ribbons and on these employs nearly 500 hands. Until 1868, it is said, cigar ribbons were manufactured here. The use of silk ribbons to tie up cigars originated in Cuba. The Spaniard's patriotism impelled him to choose the national colors of red and yellow, and at the present time these two colors, separate or in combination, are still the favorites. The first ribbons were made in Barcelona and were the rich crimson-scarlet, known as the Figaro, the vivid yellow of the Cabanas and Partigas, and the red and yellow of the Espanola.

The first domestic ribbons made were of cotton, of a pale yellow with a brown stripe running down the center, and these were speedily followed by a ribbon made wholly of silk. In 1868 a cigar manufacturer in this country conceived the idea of having his name printed on the silk ribbon, which had hitherto been plain, and also the shape of the cigar. This was at first done in black, then in colors, and eventually in silver and gold, with embossed work and coats of arms. Then the name was woven into the ribbon instead of being printed. Many of these ribbons are still in use on expensive goods. Woven ribbon is very valuable as a trade-mark, since it is impossible to duplicate it in small quantities.

In 1868 the first ribbon factory was established in this country by a man named Wicke, who established a small factory near the East River. It was operated by two Swiss. The demand for the ribbon increased, and in 1870 the profits were so good that a four-loom factory was started and operated by Swiss weavers especially imported. Only two widths of what is termed "Londres" ribbons were then made. In 1887 there were more ribbons used in proportion to the total number of cigars manufactured in this country than in any other year, and since then the bundling of cigars has steadily decreased in favor of the system of packing twenty-five or fifty in a box without ribbons; but so great has been the increase in the number of cigars made, now over 4,000,000 yearly, that the ribbon business has not decreased, but has steadily held its own.

The raw silk for the ribbons is imported direct from Japan and China. There are ninety-four styles of cigar ribbons made, varying in width from one-eighth of an inch to an inch and a half. United States ribbons are sold in Canada in preference to the English make, although the duty on our goods

is heavier. Some of the machinery is very interesting, especially that used for weaving in the name of the firm in black.

Some years ago the general public was bitten by a cigar ribbon fad and many ribbons were sold by cigar dealers to make lambrequins, sofa cushions, etc. A woman in New Haven made a table mat of 450 separate ribbons and it fetched \$160, while a cushion made by a cigar manufacturing firm as a compliment to an actress, whose name was used as a trade-mark, cost \$250 simply for the needlework and time expended on it.

Saves His Snow.

From the Washington Evening Star.

"I always save my snow," said the keeper of a downtown boarding house, "and have now on hand three barrels full. That will last me until the next snow, when I hope to pack away another supply. For freezing ice cream, puddings, Roman punch, and other things in that line snow is much better than ice, for the reason that it can be packed into the freezer easier. It is also colder than ice, and works much more rapidly than ice, besides doing the same work with half the quantity of salt and with much less trouble. It may be a Yankee trick, for I learned it up in Vermont, but it is a good one, I assure you. I have always a number of empty barrels in the cellar, and I get the men who come in for a free meal to fill them. They are always glad to do the work, and I am glad for the result, for it saves me considerable in my ice bill. When the snow is put in barrels they should be covered up to keep out the air as much as possible. The temperature now is such that there is not much melting. Last winter my ice bill was so small in comparison to what it otherwise would have been that the ice man complained. My boarders did not, however, for, as the snow cost me but little, I could afford ice cream oftener than otherwise."

PATENT MEDICINES

Order your patent medicines from

PECK BROS.



GOVERNOR YATES.

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

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

Regalia Conchas, 4 1/2 inch, \$58.00 M.
Rotbschilds, 4 3/4 inch, 65.00 M.
Napoleons, 5 1/4 inch, 70.00 M.

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

Morrisson, Plummer & Co.

200 TO 206 RANDOLPH ST.,

CHICAGO.

"MASTER" "YUMA"

The best 5 cent cigars ever made. Sold by

BEST & RUSSELL CO., CHICAGO.

Represented in Michigan by J. A. GONZALEZ, Grand Rapids.

Advanced—White Lead, Red Lead.
Declined—Opium, Oil Anise.

[illegible]

Canada Malt Whiskey

Bottled by us from **pure**
Canada Malt Whiskey
for **Medicinal Purposes**
only. In full 16 ounce
bottles.

Price per dozen	=	=	=	\$4.00
Price per case of 2 dozen	=			7.50

Add a case to your next order.

Hazeltine & Perkins Drug Co.

GRAND RAPIDS, MICH.

GROCERY PRICE CURRENT.

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

<div>AXLE GREASE.</div> <div><div>doz. gross</div><div>55 6 00</div><div>Castor Oil.....</div><div>50 5 50</div><div>50 9 00</div><div>Frazer's.....</div><div>IXL Golden, tin boxes 75</div><div>8 00</div><div>Mica.....</div><div>70 8 00</div><div>Paragon.....</div><div>55 6 00</div></div>	<div>CHEESE.</div> <div><div>@ 10 1/4</div><div>Acme.....</div><div>10 1/4 @ 11 1/4</div><div>Amboy.....</div><div>10 1/4</div><div>Gold Medal.....</div><div>10</div><div>Ideal.....</div><div>10 1/4</div><div>Jersey.....</div><div>10 1/4</div><div>Lenawee.....</div><div>11</div><div>Riverside.....</div><div>9 1/4</div><div>Sparta.....</div><div>10 1/2</div><div>Brick.....</div><div>7 1/2</div><div>Edam.....</div><div>19</div><div>Leiden.....</div><div>15</div><div>Limburger.....</div><div>85</div><div>Pineapple.....</div><div>43 @ 18</div><div>Sap Sago.....</div></div>	<div>COUPON BOOKS.</div> <div><div>TRADESMAN</div><div>1</div><div>CREDIT COUPON</div><div>TRADESMAN</div><div>5</div><div>CREDIT COUPON</div></div> <div><div>Tradesman Grade.</div><div>50 books, any denom.....</div><div>1 50</div><div>100 books, any denom.....</div><div>2 50</div><div>500 books, any denom.....</div><div>11 50</div><div>1,000 books, any denom.....</div><div>20 00</div></div> <div><div>Economic Grade.</div><div>50 books, any denom.....</div><div>1 50</div><div>100 books, any denom.....</div><div>2 50</div><div>500 books, any denom.....</div><div>11 50</div><div>1,000 books, any denom.....</div><div>20 00</div></div> <div><div>ONE CENT COUPON</div></div> <div><div>Universal Grade.</div><div>50 books, any denom.....</div><div>1 50</div><div>100 books, any denom.....</div><div>2 50</div><div>500 books, any denom.....</div><div>11 50</div><div>1,000 books, any denom.....</div><div>20 00</div></div> <div><div>Superior Grade.</div><div>50 books, any denom.....</div><div>1 50</div><div>100 books, any denom.....</div><div>2 50</div><div>500 books, any denom.....</div><div>11 50</div><div>1,000 books, any denom.....</div><div>20 00</div></div>	<div>FARINACEOUS GOODS.</div> <div><div>Farina.</div><div>Bulk.....</div><div>3</div><div>Grits.</div><div>Walsh-DeRoo Co.'s.....</div><div>2 25</div><div>Hominy.</div><div>Barrels.....</div><div>3 25</div><div>Flake, 50 lb. drums.....</div><div>1 50</div><div>Lima Beans.</div><div>Dried.....</div><div>3 1/2</div><div>Macaroni and Vermicelli.</div><div>Domestic, 10 lb. box.....</div><div>60</div><div>Imported, 25 lb. box.....</div><div>2 50</div><div>Pearl Barley.</div><div>Common.....</div><div>1 1/2</div><div>Chester.....</div><div>2</div><div>Empire.....</div><div>2 1/2</div><div>Peas.</div><div>Green, bu.....</div><div>80</div><div>Split, per lb.....</div><div>2 1/4</div><div>Rolled Oats.</div><div>Rolled Avena, bbl.....</div><div>3 75</div><div>Monarch, bbl.....</div><div>3 25</div><div>Monarch, 1/2 bbl.....</div><div>1 75</div><div>Private brands, bbl.....</div><div>3 00</div><div>Private brands, 1/2 bbl.....</div><div>1 63</div><div>Quaker, cases.....</div><div>3 20</div><div>Sago.</div><div>German.....</div><div>4</div><div>East India.....</div><div>3 1/2</div><div>Wheat.</div><div>Cracked, bulk.....</div><div>3</div><div>24 2 lb packages.....</div><div>2 40</div></div>	<div>Souders'.</div> <div><div>Oval bottle, with corkscrew.</div><div>Best in the world for the</div><div>money.</div></div> <div><div>Regular Grade Lemon</div><div>doz</div><div>2 oz.....</div><div>75</div><div>4 oz.....</div><div>1 50</div><div>Regular Vanilla.</div><div>doz</div><div>2 oz.....</div><div>1 20</div><div>4 oz.....</div><div>2 40</div><div>XX Grade Lemon.</div><div>doz</div><div>2 oz.....</div><div>1 50</div><div>4 oz.....</div><div>3 00</div><div>XX Grade Vanilla.</div><div>doz</div><div>2 oz.....</div><div>1 75</div><div>4 oz.....</div><div>3 50</div><div>GLUE.</div><div>per doz.</div><div>Jackson Liquid, 1 oz.....</div><div>65</div><div>Jackson Liquid, 2 oz.....</div><div>98</div><div>Jackson Liquid, 3 oz.....</div><div>1 30</div></div>	<div>PICKLES.</div> <div><div>Medium.</div><div>Barrels, 1,200 count.....</div><div>3 40</div><div>Half bbls, 600 count.....</div><div>2 20</div><div>Small.</div><div>Barrels, 2,400 count.....</div><div>4 40</div><div>Half bbls, 1,200 count.....</div><div>2 70</div><div>RICE.</div><div>Domestic.</div><div>Carolina head.....</div><div>6 1/2</div><div>Carolina No. 1.....</div><div>5</div><div>Carolina No. 2.....</div><div>4 1/2</div><div>Broken.....</div><div>3</div><div>Imported.</div><div>Japan, No. 1.....</div><div>5 1/2</div><div>Japan, No. 2.....</div><div>5</div><div>Java, No. 1.....</div><div>4 1/2</div><div>Table.....</div><div>5 1/2</div><div>SALERATUS.</div><div>Packed 60 lbs. in box.</div><div>Church's.....</div><div>3 30</div><div>Deland's.....</div><div>3 15</div><div>Dwight's.....</div><div>3 30</div><div>Taylor's.....</div><div>3 00</div><div>SAL SODA.</div><div>Granulated, bbls.....</div><div>1 10</div><div>Granulated, 100 lb cases.....</div><div>1 50</div><div>Lump, bbls.....</div><div>1</div><div>Lump, 145 lb kegs.....</div><div>1 10</div><div>SALT.</div><div>Diamond Crystal.</div><div>Cases, 24 3 lb boxes.....</div><div>1 60</div><div>Barrels, 100 3 lb bags.....</div><div>2 75</div><div>Barrels, 40 7 lb bags.....</div><div>2 50</div><div>Butter, 56 lb bags.....</div><div>3 00</div><div>Butter, 20 14 lb bags.....</div><div>3 00</div><div>Butter, 280 lb bbls.....</div><div>2 50</div><div>Common Grades.</div><div>100 3 lb sacks.....</div><div>2 60</div><div>60 5 lb sacks.....</div><div>1 85</div><div>28 11 lb sacks.....</div><div>1 70</div><div>Worcester.</div><div>50 4 lb. cartons.....</div><div>3 25</div><div>115 2 1/2 lb. sacks.....</div><div>4 00</div><div>60 5 lb. sacks.....</div><div>3 75</div><div>22 14 lb. sacks.....</div><div>3 50</div><div>30 10 lb. sacks.....</div><div>3 50</div><div>28 lb. linen sacks.....</div><div>32</div><div>56 lb. linen sacks.....</div><div>30</div><div>Bulk in barrels.....</div><div>2 50</div><div>Warsaw.</div><div>56-lb dairy in drill bags.....</div><div>30</div><div>28-lb dairy in drill bags.....</div><div>15</div><div>Ashton.</div><div>56-lb dairy in linen sacks.....</div><div>60</div><div>Higgins.</div><div>56-lb dairy in linen sacks.....</div><div>60</div><div>Solar Rock.</div><div>56-lb sacks.....</div><div>21</div><div>Common Fine.</div><div>Saginaw.....</div><div>60</div><div>Manistee.....</div><div>60</div><div>SEEDS.</div><div>Anise.....</div><div>18</div><div>Canary, Smyrna.....</div><div>4</div><div>Caraway.....</div><div>10</div><div>Cardamon, Malabar.....</div><div>80</div><div>Hemp, Russian.....</div><div>4</div><div>Mixed Bird.....</div><div>4 1/2</div><div>Mustard, white.....</div><div>6 1/2</div><div>Poppy.....</div><div>8</div><div>Rape.....</div><div>5</div><div>Cattle Bone.....</div><div>20</div><div>SNUFF.</div><div>Scotch, in bladders.....</div><div>37</div><div>Macaboy, in jars.....</div><div>35</div><div>French Rappee, in jars.....</div><div>43</div><div>SPICES.</div><div>Whole Sifted.</div><div>Allspice.....</div><div>9</div><div>Cassia, China in mats.....</div><div>10</div><div>Cassia, Batavia in bund.....</div><div>20</div><div>Cassia, Saigon in rolls.....</div><div>32</div><div>Cloves, Amboyina.....</div><div>15</div><div>Cloves, Zanzibar.....</div><div>9</div><div>Mace, Batavia.....</div><div>60</div><div>Nutmegs, fancy.....</div><div>60</div><div>Nutmegs, No. 1.....</div><div>10</div><div>Nutmegs, No. 2.....</div><div>10</div><div>Pepper, Singapore, black.....</div><div>45</div><div>Pepper, Singapore, white.....</div><div>12</div><div>Pepper, shot.....</div><div>10</div><div>Pure Ground in Bulk.</div><div>Allspice.....</div><div>12</div><div>Cassia, Batavia.....</div><div>22</div><div>Cassia, Saigon.....</div><div>20</div><div>Cloves, Amboyina.....</div><div>20</div><div>Cloves, Zanzibar.....</div><div>15</div><div>Ginger, African.....</div><div>15</div><div>Ginger, Cochin.....</div><div>20</div><div>Ginger, Jamaica.....</div><div>22</div><div>Mace, Batavia.....</div><div>70</div><div>Mustard, Eng. and Trieste.....</div><div>20</div><div>Mustard, Trieste.....</div><div>25</div><div>Nutmegs.....</div><div>40 @ 2</div><div>Pepper, Sing., black.....</div><div>10 @ 18</div><div>Pepper, Sing., white.....</div><div>15 @ 18</div><div>Pepper, Cayenne.....</div><div>17 @ 20</div><div>Sage.....</div><div>18</div></div>
<div>BAKING POWDER.</div> <div><div>Absolute.</div><div>1/4 lb cans doz.....</div><div>45</div><div>1/2 lb cans doz.....</div><div>55</div><div>1 lb cans doz.....</div><div>1 50</div><div>Acme.</div><div>1/4 lb cans 3 doz.....</div><div>45</div><div>1/2 lb cans 3 doz.....</div><div>75</div><div>1 lb cans 1 doz.....</div><div>1 00</div><div>Bulk.....</div><div>10</div><div>El Purity.</div><div>1/4 lb cans per doz.....</div><div>75</div><div>1/2 lb cans per doz.....</div><div>1 20</div><div>1 lb cans per doz.....</div><div>2 00</div><div>Home.</div><div>1/4 lb cans 4 doz case.....</div><div>35</div><div>1/2 lb cans 4 doz case.....</div><div>55</div><div>1 lb cans 2 doz case.....</div><div>90</div><div>JAXON.</div><div>1/4 lb cans, 4 doz case.....</div><div>45</div><div>1/2 lb cans, 4 doz case.....</div><div>85</div><div>1 lb cans, 2 doz case.....</div><div>1 60</div><div>Our Leader.</div><div>1/4 lb cans.....</div><div>45</div><div>1 lb cans.....</div><div>1 50</div><div>Peerless.</div><div>1 lb. cans.....</div><div>85</div><div>BASKETS.</div><div><div>BALLOU BASKET</div><div>BUILDING MICH</div></div><div>Standard Bushel.....</div><div>Per doz.</div><div>1 25</div><div>Extra Bushel.....</div><div>1 75</div><div>Market.....</div><div>30</div><div>1/4 bushel, bamboo del'ry. 3 50</div><div>1/2 bushel, bamboo del'ry. 4 00</div><div>1 bushel, bamboo del'ry. 5 00</div><div>Iron strapped, 50c extra.</div><div>Diamond Cloth, 30x16.....</div><div>2 50</div><div>Braided Splint, 30x16.....</div><div>4 00</div><div>BATH BRICK.</div><div>American.....</div><div>70</div><div>English.....</div><div>80</div><div>BLUING.</div><div>CONDENSED PEARL BLUING</div><div>1 doz. Counter Boxes.....</div><div>40</div><div>12 doz. Cases, per gro.....</div><div>4 50</div><div>BROOMS.</div><div>No. 1 Carpet.....</div><div>1 90</div><div>No. 2 Carpet.....</div><div>1 75</div><div>No. 3 Carpet.....</div><div>1 50</div><div>No. 4 Carpet.....</div><div>1 15</div><div>Parlor Gem.....</div><div>2 00</div><div>Common Whisk.....</div><div>70</div><div>Fancy Whisk.....</div><div>80</div><div>Warehouse.....</div><div>2 25</div><div>CAKE FROSTING.</div><div>Nacretoln, per doz.....</div><div>2 40</div><div>Two doz. in case assorted flavors—lemon, vanilla and rose.</div><div>CANDLES.</div><div>8s.....</div><div>7</div><div>16s.....</div><div>8</div><div>Paraffine.....</div><div>8</div><div>CANNED GOODS.</div><div>Manitowoc Peas.</div><div>Lakeside Marrowfat.....</div><div>1 00</div><div>Lakeside E. J.....</div><div>1 30</div><div>Lakeside, Cham. of Eng.....</div><div>1 40</div><div>Lakeside, Gem, Ex. Sifted. 1 65</div><div>CHOCOLATE.</div><div>Walter Baker & Co.'s.</div><div>German Sweet.....</div><div>22</div><div>Premium.....</div><div>31</div><div>Breakfast Cocoa.....</div><div>42</div><div>CLOTHES LINES.</div><div>Cotton, 40 ft. per doz.....</div><div>1 00</div><div>Cotton, 50 ft. per doz.....</div><div>1 20</div><div>Cotton, 60 ft. per doz.....</div><div>1 40</div><div>Cotton, 70 ft. per doz.....</div><div>1 60</div><div>Cotton, 80 ft. per doz.....</div><div>1 80</div><div>Jute, 60 ft. per doz.....</div><div>80</div><div>Jute, 72 ft. per doz.....</div><div>95</div></div>	<div>Cheicory.</div> <div>Bulk.....</div> <div>5</div> <div>Red.....</div> <div>7</div> <div>CATSUP.</div> <div>Columbia, pints.....</div> <div>4 25</div> <div>Columbia, 1/2 pints.....</div> <div>2 50</div> <div>CLOTHES PINS.</div> <div>5 gross boxes.....</div> <div>45</div> <div>COCOA SHELLS.</div> <div>20 lb bags.....</div> <div>2 1/2</div> <div>Less quantity.....</div> <div>3</div> <div>Pound packages.....</div> <div>4</div> <div>CREAM TARTAR.</div> <div>Strictly Pure, wooden boxes. 35</div> <div>Strictly Pure, tin boxes.....</div> <div>37</div> <div>COFFEE.</div> <div>Green.</div> <div>Rio.</div> <div>Fair.....</div> <div>17</div> <div>Good.....</div> <div>18</div> <div>Prime.....</div> <div>19</div> <div>Golden.....</div> <div>20</div> <div>Peaberry.....</div> <div>22</div> <div>Santos.</div> <div>Fair.....</div> <div>19</div> <div>Good.....</div> <div>20</div> <div>Prime.....</div> <div>22</div> <div>Peaberry.....</div> <div>23</div> <div>Mexican and Guatemala.</div> <div>Fair.....</div> <div>21</div> <div>Good.....</div> <div>22</div> <div>Prime.....</div> <div>23</div> <div>Fancy.....</div> <div>24</div> <div>Maracaibo.</div> <div>Prime.....</div> <div>23</div> <div>Milled.....</div> <div>24</div> <div>Java.</div> <div>Interior.....</div> <div>25</div> <div>Private Growth.....</div> <div>27</div> <div>Mandehling.....</div> <div>28</div> <div>Mocha.</div> <div>Imitation.....</div> <div>25</div> <div>Arabian.....</div> <div>28</div> <div>Roasted.</div> <div>Clark-Jewell-Wells Co.'s Brands</div> <div>Fifth Avenue.....</div> <div>30</div> <div>Jewell's Arabian Mocha.....</div> <div>30</div> <div>Wells' Mocha and Java.....</div> <div>26</div> <div>Wells' Perfection Java.....</div> <div>26</div> <div>Saneabo.....</div> <div>23 1/2</div> <div>Valley City Maracaibo.....</div> <div>20 1/2</div> <div>Ideal Blend.....</div> <div>17</div> <div>Leader Blend.....</div> <div>15</div> <div>Worden Grocer Co.'s Brands</div> <div>Quaker Mandehling Java.....</div> <div>31</div> <div>Quaker Mocha and Java.....</div> <div>32</div> <div>Toko Mocha and Java.....</div> <div>23</div> <div>Quaker Golden Santos.....</div> <div>23</div> <div>State House Blend.....</div> <div>22</div> <div>Package.</div> <div>Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases.</div> <div>Arbuckle.....</div> <div>15 00</div> <div>Jersey.....</div> <div>14 50</div> <div>McLaughlin's XXXX.....</div> <div>14 50</div> <div>Extract.</div> <div>Valley City 1/4 gross.....</div> <div>75</div> <div>Felix 1/4 gross.....</div> <div>1 15</div> <div>Hummel's foil 1/4 gross.....</div> <div>85</div> <div>Hummel's tin 1/4 gross.....</div> <div>1 43</div> <div>Kneipp Malt Coffee.</div> <div>1 lb. packages, 50 lb. cases 9</div> <div>1 lb. packages, 100 lb. cases 9</div> <div>CONDENSED MILK.</div> <div>4 doz in case.</div> <div>Gail Borden Eagle.....</div> <div>6 75</div> <div>Crown.....</div> <div>6 25</div> <div>Daisy.....</div> <div>5 75</div> <div>Champion.....</div> <div>4 50</div> <div>Magnolia.....</div> <div>4 25</div> <div>Challenge.....</div> <div>3 50</div> <div>Dime.....</div> <div>3 35</div>	<div>Coupon Pass Books.</div> <div>Can be made to represent any denomination from \$10 down.</div> <div>20 books.....</div> <div>1 00</div> <div>50 books.....</div> <div>2 00</div> <div>100 books.....</div> <div>3 00</div> <div>250 books.....</div> <div>6 25</div> <div>500 books.....</div> <div>10 00</div> <div>1000 books.....</div> <div>17 50</div> <div>Credit Checks.</div> <div>500, any one denom'n.....</div> <div>3 00</div> <div>1000, any one denom'n.....</div> <div>5 00</div> <div>2000, any one denom'n.....</div> <div>8 00</div> <div>Steel punch.....</div> <div>75</div> <div>DRIED FRUITS—DOMESTIC</div> <div>Apples.</div> <div>Sundried.....</div> <div>@ 3</div> <div>Evaporated 50 lb boxes.....</div> <div>@ 4</div> <div>California Fruits.</div> <div>Apricots.....</div> <div>11 1/2 @</div> <div>Blackberries.....</div> <div>6 @</div> <div>Nectarines.....</div> <div>7 1/2 @ 9</div> <div>Peaches.....</div> <div>@</div> <div>Pears.....</div> <div>@</div> <div>Pitted Cherries.....</div> <div>@</div> <div>Prunnelles.....</div> <div>@</div> <div>Raspberries.....</div> <div>@</div> <div>California Prunes.</div> <div>100-120 25 lb boxes.....</div> <div>@ 4 1/2</div> <div>90-100 25 lb boxes.....</div> <div>@ 4 1/2</div> <div>80-90 25 lb boxes.....</div> <div>@ 5 1/2</div> <div>70-80 25 lb boxes.....</div> <div>@ 6</div> <div>60-70 25 lb boxes.....</div> <div>@ 6 1/2</div> <div>50-60 25 lb boxes.....</div> <div>@ 7 1/2</div> <div>40-50 25 lb boxes.....</div> <div>@ 7 1/2</div> <div>30-40 25 lb boxes.....</div> <div>@</div> <div>1/4 cent less in bags</div> <div>Raisins.</div> <div>London Layers 3 Crown.....</div> <div>1 60</div> <div>London Layers 5 Crown.....</div> <div>2 50</div> <div>Dehesias.....</div> <div>3 50</div> <div>Loose Muscatels 2 Crown.....</div> <div>5 1/2</div> <div>Loose Muscatels 3 Crown.....</div> <div>6 1/2</div> <div>Loose Muscatels 4 Crown.....</div> <div>7 1/2</div> <div>FOREIGN.</div> <div>Currants.</div> <div>Patras bbls.....</div> <div>@ 4 1/2</div> <div>Vostizkas 50 lb cases.....</div> <div>@ 1 1/2</div> <div>Cleaned, bulk.....</div> <div>@ 5 1/2</div> <div>Cleaned, packages.....</div> <div>@ 6</div> <div>Peel.</div> <div>Citron American 10 lb bx @14</div> <div>Lemon American 10 lb bx @12</div> <div>Orange American 10 lb bx @12</div> <div>Raisins.</div> <div>Ondura 25 lb boxes.....</div> <div>@ 7 1/2</div> <div>Sultana 1 Crown.....</div> <div>@ 9</div> <div>Sultana 2 Crown.....</div> <div>@ 9 1/2</div> <div>Sultana 3 Crown.....</div> <div>@ 9 1/2</div> <div>Sultana 4 Crown.....</div> <div>@ 9 1/2</div> <div>Sultana 5 Crown.....</div> <div>@ 10 1/2</div>	<div>FARINACEOUS GOODS.</div> <div><div>Farina.</div><div>Bulk.....</div><div>3</div><div>Grits.</div><div>Walsh-DeRoo Co.'s.....</div><div>2 25</div><div>Hominy.</div><div>Barrels.....</div><div>3 25</div><div>Flake, 50 lb. drums.....</div><div>1 50</div><div>Lima Beans.</div><div>Dried.....</div><div>3 1/2</div><div>Macaroni and Vermicelli.</div><div>Domestic, 10 lb. box.....</div><div>60</div><div>Imported, 25 lb. box.....</div><div>2 50</div><div>Pearl Barley.</div><div>Common.....</div><div>1 1/2</div><div>Chester.....</div><div>2</div><div>Empire.....</div><div>2 1/2</div><div>Peas.</div><div>Green, bu.....</div><div>80</div><div>Split, per lb.....</div><div>2 1/4</div><div>Rolled Oats.</div><div>Rolled Avena, bbl.....</div><div>3 75</div><div>Monarch, bbl.....</div><div>3 25</div><div>Monarch, 1/2 bbl.....</div><div>1 75</div><div>Private brands, bbl.....</div><div>3 00</div><div>Private brands, 1/2 bbl.....</div><div>1 63</div><div>Quaker, cases.....</div><div>3 20</div><div>Sago.</div><div>German.....</div><div>4</div><div>East India.....</div><div>3 1/2</div><div>Wheat.</div><div>Cracked, bulk.....</div><div>3</div><div>24 2 lb packages.....</div><div>2 40</div></div>	<div>Souders'.</div> <div><div>Oval bottle, with corkscrew.</div><div>Best in the world for the</div><div>money.</div></div> <div><div>Regular Grade Lemon</div><div>doz</div><div>2 oz.....</div><div>75</div><div>4 oz.....</div><div>1 50</div><div>Regular Vanilla.</div><div>doz</div><div>2 oz.....</div><div>1 20</div><div>4 oz.....</div><div>2 40</div><div>XX Grade Lemon.</div><div>doz</div><div>2 oz.....</div><div>1 50</div><div>4 oz.....</div><div>3 00</div><div>XX Grade Vanilla.</div><div>doz</div><div>2 oz.....</div><div>1 75</div><div>4 oz.....</div><div>3 50</div><div>GLUE.</div><div>per doz.</div><div>Jackson Liquid, 1 oz.....</div><div>65</div><div>Jackson Liquid, 2 oz.....</div><div>98</div><div>Jackson Liquid, 3 oz.....</div><div>1 30</div></div>	<div>PICKLES.</div> <div><div>Medium.</div><div>Barrels, 1,200 count.....</div><div>3 40</div><div>Half bbls, 600 count.....</div><div>2 20</div><div>Small.</div><div>Barrels, 2,400 count.....</div><div>4 40</div><div>Half bbls, 1,200 count.....</div><div>2 70</div><div>RICE.</div><div>Domestic.</div><div>Carolina head.....</div><div>6 1/2</div><div>Carolina No. 1.....</div><div>5</div><div>Carolina No. 2.....</div><div>4 1/2</div><div>Broken.....</div><div>3</div><div>Imported.</div><div>Japan, No. 1.....</div><div>5 1/2</div><div>Japan, No. 2.....</div><div>5</div><div>Java, No. 1.....</div><div>4 1/2</div><div>Table.....</div><div>5 1/2</div><div>SALERATUS.</div><div>Packed 60 lbs. in box.</div><div>Church's.....</div><div>3 30</div><div>Deland's.....</div><div>3 15</div><div>Dwight's.....</div><div>3 30</div><div>Taylor's.....</div><div>3 00</div><div>SAL SODA.</div><div>Granulated, bbls.....</div><div>1 10</div><div>Granulated, 100 lb cases.....</div><div>1 50</div><div>Lump, bbls.....</div><div>1</div><div>Lump, 145 lb kegs.....</div><div>1 10</div><div>SALT.</div><div>Diamond Crystal.</div><div>Cases, 24 3 lb boxes.....</div><div>1 60</div><div>Barrels, 100 3 lb bags.....</div><div>2 75</div><div>Barrels, 40 7 lb bags.....</div><div>2 50</div><div>Butter, 56 lb bags.....</div><div>3 00</div><div>Butter, 20 14 lb bags.....</div><div>3 00</div><div>Butter, 280 lb bbls.....</div><div>2 50</div><div>Common Grades.</div><div>100 3 lb sacks.....</div><div>2 60</div><div>60 5 lb sacks.....</div><div>1 85</div><div>28 11 lb sacks.....</div><div>1 70</div><div>Worcester.</div><div>50 4 lb. cartons.....</div><div>3 25</div><div>115 2 1/2 lb. sacks.....</div><div>4 00</div><div>60 5 lb. sacks.....</div><div>3 75</div><div>22 14 lb. sacks.....</div><div>3 50</div><div>30 10 lb. sacks.....</div><div>3 50</div><div>28 lb. linen sacks.....</div><div>32</div><div>56 lb. linen sacks.....</div><div>30</div><div>Bulk in barrels.....</div><div>2 50</div><div>Warsaw.</div><div>56-lb dairy in drill bags.....</div><div>30</div><div>28-lb dairy in drill bags.....</div><div>15</div><div>Ashton.</div><div>56-lb dairy in linen sacks.....</div><div>60</div><div>Higgins.</div><div>56-lb dairy in linen sacks.....</div><div>60</div><div>Solar Rock.</div><div>56-lb sacks.....</div><div>21</div><div>Common Fine.</div><div>Saginaw.....</div><div>60</div><div>Manistee.....</div><div>60</div><div>SEEDS.</div><div>Anise.....</div><div>18</div><div>Canary, Smyrna.....</div><div>4</div><div>Caraway.....</div><div>10</div><div>Cardamon, Malabar.....</div><div>80</div><div>Hemp, Russian.....</div><div>4</div><div>Mixed Bird.....</div><div>4 1/2</div><div>Mustard, white.....</div><div>6 1/2</div><div>Poppy.....</div><div>8</div><div>Rape.....</div><div>5</div><div>Cattle Bone.....</div><div>20</div><div>SNUFF.</div><div>Scotch, in bladders.....</div><div>37</div><div>Macaboy, in jars.....</div><div>35</div><div>French Rappee, in jars.....</div><div>43</div><div>SPICES.</div><div>Whole Sifted.</div><div>Allspice.....</div><div>9</div><div>Cassia, China in mats.....</div><div>10</div><div>Cassia, Batavia in bund.....</div><div>20</div><div>Cassia, Saigon in rolls.....</div><div>32</div><div>Cloves, Amboyina.....</div><div>15</div><div>Cloves, Zanzibar.....</div><div>9</div><div>Mace, Batavia.....</div><div>60</div><div>Nutmegs, fancy.....</div><div>60</div><div>Nutmegs, No. 1.....</div><div>10</div><div>Nutmegs, No. 2.....</div><div>10</div><div>Pepper, Singapore, black.....</div><div>45</div><div>Pepper, Singapore, white.....</div><div>12</div><div>Pepper, shot.....</div><div>10</div><div>Pure Ground in Bulk.</div><div>Allspice.....</div><div>12</div><div>Cassia, Batavia.....</div><div>22</div><div>Cassia, Saigon.....</div><div>20</div><div>Cloves, Amboyina.....</div><div>20</div><div>Cloves, Zanzibar.....</div><div>15</div><div>Ginger, African.....</div><div>15</div><div>Ginger, Cochin.....</div><div>20</div><div>Ginger, Jamaica.....</div><div>22</div><div>Mace, Batavia.....</div><div>70</div><div>Mustard, Eng. and Trieste.....</div><div>20</div><div>Mustard, Trieste.....</div><div>25</div><div>Nutmegs.....</div><div>40 @ 2</div><div>Pepper, Sing., black.....</div><div>10 @ 18</div><div>Pepper, Sing., white.....</div><div>15 @ 18</div><div>Pepper, Cayenne.....</div><div>17 @ 20</div><div>Sage.....</div><div>18</div></div>
<div>BAKING POWDER.</div> <div><div>Absolute.</div><div>1/4 lb cans doz.....</div><div>45</div><div>1/2 lb cans doz.....</div><div>55</div><div>1 lb cans doz.....</div><div>1 50</div><div>Acme.</div><div>1/4 lb cans 3 doz.....</div><div>45</div><div>1/2 lb cans 3 doz.....</div><div>75</div><div>1 lb cans 1 doz.....</div><div>1 00</div><div>Bulk.....</div><div>10</div><div>El Purity.</div><div>1/4 lb cans per doz.....</div><div>75</div><div>1/2 lb cans per doz.....</div><div>1 20</div><div>1 lb cans per doz.....</div><div>2 00</div><div>Home.</div><div>1/4 lb cans 4 doz case.....</div><div>35</div><div>1/2 lb cans 4 doz case.....</div><div>55</div><div>1 lb cans 2 doz case.....</div><div>90</div><div>JAXON.</div><div>1/4 lb cans, 4 doz case.....</div><div>45</div><div>1/2 lb cans, 4 doz case.....</div><div>85</div><div>1 lb cans, 2 doz case.....</div><div>1 60</div><div>Our Leader.</div><div>1/4 lb cans.....</div><div>45</div><div>1 lb cans.....</div><div>1 50</div><div>Peerless.</div><div>1 lb. cans.....</div><div>85</div><div>BASKETS.</div><div><div>BALLOU BASKET</div><div>BUILDING MICH</div></div><div>Standard Bushel.....</div><div>Per doz.</div><div>1 25</div><div>Extra Bushel.....</div><div>1 75</div><div>Market.....</div><div>30</div><div>1/4 bushel, bamboo del'ry. 3 50</div><div>1/2 bushel, bamboo del'ry. 4 00</div><div>1 bushel, bamboo del'ry. 5 00</div><div>Iron strapped, 50c extra.</div><div>Diamond Cloth, 30x16.....</div><div>2 50</div><div>Braided Splint, 30x16.....</div><div>4 00</div><div>BATH BRICK.</div><div>American.....</div><div>70</div><div>English.....</div><div>80</div><div>BLUING.</div><div>CONDENSED PEARL BLUING</div><div>1 doz. Counter Boxes.....</div><div>40</div><div>12 doz. Cases, per gro.....</div><div>4 50</div><div>BROOMS.</div><div>No. 1 Carpet.....</div><div>1 90</div><div>No. 2 Carpet.....</div><div>1 75</div><div>No. 3 Carpet.....</div><div>1 50</div><div>No. 4 Carpet.....</div><div>1 15</div><div>Parlor Gem.....</div><div>2 00</div><div>Common Whisk.....</div><div>70</div><div>Fancy Whisk.....</div><div>80</div><div>Warehouse.....</div><div>2 25</div><div>CAKE FROSTING.</div><div>Nacretoln, per doz.....</div><div>2 40</div><div>Two doz. in case assorted flavors—lemon, vanilla and rose.</div><div>CANDLES.</div><div>8s.....</div><div>7</div><div>16s.....</div><div>8</div><div>Paraffine.....</div><div>8</div><div>CANNED GOODS.</div><div>Manitowoc Peas.</div><div>Lakeside Marrowfat.....</div><div>1 00</div><div>Lakeside E. J.....</div><div>1 30</div><div>Lakeside, Cham. of Eng.....</div><div>1 40</div><div>Lakeside, Gem, Ex. Sifted. 1 65</div><div>CHOCOLATE.</div><div>Walter Baker & Co.'s.</div><div>German Sweet.....</div><div>22</div><div>Premium.....</div><div>31</div><div>Breakfast Cocoa.....</div><div>42</div><div>CLOTHES LINES.</div><div>Cotton, 40 ft. per doz.....</div><div>1 00</div><div>Cotton, 50 ft. per doz.....</div><div>1 20</div><div>Cotton, 60 ft. per doz.....</div><div>1 40</div><div>Cotton, 70 ft. per doz.....</div><div>1 60</div><div>Cotton, 80 ft. per doz.....</div><div>1 80</div><div>Jute, 60 ft. per doz.....</div><div>80</div><div>Jute, 72 ft. per doz.....</div><div>95</div></div>	<div>Cheicory.</div> <div>Bulk.....</div> <div>5</div> <div>Red.....</div> <div>7</div> <div>CATSUP.</div> <div>Columbia, pints.....</div> <div>4 25</div> <div>Columbia, 1/2 pints.....</div> <div>2 50</div> <div>CLOTHES PINS.</div> <div>5 gross boxes.....</div> <div>45</div> <div>COCOA SHELLS.</div> <div>20 lb bags.....</div> <div>2 1/2</div> <div>Less quantity.....</div> <div>3</div> <div>Pound packages.....</div> <div>4</div> <div>CREAM TARTAR.</div> <div>Strictly Pure, wooden boxes. 35</div> <div>Strictly Pure, tin boxes.....</div> <div>37</div> <div>COFFEE.</div> <div>Green.</div> <div>Rio.</div> <div>Fair.....</div> <div>17</div> <div>Good.....</div> <div>18</div> <div>Prime.....</div> <div>19</div> <div>Golden.....</div> <div>20</div> <div>Peaberry.....</div> <div>22</div> <div>Santos.</div> <div>Fair.....</div> <div>19</div> <div>Good.....</div> <div>20</div> <div>Prime.....</div> <div>22</div> <div>Peaberry.....</div> <div>23</div> <div>Mexican and Guatemala.</div> <div>Fair.....</div> <div>21</div> <div>Good.....</div> <div>22</div> <div>Prime.....</div> <div>23</div> <div>Fancy.....</div> <div>24</div> <div>Maracaibo.</div> <div>Prime.....</div> <div>23</div> <div>Milled.....</div> <div>24</div> <div>Java.</div> <div>Interior.....</div> <div>25</div> <div>Private Growth.....</div> <div>27</div> <div>Mandehling.....</div> <div>28</div> <div>Mocha.</div> <div>Imitation.....</div> <div>25</div> <div>Arabian.....</div> <div>28</div> <div>Roasted.</div> <div>Clark-Jewell-Wells Co.'s Brands</div> <div>Fifth Avenue.....</div> <div>30</div> <div>Jewell's Arabian Mocha.....</div> <div>30</div> <div>Wells' Mocha and Java.....</div> <div>26</div> <div>Wells' Perfection Java.....</div> <div>26</div> <div>Saneabo.....</div> <div>23 1/2</div> <div>Valley City Maracaibo.....</div> <div>20 1/2</div> <div>Ideal Blend.....</div> <div>17</div> <div>Leader Blend.....</div> <div>15</div> <div>Worden Grocer Co.'s Brands</div> <div>Quaker Mandehling Java.....</div> <div>31</div> <div>Quaker Mocha and Java.....</div> <div>32</div> <div>Toko Mocha and Java.....</div> <div>23</div> <div>Quaker Golden Santos.....</div> <div>23</div> <div>State House Blend.....</div> <div>22</div> <div>Package.</div> <div>Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases.</div> <div>Arbuckle.....</div> <div>15 00</div> <div>Jersey.....</div> <div>14 50</div> <div>McLaughlin's XXXX.....</div> <div>14 50</div> <div>Extract.</div> <div>Valley City 1/4 gross.....</div> <div>75</div> <div>Felix 1/4 gross.....</div> <div>1 15</div> <div>Hummel's foil 1/4 gross.....</</div>				

SOAP.

Laundry.

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

JAXON

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

JAS. S. KIRK & CO.'S BRANDS.

American Family, wrp'd.	3 33
American Family, unwrp'd.	3 27
Dome.	3 33
Cabinet.	2 25
Savon.	2 51
Dusky Diamond, 55 oz.	2 10
Dusky Diamond, 58 oz.	3 00
Blue India.	3 00
Kirkline.	3 75
Eos.	3 65

Lautz Bros. & Co.'s Brands.

Acme.	2 85
Cotton Oil.	5 75
Marselles.	4 00
Master.	3 70

Henry Passolt's Brand.

Single box.	2 85
5 box lots, delivered.	2 80
10 box lots, delivered.	2 75
25 box lots, delivered.	2 65

Thompson & Chute's Brand.

Single box.	2 85
5 box lots, delivered.	2 80
10 box lots, delivered.	2 75
25 box lots, delivered.	2 65

Wolverine Soap Co.'s Brands.

Single box.	2 85
5 box lots, delivered.	2 80
10 box lots, delivered.	2 75
25 box lots, delivered.	2 65

Wolverine Soap Co.'s Brands.

Single box.	2 85
5 box lots, delivered.	2 80
10 box lots, delivered.	2 75
25 box lots, delivered.	2 65

Wolverine Soap Co.'s Brands.

Single box.	2 85
5 box lots, delivered.	2 80
10 box lots, delivered.	2 75
25 box lots, delivered.	2 65

Wolverine Soap Co.'s Brands.

Single box.	2 85
5 box lots, delivered.	2 80
10 box lots, delivered.	2 75
25 box lots, delivered.	2 65

Wolverine Soap Co.'s Brands.

Single box.	2 85
5 box lots, delivered.	2 80
10 box lots, delivered.	2 75
25 box lots, delivered.	2 65

Wolverine Soap Co.'s Brands.

Single box.	2 85
5 box lots, delivered.	2 80
10 box lots, delivered.	2 75
25 box lots, delivered.	2 65

Wolverine Soap Co.'s Brands.

Single box.	2 85
5 box lots, delivered.	2 80
10 box lots, delivered.	2 75
25 box lots, delivered.	2 65

Wolverine Soap Co.'s Brands.

Single box.	2 85
5 box lots, delivered.	2 80
10 box lots, delivered.	2 75
25 box lots, delivered.	2 65

Wolverine Soap Co.'s Brands.

Single box.	2 85
5 box lots, delivered.	2 80
10 box lots, delivered.	2 75
25 box lots, delivered.	2 65

Wolverine Soap Co.'s Brands.

Single box.	2 85
5 box lots, delivered.	2 80
10 box lots, delivered.	2 75
25 box lots, delivered.	2 65

Wolverine Soap Co.'s Brands.

Single box.	2 85
5 box lots, delivered.	2 80
10 box lots, delivered.	2 75
25 box lots, delivered.	2 65

Wolverine Soap Co.'s Brands.

Single box.	2 85
5 box lots, delivered.	2 80
10 box lots, delivered.	2 75
25 box lots, delivered.	2 65

Wolverine Soap Co.'s Brands.

Single box.	2 85
5 box lots, delivered.	2 80
10 box lots, delivered.	2 75
25 box lots, delivered.	2 65

Wolverine Soap Co.'s Brands.

Single box.	2 85
5 box lots, delivered.	2 80
10 box lots, delivered.	2 75
25 box lots, delivered.	2 65

Wolverine Soap Co.'s Brands.

Single box.	2 85
5 box lots, delivered.	2 80
10 box lots, delivered.	2 75
25 box lots, delivered.	2 65

Wolverine Soap Co.'s Brands.

Single box.	2 85
5 box lots, delivered.	2 80
10 box lots, delivered.	2 75
25 box lots, delivered.	2 65

Wolverine Soap Co.'s Brands.

Single box.	2 85
5 box lots, delivered.	2 80
10 box lots, delivered.	2 75
25 box lots, delivered.	2 65

STOVE POLISH.



No. 4, 3 doz in case. 4 50

No. 6, 3 doz in case. 7 20

SUGAR.

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

Cut Leaf.	5 00
Domino.	4 88
Cubes.	4 63
Powdered.	4 63
XXXX Powdered.	4 75
Mould A.	4 63
Granulated in bbls.	4 38
Granulated in bags.	4 38
Fine Granulated.	4 38
Extra Fine Granulated.	4 50
Extra Coarse Granulated.	4 40
Diamond Confection.	4 38
Confection Standard A.	4 25
No. 1.	4 13
No. 2.	4 13
No. 3.	4 13
No. 4.	4 13
No. 5.	4 00
No. 6.	3 94
No. 7.	3 88
No. 8.	3 81
No. 9.	3 69
No. 10.	3 61
No. 11.	3 56
No. 12.	3 56
No. 13.	3 44
No. 14.	3 38
No. 15.	3 31
No. 16.	3 06

TABLE SAUCES.

Lea & Perrin's, large.	4 75
Lea & Perrin's, small.	2 75
Halford, large.	3 75
Halford, small.	2 25
Salad Dressing, large.	4 55
Salad Dressing, small.	2 65

TOBACCO.

Cigars.

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

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

S. C. W. 35 00

H. & P. Drug Co.'s brand.

Quintette 35 00

Clark-Jewell-Wells Co.'s brand.

New Brick 35 00

VINEGAR.

Leroux Cider 10

Robinson's Cider, 40 grain 10

Robinson's Cider, 50 grain 12

WICKING.

No. 0, per gross. 25

No. 1, per gross. 30

No. 2, per gross. 40

No. 3, per gross. 75

FISH AND OYSTERS

Fresh Fish.

Whitefish.	@ 8
Trout.	@ 7
Black Bass.	@ 10
Halibut.	@ 12 1/2
Ciscoes or Herring.	@ 4
Bluefish.	@ 10
Live Lobster.	@ 18
Boiled Lobster.	@ 20
Cod.	@ 10
Haddock.	@ 8
No. 1 Pickerel.	@ 8
Pike.	@ 7
Smoked White.	@ 8
Red Snapper.	@ 13
Cool River Salmon.	@ 13
Mackerel.	@ 20

OYSTERS IN CANS.

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

OYSTERS IN BULK.

Counts.	2 00
Extra Selects.	1 60
Selects.	1 40
Mediums.	1 10
Baltimore Standards.	95
Clams.	1 25
Shrimps.	@ 1 25

SHELL GOODS.

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

CANDIES.

Stick Candy.

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

Mixed Candy.

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

Fancy-In Bulk.

Lozenges, plain.	@ 8 1/2
Lozenges, printed.	@ 8 1/2
Choc. Drops.	@ 11
Choc. Monumentals.	@ 12 1/2
Gum Drops.	@ 5
Moss Drops.	@ 7 1/2
Sour Drops.	@ 8
Imperial.	@ 8 1/2

Fancy-In 5 lb. Boxes.

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

Caramels.

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

Fresh Meats.

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

Pork.

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

Mutton.

Carcass.	6 @ 7
Spring Lambs.	7 @ 8

Veal.

Carcass.	6 @ 8
----------	-------

Crackers.

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

Butter.	
Seymour XXX, 3 lb. carton.	
Family XXX.	
Family XXX, 3 lb. carton.	
Salted XXX.	
Salted XXX, 3 lb. carton.	

Soda.

Soda XXX.	
Soda XXX, 3 lb. carton.	
Soda, City.	
Zephyrette.	
Long Island Wafers.	
L. I. Wafers, 1 lb. carton.	

Oyster.

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

SWEET GOODS-Boxes.

Animals.	
Bent's Cold Water.	
Belle Rose.	
Cocoanut Taffy.	
Coffee Cakes.	
Frosted Honey.	
Graham Crackers.	
Ginger Snaps, XXX round.	
Ginger Snaps, XXX city.	
Gin. Snaps, XXX home made.	
Gin. Snaps, XXX scalloped.	
Ginger Vanilla.	
Imperial.	
Jumbos, Honey.	
Molasses Cakes.	
Marshmallow.	
Marshmallow Creams.	
Pretzels, hand made.	
Pretzels, Little German.	
Sugar Cake.	
Sultanas.	
Sears' Lunch.	
Sears' Zephyrette.	
Vanilla Square.	
Vanilla Wafers.	
Pecan Wafers.	
Fruit Coffee.	
Mixed Picnic.	
Cream Jumbles.	
Boston Ginger Nuts.	
Chimney Padden.	
Pineapple Glace.	

Grains and Feedstuffs

Wheat.

Wheat.	83
--------	----

Winter Wheat Flour.

Local Brands.	
Patents.	5 00
Second Patent.	4 55
Straight.	4 30
Clear.	3 50
Graham.	4 30
Buckwheat.	3 40
Rye.	2 65
Subject to usual cash discount.	

Flour in bbls., 25c per bbl. additional.	
Worden Grocer Co.'s Brand.	
Quaker, 1/2s.	4 45
Quaker, 1/4s.	4 45
Quaker, 1/8s.	4 45

Spring Wheat Flour.

Olney & Judson's Brand.	
Ceresota, 1/2s.	4 60
Ceresota, 1/4s.	4 50
Ceresota, 1/8s.	4 45

Ball-Barnhart-Putnam's Brand.	
Grand Republic, 1/2s.	4 60
Grand Republic, 1/4s.	4 50
Grand Republic, 1/8s.	4 45

Worden Grocer Co.'s Brand.	
Laurel, 1/2s.	4 60
Laurel, 1/4s.	4 50
Laurel, 1/8s.	4 45

Lemon & Wheeler Co.'s Brand.	
Parisian, 1/2s.	4 60
Parisian, 1/4s.	4 50
Parisian, 1/8s.	4 45

Meal.

Bolton.	1 50
Granulated.	1 75

Feed and Millstuffs.

St. Car Feed, screened.	10 75
No. 1 Corn and Oats.	9 75
Unbolted Corn Meal.	9 25
Winter Wheat Bran.	9 00
Winter Wheat Middlings.	10 00
Screenings.	8 00

The O. E. Brown Mill Co. quotes as follows:	
New Corn.	
Car lots.	23
Less than car lots.	25

Hardware

The Hardware Market.

General trade continues quiet, although for February we see no special cause of complaint. Dealers in certain localities are buying quite freely and in a majority of cases are placing liberal orders for spring shipments. Collections are not as good as could be wished, but dealers are doing the best they can, and are pushing collections in their respective localities. If we could have plenty of good sleighing, both trade and collections would be much better all around.

Wire Nails—There is no special change to note in this line, but manufacturers have evidently got enough and are refusing to name as low prices as they did in January. It is believed that an advance will take place at any moment.

Barbed Wire—A great many orders have been placed for spring shipment and the mills are all running night and day to fill orders. It is believed that prices will soon advance in this line and the dealers who have placed their orders will be glad to see it come.

Window Glass—The market is firm and an advance is noted for March 1.

Lead Pipe—Has advanced 25c, caused by an advance in pig lead. It is said an advance in shot no doubt will soon occur.

Sheet Iron—But little moving and no effort by the mills is being made to urge buying.

Bar Iron—Firm.

Gas Pipe—No change to note.

Have You Any of these "Competitors?"

The retailer who uses the coarsest sort of straw paper finds a competitor in the dealer who uses high grade and sightly paper.

The retailer who uses cheap stationery and sends in bills irregularly in an untidy envelope finds a strong competitor in the man who uses attractive bill-heads, neat envelopes, and who does everything connected with the book-keeping systematically, regularly and in style.

The retailer whose assistants make errors, delay in deliveries, make mis-statements, has no show alongside of a competitor who is noted for correct dealing, promptness and truthfulness.

The retailer whose clerks are untidy in personal appearance has a strong competitor in the store where the boys always wear polished shoes, have a clean collar, a coat free from grease, hands clean and finger nails tidy.

The retailer who economizes in gas or illuminating oil is not in the race with the brilliantly-lighted store.

The retailer who is ignorant of the nature of the goods he sells cannot compete with the man who knows all about them.

The retailer whose clerks make mistakes in giving change cannot keep abreast of the store where no such errors occur.

The retailer whose clerks forget to enter goods sold a credit customer is sure to be outdistanced by the one whose system prevents such costly carelessness.

The retailer who neglects his front window and counter display helps along the business of his competitor who challenges attention by new, tasty, fresh and novel displays.

The retailer who keeps behind in the procession and lets other merchants try new goods is always chasing to catch up with the competitor who keeps up with the times.

The retailer who never reads a trade journal goes rapidly to seed, as compared with the fellow across the way who is always posted.

The retailer who never advertises is the one who contradicts his neighbor

that there is money to be made in business.

The retailer who overbuys, who fails to overhaul the stock frequently, is badly handicapped, as compared with the other chap who buys frequently and always turns the stock over often enough to keep it bright and fresh.

The merchant who offers good goods, gives effective, prompt and polite service, conducts his business in relation with his customers methodically and satisfactorily, can always charge a fraction more and retain his trade as compared with the merchant who does not meet these requirements. It is not so much what is charged, within reasonable limits, as the quality of the goods and the method of handling them that bring the most desirable custom. What is desirable custom? The custom that buys intelligently and critically and pays promptly, and a few cents this way or that makes little difference to such custom.—Brains.

Some Business Philosophy.

Cecil Bradford Winsborough in Furniture News.

Never doubt, for in it is the element of failure.

You may be the world's creditor, but it is going to hustle you to keep your accounts collected.

The world never stops rotating and unless we keep pace with it, we slide down and off of it into oblivion.

Genius is a rare thing—so rare, indeed, that it does not in a natural state exist. Hard work is the mother of genius.

Envy not the man who has made a success. It profits you nothing. Rather take him as an example and do like wise.

Determination, when backing a motive not wholly right, often wins over a more just one because its defenders lack courage.

Make the world your friend by being cheerful at all times and in a little while the necessity for following this rule will have been obviated.

Don't be deluded by the thought that your neighbor is better off than yourself. Remember that you have never seen into his closets.

Be considerate, but not bashful. Don't be afraid of yourself, for you are then your worst enemy. There are enough fighting upon the other side.

The man who is ever diffusing upon the impending collapse of the universe is so near-sighted that he cannot see beyond the confines of his own abode.

The man who is really great is his own ancestry. So waste no time in worshipping the achievements of your forefathers, for upon their merits you are to win no battles.

Discontent with your condition will never alter it. Get on good terms with yourself and your environment and then go to work calmly to pull yourself out of the mire.

Bear in mind that you are a part of this world; that you have the same rights as every individual, and are privileged to accept of every opportunity that God has bestowed upon man.

There is no degree of success impossible if you possess ability and are willing to pay the price in endeavor necessary to obtain it. Remember others are bidding against you.

"He awoke to find himself famous," so says the daily press. But in a lengthy article we find no mention of the morning this same individual awoke to find that he had to cook his own breakfast.

A bill has been introduced in the Connecticut Legislature providing that the only constituents of beer shall be hops, barley malt and water, that each package shall bear a certificate to that effect, and that health officers shall have purview of the matter.

William Waldorf Astor is said to own 4,000 houses in New York City, and his estimated yearly income is \$6,000,000.

About 10,000 bales of tobacco are now stored in the bonded warehouses at Tampa.

Half Rate Excursions to Detroit.

The Grand Trunk Railway System will sell excursion tickets to Detroit and return, good going February 22 and 23, valid to return on all trains up to and including Feb. 24, on account of the Michigan Club annual meeting, Michigan League of Republican Clubs, Republican State Convention. For full particulars apply at D. & M. depot or at the city office, 23 Monroe street.

JAS. CAMPBELL, City Pass. Agt.

Easily Altered.

Lady of a Certain Age: "I like this dress, but it doesn't match my complexion."

Candid Clerk: "Oh, that's but a trifle; you can alter your complexion to suit!"

A movement has been started in St. Louis with a view to the separation of the liquor saloons from the groceries in that city.

SAP PAILS . . . AND SYRUP CANS . . .

That will hold Sap

Which do not Leak.

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

WM. BRUMMELER & SONS,

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

Sugar Kettles



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

3, 5, 6 and 8 Pails
22, 30, 45, 60 and 90 Gallons

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

Foster, Stevens & Co.

HARD TO PLEASE.

Pen Picture of an Experience Common to Every Merchant.

Written for the TRADESMAN.

She was a small, dried-up, freckle-faced woman with scraggly, sandy hair twisted into a mean little knot at the back of her head, and she wore one of those black straw things about the size of a dollar bill, by courtesy called "bonnets."

Evidently the fickle goddess had not smiled on her for some time and she looked as though she was experiencing a protracted run of hard luck.

She entered the store as one who is momentarily expecting to be accosted by confidence men, and who courts rather than avoids such an experience.

At the time of her visit I was quite a prominent feature in the store, for I stood squarely in the middle of the room and there was not another soul in sight, but the lady studiously avoided seeing me. She seemed to be interested in the contents of the ribbon case and I hastened in that direction, but had no sooner approached the locality occupied by the article in question than she was suddenly called across the room, attracted by a beautiful display of laundry soap. I'd rather sell ribbon than soap any day, but one mustn't be too particular in dull times, so I walked over to the grocery counter and was just making a laudatory remark anent the particular brand of soap which we were most anxious to dispose of when her eye caught the gleam of polished steel in the cutlery case and she instantly became absorbed in the contents thereof. Acting under the impression that she might be in need of a good (we keep none other) pair of scissors, I ambled toward the hardware end of the institution, determined to make a sale.

But just then the lady started for the shoe department, and as there is only a narrow aisle leading thereto, I got her safely cornered.

"Something in shoes, ma'am?"

"I d'no. Guess not. 'S that all the shoes you got?"

"Well, no. We're just getting in some new goods in that line, but we have an excellent stock now. What sort of shoes would you like to see? Something for yourself?"

"O, you needn't bother. I just thought I'd come over an' see what kind of a town this was, but I don't see 's it's anything great. Guess I'll wait an' git my shoes to East Jordan. That's where I most alles trade."

"There's a splendid wearing shoe," said I, making a selection that I knew a judge of shoes would be pleased with. "It's first class in every respect, and I'm sure it would please you."

"How much?"

"Two dollars."

"Two dollars!" she exclaimed, scarcely looking toward it, "why we buy them same shoes in East Jordan fer a dollar an' a half. That's an awful price fer them shoes, but I s'pose you think you wouldn't git it ef you didn't ask it."

"Perhaps this is more like the East Jordan shoe," I ventured, showing a very fair, low priced-article.

"Them? Huh! How much d'ye p'tend to ask fer them?"

"One fifty."

This time she displayed a little more interest; but just as I had begun to think that perhaps she was going to buy something after all, she remarked:

"Them's the same blamed shoes Boos-

inger sells fer 89 cents on his cheap counter."

Of course I tried to make her understand that she was mistaken; but she wouldn't have it that way and at length she asked:

"How much be ye payin' fer butter 'n eggs?"

"Eighteen for butter and thirteen for eggs."

"Is that all?"

"Yes'm."

"Cash, eh?"

"No. All trade."

"Why can't you pay as much as they do in East Jordan?"

"Don't know. That's every cent they're worth at present. Have you some to sell?"

"No. I hain't got none to-day, but I thought I'd ask. Someone might want to know."

"You were looking at the soap. Wouldn't you like some of that?"

"I d'no. Do you trust?"

"No. That's out of our line nowadays. Everybody pays when he buys."

She gave a snort of disapproval, turned her back to me and went on surveying the goods on the shelves. Then she began a running fire of query and comment:

"Got any suits o' close?"

"No'm, we don't handle clothing."

"Then you ain't got none?"

"No."

"Huh! I thought you p'tended to keep everything. Got any bunnets?"

"No, we don't carry milliners' goods, either. You'll find those at Sander-

son's."

"They hain't no bunnets, neither. I s'pose you've got tincture of rhubarb?"

"No'm. That's drugs. You'll find it at Vaughn's."

"No rhubarb an' no bunnets an' no suits o' close! How much is chop a hunderd?"

"Chop," I think, is a Canadian word. It means ground feed, and is an abbreviation of "chopped stuff."

"Well, we don't sell that, either, so I don't know the price. They have plenty of it at Walbrecht's grist mill."

"No chop, no rhubarb, no bunnets an' no suits o' close! Got any barb wire?"

"No, ma'am, we haven't. Fisk Brothers keep a beautiful line of barbed wire and I am sure they have just what you want. Their store is right over there."

"No barb wire," said she, meditatively, "an' no chop, an' no rhubarb, an' no bunnets, an' no suits o' close, an' they won't trust! I don't see what anybody wants to trade here fer."

I had been getting pretty tired of the conversation, especially of the latter part of it, so when she finally enquired if we had any first-class salt pork my spirits began to revive.

"O, yes. Lots of it," I replied.

"Any flour?"

"Yes'm."

"An' codfish an' crackers an' cheese an' onions?"

"Yes, got 'em all."

"An' beans an' corn meal an' pepper sass?"

"Yes'm. Plenty."

"Well, then, if I was you I'd go to work an' eat up a lot of 'em an' see if I couldn't get fat."

GEO. L. THURSTON.

It is rumored that a Russian government commission is elaborating a statute whereby the working day will be fixed at ten, eleven or twelve hours, according to circumstances, and at nine hours for night work. The regulation is to apply to the whole of Russia.

Hardware Price Current.

AUGURS AND BITS

Snell's	70
Jennings', genuine	25&10
Jennings', imitation	60&10

AXES

First Quality, S. B. Bronze	5 00
First Quality, D. B. Bronze	9 50
First Quality, S. B. S. Steel	5 50
First Quality, D. B. Steel	10 50

BARROWS

Railroad	\$12 00 14 00
Garden	net 30 00

BOLTS

Stove	60&10
Carriage new list	70 to 75
Plow	50

BUCKETS

Well, plain	\$ 3 25
-------------	---------

BUTTS, CAST

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

BLOCKS

Ordinary Tackle	70
-----------------	----

CROW BARS

Cast Steel	per lb 4
------------	----------

CAPS

Ely's 1-10	per m 65
Hick's C. F.	per m 55
G. D.	per m 35
Musket	per m 60

CARTRIDGES

Rim Fire	50& 5
Central Fire	25& 5

CHISELS

Socket Firmer	80
Socket Framing	80
Socket Corner	80
Socket Slicks	80

DRILLS

Morse's Bit Stocks	60
Taper and Straight Shank	50& 5
Morse's Taper Shank	50& 5

ELBOWS

Com. 4 piece, 6 in	doz. net 55
Corrugated	1 25
Adjustable	dis 40&10

EXPANSIVE BITS

Clark's small, \$18; large, \$26	30&10
Ives', 1, \$18; 2, \$24; 3, \$30	25

FILES—New List

New American	70&10
Nicholson's	70
Heller's Horse Rasps	60&10

GALVANIZED IRON

Nos. 16 to 20; 22 and 24; 25 and 26; 27	28
List 12 13 14 15 16	17
Discount, 75	

GAUGES

Stanley Rule and Level Co.'s	60&16
------------------------------	-------

KNOBES—New List

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

MATTOCKS

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

MILLS

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

MOLASSES GATES

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

NAILS

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

PLANES

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

PANS

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

RIVETS

Iron and Tinned	60
Copper Rivets and Burs	60

PATENT PLANISHED IRON

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

HAMMERS

Maydole & Co.'s, new list	dis 33 1/2
Kip's	dis 25
Yerkes & Plumb's	dis 40&10
Mason's Solid Cast Steel	30c list 70
Blacksmith's Solid Cast Steel Hand 30c list 40&10	

HOUSE FURNISHING GOODS

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

HOLLOW WARE

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

HINGES

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

WIRE GOODS

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

LEVELS

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

ROPES

Sisal, 1/2 inch and larger	6
Manilla	9

SQUARES

Steel and Iron	80
Try and Bevels	
Mitre	

SHEET IRON

	com. smooth.	com.
Nos. 10 to 14	\$3 30	\$2 40
Nos. 15 to 17	3 30	2 40
Nos. 18 to 21	3 45	2 60
Nos. 22 to 24	3 55	2 70
Nos. 25 to 26	3 70	2 80
No. 27	3 80	2 90
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.		

SAND PAPER

List acct. 19, '86	dis
--------------------	-----

SASH WEIGHTS

Solid Eyes	per ton 20 00
------------	---------------

TRAPS

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

WIRE

Bright Market	75
Annealed Market	75
Coppered Market	70&10
Tinned Market	62 1/2
Coppered Spring Steel	3 55
Barbed Fence, galvanized	2 10
Barbed Fence, painted	1 75

HORSE NAILS

An Sable	dis 40&10
Putnam	dis 5
Northwestern	dis 10&10

WRENCHES

Baxter's Adjustable, nickeled	30
Coe's Genuine	50
Coe's Patent Agricultural, wrought	80
Coe's Patent, malleable	80

MISCELLANEOUS

Bird Cages	50
Pumps, Clister	80
Screws, New List	85
Castors, Bed and Plate	50&10&10
Dampers, American	50

METALS—Zinc

600 pound casks	6 1/2
Per pound	6 1/2

SOLDER

1/2@1/2	12 1/2
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	

TIN—Melyn Grade

10x14 IC, Charcoal	\$ 5 75
14x20 IC, Charcoal	5 75
20x14 IX, Charcoal	7 00
Each additional X on this grade, \$1.25.	

TIN—Allaway Grade

10x14 IC, Charcoal	5 00
14x20 IC, Charcoal	5 00
10x14 IX, Charcoal	6 00
14x20 IX, Charcoal	6 00
Each additional X on this grade, \$1.50.	

ROOFING PLATES

14x20 IC, Charcoal, Dean	5 00
14x20 IX, Charcoal, Dean	6 00
20x28 IC, Charcoal, Dean	10 00
14x20 IC, Charcoal, Allaway Grade	4 50
14x20 IX, Charcoal, Allaway Grade	5 50
20x28 IC, Charcoal, Allaway Grade	9 00
20x28 IX, Charcoal, Allaway Grade	11 00

BOILER SIZE TIN PLATE

14x56 IX, for No. 8 Boilers, per pound	9
14x56 IX, for No. 9 Boilers, per pound	9

WM. BRUMMELER & SONS, GRAND RAPIDS,

Pay the highest price in cash for

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

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

Every Dollar

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

Tradesman Company,
GRAND RAPIDS.

FORCE OF FOLLY.

Futility of Attempting to Limit Profits by Law.

Matthew Marshall in New York Sun.

The principal feature of last week's stock market was the drop in American sugar, attributed to the investigation of the company's affairs now making by a committee of the New York Legislature; and the resulting fear of hostile legislation. It would be uncharitable to assume that any member of the committee, or that any of the editors of the newspapers which are egging it on, is speculating in sugar stock for a fall, and the onslaught on the company may, therefore, be presumed to be one of those unreasoning outbursts of journalistic animosity against successful enterprises, of which we have seen so many during the past few years. The American Sugar Refining Company is not a "trust," nor is it a confederation of several corporations. It is a single concern, incorporated in the State of New Jersey, and it conducts its business strictly according to law. Whether the profits of that business be great or small may be an interesting subject of enquiry, but it certainly cannot be made the basis of legislation by the State of New York.

The burden of the clamor against the Sugar Refining Company, as it is of that against all the other so-called "trusts," which are at present the objects of vituperation by the press, is not that the price it obtains for its product has been artificially forced up above a natural level, but that its profits are, in the opinion of its assailants, greater than it should be permitted to make. Refined sugar has never been so cheap as it is now, nor has the excess of the price obtained for it over the cost of the raw material ever been so small. Yet, because of the enormous transactions of the company, its aggregate profits are correspondingly great, and for this reason alone the demand is made that something shall be done to reduce them. Precisely how the reduction is to be attained nobody has suggested. Breaking up the company and compelling it to scatter its business among a number of smaller concerns might effect it; but this would also increase the cost of its product, and, necessarily, the price paid for it by the consumer.

In the case of the gas companies the reduction of their profits is sought by a compulsory reduction of the price charged by them for their gas. The fact that the Legislature cannot fix the wages of the laborers nor the cost of the materials employed by the companies in their operations is not considered as having any bearing on the question. The price of gas is to be established by law and the companies must do the best they can with their employees and the furnishers of the materials they use. That since they first began operations the price at which they have sold their product has steadily diminished from \$10 per 1,000 cubic feet to \$1.25 per 1,000 cubic feet, while their plant represents investments worth many millions of dollars more than their original cost, is used as an argument against them. The newspaper decree has gone forth that they are making too much money and that they must be compelled by law to make less.

Fortunately, or unfortunately, for the other great industrial enterprises, the stocks of which are dealt in by speculators, their profits are not as yet large enough to excite the animosity of demagogues. The American Cordage Company, after two reorganizations, is barely maintaining its existence. The Whisky Trust, the Cotton Oil Company, the American Tobacco Company, the Lead Company, the General Electric Company, the Leather, the Rubber and various similar combinations are earning small dividends or none at all. Coincident with these failures to secure great profits we have had lately announcements of the dissolution of the Nail Trust, of the Bolt Trust, of the Glass Trust, and, this last week, of the Steel Rail Trust. It appears, therefore, that these supposed monstrous and

oppressive monopolies are more dangerous to those who embark money in them than they are to the public.

Conceding—which is doubtful—that legislation can, in all instances, as it indisputably can in that of gas, successfully reduce the price paid by the consumer for any article of large consumption, the exercise of the power is still wrong in principle and impolitic in effect. The right to forbid the combination of capital in large masses for business purposes is ostensibly derived from the old common law against conspiracies in restraint of trade. In the dark ages, when transportation was difficult and costly, and when the purchase of the entire supply of food in any special locality was easily effected, the civil authority intervened, and, by declaring monopolists criminals, protected the poor against their exactions. The reason for this interference has long since passed away, and now the rule can justly be defended only on the broad ground that, whenever people think that the price of any article is extortionate, they have the right to reduce it by legal enactment. Putting the matter on this basis, it follows not only that the prices charged by corporations and combinations of individuals may rightfully be regulated by law, but that those made by individuals and partnership firms should be subject to similar control. Thus it has been shown, incidentally, in the course of investigating the affairs of the American Sugar Refining Company, that the roasting of coffee is a business which yields enormous profits. Coffee is certainly an article of as general consumption as gas is, and if the price of gas is to be fixed by law, that of roasted coffee should be fixed by law also. Newspaper publishing is also very profitable. The proprietor of one of the journals most conspicuous in demanding a reduction in the price of gas boasts of an income of a million of dollars a year and that the daily circulation of his paper is more than 500,000 copies. Surely the law ought to interfere here if anywhere, and cut down his profits, as well as those of the gas companies, for the benefit of his readers and his advertisers.

Legislative limitation of the profits of a business, whether conducted by corporations or by private individuals, is, therefore, an arbitrary exercise of power, resting solely upon the principle that might makes right. In the contest between producers and consumers the power of numbers is thrown in favor of the consumer and against the producer, and the producer must submit to whatever the consumer demands, unless his business is such that he can withdraw his capital from it without loss, and cease to carry it on, where, however, as in the case of a gas company or other owner of a factory that is valueless for any purpose but that for which it was built and equipped, he must make the best of the situation that he can, and take the small profit graciously allowed him rather than none at all. That this is tantamount to confiscation without compensation need not be demonstrated.

The policy of limiting profits by law to the amount that will satisfy, not those who embark their capital in undertakings which minister to the wants of the community, but their customers, tends to discourage such undertakings and thus to deprive the community of the benefits it would derive from them. Say what we will of the sordidness of the love of gain, it is the force that has produced all the great commercial and financial improvements of civilized nations. But for it, Columbus would never have discovered America, these United States would never have been settled by European emigrants, and our railroads, telegraphs, steamers, manufacturing agencies would never have come into existence. While some of these agencies have enormously enriched their owners, multitudes of them have had the opposite effect. We see the successes; but the failures are out of sight and out of mind. If, now, the principle is to be established that business success shall be restricted within the limits prescribed by hostile legis-

latures, while for failures no compensation is to be made, the average gain will become too small to tempt men into ventures involving any risk of loss. If the public is to share in all the gains, while the individual is to bear all the losses, the partnership will be too onerous for any one to enter into it. For the same reason, improvements in industries already established will come to an end. Now, every manufacturer is constantly on the alert to reduce the cost and to improve the quality of his product, in the reasonable expectation that he is to be rewarded for his pains by an increased profit. Let it once, however, be understood, that if he increase his profit he will be robbed of the greater part of it by legislation, and he will make no effort to obtain the increase.

Were it not for the passion and the prejudice that have been enlisted in its behalf, the proposition that the legislature should interfere between buyers and sellers, and, while leaving the buyer free to buy or not as he pleases, should compel the seller to sell at the buyer's price, would be scouted as grossly contrary to justice. No one will contend for a moment that the seller of groceries, dry goods, horses, cattle, land, houses, stocks, and bonds should not be permitted to ask what he pleases for what he has to sell, and to accept or reject the buyer's offer as he may judge best. Yet this privilege, which is granted to all other dealers, is to be withheld from the sellers of sugar and gas on the ground that these articles cost much less than is asked for them, and, therefore, should be sold for less. If the same principle were applied universally, there would be an end of all trading. If the attempt should be made to force a man who bought Chemical Bank stock twenty years ago at \$1,000 per share to sell it at \$1,100 a share, on the ground that \$100 per share was a reasonable profit, we should all condemn it as monstrous. Or, if because a lot in Broadway cost its owner originally but \$10,000 he should be compelled by law to rent it for \$1,000 per year, because 10 per cent. per year is a reasonable return on his original investment, that, too, would be scouted as unreasonable. Yet we have a legislative committee enquiring into the original cost of gas and gas plants and of sugar refineries and refined sugar with the view of limiting the profits that gas-makers and sugar refiners shall be allowed to derive from their business! The force of folly can no further go.

Flour and Feed.

The enquiry for flour during the past week has been good and a fair volume of business has been booked. Prices are ruling relatively low, as compared with the supply of cash wheat, of which there seems to be but little in farmers' hands, and they are slow to part with the cereal until something definite is known in regard to the crop now in the ground. Purely speculative influences are dominating the market and its course up or down of a few cents is very uncertain for the next few weeks. Ultimately, a strong demand will, no doubt, put prices on a higher level. Pure winter wheat flour is now in good demand and the city mills are in a position to make all the wheat they can secure into flour.

Bran and middlings are in good demand at higher prices. Feed and meal are in good demand with prices ruling low.

WM. N. ROWE.

WANTS COLUMN.

BUSINESS CHANCES.

Advertisements will be inserted under this head for two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisements taken for less than 25 cents. Advance payment.

FOR SALE—A GOOD ESTABLISHED BAKERY and grocery business at Traverse City. Owing to other business interests I will sell my entire stock of groceries, bakery business, etc., in exchange for good residence property in Traverse City, Mich. Geo. Gane, Traverse City, Mich. 215

FOR SALE—LIVERY BARN AND STOCK, A store with agricultural implements and harness shop; 10 per cent. off for cash. Address No. 216, care Michigan Tradesman. 216

WANTED—STOCK OF GROCERIES OR merchandise. In writing give full particulars. Address No. 214, care Michigan Tradesman. 214

A PRACTICAL MAN WITH CAPITAL WILL find good investment in a well-established wholesale grocery business by addressing P. P. Misner, Agent, Muskegon, Mich. 203

REAL ESTATE IN THIS CITY WORTH \$4,000 to exchange for stock of groceries or general merchandise; difference paid in cash or taken in mortgage on property. Address W. care Carrier 26, Grand Rapids. 209

WANTED—A SMALL STOCK OF GOODS, shoes or hardware preferred. Address No. 205, care Michigan Tradesman. 205

GOOD OPENING FOR A METAL WORKER with some capital. I offer the plant, tools, machinery, catalogues, good will, etc., of the Metal Stamping & Spinning Co., for sale or rent. Would retain an interest in the business with the right man. Franklin B. Wallin, Treasurer Wallin Leather Co., Grand Rapids. 206

FOR SALE, CHEAP—NEW LAMB KNIT- ting machine but little used. Does splendid work. Cost \$80. Address Lock Box 11, Latty, Ohio. 204

TO EXCHANGE—HEAVY HARDWOOD timber and farming land; title perfect, and cash to exchange for goods. Address 208, care Michigan Tradesman. 208

RARE OPPORTUNITY FOR SAWYER AND cabinet maker. Mill and other machinery set. Home market for product. Timber cheaper than ever known. H. G. Cady, Pine Bluff, Ark. 210

EXCHANGE FOR LIVERY STOCK—60 ACRES of excellent land near LaFontaine, Ind. Can lease it any time for oil and gas. Large wells near by. Price, \$6,000. Address N. H. Winans, 3 and 4 Tower Block. 200

FOR SALE—STOCK OF GENERAL MER- chandise, including drugs. Only drug store in town, M. H. McCoy Est., Grandville, Mich. 198

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

FOR SALE—STOCK OF GROCERIES IN- volving about \$1,000, in a live Michigan town. Good trade, nearly all cash. Good reasons for selling. Address 197, care Michigan Tradesman. 197

FOR SALE OR EXCHANGE—FOUR MODERN cottages in good repair—three nearly new, all rented—for sale, or will exchange for clean stock of dry goods. Address Lester & Co., 211 North Ionia street, Grand Rapids. 194

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

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

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

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

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

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

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

MISCELLANEOUS.

WANTED—96 ELM, 16 OAK CHAIRS, 80 feet of settees, 6 Rochester lamps, 24 window shades, carpeting and matting for a hall 26x55. Geo. E. Bliss, Maple Rapids, Mich. 217

WANTED—POSITION BY REGISTERED pharmacist; wages moderate; strictly temperate; can furnish very best references as to character, ability, etc. Address No. 211, care Michigan Tradesman. 211

FOR RENT—A MODERN BRICK STORE room, one of the best corners in city of 20,000. Two-story and basement, 26x140, occupied since built as a first-class dry goods store; always successful. Address Sarah E. Kyger, 515 North Hazel St., Danville, Ill. 212

WANTED—POSITION AS SALES LADY BY young woman of several years' experience. Expert in fur and cloak business. Will work for moderate salary. Mrs. Fannie Parrish, 330 No. Ionia St., Grand Rapids. 213

SALESMEN WANTED—GOOD GROCERY salesmen to sell a rattling good specialty as a side line. Good salesmen make \$50 to \$100 extra per month. Write for particulars. State business and experience. The Standard Account Co., Elmira, N. Y. 201

WANTED—POSITION BY EFFICIENT, EX- periented stenographer and book-keeper. Address B. C. E., Box 27, Muskegon, Mich. 202

WANTED—SITUATION AS CLERK IN clothing, furnishings and shoe trade, or traveling salesman, by married man of 37, with six years' experience in business. Address No. 187, care Michigan Tradesman. 187

WANTED TO CORRESPOND WITH SHIP- pers of butter and eggs and other seasonable produce. R. Hirt, 36 Market street, Detroit. 251

**FOR
1897**

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

We solicit correspondence in —

... MIXED CARS ...
FLOUR, FEED and MILL STUFFS
GUARD, FAIRFIELD & CO., Allegan, Mich.

JESS

PLUG AND FINE CUT
TOBACCO

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

MUSSELMAN GROCER CO.,
GRAND RAPIDS, MICH.

JESS

JESS

JESS

Our New Spring Fabrics

Are now ready for inspection.

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

PRINTS, Hamilton, Windsor, Pacific, Garner, American, Simp-
sons, 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.



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.

CHARLES MANZELMANN
MANUFACTURER OF
BROOMS AND WHISKS
DETROIT, MICH.

J. A. MURPHY, General Manager.

FLOWERS, MAY & MOLONEY, Counsel.

The Michigan Mercantile Agency

SPECIAL REPORTS.

LAW AND COLLECTIONS.

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

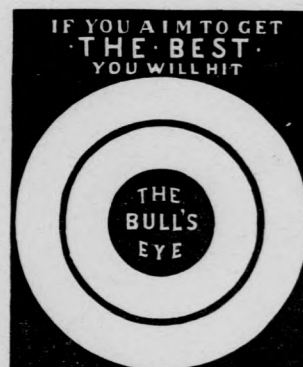
Main Office: Room 1102, Majestic Building, Detroit, Mich.

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

IN OUR 24 YEARS How much you have lost by not sending or-
ders to us for our superior quality



BARCUS BROTHERS, Manufacturers and Repairers, Muskegon.



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 trans-
actions on a cash basis. Among the manifest advant-
ages 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.

GROCERS!

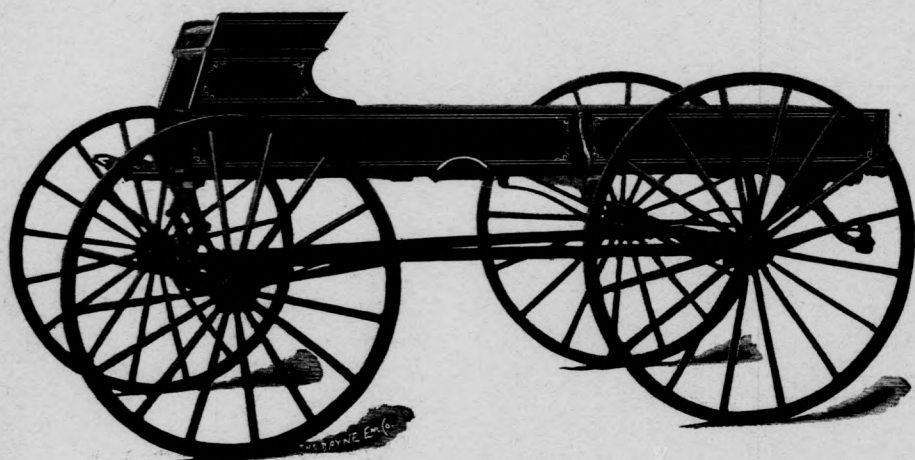
Please remember this: More than twice
as much

Enameline

The Modern **STOVE POLISH**

is sold each year than of any other brand of Stove
Polish on earth. Why? Because it's

THE BEST.



**TIME IS MONEY
LIFE IS SHORT**

And Rapid Transportation is
a Necessity

To secure the most prompt delivery of goods at the least ex-
penditure of time and money it is essential that the mer-
chant have a delivery wagon of the right sort. We make
just that kind of a wagon and sell it as cheaply as is consist-
ent with good work. For catalogue and quotations address

BELKNAP WAGON CO.,
GRAND RAPIDS, MICH.

Warning!



All persons are warned against using any infringement on Weighing and Price Scales,
and Computing and Price Scales. The simple using of infringing scales makes the
user just as liable to prosecution as the manufacturer or selling agent.

We Own All the Foundation Patents on Computing or Price Scales, and
Have Created and Established the Market and Demand for such Scales.

Consult Your Attorneys



Before buying scales not made by us; you will save yourself much litigation and ex-
pense by consulting us or your attorneys respecting the question as to whether such
scale is an infringement on our patents. We will be pleased to furnish you or your
attorneys with more specific information on the question of infringement when you in-
form us what kind of machine you are offered.

Respectfully,

The Computing Scale Co.,

Dayton, O., U. S. A.

Per **Ira C. Koehne, Attorney,**
Washington, D. C. and Dayton, O.

*We have Important Infringement Suits Pending in the United States Courts
in Different parts of the Country, against Manufacturers and Users of In-
fringing Scales, and We will soon bring Other Suits.*