



OUR NEW CAKE

To grocers is a
Business Tonic

To consumers is a
Delightful and Sought-for Confection

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ARE YOU HANDLING IT?

THE NEW YORK BISCUIT CO.,

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STANDARD OIL CO.

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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, Reed City, Fremont, Hart, Whitehall, Holland and Fennville.


Highest Price Paid for Empty Carbon and Gasoline Barrels.

Vivette Batiste (papered) Prints	3¾
25 cases American and Central Park Shirting Prints (full standard)	4
Lodi Shirting Prints	3½
Merrimack Shirting Prints	4¼
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Great American, Unbleached Cotton 4-4	4
32 inch double fold Cashmere (colors and black)	10½
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Cretonne Percales, 36 inch, new work	6½
28 inch Percales, new work	5½

P. STEKETEE & SONS,
GRAND RAPIDS, MICH.

We are showing a fine line of

SHIRT WAISTS



VOIGT, HERPOLSHEIMER & CO.
WHOLESALE DRY GOODS,
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CHARLES MANZELMANN
MANUFACTURER OF
BROOMS AND WHISKS
DETROIT, MICH.

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

We carry a stock of cake tallow for mill use.

Nos. 122 and 124 Louis St., Grand Rapids.

JESS

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PLUG AND FINE CUT TOBACCO

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

MUSSELMAN GROCER CO.,
GRAND RAPIDS, MICH.

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

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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 orders to us for our superior quality



BARCUS BROTHERS, Manufacturers and Repairers, Muskegon.

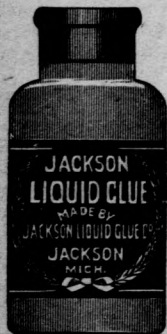
FOR 1897

Our celebrated
Thin Butter Crackers

will be trade winners for the
merchants who know them.

Christenson Baking Co.,
Grand Rapids.

SELL THE PEOPLE WHAT THEY WANT



A liquid glue
or cement al-
ways ready for
use.

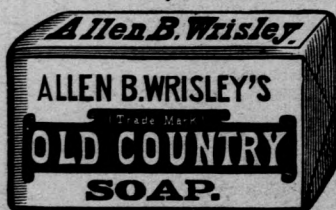
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down.

Does not
mould or spoil.

IT STICKS

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.

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CAKE FROSTING.

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

TORGESON-HAWKINS CO., KALAMAZOO, MICH.



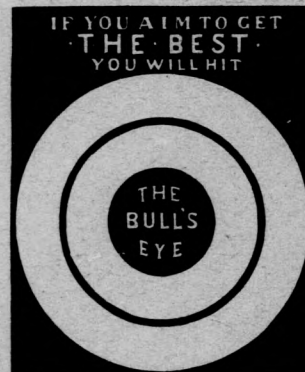
5 AND 7 PEARL STREET.

DIAMOND CRYSTAL SALT

makes trade—keeps trade—
will do the same for you.

See Price Current.

DIAMOND CRYSTAL SALT CO., St. Clair, Mich.



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 advan-
tages of the coupon book plan are the following:

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- 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.

MICHIGAN TRADESMAN

Volume XIV.

GRAND RAPIDS, WEDNESDAY, MARCH 3, 1897.

Number 702

Snedicor & Hathaway

80 to 89 W. Woodbridge St., Detroit,
Manufacturers for Michigan Trade.
**DRIVING SHOES,
MEN'S AND BOYS' GRAIN SHOES.**
Smith Shoe Co., Agts. for Mich., O. and Ind.

The Michigan Trust Co.,

Grand Rapids, Mich.
Acts as Executor, Administrator,
Guardian, Trustee.
Send for copy of our pamphlet, "Laws of the
State of Michigan on Descent and Distribution
of Property."

Commercial Credit Co.,

(Limited)
ESTABLISHED 1886.
Reports and Collections.
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THE
Grand Rapids FIRE INS. CO.
Prompt, Conservative, Safe.
J. W. CHAMPLIN, Pres. W. FRED MCBAIN, Sec.

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**PREFERRED
BANKERS
LIFE
ASSURANCE
COMPANY**
.....of MICHIGAN

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

Home office, DETROIT, Michigan.

MICHAEL KOLB & SON,

Established nearly one-half a century.

Wholesale Clothing Mfrs.,
Rochester, N. Y.

All mail orders promptly attended to, or write
our Michigan Agent, William Connor, Box 346,
Marshall, Mich., who will show you our entire
line of samples. Mr. Connor will be at Sweet's
Hotel, Grand Rapids, Tuesday, Wednesday and
Thursday, March 23, 24 and 25.

BUTTER

of all grades wanted.

Daily quotations to you at
your request. Our offerings
for butter and eggs will com-
mand your shipment.

R. HIRT, Jr.,
MARKET ST., DETROIT.

Save Trouble
Save Losses
Save Dollars

Tradesman Coupons

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand
Rapids Retail Grocers' Association, held
at Retail Grocers' Hall, Tuesday
evening, March 2, President Winchester
presided.

Twenty-five applications for member-
ship were received and the applicants
accepted as members, as follows:

Hartman & Metzger, 346 Fourth.
E. Van Der Stolp, Broadway.
H. C. Wendorf, 32 West Leonard.
John Ley, 60 West Leonard.
John Mulder, 69 West Leonard.
J. Seven & Sons, 151 West Leonard.
Folkertsma & Dekker, 301 West
Leonard.

John Clement, West Fulton.
T. Blink, 374 West Leonard.
J. C. Sedam, 113 South Division.
Harmelink Bros., 300 South Division.
A. Ghysels, 62 West Leonard.
A. Moore & Co., 323 South Division.
B. Doyle & Son, 319 South Division.
G. Van Dam, 276 Lagrave.
Jacob Datema, 704 Madison.
Frank Gaskill, 202 East Bridge.
J. LeRoy, 247 West Bridge.
A. D. Fisher & Co., 445 Lyon.
C. H. Paddock, 600 South Division.
Brown & Eaton, 701 South Division.
C. M. House, 588 South Division.
W. F. Huyge, 589 South Division.
Jos. C. Coade, 663 South Lafayette.
A. Hoogendorp, 279 Alpine.

E. C. Winchester, chairman of the
Committee on Flour, stated that the
Committee had interviewed the city
millers, who authorized the Committee
to state that if the Association would
pass a resolution favoring the adoption
of uniform prices on local brands of
flour, and stay by it, and also favor city
brands in the sale of flour at retail, and
secure the signatures of a majority of
the grocers of the city to such an agree-
ment, they would undertake to establish
uniform prices for the sale of flour at
retail and maintain such prices in spite
of opposition, so that it remains to be
seen whether the grocers are willing to
take a strong stand for the purpose of
getting the cutters cut off and securing
a uniform profit at all times.

A. W. Rush asked why the jobbers
favored pushing outside flour. He fa-
vored a change in the methods of
handling flour from the miller by which
the retailer agrees to handle no flour
except goods that sell through the regu-
lar channels.

W. R. Burton stated that the city
mills sell flour to his customers all
around him and deliver it quite as
promptly to them in small lots as they
do to him in bulk. In his opinion, the
millers should restrict the sale of flour
to any but regular merchants and farm-
ers who bring in wheat.

A. W. Rush again enquired why job-
bers had put in foreign brands. In his
opinion they put in foreign brands be-
cause the millers had ignored them right
along. He deplored the fact that there
is no system in the handling of flour
and insisted that it devolved upon the
retail dealer to devise a plan which will
enable the business to be put on a good
sound foundation. He advocated the
adoption of a resolution that the retailer
buy flour of jobbers only and suggested
that the Committee be instructed to pre-
pare an agreement embodying these fea-
tures.

Henry Vinkemulder stated that this
was a question of large proportions, in-
asmuch as the mills would insist that
the retailers handle none but local
brands or at least give the preference
to brands of local manufacture.

Frank Dyk deplored the sale of flour
at little or no profit, as at present con-
ducted.

Mr. Burton stated that he was not
afraid of the prices promulgated by
them so much as he was of the inter-
ference of the manufacturer in placing
his goods direct with the consumer.

Mr. Vinkemulder offered the following
resolution, which was unanimously
adopted:

Resolved—That this Association place
itself on record as unanimously in fa-
vor of having an established price on
flour.

Resolved—That in case the city mills
assist us in securing this result, we show
our appreciation by showing our prefer-
ence for city brands.

Mr. Rush, chairman of the Committee
on Sunday Closing, presented the draft
of an ordinance which he had prepared
on the subject for presentation to the
Council.

On motion of Mr. Dyk, the report
was accepted and adopted and the Com-
mittee requested to continue the work.

Homer Klap offered the following
resolution, which was unanimously
adopted:

Whereas, The Michigan Retail Gro-
cers' Association is to hold its annual
convention in this city on March 3 and
4, therefore,

Resolved, That the members of the
above named organization be invited
to use the room of our Association as
headquarters and for committee work,
with free access to our stationery and
such other courtesies as are at our com-
mand.

There being no further business, the
meeting adjourned.

Prior to the meeting a can of tickets
covering the Visner prize was raffled
by Messrs. Vinkemulder, Klap and Wit-
ters, resulting in ticket No. 101 winning
the prize.

The Drug Market.

Acetanilid—Market unsettled, prices
irregular, demand only so-so.

Alum—Movement fair on consuming
orders and values maintained.

Arsenic—No further large sales to re-
port of powdered white; however, the
market is steady, in sympathy with the
continued firmness across the water.

Balsams—Copaiba has continued to
arrive in abundance and, in conse-
quence, the stringency of the market
has been relieved and the tone is easier;
prices are unsettled. Tolu, demand is
reported as improved and quotations are
firm. Peru, stronger, on both sides,
and spot values have advanced.

Beans—Only a moderately active mar-
ket is noted for all varieties of vanilla;
Mexican are firmly held. All kinds
tonka quiet.

Cacao Butter—Market quiet for bulk,
although prices are well sustained.

Cantharides—Market is practically
devoid of Chinese, which is being held
out, and values are again higher.

Cassia Buds—The spot supply is
nearly exhausted, small lots only being
obtainable, and the inside quotation has
been advanced.

Castor Oil—Movement is of average
volume and values are firm at the hands
of manufacturers.

Cinchonidia—Demand limited, but
prices fairly steady.

Cod Liver Oil—Market dull and quo-
tations easy, under the influence of fa-
vorable reports as to the new catch, and
holders are selling freely.

Colocynth Apples—Limited jobbing
request, but steadily held.

Cream Tartar—Movement fair as to
moderate quantities, and manufacturers'
prices are being maintained.

Cubeb Berries—Demand still light,
but values are ruling steady.

Cuttle Fish Bone—An average amount
of stock is being absorbed by consum-
ers and prices are sustained.

Epsom Salts—Demand light; prices
show no change.

Essential Oils—About as last week so
far as leading descriptions are con-
cerned, the general tone of the market
being steady.

Gums—Asafoetida, still active and
strong. Camphor is a trifle unsettled,
especially foreign refined. Importers
have withdrawn from the market, wait-
ing to receive advices by mail explana-
tory of cables reporting a movement in
London, with a marked upward tend-
ency in prices.

Juniper Berries—Fair consuming de-
mand for small parcels, and the de-
pleted stock of prime quality is being
firmly held.

Leaves—Short buchu, good steady de-
mand and values remain firm. Senna,
consumers are purchasing freely, but
business is almost entirely of a jobbing
character, and prices show no mention-
able change.

Mercurial Preparations—Still steady,
owing to the firm position of quicksil-
ver, and manufacturers keep up quota-
tions.

Morphine—Buyers still feel uneasy,
on account of the prevailing weakness
in opium.

Naphthaline—Increased interest is
being exhibited as the season for con-
sumption approaches, but no change to
note in values.

Opium—Only moderate demand and
mostly of a light jobbing nature; the
tendency of prices is still in buyers'
favor.

Orange Peel—Business is going for-
ward only as to small parcels, but quo-
tations may be said to be fairly steady.

Quicksilver—Consuming demand is
moderately active and prices are strong-
ly maintained.

Quinine—More and more perplexing
grows the situation. The manufacturers
have advanced the P. & W. brand. No
manufacturers, however, are making
fresh contracts, all still limiting deliv-
eries to regular customers on old con-
tracts. Second hands report demand as
active, but as supplies are light and
offerings few, business is somewhat re-
stricted. Values have continued to
harden.

Seeds—Canary has advanced abroad,
and the tone of the market is, there-
fore, somewhat steadier. Russian
hemp, firmer, with values higher.
Rape, still firm and prices are again
higher. Cables state that none of the
old crop is left, recent purchases having
taken all offerings. The spot market is
reported as nearly bare, and round lots
would be difficult to obtain. English
is being firmly held. Celery, consumers,
it is said, are anticipating wants and
the jobbing business is referred to as
active.

Bicycles

Distinguishing Characteristics of the 1897 Wheel.

In every annual bicycle exhibition of late years the prediction has been made that the bicycle has reached its full organic development, and that future exhibitions will show but little change except in the matter of details. The first impression made upon a visitor to the great exhibition recently held at the Grand Central Palace, New York, was that there has been less visible change in the bicycle during the past twelve months than in any year that preceded; and the conviction deepens that the present diamond frame, ball-bearing, chain-driven, wood-rimmed, pneumatic machine is destined to remain as the permanent type of the modern bicycle.

* * *

This conviction is strengthened by the fact that the present exhibition is remarkably free from what might be called the "freak" bicycle. Inventive genius, which a few years ago was making persevering efforts to devise a bicycle that should differ in its organic construction from the type which was rapidly gaining exclusive control of the field, has now directed its attention to the beautifying of its external appearance and the perfecting of its mechanical details.

* * *

Commencing with the frame, it is noticeable that the tubing is slightly larger, an inch and an eighth and an inch and a quarter being common. Nearly fifty per cent. of the high grade wheels have tubing for the rear forks and a few use tubing of an oval section, both being adopted with a view to reducing the tread, which has been brought down to about four and a half inches in many of the wheels. A noticeable feature that adds greatly to the symmetrical appearance of the wheels is the use of the oval shaped tubular crown on the fork in place of the square pattern. The crank hanger is lower than last year, some makers dropping it as much as three inches below the level of the hubs.

* * *

There has been an all-round advance in the construction of the bearings. Balls are slightly larger and the rider who has more than his share of "nerves" will appreciate the introduction of ball retainers, which enable each set of balls to be removed with their own cup and prevent the possibility of their being lost during a general clean-up of the machine. Much ingenuity is shown in the effort to produce a dust-proof bearing, and the felt washer is freely used.

* * *

The good old method of attaching the crank to the crank-shaft by means of a plain key is conspicuous by its absence. It has been thrown aside, not because it was unmechanical, but because it was so difficult to remove, especially by unskilled hands. The most common device is some modification of the jointed crank-shaft, in which the crank is formed in one piece with the shaft, the latter being spliced in the center by some form of interlocking device. In some cases the crank-shaft and one crank are formed in one piece, and a very few machines have the two cranks and the shaft in one continuous forging. Almost all of these devices allow the crank shaft to be removed without disturbing the bearings.

* * *

Despite the many promises regarding

the chainless bicycle made early in the year by prominent manufacturers, there is nothing to show that it is likely to replace the chain and sprocket machine. One leading maker exhibits a bevel gear wheel which is about the same weight as the standard machine and has the compact appearance and the dust-proof qualities which are the chief recommendation of this type of wheel. There are a few other chainless wheels of various patterns and excellence; but it is evident that we shall have to wait at least another year before there will be many of them seen upon the road. The large sprockets which have been in favor in England are making their appearance in this country, and as the mechanical grounds on which they have been introduced are sound and practical, they have probably come to stay. The large sprockets reduce the tension in the chain and lessen the strain upon the bearings and the frame. There is noticeable a tendency to raise the gear of this year's wheel; the change is compensated by lengthening the cranks from six and a half to seven inches. By this combination it is possible to reduce the rapidity of the pedal action and yet maintain the same tractive effort in the wheel. In general it may be said that the gear of the roadster has been raised from the 68 and 72 of last year to from 72 to 76 for 1897. There are several two-speed devices shown, most of which operate on the rear wheel. For the weaker riders who wish to ride the hills in a cross-country run, the two-gear bicycle is an excellent device, and it is safe to say that it has come to stay. Before leaving the question of driving gear, it should be mentioned that several devices of considerable merit are shown which seek to overcome the sliding friction between the chain and the teeth of the sprockets. In some cases the rollers are on the chain, in others on the sprocket. Closely allied to these devices are the gear cases which were shown in two or three designs at this year's exhibition. Except on the ground of appearance and weight, the gear case has everything to recommend it, and it is quite possible that it will grow in favor as its merits are appreciated. To take such elaborate care to protect the other wearing parts of a machine and yet allow the most important parts of the driving mechanism to grind themselves to pieces in a sticky mixture of oil and mud is, to say the least, a strange inconsistency. At the same time the gear case widens the tread, adds to the weight and destroys the symmetry of the machine—and this is sufficient to kill its chances of adoption, at least for the present.

* * *

The wooden rim reigns supreme, and one well-known firm, which last year made a specialty of aluminum rims, is offering wood rims as an optional alternative on its high grade wheels. Great ingenuity is shown in devices for preventing the warping and splitting of the rim—a defect which now seems to be fairly overcome.

* * *

There is no advance so marked as that shown in the production of a comfortable saddle. From the days of the primitive "bone shaker" the saddle has been the most faulty element in the make-up of a bicycle; but to-day the problem has been solved by designing the seat on so-called hygienic principles, and it is not the fault of the market if the 1897 rider does not sit his machine in comfort.

The single tube pneumatic tire is apparently destined to become the predominant type, although the well-known double tube variety is still used by several of the leading makers.

* * *

In the matter of general attachments there is shown an infinite variety of bells, brakes, lamps and cyclometers of handsome design, and all the etcetera that go to make up the equipment of the 1897 wheelman.—Scientific American.

The Chicago Chronicle advises bicyclists holding accident insurance to examine their policies and see if they are protected by its terms. A bicyclist in London held an accident policy which provided for payment in case of damage or death while riding on a "passenger train, passenger steamer, omnibus, tram car, dog cart, coach, carriage or other passenger vehicle." While on his wheel an accident occurred by which he was killed. It was held, on the application of his heirs for payment of the policy, that while riding on his wheel he was not within the terms of his insurance. The judge, in deciding the case, said that no claim could be made, any more than if he had been "on skates" at the time of the accident which caused his death. In this country generally the law has held that bicycles are "vehicles" in the intent of law. But to avoid trouble wheelmen and wheelwomen holding accident insurance should have their policies so amended as to specify the bicycle risk.

Efforts are being made by railroad officials to induce the Canadian government and the provincial authorities to bear a part of the expense of rebuilding the famous Victoria bridge at Montreal. The cost is estimated at \$1,500,000.

It Was a Cold Day.

"Brrr!" said the man from Potato Creek, crowding up to the stove. "Purty cold."

"Yes," said the grocer, "it is purty frosty for the time of year. I see it went 25 below in Helena, which, I think, is a good thing that the town has them last two syllables in its name, or it would be about as hard to believe as some of them yarns of old Ananias over there."

The man with the ginger beard looked up and said: "Who you callin' ole Ananias? Any one of ye ever ketch me in a lie?"

"No," said the grocer, "I guess you never was ketched in a lie yit. Anyone that kin lie as fast ez you kin ain't liable to git ketched."

"But, speakin' of th' cold weather," said the man with the ginger beard, "I guess it was about as cold in Winnipeg in the fall of '65 as I ever see it, er anybody else."

"How cold was it?" asked the man from Potato Creek.

"Wal, ez fur ez degrees below zero goes, I can't tell you nothin' about that," said the man with the ginger beard, "fer they wuzn't no thermometers long enough fer to measure it, but I do know that when we wanted to git water to drink the ice was froze so hard that we had to heat it red hot 'fore it would begin to melt."

Too Meaty for Him.

The Pastor—I don't see your husband at church any more.

The Wife—No, he never goes now.

"What's the matter?"

"Why, you know, he's a vegetarian, and he says there is too much meat in your sermons to suit him."

A bill has been introduced in the Wisconsin Legislature for the removal of the seat of government from Madison to Milwaukee, on condition that the latter city donate a three-acre site, provide \$1,000,000 for a capitol and build an executive residence.



A Smooth
and
Handsome
Bicycle

THE

WORLD

A Gentleman's Mount

\$100

ADAMS & HART,

Local and State
Distributing
Agents,

12 WEST BRIDGE STREET.



Cheap Bicycle Scheme and Large Purchases of Paint.

From the New York Sun.

"Talk about your Cuban heroes!" said a resident of the suburbs. "Why, you ought to see the way the fellows down my way are buying paint! Gallons and kegs and oceans of it. Enough to paint their houses inside and out and everything else in sight. And most of 'em calculate to have fifteen or twenty dollars left over for a carriage theater party. Down my way the biggest thing a man can do is to have a carriage theater party. The carriage meets him at the station and he don't have to walk home through the mud in the dark. Come and live down my way if you want to discover what a blessing side-walks are. Well, that's what the fellows are calculating to do: have a carriage theater party with the money that's left over. And all this time Brownsmith is walking as chipper and unconcerned as if the fellows weren't plunging recklessly into paint.

"Maybe you don't know why all the fellows should have happened to think of paint at the same time. Well, you would know if you lived down my way a little while. Every fellow seems to think that he could sell his house quicker if he only had a little more paint on it. And now every one of those fellows is chuckling to himself in his sleep all night long because he is dreaming that just as soon as the leaves are out and the grass is green and the flowers are blooming and everything is lovely and the paint is dry, some chump will come along and offer him half his asking price for the house. And he hugs himself, as he thinks how he'll make that chump's head swim, he'll take him up so quick.

"What's that got to do with heroes? Why, ain't I telling you about Brownsmith? Naw, they're not going to paint him. The paint's for the houses, I tell you. Don't you know Brownsmith? You would if you lived down my way. He's a good sort of fellow. Always getting up some scheme or other and trying to get you to go into it. It was he who got up that sixteen dollar bicycle club. You never heard of that, either, I suppose. Well, you wouldn't have heard of much else if you had lived down my way. He's a sort of mechanical genius, has a workshop at his house, and all that sort of thing. The plan seemed all right on the face of it; but then that's Brownsmith's business to put things to you in a plausible sort of way. You see, he came across a circular from a wholesale dealer in the various parts that make up a bicycle—rims, frames, ball bearings, and everything else, and he got a-figuring and made out that a full set would cost him about \$17.

"Now, Brownsmith is a practical kind of fellow in some ways, and he was just shrewd enough not to commit himself before he was sure. It just shows how cooney he is when he didn't try it on his own bicycle, but went and borrowed a friend's. He took it all apart and scattered the pieces about, and then tried to see if he could get them together right again. Then he got another friend to ride the bicycle after he had put it together, so that if it didn't work he could say that the other fellow busted it. Got a nerve, Brownsmith, hasn't he? It worked all right, and he wrote to the dealer to send on one full set of bicycle parts." The dealer wrote back and asked if Brownsmith was a dealer in or manufacturer of bicycles, and said that if so he would be happy to fill an order for a dozen sets or more at \$200 a dozen; but he wouldn't send less than a dozen.

"Brownsmith was bound to have that bicycle for \$17, and he set to thinking. Then he thought of the idea of that club. You never lived down my way, so you don't know how it is with the fellows all winter. If a man goes in for literature, he talks literature all winter; and if he goes in for progressive euchre, it's progressive euchre all the time; and if he rides a wheel, he doesn't think of anything else but about buying a new model in the spring, and saves all his money to have the price ready. Well,

when Brownsmith told the fellows how he could buy bicycles in pieces for \$16.67 each, and how he could screw them together for nothing, just out of friendship, they nearly had a fit. He was the most popular fellow 'round there, and they're thinking of electing him Mayor now.

"The hero? Why, Brownsmith's the hero! Ain't I been telling you how he's walking around chipper and unconcerned, just as if nothing was going to happen? Don't you see that he's got those fellows all worked up to thinking that they're going to save from \$58.33 to \$83.33 each on their new 1897 model bicycles, and that they've been chucking the money they've saved on their new bicycles into paint, and that they're dreaming about selling their houses with the paint? Just think what their disappointment and rage will be when they find that he can't screw those bicycles together! Can't he screw them together? Of course he can't! Can you screw a lot of wheels and springs together to make a watch? I guess not.

"They don't suspect nothing yet, but when they do I'd rather face Weyler than them. Yet Brownsmith is walking about as chipper and unconcerned as ever. If that ain't a hero, I'd like to know what is."

The Hardware Market.

With the approach of spring there is a quickening in the demand for goods. Jobbers report many assorted orders for the retail trade, but both jobbers and retailers are disposed to buy in small quantities, the demand from their customers not being sufficiently pronounced to justify them in laying in heavy stocks. A general improvement, however, is to be noted. The increased business in some lines of staple goods, such as nails and heavy hardware, is regarded as excellent indications, as advances in prices also go with it. General lines of hardware remain without change, although some lines are still low and irregular, which is often made by both jobbers and manufacturers to induce the dealer to buy.

Wire Nails—At last the tide has turned and the extreme prices which have been made on wire nails have been withdrawn by all manufacturers and prices have advanced 5@10c per keg. This advance seems to be warranted by the very large amount of tonnage which has already been placed, as well as the increased cost of steel billets. The price is very firm at the advance and it is believed by those who have kept close watch of the market that another slight advance will be made shortly and that \$1.50 at the mill will be as low as wire nails can be bought within the next thirty days. Dealers who placed their orders early in the season for future shipment and price guaranteed can now see the wisdom of their action, as their goods will come to them in March and April and will be billed at the low price prevailing when order was placed. It is to be hoped they will be wise and keep this advance in their own pockets and not be silly and give it away to the first man who comes into the store.

Barbed Wire—The same condition prevails in the barbed wire market as the wire nail market. The consequences are that wire has advanced 10c per cwt. on both plain and barbed. It is quite certain that this price will be maintained and that further advances follow shortly.

Window Glass—As the Association of window glass makers seems to be very strong—they having been enabled to advance the price the first of March 5 per cent.—it is confidently believed that the price will be maintained and that

further cutting in prices will be largely restricted.

Shot—Owing to the advance in pig lead, all articles or merchandise of which that is the base, have felt the effects of same and manufacturers of shot have advanced their prices 5c a bag. If the advance in pig lead continues, we may look for still further advances.

No Right to Ask It.

Customer—Say, that shirt you've got there in the show case is fifty cents, isn't it?

Merchant—Yes, sir.

"I see it's got a No. 15 neck, too. That's the size I wear. I want one just like it."

"Yes, sir. Here's one that we think is a little better at the same price."

"This doesn't suit me as well. I want one of the same kind as that one out there."

"Yes, sir. How will this style do? You notice it has a better binding around the—"

"No; that isn't what I came in to buy. I want a fifty-cent shirt of the kind you're exhibiting in that show case. How many more times have I got to tell you?"

"That's no better shirt than these I'm showing you. In fact, it isn't as good. We haven't more shirts like that, anyway."

"All gone but that?"

"Yes, sir."

"All right. I'll take that one."

"Well, I guess not. That's my sample."

One hundred thousand dollars for a suit of clothes is the latest yarn from Idaho. Five years ago Morris Yenzel, a tailor in Moscow, in that State, made a suit of clothes for a miner, taking in payment 5,000 shares of Leroi stock, then quoted at a cent a share. An English syndicate now wants to buy the Leroi mine, but refused to do so unless it could get all the stock issued. The 5,000 shares were advertised for, and suddenly it dawned on the tailor that he had them. He has demanded \$20 a share for his holding.

Druggists' Alliance of America.

From the Pharmaceutical Era.

Judson D. Russell is a young man who is getting up an association of retail druggists ostensibly for their benefit. Incidentally, Mr. Russell expects to improve his own fortunes by the scheme, and if it proves successful there is no reason why he should not do so. Mr. Russell is a bright young man, who was once a page in Congress at Washington. Afterward he acquired a facile use of language as a newspaper reporter in the West. More recently he secured a position in a retail drug store in the East, and discovered, what all admit to be a fact, that the retail drug trade of America needs to be organized. Since last October he has been perfecting his scheme, which contemplates nothing less than a grand insurance company, which will defend its members in case of a lawsuit resulting from a mistake in compounding a physician's prescription and reimburse any member up to a certain amount for damages obtained under such circumstances. Starting with this idea, the scope of the association has been extended in various directions, as may be seen by the prospectus of the organization, 2,000 copies of which have already been printed and circulated. Before sending out the above Mr. Russell, who was then located at No. 34 Bond street, New York, had some elegant tickets of membership printed at a cost of \$100. These tickets were disposed of in New York, Brooklyn, Jersey City and Newark, N. J., and Russell soon had a comfortable fund as a nucleus for the capital of the new insurance company. He then proceeded to form a general committee on organization. More than a month ago, having received an encouraging number of replies to his circulars, Mr. Russell determined to prosecute his canvass throughout New York State. Soon after he was at Hornellsville, N. Y. He then went to Buffalo, with his headquarters at the Mansion House, where he was reported to have fallen ill at last accounts.

During twenty-one months of Mayor Swift's administration in Chicago there has been a decrease of nearly \$2,000,000 in the pay rolls of the city.



You'll make no

mistake in buying New Clippers; you pay for no records, no diamonds, no lost accounts, (Clippers are sold for cash), no expensive advertising bills (\$1.00 per wheel is our limit, and you pay that dollar), no extravagant expenses of any sort. You get the worth of your money in bicycle and good business methods. You pay enough profit to enable the dealer to take care of you. He pays us enough profit to enable us to take care of him and do it cheerfully. You pay less, you get less. There is a quality point below which it is unsafe to go. We could build cheaper bicycles, but they would not be so good. No wheel the equal of the Clipper can be made and sold through legitimate channels at a less price than we ask.

MADE BY THE GRAND RAPIDS CYCLE CO.

Pratt 241 T.

THERE'S MONEY IN IT

WHEN YOU have the right bicycles at the right prices there is no trouble about selling them and making good profits, "if you are protected." This idea of trying to

SELL a bicycle that any business man in your town can buy as cheaply as you do is ridiculous. You cannot make a profit, cannot establish a price and keep it, cannot do business. Get a line of

BICYCLES on which you get exclusive selling rights, establish your own selling price, make a profit, feel satisfied with yourself and everybody else. We are "State Distributors" for Wintons, Keatings, Cycloids, Columbus and Stormer Bicycles

ON WHICH YOU ARE PROTECTED by a contract, as our agents. We name liberal discounts to dealers, giving them the most complete line of cheap, medium priced and high grades, as well as juveniles and Tandems, ever offered

Catalogues and terms on application. **STUDLEY & JARVIS, Grand Rapids, Mich.**

Around the State

Movements of Merchants.

Schoolcraft—S. W. Haugh, undertaker and furniture dealer, has removed to Fulton.

Coldwater—W. E. Howe has purchased the grocery stock of Densmore Cramer.

Muskegon—Dr. J. C. Nolen has purchased the millinery stock of Mrs. J. Kreuter.

Dowagiac—E. E. Anderson has purchased the boot and shoe stock of Connine & Allen.

White Cloud—Mrs. M. Coffman has opened millinery and dressmaking parlors at this place.

Fairgrove—Dr. Hamilton has purchased a drug stock at this place and will open a drug store.

Orion—French & Garey, undertakers and furniture dealers, have dissolved, Wm. E. French succeeding.

Detroit—Gruber & Wilson, manufacturers of brushes, have dissolved. Jas. Wilson continues the business.

Grand Haven—G. Van Den Bosch & Son succeed G. Van Den Bosch & Bro. in the carpet and crockery business.

Port Huron—J. Lohstorfer, of the Corner drug store, is confined to his home with inflammatory rheumatism.

New Lothrop—E. C. Brenneman and O. J. Swartz, of Laingsburg, have opened a clothing store in the Burpee building.

Albion—Geo. H. Cooper succeeds Cooper & Hunter in the clothing, hat, cap and men's furnishing goods business.

Reed City—The grocery stock of Samis Bros. has been purchased by H. R. Niergarth, who has moved the stock to his store.

Ovid—C. N. Race has purchased a half interest in the Chapman grocery, the name of the new firm being Chapman & Race.

Saginaw—R. K. Logan has purchased the stock of the Michigan Wall Paper & Decorating Co. owned by E. A. (Mrs. E. S.) Crawford.

Owosso—Wyckoff & Co., of Laingsburg, have opened quarters in the Beebe building, where they have started a stove polish business.

Battle Creek—Mrs. Lillian Keyes has leased the store building at 47 West Main street, in which she will open a millinery establishment.

Pontiac—C. M. Brooks has rented the store next to his drug store, where he will open up a stock of wall paper, paints, oils and curtains.

Saranac—The E. T. White Clothing Co. has opened a clothing store here. The leading spirit in the enterprise is Emmett White, of Portland.

Traverse City—John Dago, formerly of Maple City, has leased the Helm store building, in Fernwood, and will embark in the grocery business.

Ithaca—J. Miller, successor to Miller Bros., has sold his grocery stock to C. H. Frost, of Ovid, who will continue the business at the same location.

Atwood—John Smallegan has sold a half interest in his general stock to John Smith, of Holland. The new firm will be known as Smallegan & Smith.

Ionia—Oppenheim & Sons, who have occupied the Higer store for the past two years, have closed up their business and removed the stock to Jackson.

Swartz Creek—The general stock of F. W. Fuller has been sold at auction to satisfy creditors. William Barrie & Co., of Saginaw, are the heaviest creditors.

New Lothrop—Frank Stewart, of Chesaning, will remove his stock of hardware into the Gillett store. He has also bought McKay & Beauty's line of hardware.

Holland—Will Van Zanten has purchased the stock of the Holland Tea Co., formerly managed by Paul Tanis, and will continue the business at the same stand.

Shaftsbury—W. J. Gleason is removing his general stock to Lansing, where he has another store. It is rumored that a business man from Lansing will soon occupy the store thus vacated.

Manistee—Jorgenson & Hansen have purchased the Gross property, on the corner of Third and Sibben streets, and after making necessary repairs will move their grocery stock into the double front.

Saginaw—Edward F. Fleury, for the past few years associated with Heavenrich & Co., has severed his connection with that house and with William E. Robey will open a new shoe store about April 1.

Marquette—F. & H. Fuedstein will remove their general stock from Marinette to this city, opening a department store on Washington street. The change will occur between March 15 and April 1.

Jackson—The dry goods men here came together last Monday evening and decided to go on standard time in the matter of closing stores. All dry goods stores will close at 5:30 standard time hereafter.

Port Huron—H. C. Knill, proprietor of the Central and Knill's drug stores, has embarked in the grocery business, having purchased the stock in the Queen Anne grocery store, and placed his son in charge.

Ovid—J. H. and W. H. Robson have purchased the hardware stock of Thomas & Stanton and will continue the business under the style of Robson Bros. Mr. Thomas will remain in the store for the present.

Albion—The drug firm of Armstrong & Barber has been dissolved. Dr. E. L. Barber continues the business. B. D. Vaughn, of Bellevue, the former proprietor, is behind the counter as prescription clerk.

Alma—J. W. S. Opdyke, of Saginaw, formerly manager of the Alma Mercantile Co.'s store in this city, has purchased the bankrupt stock of Medler & Rogers and will continue the business at the same location.

St. Ignace—The general stock which Benda & Co. had purchased for their new store in Ohio, will soon arrive here. As their building was burned, therefore nothing remained for the firm but to stay with us.

Hartford—Hartford has petitioned the Legislature to authorize the issue of \$12,000 bonds, as a bonus for the removal here of the Pine Grove basket factory, which employs from fifty to seventy-five men during the basket season.

Jackson—D. S. Fleming has sold the bulk of his interest in the Parker & Fleming Co. and will go to California to engage in a different line of business. He expects, however, to reside at Jackson and make that his headquarters.

Ann Arbor—G. B. Mason, formerly of Bassett & Mason, druggists, has taken the position of manager of the drug stock of the late John Moore. The stock is owned by Charles Ludlow, son-in-law of Mr. Moore, to whom it was assigned by Mr. Moore.

Marshall—Geo. H. White, the veteran general dealer, died suddenly a few days ago while pursuing his usual duties in his store. Deceased had been identified with the mercantile interests of Marshall since 1854, when he entered the employment of his father.

Big Rapids—Wm. C. Hangstorfer, who retired from business two years ago on account of ill health and has since been engaged in buying and shipping cattle, has resumed business here, having opened a wholesale and retail meat establishment at 128 Michigan avenue.

Reed City—Mrs. H. L. Baker has sold her interest in the millinery firm of Morse & Baker to her partner, Mrs. J. W. Morse, who will continue the business at the same location. Mrs. Baker will remove to Ionia, where her husband has an interest in a jewelry store.

Manton—Chas. H. Bostick has purchased the drug stock of his brother, Dr. J. C. Bostick, who recently removed to Benton Harbor to engage in the practice of his profession. C. H. has had entire charge of the business for several years and has demonstrated his ability as a manager and pharmacist.

Marquette—The Manhard-Jopling Co., Ltd., has sold its stock of hardware to the Marshall-Wells Hardware Co., of Duluth, to which place it will be moved and a new company organized under the management of E. A. Moye, who for six years has been manager of the Manhard-Jopling Co., Ltd. It is thought that M. R. Manhard will continue in the hardware business alone.

Detroit—Bruce Goodfellow, of the Mabley & Goodfellow Co., asserts that Representative Fuller's proposed law to regulate department stores could not be enforced, because the Legislature has no power to say what goods a merchant can or cannot sell, as long as he conducts a legitimate and respectable business. Even if the bill became law, it would make no difference, he states, with his company's plans for the big store in the Majestic building.

Detroit—Rudell & Armstrong, commission merchants, has secured a verdict of \$2,003.11 against the Ogdensburg Transit Co. In July, 1894, during the railway strike in Chicago, the Detroit firm sold about \$2,700 worth of potatoes and onions to a concern in that city. As the railroads were tied up, the transit company undertook to deliver the goods in Chicago within forty-eight hours by boat. This, the commission firm alleged, was not done, the value of their goods being greatly depreciated by the fact that the strike was over before they arrived. The verdict was to cover the difference between what was received for the goods and what they would have been worth had they been delivered on time.

Manufacturing Matters.

Scottville—John Fitch and A. Vogel contemplate embarking in the manufacture of baskets here.

Allegan—The paper mill has shut down for an indefinite period. There is a possibility that it may be converted into a strawboard mill.

Stanton—Jesse Holcomb has disposed of his interest in the feed mill to his sons, Samuel and William, and the firm is now Holcomb Bros.

Coldwater—The Finch Shoe Co., of Springfield, Ohio, has purchased forty acres of land within the city limits and will plat same into lots for the purpose of raising sufficient funds to erect and equip a factory for the manufacture of shoes.

Dollarville—The Danaber & Melendy Co.'s sawmill has begun cutting for the season.

Muskegon—Jasper H. Stanfield and H. K. Firth have organized the Stanfield & Firth Co., to manufacture the house mail box invented by Mr. Stanfield.

Traverse City—C. H. Phelps, of Chicago, is in the city, endeavoring to effect an arrangement for the establishment of a veneer factory. Mr. Phelps has the necessary machinery.

Reed City—T. R. Welsh and C. T. Kerry have formed a copartnership, to be known as the Welsh & Kerry Manufacturing Co., to manufacture tin plate boxes and polished maple flooring. Some new machinery has been added to the mill, among which is a band re-saw.

Fife Lake—At a meeting of the creamery stockholders they voted to allow E. Hagadorn to sell the entire plant to the best advantage possible, pay off all obligations and divide the balance among the stockholders. Mr. Hagadorn reported that he could sell the machinery for \$500.

Detroit—Articles of association of the City Iron and Wire Works have been filed with the county clerk. It is capitalized for \$10,000, \$4,500 of which is paid in. The stock is held by Eldridge T. Bacon, 299 shares; Erastus H. Chamberlain, 150, and Malcolm C. Yerkes, one share.

Detroit—Articles incorporating Larned, Kellogg & Co. have been filed with the county clerk. The purpose is the manufacture and sale of clothing. The capital stock is \$5,000, all paid in. The incorporators are Alvin E. Larned, Wm. H. Kellogg, David Carter and David S. Carter, all of Detroit.

East Tawas—The White mill of the late Holland & Emery Co. has been secured by Temple Emery, who will at once prepare for an extensive season's work. He has secured logs sufficient to last for several seasons. Many families will remain who otherwise would be obliged to seek work elsewhere. It is reported that he will also put a stock of goods in the store.

Bronson—The business men have finally succeeded in raising a cash bonus of \$5,000, which ensures the establishment of a large cement plant here as soon as the necessary buildings can be erected and the machinery installed. The plant will cost upwards of \$100,000, having a capacity of 500 barrels of cement a day. From eighty to 100 hands will be employed, at good wages.

Detroit—The Petrolle Tile Co., Ltd., has filed articles of association with the register of deeds. The object is stated as the manufacture and sale of cement and artificial stoneware in all forms, and especially in roofing and flooring tiles, crockware and builders' materials. The capital stock is placed at \$25,000, with \$10,000 paid in, and held as follows: Adolph Freund, trustee, 950 shares; Adolph Freund, 10 shares; Emanuel J. Cohen, 30 shares; Ignatz Freund, 10 shares.

Kalamazoo—The Wilson Foundry and Forge Co. has filed a trust mortgage on its plant in favor of A. J. Mills, trustee, securing the following creditors in the amounts named: Hilton Wilson, \$371; Kalamazoo National Bank, \$308; Miller & Ryder, \$100; Isaac Wing, \$14.83; St. John Plow Company, \$22.93; Charles Reddington, \$47.50; Kalamazoo Wood and Coal Company, \$34.41; Samuel Van der Burg, \$27.50; Jay Everett, \$44; Arthur Bonsor, \$43; Rosabella Wilson, \$2,140; Thomas Wilson, Jr., \$1,042; Edward Wilson, \$499.

Wyandotte—The Michigan Alkali Co. will shortly begin the erection of an enormous plant for the manufacture of caustic soda. The new building, for which contracts have already been let, will be of steel, 200x400 feet in size, and will be in readiness by June 1 to turn out 200 tons of soda per week. Over 100 men will be employed in the new building, and the machinery will be of the most improved design. The project is the idea of Capt. J. B. Ford, President of the company, and his grandson, J. B. Ford, Jr., General Manager.

Ishpeming—Despite numerous rumors, the mines of Ishpeming have not yet decided to reduce wages, and there is good ground for hoping that they will not do so. They have been more prosperous in the last year than the properties of other mining districts and can afford to pay higher wages in consequence. As a matter of fact, the Ishpeming mines have paid better wages than have the mines of any other city or district for the last ten years, and they are still doing so. Even a reduction of 10 per cent. would still leave wages higher here than they are in other districts.

Saginaw—If the people of Saginaw ever had a good opportunity to get a first-class manufacturing institution to add to the many already here, that opportunity is presented to them now, but it can only be accomplished by vigorous and prompt work. For several days Secretary Johnson, of the Board of Trade, has been in correspondence with the A. J. Phillips Co., of Fenton, with a view to securing that organization to locate here. The company is engaged in the manufacture of door and window screens, in which they have built up a large and growing business. It is not a new concern but one having a capital of \$100,000 and a surplus of \$26,000. It employs 110 men the greater part of the year and runs all the year around. It pays in wages \$37,000 and the output last year was \$184,000. The company has several reasons for leaving Fenton. One is that it has not the proper shipping facilities and it has so grown that it must rebuild a good portion of its works anyway. Then again, according to the Fenton papers, it has not been treated right by the village council in the matter of side tracks. The village is to vote soon on giving it certain privileges and the indications are that it will not be carried, and, if it is, the sentiment of the company is very much in favor of moving if it can get just the right place.

Strictly Up-to-Date in Every Respect.

A reporter of the Tradesman recently called at the factory of the Enterprise Neckwear Co., located in the Kortlander building, and was surprised and pleased to note the evidences of prosperity and progressiveness. A large force of competent workmen are employed and the variety of the styles and patterns turned out is certainly a matter of congratulation. Although the enterprise has been in operation only a few years, it has already succeeded in building up an excellent business and has acquired a reputation for variety and completeness of line and up-to-date styles which has given them a wide popularity. Michigan merchants have discovered that it is not necessary for them to go East to get the best there is to be had in the neckwear line, and many dealers in other states are now depending altogether on the Enterprise Co. for their supplies in this line, as they have come to realize that they can obtain better goods for the money than at any other market, besides being in close touch with the base of supplies, so that they can obtain sorting-up orders on short notice and at small expense of transportation.

Grand Rapids Gossip

C. Kaleward has opened a grocery store at 305 Central avenue.

Peter Braam, meat dealer at 194 Fourth street, has retired from trade.

Chas. E. Sherwin has opened a grocery store at Wayland. The stock was furnished by the Clark-Jewell-Wells Co.

Cederholm & Nelson have embarked in the grocery business at Traverse City. The stock was furnished by the Ball-Barnhart-Putman Co.

C. Kalawart has opened a grocery store at the corner of Highland and Central avenues. The Musselman Grocer Co. furnished the stock.

John Miller has removed from Traverse City to Cedar Run, where he has opened a grocery store, the Ball-Barnhart-Putman Co. furnishing the stock.

The Clark-Jewell-Wells Co. has taken possession of its new quarters in the Clark building. The work of settling is not yet fully completed, but orders are being filled promptly.

Chas. Oltman and Harm Ritzema have purchased the grocery stock of J. D. Ritzema & Co. at 663 Grandville avenue, and will continue the business under the style of Oltman & Ritzema.

B. Van Anrooy has sold his grocery stock at 343 West Bridge street to A. D. Clary, formerly of the grocery firm of A. D. Clary & Co., of Bendon, who will continue the business at the same location. Mr. Van Anrooy will continue the baking powder business.

The Grocery Market.

Sugar—All grades of refined were marked down $\frac{1}{8}$ c Monday, except Nos. 15 and 16, which were reduced 1-16. Local demand is fairly good.

Coffee—The roasters' war and the cut in the price of roasted coffee has had a more or less demoralizing influence on the sale of green coffee of those grades in some sections, while in others there has been quite a demand for low-grade roasting coffees, which are becoming scarce.

Tea—Buyers appear to be holding off somewhat, in expectation of a business revival, which has not yet materialized. Stocks are small everywhere. The week has witnessed no changes in price, and there is no prospect of any immediate fluctuation, at least until April, when an opening of the market is expected.

Canned Goods—Tomatoes are unchanged. The full price is still ruling on new goods, with some old stock still floating around at a discount. No decline in the market price is expected, and the statistical position of tomatoes would certainly warrant an advance. Corn is rather neglected, and a trifle easier. There is more disposition to sell than was the case a few weeks ago. The demand for peas is still small, with a slight demand for high grades.

Fish—Prices show no particular change and give no prospect of any fluctuation. Cod is not selling very well in Michigan, although the Eastern markets report an increasing activity. No further advance is probable. Herring and lake fish are both neglected, with the price of both unchanged.

Provisions—The present plentifulness of hogs and liberal manufacture of product do not appear to be looked upon by the trade as discouraging features. Prices of hogs have strengthened, and

are 10@15c per 100 pounds higher than a week ago, for prominent markets. In the provision trade there is more animation, and a more confident feeling prevailing, with a fair advance in prices of leading articles, compared with a week ago.

Flour and Feed.

More and more as the weeks go by does it become apparent that a very large curtailment in the use of wheat flour has taken place during the past winter, and for this several reasons may be ascribed. The chief one seems to be the unusually wide difference of cost, as compared with all other kinds of bread-stuffs, such as rye flour, buckwheat flour, oat meal and corn meal, all of which have been and are now selling at very low prices. The second, and perhaps the next in importance, is on account of the great army of people throughout the larger cities and towns of this country who, being either out of employment or only partially employed, have simply been obliged to buy the cheaper food products. On the other hand, stocks of flour are not large and, as spring opens and the people become employed, a much more active demand for flour is looked for, which will, no doubt, further enhance values until after another crop is gathered.

The city mills are running along at the usual gait booking some good orders for March delivery. Bran and middlings are scarce and in good demand, with prices well sustained. Feed and meal are moving slowly, with prices nominally unchanged for the week.

WM. N. ROWE.

The Produce Market.

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

Butter—Fancy dairy is scarce and higher, on account of the falling off in receipts, commanding 14@15c per lb. Factory creamery, 19c.

Cranberries—Cape Cods have advanced to \$2 per bu. and \$5.25 per bbl. Cabbage—50@55c per doz., according to size and quality.

Celery—15c per bunch. Cider—\$4 per bbl., including bbl. Eggs—Strictly fresh have declined, owing to large arrivals, candled stock commanding 13@14c. Pickled and cold storage are practically out of market.

Honey—White clover is in fair demand at 12 $\frac{1}{4}$ @13c. Buckwheat is not so salable, bringing 8@10c, according to quality and condition.

Lettuce—15c per lb. Onions—The market is weak and the demand is slack. Dealers still hold their stocks at \$1 per bu.

Potatoes—Dealers hold carlots at 11c for white eating varieties and 15c for Rose suitable for seeding purposes. In a small way dealers find no difficulty in obtaining 18c 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.

Meddled with Water.

Dobson: "What became of that man who had twenty-seven medals for saving people from drowning?"

Dockman: "He fell in one day when he had them all on, and the weight of 'em sunk him."

Dry Goods Buyers Express Surprise

At the extensive assortments shown this season by the Grand Rapids jobbers, P. Steketee & Sons. They compare favorably with the New York markets and there is an economy of freights and time over Eastern shipments.

Gillies' N. Y. Great Clearance Tea Sale now on. Phone Visner, 1589.

The Grain Market.

Wheat has been dragging along rather heavy during the week and values have declined fully 2c. The exports, as well as the receipts, were light. The world's shipments were only 2,600,000 bushels, being the smallest amount shipped during any one week in the last ten years, notwithstanding the weekly requirements are 7,500,000 bushels. The visible showed a decrease of 1,418,000 bushels, which is fully 500,000 bushels more than was anticipated, leaving the visible 43,735,000 bushels, or fully 21,000,000 bushels less than at the same time last year. Prices are beginning to firm up and the market to-day is where it was one week ago. We have often asked through the valuable columns of this paper, How long can we continue to export and not have an advance in the price of wheat? The shipments from both coasts, this week were only 2,672,000 bushels. Had we shipped the usual amount, our visible would have shown double the decrease. Buyers on the other side are beginning to look around to see where their supply is coming from. They have been lulled into the belief that, owing to the depressed condition of the market on this side, there is plenty of wheat back in farmers' hands. However, they will find they are mistaken. Up to within a short time they have been taking wheat that was purchased at 10@15c less than present prices, but as the supply of wheat purchased at lower prices has been shipped out, they are not as willing buyers, especially at the advanced prices. Just give us a few weeks, with even the small exports of the last week, and our visible will be melted away faster than any one anticipated and so rapidly that foreigners will be willing buyers at the maximum. One strong feature was that St. Louis paid 5c over Detroit prices when she usually pays 4c under. The world's visible decrease was 4,000,000 bushels. We surely think that prices will advance considerably above the present quotations.

Owing to the depressed prices and the scarcity of wheat, the city mills have not been running as strong as they otherwise would. Orders are coming along faster than they have been and we naturally expect a steady demand for our product.

The receipts during the week were: wheat, 51 cars; corn, 8 cars; oats, 9 cars—rather above the normal.

Local millers are paying 82c for wheat.

C. G. A. VOIGT.

Purely Personal.

W. W. Hatch is negotiating with the business men of Caledonia, with a view to locating a steam roller mill there. He asks a bonus of \$1,000.

Wm. F. Sandell, of Belding, is about to open a bank in New Baltimore under the firm name of Wm. F. Sandell & Co. Chas. E. Hills, also of Belding, will be Cashier.

Horatio B. Lewis, who for the past four years has held the office of Secretary of the Elk Rapids Iron Co., has been tendered and accepted the position of Treasurer and General Manager of that corporation. The promotion has come to Mr. Lewis solely on the ground of merit and long experience in the business.

Lily Devereux Blake suggests as one rule for married happiness that the wife should not always ask the husband where he is going when he goes away and where he has been when he comes back.

How a Thief Was Detected and Frustrated.

We had been missing stuff for some time. For six weeks dress lengths and remnants had been systematically and regularly disappearing. I could not account for them and Joe, my assistant, declared that he had not sold them. The last theft, for theft it must be, was a seven-yard piece of black grenadine worth eighteen dollars. We had been busy all day, and a customer to whom I had shown this piece of goods earlier in the day had returned with the intention of buying it; but it was nowhere to be found.

Joe and I turned over and over the goods piled upon the counter, which during the rush of trade we had not had time to put back on the shelves. But our search was fruitless. The piece of goods was gone.

"Joe, are you sure you didn't sell it?"

"No, I didn't sell it," Joe replied; "but I remember distinctly showing it to an old lady who admired it but said it was too expensive for her. Knowing that it would be apt to get mussed if left as it was, I folded it as we always do goods of that class and laid it one side—right on this pile of goods here. I remember this circumstance because the old lady bought a brown serge for a house dress, and had it charged to Mr. Bascomb, who, she said, is her son."

"Bascomb, the head book-keeper? I didn't know that his relatives were here."

"She said she had been here only about six weeks, having come to visit her son for a month or two."

Six weeks! It was within that time that we had missed the first piece of goods. I made up my mind to watch

everybody closely, and Mrs. Bascomb in particular, resolving, however, not to mention my suspicions to anyone.

"Come, Joe, get a move on you and help put these goods on the shelves. It's almost six o'clock and we don't want to work over time when it's unnecessary."

I reported the loss of the goods to our manager, who seemed to think that we did not keep our eyes open.

"Do you suspect anybody?"

"No—not exactly."

"Well, then, suspect everybody, and the chances are that you'll find the guilty party."

Several days went by. Joe and I had been watching carefully but nothing was missed. Just a week after the theft of the grenadine Joe pointed out to me Mrs. Bascomb, as she stood waiting for the elevator, which was just at the end of my department. I walked down the aisle past her to get a good look at her face. The moment I did so I made up my mind that I was on the right track—if I was any judge of physiognomy, the owner of that face was not to be trusted. She looked to be about fifty-eight or sixty years of age. She was remarkably well dressed, in a handsome black satin gown and a long beaver cape. Ordinarily, she would have been the last person in the world to suspect of being a shoplifter, if one was to judge by her clothes.

The woman, on coming down, did not visit my counter, but I saw her looking at laces and gloves.

That evening, as Joe and I were straightening up our stock, the manager came to me and said: "Well, Mr. Allan, you are not the only one who has had goods stolen. The people in the lace department report the loss to-day

of a piece of very fine lace, worth over thirty dollars; and in the glove department a pair of three dollar kid gloves is missing. I believe the store is being systematically robbed, but how to prevent it puzzles me. I had given every clerk in the house strict orders to keep his eyes open, and have been on the lookout myself; but it has done no good."

"It seems a very difficult thing to detect the thief," I replied, "but I have suspected a certain person ever since I missed that piece of black goods; and, if I may leave my department the next time I see this person in the store, I think I can do some successful detective work."

"Why, yes, if you think you are on the right trail, go ahead. If you catch this party I'll give you twenty dollars."

Two days later, while Joe was gone to lunch, I was busy showing a couple of ladies some dress goods that we had just received, when Mrs. Bascomb came to my department, and began turning over a number of dress lengths and remnants which were displayed on the end of the counter. I stepped forward and politely asked her to take a seat, saying that I would be at liberty to wait on her in a few minutes. She replied pleasantly that she was in no hurry and would spend the time while waiting in looking over the remnants.

Keeping a sharp watch on her, I returned to my customers. While apparently giving my undivided attention to the sale in hand, I was also keeping an eye on Mrs. Bascomb. Having made the sale, I was putting the goods into the carrier to be sent to the desk for inspection, when I saw my suspected purloiner lean over the pile of remnants and adroitly tuck one under her cape!

Taking a transfer check from my book, I quickly wrote a note and addressed it to the manager, asking him to take a stand where he could watch the person upon whom I was waiting. I put the note into the carrier and sent it to the desk with the goods I had just sold.

"Now, Mrs. Bascomb, if you will be seated, I shall be pleased to wait on you." And I showed her a large line of goods, noticing, as I was doing so, that the manager had taken his stand behind the opposite counter.

The lady finally made her selection. Before cutting off three yards of the cheap material she had chosen, I carefully removed to one side all the goods which I had shown her. Making out her bill, I entered the three yards at a dollar and a half and "one remnant twenty dollars." In pleasantest voice and with suavest manner I said to her: "Your bill is twenty-one dollars and fifty cents."

"Why! what do you mean, young man? I bought only three yards of fifty cent goods."

"Yes, I know that," I said, reaching quickly over the counter and throwing the corner of her cape high on her shoulder, exposing to the manager's view the remnant of goods tucked under her arm.

The manager at once took her in hand: "Now, Madam, owing to the disagreeable facts in this case, your best plan is just to pay the bill Mr. Allan has made out; otherwise, we will have you arrested."

The woman saw that there was no escape, and, opening her pocketbook, at once paid the bill. Handing her the package, the manager told her that it would be better for her never to be seen in the store again. And she never was.

When pay day came, I received the twenty dollars, with the hearty thanks of the firm.

MAC ALLAN.

1867

**BALL
BARNHART
PUTMAN COMPANY
WHOLESALE GROCERS**

**COR. IONIA AND LOUIS STS.,
GRAND RAPIDS, MICH.**

1897

The Importance of Buying Right.

Stroller in Grocery World.

There is no doubt at all but that the right sort of buying will make a grocer rich. To be sure, he must have a few other qualifications, but if he knows how to buy, he'll get there. Lots of people think it's harder to sell than to buy. Wrong. If you buy right, by which I mean if you get your goods a little lower than the other fellow, you won't have any trouble getting rid of them. If you and John Smith are selling the same goods, don't you see, and you, by your brainy buying, are able to sell them cheaper than John, don't you see you'll get the trade as soon as people find it out?

This about the tenor of an informal little lecture I gave a gang of loungers in a grocery store up in Long Island last week. I was in there and the subject came up and I gave them the best I had.

The proprietor of the store agreed with me so enthusiastically that I began to wonder why he wasn't rich. Surely, I argued to myself, if this man realizes the importance of buying like this, he must be a successful grocer. And then I looked around the store and changed my mind. It was a dirty, neglected place, with dust on everything, and disorder all about. Screw loose somewhere, I thought.

By and by the loafers drifted out and the grocer and I were left alone.

"I'm glad to find one grocer who agrees with me about this buying business," I said. "So many of them think they know it all. They think the whole business lies in selling, while it's just the contrary."

"That's right," said the grocer, emphatically, nodding his head vigorously; "your head's level there, young man. I've studied buying for fifteen years and I think I've got it down pretty fine. Look-a-here."

He took me back in the store and showed me five cases of canned goods he had just got in.

"See them?" he asked. "Well, they're just a little swelled. Not enough to hurt 'em; people can't tell the difference, anyway; just as good as any tomatoes in this town."

"What did you give for them?" I asked.

"Forty-five cents a dozen. Same goods that are a-sellin' at a dollar. Now, don't you see what a bulge I've got on these other fellows?"

I said nothing. The loose screw was beginning to show itself.

"These other fellows would be glad enough to git these," he said, "but they didn't know where. There's a jobber in New York that makes a sort of specialty of these 'ere goods, and he's put me onto lots of good things. Here's sumpin else."

He led the way to a barrel of oatmeal. "Had worms in," he said in a whisper, "but not enough to hurt anybody. Got this way under the price. I can sell five pounds of oatmeal for what Jenkins down the street gits for three pounds. Say I won't git the trade? Well, I guess!

"Then there's eggs," he continued. "There's lots of fool business about eggs. Lots of fool grocers think they've got to git the very best goin', see that they're fresh, and all that sort of thing, an' I tell you it's all dod-rotted foolishness. Why, I git eggs here that I only pay 12 cents a dozen fur. They been in the ice house, but they're just as good, every bit, as the fresh eggs. So, you see, I can sell fresh eggs for 4 or 5 cents a dozen less than Jenkins."

"Fresh eggs?" I asked.

"Oh, well," he laughed, and winked, "they passes fur fresh, all right. Nobody knows the difference."

"How long have you been buying this way?" I asked, abruptly.

"Why," he said, confidentially, "I only got onto the idea 'bout a year ago. Before that I used to pay big prices fur everything."

"How does your business since you

commenced buying this way compare with the year before?" I asked.

"Oh, well, it's fell off some," he said, "but then the hard times is to blame fur that. I'll be all right as soon as they git past."

Just then a slim young fellow slipped past on a bicycle.

"There goes Jenkins," said the grocer, enviously. "I don't see how the mischief he can afford to buy a wheel. His wife rides one, too. Why, he only started in business a year and a half ago."

"Does he get hold of these bargains, too?" I asked.

"Not muchee," chuckled the grocer. "Not muchee. He don't even know nuthin' about 'em. I'm the only man in this town that gits 'em."

"See here, my friend," I said after a minute, "I want to have a plain word with you. Do you know you're simply ruining your business?"

"Whv, what—"

"Hold on," I said, "when I get through I'll listen to you. You treat all your customers as though they were dumb idiots. You think they haven't sense enough to know that you're palming off a cheap limed egg for a fresh egg. You think that you can give them wormy oats for the real fresh article. My dear sir, permit me to say that you are the fool; you are the idiot. You say your business has fallen off. It's funny to me you have any left at all. You say it's funny Jenkins, or whatever his name is, can buy two wheels. Why, I have no doubt at all but that he has dozens of your old customers, who found you weren't giving them decent goods. Now, you just think over what I say, and see whether I haven't told the truth."

The poor grocer had dropped into a chair and as I finished he didn't say a word, simply stared straight at me with a dazed look.

I went out, and as I turned the corner, a hundred feet away, I saw him still sitting there.

Position of the Retail Merchant.

H. M. Hyde in Hardware.

The retail merchant stands between the manufacturer and the consumer. He represents the largest class of business men in existence and makes up the backbone of every community.

During panics and hard times the retail merchant is called on to give credit to the laborer and the mechanic. He is expected to carry on his shoulders, until prosperity comes, half the population of most cities. When suffering exists, the retail merchant is the first man appealed to for charity. In times of public festivity he, above all others, is expected to contribute liberally.

A city is known by the reputation of its retail merchants. They keep up its credit; they give employment to a large number of people; they keep money in constant circulation; they supply the necessities and luxuries of its people. The retail merchant should, therefore, be the most enterprising of all business men. He should be a good advertiser. He should understand human nature. He should have tact.

Every year the retail merchant meets with keener and more bitter competition; every year the margin of his profits is cut down; every year more and larger demands are made on him. The retail merchant, therefore, more than any other class of business men, needs the most perfect system in conducting his business. If he wishes to be successful he must employ the latest labor and money-saving devices. He must be ready when good times come to reap the long delayed harvest.

Everything points to the coming of good times in the near future. There is an abundance of crops in this country and a failure of crops abroad. There is a certainty of a stable financial policy for years to come. There is renewed activity in the iron and steel industry, which lies close to the bottom of all commercial prosperity. There is a feeling of confidence, which more than anything else tends to make business good.

WORDEN GROCER CO.

IMPORTERS AND JOBBERS,
GRAND RAPIDS, MICH.

This is the season of the year when great quantities of canned goods are consumed and we want to say in this connection that we are prepared to supply your wants with as fine a line of goods as can be procured in any market. Our **Lakeside Peas, Dinner Party fruit and vegetables, Duchess Corn, Succotash and Lima Beans** and **Quaker** canned goods are fine enough to suit the most delicate taste, and the prices are such as to bring these goods within the reach of all. We carry an immense line of other canned goods, such as **Vegetables, Fruit, Meats, Fish, Sardines, Lobster, Shrimps, Salmon, etc.**, in fact everything that you could possibly want. Canned goods form only one department of our business and all other departments are replete with choice seasonable goods. If you are not already buying the larger portion of your goods from us, we should like to have you begin at once, as we know it would be mutually advantageous. Please try it and be convinced.



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E. A. STOWE, EDITOR.

WEDNESDAY, - - - MARCH 3, 1897.

THE CHARTER MUDDLE.

In the presentation of the revised city charter for the action of the Legislature there is so much of absurdity and disagreement that that body despairs of doing anything with it until it is brought to represent greater unanimity of sentiment. Grand Rapids, more than the average of cities, labors under the disadvantage of petty interests and cliques in the different departments of municipal administration. Thus the pulling and hauling between the Executive and the Council over the nomination and confirmation of city attorney and other officials bring disagreement as to the mode of filling such offices; and the long and bitter factional fight in the poor department is also taken to Lansing for settlement; and so with other matters until it is no wonder the legislative committee is put to its wits' end and is forced to refer the muddle back for agreement.

As if there was not enough otherwise to make confusion worse confounded, the advocates of city ownership of electric lighting thought to carry their views by saddling a provision to legalize the action taken two years ago, which had been already decided adversely by the courts. The most remarkable thing about this attempt was its folly; and of course it was quickly thrown out when the subject came before the committee. This leaves the matter in such a shape that, if anything more is done, it must be by a new beginning, which is proposed by calling for its decision at the spring election.

THE LEXOW INVESTIGATION.

The investigation of the trusts and corporations which has been the work of the Lexow Committee for several weeks past came to a sudden and unexpected termination last week. If the leaders in this movement expected to bring out sufficient of a sensational character to make their work as noted as that of the former Lexow Committee, which investigated the municipal affairs of New York City some years ago, their work is a disappointment. The operations of the first Committee made the name of its leader widely famous as a political reformer. So, when the new Committee entered upon its task of overhauling the trusts, the name of its Chairman brought a prestige which

promised to develop all that was unlawful or inimical to public interests, in their organization and management.

As the work of the Committee closes, the question is suggested as to what excuse there was for the initiation of the movement. So far as any material results are concerned, the investigation has amounted to a vindication of the trusts as to the enhancement of prices and the treatment of employes. It has transpired that, while under the old methods of competition the ownership of some industries was vested in a hundred or two holders, under the present arrangement the dividend checks go to as many thousands.

While there is no question but that there are abuses in the management of some of these corporations—in the undue inflation of stocks and in arbitrary lessening of product—nothing in this line was developed by the investigation which was not patent to every one before. Indeed, the tendency of the developments has been rather in the direction of exonerating the companies even in these matters.

While the investigation, in its results, would seem to be without excuse, a good purpose has been served in that much has been brought out which will tend to bring a juster appreciation of the proper status of these organizations and allay the unreasoning prejudice which would condemn all such combinations without mitigation.

Mr. Prater, of St. Louis, who has studied the cornstalk scientifically, thinks that within a few years the farmers of the country will be receiving from \$15 to \$25 per acre for their cornstalks. Mills will be established in the South and other parts of the country, he says, and pretty nearly the whole crop of cornstalks—at any rate, that part of the crop which is grown on farms contiguous to railway lines—will be used in the mills. The market for the manufactured products will be staple articles in constant demand. Of the products that may be evolved from the matured cornstalk—the stock which has borne its grain—Mr. Prater enumerates cellulose, celluloid, smokeless gun-powder, lacquer, cattle feed, roofing material, and a material that will answer every purpose of papier mache. Green stalks, he says, are rich in glucose, and will yield a "better quality and a finer sugar with less expense than can be made from the cane of Louisiana."

The extent to which the temperance agitation has prevailed in railroad service is shown by the comments of railroad managers on a pending bill in the Minnesota Legislature. The bill, if enacted, would render a railroad company liable to a fine if it did not discharge an employe in the train department who was known to have been intoxicated. The only objection to the bill by the railroad officers was that it was superfluous. The Milwaukee & St. Paul Railroad has a rule which is more stringent than the proposed law. It reads: "The use of intoxicating drinks has proved a most fruitful source of trouble to railroads as well as to individuals. The company will exercise the most rigid scrutiny in reference to the habits of employes in this respect, and any employe who has been dismissed on this account will not be re-employed. Drinking when on duty or frequenting saloons will not be tolerated, and preference will be given to those who do not drink at all."

GENERAL TRADE SITUATION.

While improvement continues slow, there is an undoubted movement in the right direction all along the line, with the exception of wheat. The most positive improvement as to volume of business is in the lines of iron and steel manufacture, which are assuming a healthy tone on the new plane of low prices. The general tendency of prices has been upward, or firm at former quotations, with very few declines noted.

The price of wheat has fallen over 3 cents and the movement continues small—Western receipts only about two-thirds of those of the corresponding period of last year and the export is also considerably less. The demand for corn continues heavy and has had an influence on the price of wheat, which it is superseding in English markets to a material extent.

The wool movement seems to be checked to some extent by a disposition of holders to demand a higher price. The demand for woolen goods is improving and additional works are resuming operations. Cotton has made a small advance, but the production is still being lessened, to meet the slow materialization of demand. Leather continues firm at the recent advance and the prices of some lines of shoes are improved.

The most significant feature of the iron situation is the effect of the break in the price of steel rails. The sales since that event are variously estimated at from 1,000,000 to 1,500,000 tons, which means assured employment for all the mills in the country for many months to come. It also means increased activity in railway construction and betterment, and in all the allied iron industries, as well as in the general trade dependent on such activities. Altogether the importance of this change can scarcely be overestimated.

There still continues to be an oversupply of money at the great financial centers and the tendency of rates is downward. Movement of prices in the stock lists has been toward greater strength or increase, but movement has been small. Failures are much less, 258 against 325 last week. Bank clearings were smaller, on account of the holiday, amounting to only \$892,000,000.

CITY LIGHTING.

The efforts of the advocates of city ownership of a public lighting plant to secure the legalization of the action which had been adversely passed upon by the courts by incorporating it in the new city charter met with signal failure when it came before the Senate Committee, and the provision was thrown out. This leaves the matter in such shape that there is no course for its advocates but to begin over again and so it is proposed to vote upon the proposition again at the spring election.

While some of the objections to the municipal prosecution of electric lighting enterprises may be lessened by the fact that the ratio of change in the appliances and machinery lessens as the development becomes more complete and methods more systematized, there are yet enough to make the advisability more than questionable. The apparatus now in use may be of more lasting value than that which would have been employed a few years ago and yet all such apparatus now obtainable will have been sold to the junk dealer many years before the bonds given for their purchase shall mature. On general principles the Tradesman is not in favor of

the issuing of bonds for any purely current expense of the city administration. The temporary nature of an electric lighting plant makes the investment in that direction equivalent to a use of these drafts upon the future for current needs. There is little difference between this use of the proceeds of bonds and their use for the support of police or fire departments.

But a more serious objection still is in the general fact that our American cities are too crude in their organization and management of public affairs to be trusted with such enterprises. In some of the European cities their profitable management may be possible, and even there may be some in this country where there is sufficient of municipal honesty and thoroughness, but such a condition is not yet attained by Grand Rapids, and it will be some time yet before there is sufficient development in that line to warrant the taking of ordinary public industries out of the hands of private competition.

ADVANTAGE OF SLEEP.

In reply to the question, Is it wise for a man to deny himself and get along with a few hours' sleep a day, to do more work? Tesla, the great electrician, is said to have replied: "That is a great mistake, I am convinced. A man has just so many hours to be awake, and the fewer of these he uses up each day, the more days they will last; that is, the longer he will live. I believe that a man might live two hundred years if he would sleep most of the time. That is why negroes often live to advanced old age, because they sleep so much. It is said that Gladstone sleeps seventeen hours every day; that is why his faculties are still unimpaired in spite of his great age. The proper way to economize life is to sleep every moment that is not necessary or desirable that you should be awake."

A war on the cigarette through the public schools of St. Louis is likely to be more effective than the legislation projected or accomplished in several of the states, particularly as the school officials and the parents have joined hands in the crusade. The evil effects resulting from the use of tobacco in this form, particularly by the young, are taught in the schools. Smoking on the school premises is strictly prohibited and the children are watched on their way to and from school. More potent, however, is the enlistment of the vigilance of parents and older brothers and sisters, friends and acquaintances, so that cigarette smoking will become a burden to the public school pupil.

One of our consuls in France writes the State Department that there is a market there for a large amount of American oak lumber, provided it be sawed in the manner preferred by French lumber dealers. That probably settles the question. The American manufacturer turns out goods to suit himself, not foreign buyers. English and German manufacturers are much wiser in this regard, and thereby get a great deal of foreign trade which Americans might have if they would adopt proper methods.

The Grand Marais business men, who organized a social club, are now comfortably quartered therein. It is indeed a pleasant place and no traveler who has donated toward it will begrudge the money paid when he can enjoy the comfort of such a place.

THE HONESTY OF WOMEN.

Some of the London papers, notably the Spectator and the Medical Journal, have been discussing the comparative honesty of men and women, in the light of several recent cases of shoplifting in that city.

Several cases of that kind which have attracted great publicity to their perpetrators, who were women of high social station, have been made the text of much exaggeration and distortion, with the apparent purpose of propagating the notion that theft, particularly in the form of shoplifting, is a common failing of women, when, indeed, it is a rare one.

All students of the physiology and psychology of disease recognize that certain morbid conditions peculiar to women may induce them to steal; but this is by no means a common circumstance. But when the dishonesty and criminality of women are compared with those lapses in men, it is only necessary to appeal to the official statistics to prove that women are vastly more honest than men, and vastly better. The United States census for 1890, showing the numbers of the inmates of the prisons of this country by sexes, gives for men, 75,924; for women, 6,405. Here are twelve times as many male as female criminals. That settles the question at once.

The London Spectator takes the view that not only are women more honest than men, but they show it in every way. They feel the temptation of money less, and the sense of its importance, and of their own trusteeship in regard to it, much more. That is the universal opinion on the continent of Europe, where women are almost everywhere intrusted with the handling of money as cashiers in all sorts of commercial establishments.

The Spectator declares that the charges of embezzlement alleged against women are extraordinarily few, while their honesty as servants, when they must often be grievously tempted, is really marvelous. The ordinary well-to-do house-mistress takes no more precautions against her maid's thieving propensities than against her daughter's, and, if she is a shrew, dilates upon every fault possible except this one. Nine times out of ten, when a maid steals, it is under the influence of some man outside, a remark which experienced policemen say is true even of the street girls, who are frequently charged with the offense. Women, in fact, steal much less frequently than men do.

Of course, there are female adventurers, some of them surpassing in boldness and address any men; but they are exceptions. Women are misled through their affections, and, when influenced by bad men, will commit any sort of crime; but there can be no reasonable doubt that women are vastly better than men in every way, and, while the two sexes in the population are about in equal numbers, there are more than twelve times as many male as female

THE CHAMPION ROPE WALKER.

Blondin, the famous tight-rope walker, who has just died in a suburb of London, where he owned a fine villa which he named Niagara, was born in St. Ouen, France, in 1824. His real name was Jean Francois Gravelet. There were six children in the family, three boys and three girls, and all of them became tight-rope performers. Jean's first feat was performed at the

age of six in Lyons, where he walked up an inclined rope to the height of 175 feet. Later he trained to be an acrobat, and became so skillful that when he made his debut his success was instantaneous. For years he traveled through France, giving exhibitions at fairs, which proved very profitable.

In 1851, Blondin, as he had then come to be known professionally, joined the famous Ravel family of acrobats, and came to America with them. The troupe first appeared in Niblo's, New York. Blondin remained with the Ravels for eight years. In the course of his travels he visited Niagara. The sight of the great cataract at once suggested to him a feat that would surpass all previous tight-rope performances, and at the same time give him world-wide fame. He took up his abode near the Falls, and began to study the practicability of the proposed feat. Being convinced that it could be done, he announced that he would walk a rope stretched over the River below the Falls. The length of the line was 1,100 feet, and the center was fully 175 feet above the seething waters. Blondin made the perilous trip on August 17, 1859, in the presence of 50,000 breathless spectators, and his reputation as the most daring tight-rope walker in the world was achieved. The following year he made over fifty trips on a rope stretched across the Niagara River just above the Falls. On some of these trips he was blindfolded. On Sept. 14, 1860, he performed the extra-hazardous feat of walking across with a man on his back. Among those who witnessed this performance was the Prince of Wales, who, when Blondin was presented to him, exclaimed, "Thank God, it's all over."

Blondin's most daring feat, perhaps, was that he performed during an engagement at the Crystal Palace, London, when he trundled a wheelbarrow across a rope 200 feet long, with his baby daughter in it. He subsequently confessed that at this time he first felt the sensation of fear, not for himself, but for his child. His great nerve was largely due to his temperate habits, for he would never drink or smoke. Of late years he had lived in England. In November, 1895, he married for his second wife a woman many years his junior. He made a great deal of money during his career, one performance in London alone netting him \$20,000. He lost considerable of his fortune in speculation, but at the time of his death was still well to do. Even in his old age he was very active physically, and would occasionally surprise his friends by performing some of his youthful acrobatic feats.

There is now in the bonded warehouse at Tampa more than 9,000 bales of tobacco, which belongs to a few manufacturers, and will last them two years. Some of the big New York factories were equally forehanded, but the rest will have to shut up shop or use the domestic product. There is no scarcity of the Sumatra leaf, but the shrewd Dutchmen of Amsterdam who own the Sumatra plantations have had their eyes opened, and are taking advantage of the situation by advancing prices. The closing of the Havana factories is going to make imported cigars scarce and high, and if General Gomez and his associates keep up the war, it will be some years before the trade can be resumed. Mexican manufacturers and tobacco-growers are alive to the situation, but their capacity is limited, so the smokers will have to return to pipes and use the domestic product.

The Middleman an Unnecessary Evil in Many Instances.

Written for the TRADESMAN.

Between the producer and consumer stands the distributor, who is one of the important factors in developing the maximum profit of the world's industry. Whether as wholesaler, jobber or retailer furnishing his own capital, or as agent of the producer working on a commission, he is subject to the complaints and criticisms of opposing interests that seek, either by combination, competition or legislation, to secure what each considers a fair division of profits. The great body of consumers also add to the pressure of contending forces, that makes every business enterprise a continual conflict, ending only in "the survival of the fittest."

These struggles are doomed to be perpetual, since science and skill are ever gaining advantages for some by lessening the cost of production, while Nature, often lavish of her bounties, floods the market with a supply largely in excess of possible demands. No system has been—and probably none can ever be—devised to properly regulate the industries of mankind, so that there shall be an equal distribution of the rewards of labor and capital. In the very nature of things men cannot be equally intelligent, capable, diligent, economical, or fortunate in the varying occupations of life. So the weakest and most unfortunate murmur at conditions that no human sagacity can wholly relieve, and theories of reform—social, political and moral—are ever struggling for material recognition.

"If there were no waste, there would be no want," argues the theoretical economist.

"If there were no vice, there would be no poverty," says the ultra moralist. "If it were not for the selfishness of capitalists, life for the masses would be a joy perpetual," cries the labor reformer.

"If it were not for the grasping ambitions of those who aspire to be statesmen and control affairs, the people would rule themselves and be prosperous," asserts the would-be political reformer.

Thus the Nineteenth Century draws to a close leaving a large portion of our people unsatisfied with present conditions, notwithstanding the wonderful advance that pluck, intelligence and statesmanship have accomplished since this century dawned on the world.

Yet there are some middlemen who deserve the criticisms voiced by both producers and consumers. The fake commission merchant, masquerading in the garb of legitimate business, sends his circulars broadcast, and, like the spider in his web, watches for the victims sure to be attracted by allurements transparent enough to those who read trade journals and profit by warnings set forth in their columns. Against these there is no defense but common sense and sober second thought.

The lightning rod man, the jest of so many stories, is getting to be a back number except in a few scattered rural settlements where the press does not largely circulate, but scores of other chevaliers d'industrie take up the work he has left and amplify it in ever-varied forms to suit the customers with whom they choose to deal. Their name is legion, but their purpose still the same—to increase the sum of human experience to their profit, whatever may be the cost to others.

The dealer in bankrupt and damaged

stocks, as a middleman, is hardly less obnoxious to the interests of legitimate enterprise than those first mentioned, especially in the role in which, of late years, he has appeared. He appeals to the greed for bargains that seem cheap in the eyes of a certain class, but, like the apples of Sodom, disappoint the eager purchaser.

One class of distributors whose operations are open to obvious criticism are the proprietors of department stores. The original producers may not yet complain, but merchants upon whose trade they infringe through uncommercial methods do so most emphatically. It would not be strange if a large proportion of consumers should withdraw their custom as they begin to understand how such a system affects their economic interests. Whatever tends to cheapen the price of goods will eventually react upon the rewards of the laboring class, as, while helping to produce the staples of commerce, they constitute the majority of consumers. In sustaining the department store system they really help to build up a monopoly in business under the name of competition, which will widen rather than decrease the distance between wealth and poverty.

Another system of distribution that extorts money from a too-confiding public fills the mails with issues of journals claiming literary merit, but in reality devoted to the sale of innumerable novelties of trifling value to curious readers attracted by the specious advertisements. The amount of such goods thus sold is enormous, and ever-increasing demands are creating fresh supplies. They are mostly articles the cost of which bears a significant proportion to the price, and which would not be salable in the regular way where customers have the privilege of inspection. A part of the productive overflow of these goods gets into notion stores, and helps to make up an assortment of useless things attractive to spendthrift buyers by being marked so cheap that the small sum paid for each is squandered without reflection, but before they know it several dollars are gone.

So, wherever human credulity and lack of sound judgment appear, there will be found the shrewd speculative distributor gathering profits regardless of the equities of exchange. This field of enterprise is large and thoroughly worked in every department, and happy the man who escapes with but few scars from contact with him at some time. The best security against the so-called middleman is to have as few articles wants as possible and to use good judgment in the supply of those that are real. Those who rail without distinction at the honest distributor in the lines of legitimate trade are numbered by the thousand, and prove themselves incapable of knowing what they want or why they want it. PETER C. MEEK.

Trade in Banana Skins.

Quite lately a Chicago firm has offered to buy all the banana skins that are offered. The skins are dried in an oven and then ground with a mixture of banana, and fruit flour is made out of the lot. This flour is very white and fine. Much of it is used in adulterating starch.

Missouri After Trusts.

The Missouri Senate has passed Senator Gray's anti-trust bill, which nullifies all contracts for sales with trusts and provides that persons purchasing under contract from trusts need not carry out the contracts thus made.

Clerks' Corner

How Some Clerks Get Along with Their Employers.

Some clerks are everlastingly kicking about their employer. They "can't get along with him." There's always something the matter with him. Nobody can work for him, so the clerk says; always fuss, always trouble, never any peace in the store—and it's always the old man's fault. Still, the old man seems to get along pretty well with other people. He's pleasant, even jovial, and is a popular man. It's noticeable, too, that with some of the clerks he is all right. "They can get along with him," the complaining clerk says.

* * *

However, it's not clerks merely who grumble about the boss. In every occupation, from ditch digging to the construction of air castles, there's fault-finding of this character. In fact, there is a vast horde of toilers who couldn't work for the Angel Gabriel without complaining of the taskmaster. It's in 'em. I take it that nine out of ten of these men consider it a shameful trampling of their rights in the dust for their employers to insist on their doing what they are paid for doing.

* * *

It's usually the case that the man who has cause for complaint is the employer. Said a clerk to me the other day, "When I was out in the country I went to work for a man with whom everybody told me nobody could get along. My friends told me I wouldn't be there long. Well, I tried it anyhow, and I'll tell you now that I never worked for a nicer man. I got down to work at the appointed hour; I did my work to the best of my ability; I looked after things as if I had a personal cash interest in the store, and I didn't begin putting on my hat and street coat ten minutes to closing time. In four or five months I was practically running the business. The 'boss' was out almost all of the time and he left everything to me, keeping of stock and all that. When he bought goods I made most of the selections. He really knew less about the business than I did and during the two years I was there we never had the slightest trouble, at least none worth mentioning."

* * *

This is usually the case. It's the employe that's at fault, not the employer. The merchant wants a man of certain ability; a man, say, whom he can depend on to look after business all the time and do it right. Until he finds that man he is a hard man to work for because his employes don't do what he expects. "Knowing how to take a man" is as much understanding what he wants and how he wants it done as in deciphering his disposition and moods. If a man does what his employer wants him to do and as he wants it done, he is not likely to get into trouble.

* * *

Said a clerk the other day, "I believe I can get along with any man who is reasonable or even slightly unreasonable." There are many clerks the same way. They know how and are willing to do what is wanted and do it always. The result oftentimes is that the sternest employer becomes as dough in the clerk's hands and the latter can and does do about as he likes until he abuses his employer's confidence and makes him more strict in his relations with his employe.

* * *

It's all in the clerk. If he has an idea that he is merely employed because the merchant must employ somebody, and thinks he is independent when he is merely bullheaded, then he can't "get along" with many employers. This term "independence" is terribly over-worked. It's too often a cover for big head. There are exceptions, of course. As many men do not have independence enough as have too much. One

is as bad as the other. In one people in general lose confidence, while in the other he himself lacks confidence. Mid-way between the two is the satisfactory man—the man who "gets along" with his employer, who does his work right, who has his employer's confidence, who is pretty well satisfied himself and who is a promising candidate for partnership profits. He's the dependable man, just independent enough, popular and able. There should be more of him.—Shoe and Leather Gazette.

Avoid Coarse Tendencies.

From Shoe and Leather Facts.

A salesman who imagines that, by indulging in coarse witticisms and anecdotes, he will acquire the reputation of being a "jolly good fellow," is far astray. The very people who listen to and applaud his jokes will, in their inmost minds, look upon him with contempt. "Broadness" is not necessary to secure a reputation for being a genial, thoroughly good fellow, and the salesman who thinks it is just the thing to become noted for his ability to tell "loud" stories will not be apt to find the class of patrons who appreciate them the most profitable customers. A good story, capably told, helps to put both seller and buyer on a more sociable footing, but there is no need for an article of suggestiveness to enter into its composition in order to make it worth telling. The salesman's calling is now looked upon from a far more elevated standpoint than was once the case, and every member of it should deem it a duty to see that this respect is not lessened. Geniality and good fellowship need not be synonymous with vulgarity, and the belief is that the majority of the "knights of the grip" fully appreciate this and are a credit and ornament to their calling.

Conclusively Settled a Theological Question.

A little girl six years old was on a visit to her grandfather, who was a New England divine, celebrated for his logical powers.

"Only think, grandpa, what Uncle Robert says."

"What does he say, my dear?"

"Why, he says the moon is made of green cheese. It isn't at all, is it?"

"Well, child, suppose you find out for yourself."

"How can I, grandpa?"

"Get your Bible, and see what it says."

"Where shall I begin?"

"Begin at the beginning."

The child sat down to read the Bible. Before she got more than half through the second chapter of Genesis, and had read about the creation of the stars and the animals, she came back to her grandfather, her eyes all bright with the excitement of discovery. "I've found it, grandpa. It isn't true, for God made the moon before he made cows."

The Man for Me.

I'm not a great admirer of your emperors and kings.

Your princes or your "noble" dukes and lords: In this God-favored country we can do without such things.

For better kinds of men our land affords. I don't revere the millionaire whose father made him such.

I don't believe in idle men of wealth, I have no use for ancestry, in English or in Dutch.

Nor yet for men in business for their health. I do not fancy merchants who imagine they are wise.

Who do their business in an ancient style: I've no regard for storekeepers who do not advertise—

And still believe that they can make a pile. I cannot understand commercial gentlemen who shun

Publicity or mention of their name; I cannot, for the life of me, believe that any one in business cannot see the good of fame

But I admire the merchant who commences very small

And steadily makes progress from the first. The man who advertises winter, summer, spring and fall.

Who for extensive fame has got a thirst. That's the fellow who makes business good for other people too.

The man who gives a boom to every trade: And you'll generally find the biggest fortune will accrue

To those who use good advertising's aid.

The Staff of Life

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

GRAND REPUBLIC

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



Ball-Barnhart-Putman Co.,
GRAND RAPIDS.

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.

TWO TROUBLES.

Department Stores and Saloon Drug Stores—The Remedy.

J. D. Boyles in Pharmaceutical Era.

The greatest evil the retail druggist of to-day has to deal with is that of cutting prices on proprietary articles, patent medicines. There are two sources of this annoyance: One is the department store; the other is the place run in semblance of a drug store, but which in reality is a saloon.

The proprietor of a department store strives to create the impression on the minds of the people that he is selling goods cheaper than anybody else. He tries to impress them with the fact that he "handles everything," buys in "large quantities," and hence can sell cheaper than other merchants. In order to do this he must "make prices that will speak for themselves." Now, he would not dare, for business safety, to cut prices on his whole stock; that would leave him no profit. Hence, from a true financial, business standpoint, there is but one thing left him to do, and that is, to endeavor to create a false impression in the minds of the people, i. e., try to make the people believe that he is selling "everything" for less money ("at cost" or "below cost") than other merchants. To do this he must "make prices" on such articles as the public know the regular price of. It would not do to make the leading "cut" on harness, for the "Hoss Milliner" would argue that the department store man's harnesses were a cheap grade and not the best "oak tan." The grocer would say that the sugar was not genuine granulated sugar, but "off A." The hardware dealer would insist that the axes were a cheap imported kind, and not "American hand-forged," and the tinware an inferior kind made especially for department stores. The dry goods merchant would have grounds to point out that the dress patterns were cheap stuff, and the laces domestic-made goods, which were trying to be palmed off as "imported articles."

And so it would be with a great many other things. The department store-keeper must find something that such arguments cannot reach. In casting about for that which will best attract the attention of the public, and at the same time leave the legitimate merchant no grounds of defense, and, also, not interfere with those goods for which he can charge robber's prices, his eye falls on a drug store sign, and the idea occurs to him that patent medicines will afford him just the thing he wants, and, too, that the balance of the druggist's stock is of such nature that the druggist cannot strike back with cuts on some other class of commonly sold merchandise. Hence it is that the proprietary article (each and every package of the same name and make supposed to be exactly alike and the price well known to the public) is chosen with which to deceive the people and inveigle them into the department store, so as to have an opportunity to sell them

something else at an enormous profit. I say "enormous profit," because success in the mercantile business depends upon but one rule, and that is, that the merchant must sell his goods at a profit sufficient to pay all expenses, interest on the investment and a fair salary as compensation for his own time and energy, and if one class of merchandise is sold for cost or less than cost, something else must of necessity bring more than a legitimate profit.

Some will say, "Well, this may injure the retail druggist, but wherein is the manufacturer of the proprietary articles any the loser—his goods are sold anyway?" Here is the point—Anything used as a scapegoat (social, political or mercantile) soon loses the respect of the people and is looked upon as common and not fit for self-respecting people to use. Of course, they will buy it, even from the department store, for a while, but it is a well-known fact that the best and surest way to drive an article, no matter how good, out of use, is to put it into a store where the price is cut to the heart. All other merchants cease to respect it, even though it is not in their line, and the manager of the department store, who always watches closely the drift of public sentiment, soon loses interest in the "old patent," and takes up something new which the other merchants have pushed, instead of the former patent medicine. Again, so long as a patent medicine is sold only from the pharmacy, it is more or less identified with and looked upon in the same light as prescriptions, but the moment it becomes the stock in trade and is part of the merchandise of other kinds of stores, it loses that respect and reverence which the pharmacy has thrown around it.

In a great many places there are no saloons. In nearly all such places the cause is either that the license is so high as to be prohibitory or the citizens will not sign the necessary petition. In the majority of such towns you will find at least one drug store that is a drug store in name only. Its principal business is about like that of a saloon. The stock of drugs kept in the front room is merely a blind or cover to what is kept behind the prescription case, in the ware room or in the cellar. Even men who drink will go to a place of this kind for their whisky and beer, and then go to the real drug store to buy their drugs and medicines. The result usually is that such places do very little in the way of selling anything but whisky and beer. But after a while, when the public begins to realize that such a place is selling no drugs or medicines, the enquiry is made, how the place can be run and the proprietor make money. These enquiries soon reach the ear of the proprietor of said establishment, and he realizes that he must make more show of business. This he cannot do, unless he offers "special inducements" over the legitimate druggist, for the better class of citizens, and especially the women, will not buy their drugs and medicines at such a place, unless there is some special advantage. Now, if such pro-

prietor sells no medicines, but has his whisky trade, he makes his profits, and if he sells medicines at cost and sells his whisky as before, he still makes the same profits and has increased the value of his blind. When the price is cut, the real druggist must meet the cut or lose his trade, for some people will buy where the price is lowest. Some women will send their husbands, or even their children, to such places, when they can save a few cents, although their self-respect (?) will not permit them to go.

If the above be the correct diagnosis of the case, what should be the remedy? In looking at the case from all sides, the remedy that best suggests itself to my mind is as follows:

The manufacturer of the proprietary article or patent medicine should require of the jobber a binding contract that said jobber will not sell said article except for a certain stipulated price, and then only to such retail druggists as said manufacturer shall designate. The manufacturer should then require of each retail druggist a contract that he will not sell the product of said manufacturer for less than the price stipulated at the retail price of said article. Any retailer refusing to sign this agreement, or one signing same and then violating it, should be blacklisted, and the jobbers notified not to sell him any more of said goods.

The above is merely the condensed plan to regulate the sale of proprietary articles, for putting into operation of which two methods suggest themselves:

First Method—Each manufacturer to make his own contracts with jobbers and retailers. The jobbers of each state to select from among the retail druggists one person to act as special state agent to investigate all complaints and report same to manufacturer of article complained of. If complaint were made that a certain person had violated his contract by cutting prices, the person filing complaint should state to whom said article was sold and at what price. A blank certificate should then be sent by the state agent to the accused, requesting an explanation or denial. If no satisfactory explanation be made, or the charge not denied, then the guilty party should be blacklisted at once. But, if accusations be denied, then the state agent should make a personal investigation to ascertain the true facts. If there were no grounds for the accusation, then the informant should pay the expenses of the investigation; otherwise, the manufacturer whose contract had been violated should pay for investigation, state agent to receive pay only for cases investigated.

Second Method—All manufacturers to meet and appoint a general agent (or an executive committee), whose business should be to make contracts with all jobbers and retailers similar to contract in first plan, but one contract to cover articles of all manufacturers represented, and also to see that jobbers in each state appoint a state agent, as in first plan, and to be sole judge or judges as to who should be blacklisted.

Either of the above plans would leave each manufacturer at liberty to do his

own advertising, make his own prices, and push his articles, just as he does now, but at the same time would protect the retailer.

The second plan could be made to pay its own expenses—in this way: Each retailer to pay \$1, jobber \$5, and each manufacturer \$25 per annum, for maintenance of such organization. If this amount produced a surplus the yearly dues could be reduced, if a deficiency increased.

Out of the Chestnut Bin.

Attorney—Did you then slap plaintiff on the mouth?

Witness—No! I only slammed the door in his face.

"This is all rot about grit winning success." "How so?" "I sank a fortune in a grindstone factory."

"I say, do you think that Wiggins is a man to be trusted?"

"Trusted? Yes, rather. Why, I'd trust him with my life!"

"Yes, but with anything of value, I mean."

Pat—They do say the car next the injine be the most dangerous.

Mike—Begorra, thin, why don't they lave it off?

Fish Merchant—You want a situation as a herring packer? Have you had any experience?

Applicant—Yes, sir; for two years I was conductor on a street car.

"That was a mighty swell ball last night," said one man who was there to another who wasn't.

"It must have been," was the reply. "Our firm rented twenty-seven dress suits for the affair."

Irishman (who has been dropped from halfway up scaffolding—Fwabt the divil d'ye mane, Pat Hooligan, by dropping the winch an' well-nigh breakin' me back?

Voice from top—Shure the whistle wint for dinner.

"What sent that dog away howling so?" asked the 'possum.

"Oh," said the porcupine, "he was nosing around for information, and I kindly supplied him with a few points; that is all."

Willey—I tell you, it's better in the end to be honest. Did you ever know a rogue who wasn't unhappy?

Shalley—No; but then one would hardly expect a rogue to be happy when he is known. It's the rogues who are not known who are happy.

"Take that bicycle," said the dealer to his assistant, "and put it in the window with a sign announcing that its price will be \$65 for this week only."

"Supposing we don't sell it, shall I change the price next week?"

"Certainly. We never deceive the public. Next week its price will be \$60."

Ebeling's Flour is the Best Bread Maker
Ebeling's Flour Brings Big Margins
Ebeling's Flour is a Quick Seller

As told by { The People
The Retailer
The Jobber

Write for Particulars.

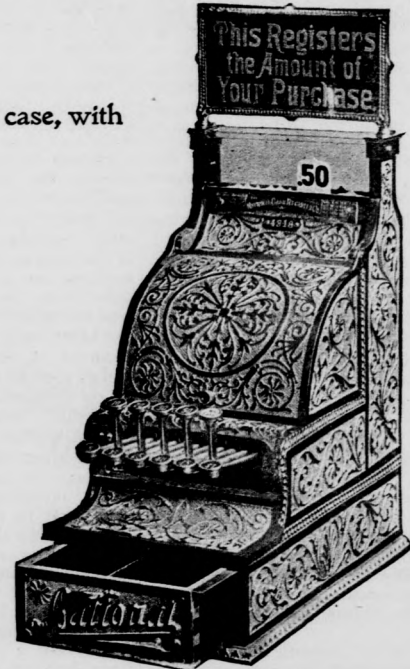
JOHN H. EBELING, Green Bay, Wis.

Be Deceived No Longer

By the false idea that we sell only high-priced registers. We make over ninety different kinds and sizes of National Cash Registers, and our prices range from \$8 to \$350, inclusive. We have just added three new detail-adding registers to our price list.

No. 11, Price \$30.

Eleven keys of any denominations desired. Nickel-plated, metal case, with small cash-drawer.



No. 11.



No. 13.

No. 13, Price \$50.

Twenty keys of any denominations desired. Nickel-plated, metal case.

No. 14, Price \$65.

Twenty-five keys of any denominations desired. Nickel-plated, metal case.

Second-Hand Registers.

We also have on hand a number of second-hand National and other cash registers taken in exchange for latest improved Nationals. We will sell these registers at greatly reduced prices.

Send us your name and address, and when next in your vicinity one of our salesmen will call on you. You will be under no obligation to buy. The National Cash Register Company, Department D, Dayton, Ohio.



No. 14.

CASH OR CREDIT.

Actual Experience of a Practical Merchant.

R. M. Armstrong in Boot and Shoe Recorder.

Cash or credit—I say cash. The cold, hard stuff is what we all want. Credit is all right if your customers are all right, but how often and how many are that way?

I would rather have a man promise to pay me in a month than to-morrow, for with some people to-morrow never comes. If his pay day is to-morrow he can certainly wait until to-morrow comes. If the United States mails, the railroads, the telephones and telegraph are all run on a cash basis, why not a shoe store?

You cannot go to a postoffice and get a one-cent stamp without you have the cent. Or you cannot go to the ticket office and buy a ticket, and tell the agent that you will pay him to-morrow or next week. It doesn't go.

When you sell a customer a pair of shoes, and he promises to pay you for them in a specified time and then fails to fulfill his promise, you are angry, and when you speak to your customer of it he is made angry. The consequence is he deals at another store, and you are out a pair of shoes and a customer, where if you refuse to trust him, there is only one angry and very likely he will soon get over it.

Credit is good for dishonest people while cash is good for everybody. When a customer owes you a bill he is sure not to come into your store until he has the money to pay you. But if he needs another pair of shoes he goes and pays cash elsewhere because he has not the price to pay you and get another pair, too. If you have a customer who has run a big bill on you and you begin to get afraid of him, and refuse to give him more goods until he pays up, he invariably becomes angry and deals at other places, and will refuse to pay his bill just to get even with you. He also tells other customers of yours how you mistreated him. And there is no man but what has some influence.

If you accommodate a man once by trusting him he always expects it afterward. One can do a larger business by doing a credit business than he can by selling for cash. For this reason, you can find more people who are willing to buy than you can find people who are willing to pay for what they do buy. It is very hard to pay for a pair of shoes after they are worn out.

Credit also gives a person a better chance to complain. If one buys a pair of shoes on time, and they do not give what he calls satisfaction he will say, "Oh, well, I got cheated and I'll not pay for them." Then he never comes back.

Credit is all right but it won't do. In our town we have a class of people who make it a business to "do" the merchant who trusts. They deal at one store until they get all they can on credit and then move to another store. When they get around all the stores in town, then they do like the poet in regard to his rent:

The rose is red,
The violet blue;
I guess I'll move—
My rent is due.

Beware of the man who comes into your store and runs down another man's goods. He will always beat you. You can also keep your eye on the man who says he always buys seven and ten-dollar shoes, and wants to buy a dollar and a quarter pair from you.

In company stores where people have to deal, they adopt the credit system. Two weeks' wages are generally kept back at the works by the company. Then if the bills are not paid up at the store on pay day or every two weeks the man's back pay is taken for his bill. Then follow his orders to repair to the office and get his pay, provided there is any coming, and his place is filled by some cheap Italian or Hungarian. These two kinds of people make very good company-store customers, but not very good citizens.

The cash system does away with bookkeepers and one can always tell how

and where he stands. He does not have to count his chickens (as the saying is) before the hatchet falls. Your best customers are always cash, and easiest to wait on. Credit customers are a sort of nuisance. They take all the liberties and make all the excuses you could count in your spare time. They will say: "I guess I will not try the shoes on, but if they don't suit I'll send them back," and probably take two or three pairs out and keep them out for a week, while maybe the next customer you have would buy one of the very pairs that are out, and would pay you cash for them.

A story is told of a harnessmaker who, when asked the price of a set of harness, replied, "Twenty dollars in cash or fifteen dollars if I charge it." The customer was surprised and asked how that was. "Well," said the harnessmaker, "if I charge it and you don't pay me it will not seem such a big loss." This is about the way with the man who trusts. At the end of the year, when he looks over his books, he always finds some bills he knows will never be paid. So he just puts them on the dead beat list, or scratches their names from his book. Some customers get angry when they receive a statement, and a long standing bill gives lots of chances for disputes and causes lots of trouble.

Some merchants do a cash business to some customers and credit business to others. But this is not always fair, for you may refuse an honest and worthy customer, while you are liable to trust one who is not. You cannot always judge a man by his looks. He may look all O. K., be dressed nicely and tell you he is as honest as steel, and yet may be a rogue. On the other hand, he may be poor and poor looking, and look like he would knock you down and take your money before he got out of your store, and still be good pay.

The credit system might pay in some old towns, where everybody knows everybody, and where people are not moving every month to save rent. But it would not do in a city or a new town.

That old saying, "A bird in the hand is worth two in the bush," I think can be properly applied to the cash system. I would rather have a dollar in my hand than two on my book.

If you question a bankrupt how he became so, the answer in most cases is: "I did a credit business," or, "I could not collect my bills," or, "I trusted and got behind, so I could not get caught up again."

When a man owes a bill he does not want to meet you on the street. He may be seen darting across the street or into some store until you get past. A dead-beat like this is also very dangerous. Sometimes he will cut and shoot; that is, he will cut across the street and shoot up or down an alley. Quite often a person means to pay and sickness comes on him or his family and he cannot. These we will have to call unfortunates, but still they are losses. Would they not think more of the merchant if he sold to them for cash and then when they are in trouble give them a pair of shoes? We always get some unsalable goods that have gone out of style that poor people would be glad to get.

I would rather have the amount of some merchants' losses than their profits. Many merchants in the last three or four years have lost more money than they have made. A man ought to be able to pay cash for all that he buys. Some men would rather spend all the money they make for beer, and let their poor wives wash for their living. Some people, as soon as they get their two weeks' pay, first share up with the saloon keeper, and next with their landlord and grocer. They do not look forward to a sore foot or a rainy day. If they get sick or hurt they expect the merchants to carry them. Most people who let their bills run are not worth enough to bring suit against. If you sue them they take advantage of the three hundred dollar act and you are out, and when the costs are paid you

are out again. There is nothing left, not even your customer.

We have a merchant in our town who does a strictly cash business and I don't know of his having a single enemy. He sells cheaper than most stores and he discounts his bills and seems to have as many customers as any store in town. He is always called Mister. Everybody seems to trust and respect him.

We once had a customer who owed a bill for about six or eight months. In the meantime he was buying shoes at another store and was paying cash for them. We asked him why he did not come to our store and deal when we had accommodated him by trusting him. His reply was, "This is a free country; I'll pay you what I owe you and then I can buy where I please." That was another customer lost. You can see the thanks we got for waiting six or eight months for our money. On the other hand we have trusted customers who were very thankful for the accommodation and by trusting them have made them our best customers where if we had refused them they probably would not have come back again.

If you trust a customer as though you were a little afraid of him he is liable to be afraid to come around and see you on pay day. If you are going to trust him don't ask him when his pay day is, or if other stores trust him. Just give it to him and make him believe that you think he is just as good as old wheat, and he will be likely to pay you. We have customers who pay us in full every pay day, while they have stuck nearly all the other stores in town. It pays to be obliging, accommodating and kind. But it does not pay to keep up a lot of lazy, drunken dead-beats.

The customer who always wants to leave a little balance does not amount to very much. You had better lose the customer than the little balance, for as a general rule he wants to do you out of a quarter or a half dollar on his purchase. This is not much short of theft. He might as well watch his chance and swipe that amount of money from your drawer. If a man deals with you just in order to beat you out of your goods, is he not as bad as the man who sticks a pair of shoes under his coat? He is a daylight robber, but people generally put things like that mildly. They just say he is a dead-beat. I would think more of a man who breaks into my store and steals my goods than a man who buys them with the expectation of beating me out of them. One is a daylight robber and the other a night robber. There is a penalty for the one kind that steals but the other goes free.

I would like to see a law that would make a man pay his debts. In some countries a man is imprisoned who refuses to pay his honest debts. If a man can pay and won't, he is worse than a thief. If a man is willing to pay and cannot, I say give him his own time, or if you are able, forgive him of his debt. We have a customer who would not pay his debts when he was able to work; now he is not able to work, and his family are in want. In this case one can scarcely tell what to do when his children come into the store and ask for a pair of shoes and want them charged. You know that you will never be paid, and you have a kind heart and hate to see the poor little children with wet feet. Now would it not have been better to have made that customer pay up when he was able to work, and then when his family are in want give him a pair of shoes? You do an act of charity, you are ahead and your customer is not counted a dead-beat.

Credit customers let their bills run too long. Sometimes they let them run long enough to eat up all of the merchant's profit. Some let them run two or three years and sometimes longer. A man who has to wait that long cannot discount many bills, and then there is 5 per cent. discount lost. The discounts of a heavy buyer in a year's time amount to several dollars. Discounts these hard times when competition is so great are quite an item. The credit merchant who can discount his bills at the present time is certainly a dandy.

I have seen several good signs hung up in cash stores, such as: "No trust, no bust;" "Pay as you go; then you don't owe;" "Pay to-day and trust to-morrow;" "One who always pays never owes;" "An honest man is never so happy as when he can say, 'I don't owe a cent to anybody.'"

Bills, statements and duns do not seem to worry some people, especially people who do not care whether they pay or not. You can waste your time and money sending statements and duns, and sometimes it does not bring you enough returns to pay the postage. Statements sometimes bring you enemies and trouble. Suppose you have a book account and your best customer comes in with a statement that you had sent him that he knew he had paid and the clerk had not marked it off the book. The customer at once proceeds to raise fuss over you. He tells you that he will not pay it. It places you in rather an embarrassing position. Now if you had sold for cash you would have saved all that trouble.

The strictly cash merchants are scarce. It's very hard to refuse a man credit who has always been a good friend and one whom you have known from his youth up, and you know him to be strictly honest and may be worth twice as much money as yourself, but just don't have the cash that day but promises to pay you the next day or next week. He will certainly feel a little bit cool towards you if you refuse him. To a customer like this I would say: "I do not trust, and I do not care to break my rules, but I will lend you enough to buy three or four pairs if you want it." That should not offend a sensible man.

Cash will bring a man good trade, that is the elite of the town. There is more money made in good goods than cheap stuff. The credit customers are generally third class and want third-class priced goods, but first-class in quality. It is true that almost all the business done in the United States is done on a credit system, but let us try cash for a while and see if we can prevent so many failures, and I think we will all feel better and will soon live in brown stone fronts and wear silk hats.

Now I have given you my experience with cash and credit in my own plain way. I hope you will overlook my errors, and trust you can catch at least one or two good points in this essay.

Alligator Leather.

A prominent manufacturer of leather goods states that the demand is good, and especially so in the varied lines of belts. In fancy pocketbooks, alligator leather in green with gold trimming is a leader. He said: "Alligator skins are scarce in Florida. These skins are better than either those of Louisiana or Mexico. They are softer, while the others are hard. Agents are now stationed in New Orleans to buy skins for the German and French manufacturers. I predict that in five years skins will be worth ten times, or certainly six times, as much as now. The hunters get from 75 cents to \$1 for a skin. Each skin shows a different effect, and hence its beauty and value. So large is the demand for this country and Europe that the skins must become scarce and the value increase. I suppose that the history of the extinction of the once countless herds of buffalo will be that of the alligator. The skin certainly appears well in all lines of goods, and is thoroughly appreciated in the peculiar grain and marking that make it so much of a novelty."

In view of the interest in this leather, it may be added that, according to an authority, the name was first given to this animal by the English colonists of the southern portion of what is now the United States, but has been gradually extended to all varieties of the family, called caymans, crocodiles, jacares, etc., by the Spanish, Portuguese and Indians of the Southern Continent. The alligator was formerly believed to be identical with the crocodile of the Old World, but there have subsequently been found to exist distinctions which indicate generic differences.

Shoes and Leather

Pertinent Suggestions for Retail Shoe Dealers.

From the Shoe and Leather Gazette.

"Soft as silk, light as down, firm as granite, strong as steel," are four strong comparisons used in a shoe advertisement.

Golf hose are much favored by cyclists. A leggin made in imitation of golf hose, with turn-over top, is the latest.

Publicity and advertising are horses of widely different shades. A merchant may be talked about and injury to his business result—yet this is publicity. Advertising sells goods.

An advertiser puts it this way: "In this sloppy sidewalk season remember that good health never goes on wet feet. Wet feet are always running for the doctor. Rubbers, 50 cents at Blank's."

The bicycle rider who gets out on the road this weather needs leggins. They should have this fact brought to their attention by retailers. A postal addressed to cyclists might help sell these goods.

Denver shoe dealers have abandoned the free shine idea. An Eastern retailer has made a new use of it. Instead of having bootblacks in his store he gives checks for shines good at all bootblack stands in the city.

It is predicted that worked eyelets will prove popular the coming season. Possibly on some high-priced lines, although none are shown by retailers as yet. The same old sort of eyelet as we are accustomed to will be used in '07. "No, sir," said an old merchant, "I should never carry on a general business in a town of any size whatever without separating my stock into departments, the more distinct the divisions the better. Every argument is in favor of it."

"In a Tennessee town of 10,000 people I have held my own against bankrupt sales," remarked a dealer. "How? By sticking closely to quality, keeping square up with the styles and pounding on high grade goods first, last and all the time."

Many merchants who have left-over goods in light tan and who know that the demand will be for dark shades are giving these shoes coats of ox-blood or chocolate stain to make "new stock" of them. Now is the time to do this, as the tan season is likely to open early.

Seal goat is never unpopular. This season it is being sold better than ever in colored goods and is expected to prove a splendid seller later on. In colored stock there is a neatness about it that catches the fancy. In black it is not so satisfactory—has rather a cheap appearance. Seal goat collects dust, too, which, while not noticeable in colored goods, is plainly evident in blacks.

A French boot and shoe trade journal asks, "Why should not what is good for the head be equally for the feet?" and answering the buyer to suit itself, shows a shoe ornamented at the instep with bows of ribbon extending upwards like tips on a lady's bonnet, with a jeweled buckle holding the bows in place. This might take in gay Paris, but would be hardly suitable to the general trade at present.

With ox-blood shoes last season the edges and heels were finished black. Some manufacturers are now trying to make them match the leather used in the uppers. The attempt is productive of much trouble in the finishing room and is really not desirable. Black finish contrasts nicely and has the additional advantage of being easily dyed. With black stitching and black laces the contrast with the red of the leather is pleasing to the eye.

We used to wonder at the taste of the French and other foreigners who affected shoes of rainbow tints. We don't any more. A Chicago contemporary, Hide and Leather, says, "A handsome shoe, with uppers of deep-sea green, trimmed with brass eyelets and stitched with yellow thread, was

exhibited in Streeter's shoe store this week. The shank and heel of the shoe were black, but the bottom of the fore part of the sole was finished in dark green."

A pair of rubbers was shown the Gazette recently for which the purchaser had paid \$1.25. He was not unreasonable in expecting some wear out of them. He was surprised that they did not give the satisfaction they should. Had he known that the dealer only paid 35 cents for them he wouldn't have expected so much. When he did find it out from a rival merchant, to whom he complained, he didn't like the 400-per-cent.-profit idea and in future will patronize somebody else.

A designer of patterns proposes a new form of bicycle shoe and claims that he has personally given it a careful test and knows of its superiority. Instead of lacing down the front he places the lace line outside on a curved line at a point at the top and forward of the ankle joint, extending down and forward of the ball, whence it turns abruptly into the median line of the foot, running thence to ending just where the usual lace line ends. He claims that by lacing the shoe in this way he avoids the disagreeable, and frequently painful corn that is formed on the top of the arch by the slipping up and down of the eyelets and laces in the act of pedaling.

Fourteen "Nevers" for Wearers of Shoes.

Dr. Samuel Appellton in Health Culture.

1. Never wear a shoe that will not allow the great toe to lie in a straight line.

2. Never wear a shoe with a sole narrower than the outline of the foot traced with a pencil close under the rounding edge.

3. Never wear a shoe that pinches the heel.

4. Never wear a shoe or boot so large in the heel that the foot is not kept in place.

5. Never wear a shoe or boot tight anywhere.

6. Never wear a shoe or boot that has depressions in any part of the sole to drop any joint or bearing below the level plane.

7. Never wear a shoe with a sole turning up very much at the toes, as this causes the cords on the upper part of the foot to contract.

8. Never wear a shoe that presses up into the hollow of the foot.

9. Never have the top of the boots tight, as it interferes with the action of the calf muscles, makes one walk badly, and spoils the shape of the ankle.

10. Never come from high heels to low heels at one jump.

11. Never wear one pair of shoes all the time, unless obliged to do so. Two pairs of boots worn a day at a time alternately give more service and are much more healthful.

12. Never wear leather sole linings to stand upon. White cotton drilling or linen is much better and more healthful.

13. Never wear a short stocking or one which after being washed is not at least one-half inch longer than the foot. Bear in mind that stockings shrink. Be sure that they will allow your toes to spread out at the extreme ends, as this keeps the joints in place and makes a strong and attractive foot. As to shape of stockings, the single digital or "one-toe stocking" is the best.

14. Never think that the feet will grow large from wearing proper shoes. Pinching and distorting makes them grow not only large but unsightly. A proper, natural use of all the muscles makes them compact and attractive.

How It Happened.

Bliggins: "Jorkins is a humorous sort of a chap, isn't he?"

Wiggins: "At times."

Bliggins: "He got off a good thing last night."

Wiggins: "What was it?"

Bliggins: "His bicycle."

Pay attention to your advertising and your advertising will pay for the attention.

If you want the best boot send your order for **GOODYEAR GLOVES** to



HIRTH, KRAUSE & CO.,
GRAND RAPIDS.

RINDGE, KALMBACH & CO.

12, 14, 16 PEARL STREET

MANUFACTURERS AND JOBBERS OF

BOOTS, SHOES AND RUBBERS

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

BOSTON RUBBER SHOE CO.

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

CHINESE GOLF GOODS

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

HEROLD-BERTSGH SHOE CO.,
GRAND RAPIDS.

Tendency of the Shoe Trade.

From the Boot and Shoe Weekly.

In conversation with various shoe manufacturers we learn that there is a decided difference of opinion regarding prospective tendencies in the shoe trade. Some manufacturers hold to the idea that the demand in the near future is to be for finer goods. On the other hand, a decidedly contrary opinion is expressed by men who stand very high in shoe manufacturing.

The writer a short time ago met a manufacturer who recently erected a factory in which 6,000 pairs of shoes can be made each day. He had been previously provided with factory accommodations sufficiently large to make 3,000 pairs daily. The main idea governing the new movement was the manufacturer's belief that the demand in the future was to be much more largely directed toward lower-priced goods. Now this manufacturer has a reputation extending all over the country, and he has been successful in every trade movement he has undertaken. Therefore, what he says and what he does must be carefully considered, because he has so many times anticipated with success the trend of trade.

Then the writer met another manufacturer who was very certain that "we were approaching the English level regarding wages and the cost of the necessities of life." He was sure that the tendency in shoemaking, as well as in clothing, hats, furnishings, etc., was toward much lower prices. He did not see a single indication to prove that the country was interested in anything which suggested higher prices either for labor or the necessities of life. He believed, when the rearrangement had been completed, that the general run of people would be better off, but he feared there would be much trouble before wages were sufficiently lowered. He believed that, under the English system of wages and living, the American mechanic would do better than under the fluctuating conditions which have so long prevailed.

There has always been a demand for the cheaper grades of shoes. In dull times almost the entire run seems to be in this direction, so that the manufacturer making low-class goods is more likely to have a steady trade than he who produces only the medium and fine goods. One manufacturer has been quoted as stating that "during the next few years, I believe, we are to have prosperity, and this will give the medium and better grades of shoes a show."

We do not believe, however, in spite of this opinion, that greater prosperity will increase the call in any marked degree for fine shoes. It is the impression that strictly high-class goods have received a "black eye," and that very few shoe manufacturers, comparatively, will be busy in this direction for at least several years to come. When a solid shoe is produced, as it is to-day, for less than \$1, there is not much of a show to develop a large clientele on goods selling from \$3 to \$5.

There is every reason to expect that the cheapening process will give high-class goods a setback and shoe manufacturers might as well face the music at this time as to wait until later," recently remarked a manufacturer to the writer.

The Shoe Market.

From the Shoe and Leather Gazette.

Strength is the one prominent characteristic of the shoe market to-day. Jobbers who are in the East looking up fall supplies find the market as firm as adamant. The leather and hide men are bracing the manufacturers, and the onslaughts of the jobbers seemingly have little effect. Reports from the Gazette's special representatives in Eastern shoe centers agree in this. They say:

"A very large number of shoe buyers are now in the Boston market. They represent all parts of the United States. It is evident from the increased activity at the shoe factories that these people are placing orders. Neither is the revival of trade confined to any partic-

ular locality. Lynn, Haverhill, Auburn, Maine, and all of the Worcester country towns come in for a large share. It is probable that the South Shore towns are getting a smaller proportion of it than might be reasonably considered their share."

"The impression is growing into positive belief that we are on the threshold of a most excellent season's trade. Buyers are here in great numbers. The factories are starting into life. Cutters are in demand. Manufacturers are in the market trying to arrange for leather and shoe stock on prices that will hold for the season. Some leather dealers are selling in very limited quantities for future delivery. Many will sell for immediate delivery only. The market is strong at the advance of one week ago."

"The buyers are placing orders for boots and shoes. Those who have been in Brockton a week or more have tested the market sufficiently to realize that in matter of prices bottom has been reached. They find that the keynote to the situation is in the hide market. The tanner and leather dealer are forced to maintain a firm position."

This is not flattering for an era of lower prices. Jobbers are trying to buy goods at lower figures and if there is a soft spot in the market they can be depended on to find it, but it doesn't look like a softening. Leather is solid as a rock and packers are attending to the hide end of it. The prospect is first-class for the maintenance of present prices or higher ones.

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

Amazing bargains in shoes. Keenest of price-cutting on our finest grade shoes—had to do it; too many surplus pairs for hustling, up-to-date house like this to carry over. To get full benefit of these wonderfully low prices don't put off coming.—P. T. Hallahan, Philadelphia, Pa.

In round numbers twenty thousand pairs of shoes were injured during the fire scare—or if not injured, were parts of the lots that were injured, and consequently became imperfect lines of merchandise, although still perfect shoes. We sold 13,700 pairs in eight days. We have 6,300 pairs ready today—these mostly the broken lots, but in themselves practically perfect. Shoe bargains that will find quick takers.—John Wanamaker, Philadelphia, Pa.

We are pioneer shoe shiners—free of charge—shine them better and shine more of them than all Omaha—besides it's free to all.—T. P. Cartwright & Co., Omaha, Neb.

Clearance shoe sale now on. Started yesterday with a big break in prices—tremendous selling all the day long. Not an ordinary sale, but a sale of extraordinarily fine shoes, of which we have too many. Our factory is running now on spring goods and we are bound to make room for them—so hasten for these greatest bargain values. By coming in the morning you'll avoid the afternoon rush.—P. T. Hallahan, Philadelphia, Pa.

Another point—you always receive pleasant, intelligent treatment in this store. No hurry or worry about giving you a perfect fit, in just the kind of a shoe you want.—Geo. F. Streit, Altoona, Pa.

Value of a Good Personal Appearance Behind the Counter.

N. C. Fowler, Jr., in Boots and Shoes Weekly.

A genius and shabby clothes sometimes are together.

Long hair and pure poetical instinct may be inseparable.

He who thinks only of his clothes may not have time to think of anything else.

He who thinks of everything else except his clothes may of necessity look shabby.

While many men of genius are long-haired and of frayed pantaloons, there are millions upon millions of men with unkempt heads and shabby clothes who have not brains enough to even fan a spark of genius.

While the great astronomer may look into the clouds and not have time to look at his raiment, there are thousands upon thousands of men who uselessly and vacantly stare upward, and have not even the excuse of science, or of occupation, to prevent them from presenting themselves decently.

The dude is a fool.
The unkempt man is another.
Because a man is a genius does not excuse a filthy personality.

If the unkempt man has so great a mental ability, and can build around him so fierce and brilliant a fire of genius, then in the glare of his talents one may not see the shabbiness of his clothes, or remark if his hair grows too long, and his shoes go unblacked.

Few of us are geniuses, and most of us stand on the auction block of business to be sold as we appear to be as well as we are.

The dude and the shabby man both repel trade.

Neatness is essential to salesmanship. Good clothes well kept, and poor clothes well kept also, are absolutely essential to the proper balance of successful business outside.

If the goods must be placed in harmony, if the advertisements must be adapted to the people, the appearance of everything in the business must be appropriate to the business.

It is necessary that everything worn by the clerk, or the business man himself, from his shoes to his hat, should be in harmony with his appearance and his surroundings.

The blacksmith must wear the smithy's clothes, and the baker had best not appear before the oven in full dress. Each man must dress as becomes his personality and his surroundings.

The business man and clerk should not be dressed as a dude, but they should be neatly and harmoniously clothed and presentable to the class of people they meet.

No man is well dressed when he is overdressed, or underdressed.

The man is well dressed when 90 per cent. of those who see him, if asked the question when they turn their back on him, cannot tell how he is dressed, but can say that he is well dressed.

Striking, loud costumes should never be allowed behind the counter, and only the fool of a business man will wear them.

It is not the clothes that make the man, but, oh, how they help!

Drying Wet Rubber Boots.

It has been suggested that a handy way of drying the inside of wet rubber boots is to tie each boot, foot up, to the back of a chair over lighted kerosene lamps. This is a good idea where there is plenty of time—over night, say. When the boots are wool lined it requires hours to dry them by this method.

If time presses this plan can be easily improved upon. The boots are fastened over the lamps as described, but additional paraphernalia is necessary to quicken the action. This extra apparatus is in the form of the common pasteboard tubes in which pictures are

mailed. One of these is thrust into each boot up into the foot as far as it will go. To the other end a paper funnel is pasted. The tubes are tied in position so that the funnels catch the heat from the lamps, which are turned low, and in fifteen minutes to a half hour the boots are dry.

The tubes, it should be remembered, should be long enough to project several inches below the boot leg. Moreover the foot part should not be heated to more than blood heat. If too hot the rubber will be injured.

Noted an Observation.

He—I suppose your thoughts were all on your new bonnet during the sermon this morning?

She—No, indeed, they were not!

"I don't believe you can repeat anything that was said during the service."

"Yes, I can, too. I heard a lady behind me say: 'Isn't it stunning.'"

GEO. H. REEDER & CO.
successors to
REEDER BROS. SHOE CO.
Michigan Agents for
Lycoming and Keystone Rubbers
and Jobbers of specialties in Men's and Women's Shoes, Felt Boots, Lumbermen's Socks.
Lycoming Rubbers Lead all other Brands in Fit, Style and Wearing Qualities. Try them.

Pingree "NEVERSLIP"
This stamp appears on the Rubber of all our "Never Slip" Bicycle and Winter Shoes.

DO YOUR FEET SLIP?

The "Never Slip" 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.

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.

DOLLS OF THE DAY.

Recent Inventions in This Line—Startling Novelties.

From the New York Sun.

Every now and then some woman getting along in years says, "Children do not care for dolls as they did in my day;" and she puts an unnecessary emphasis on the "my"—an emphasis not only disparaging to the children of today, but also to the time in which they happen to live. A visit to a toy store, or to the doll department in one of the big dry goods houses, will demolish this idea in less time than it takes to tell about it.

The doll is, and always has been, one of the most imperious needs of female childhood. If dolls have progressed, along with the rest of civilization, until in this year 1897 they are prettier and finer and more expensive than ever before, that is no reason why their owners should love them less. As the costly dolls have advanced in price, so have the cheaper puppets decreased in cost, so that there is no reason why every little girl in this big city should not be happy in the possession of a doll of one kind or another, since undressed dolls vary in price from a cent to \$25, while those that are dressed run from 15 cents up to \$75.

"Wherein does the up-to-date doll differ from the doll of the long ago?" said the head of the doll department in a big store, in response to a question. Before she had time to answer, a sweet, small voice said to her:

"Please, ma'am, my dolly's in a awful way. Her eyes is out; her legs is bwoke; her hair's all gone, an' she's lost a arm. Kin you mend her? She's my fav'ite dolly."

"Yes, little one," was the answer, "we can mend her beautifully. We'll send her right to the doll hospital, and the doll doctor will make her just as good as new. What kind of hair and eyes do you want her to have?"

"B'ack an' b'ue, p'ease, an' mend her good an' st'ong, an' let her have hair 'at I can b'ush an' comb an' curl."

"All right, and she shall be sent back to you prettier than she was when you first got her," replied the woman, getting together limbs, eyes and hair for this dilapidated specimen of dollhood.

The child kissed the wreck good-bye and went away radiant.

"Some people say that children don't care as much for dolls now as they did twenty-five or fifty years ago?" the saleswoman said, looking after the toddler. "What bosh! Why, I think they care even more for them. Dozens of little girls come here every day to get their dolls mended. Nine times out of ten, they are so choked with grief that they can hardly speak when they have to put their children into the hospital, and the uglier and more decrepit the doll is the more they seem to love it. A natural mother always lavishes more tenderness and affection on a deformed child, you know. Why, we even put in broken teeth in the doll hospital, and some of the surgical operations performed there would put to blush our most celebrated doctors.

"But, to get back to your question. The dolls of this year do not differ from those of last, for the French and the Germans about reached perfection in the manufacture of dolls two or three years ago. Our finest dolls come from those countries. Those from France are a little prettier than their German cousins.

"The great change this year has been made, not in the dolls themselves, but in their clothes and all their belongings. Really doll life has grown as complex as human life. I've been with this business for twelve years, and am now selling dolls to the children of the children to whom I first sold them. Then the children went wild over a doll with a china head, hair and all, china arms and legs, and a body stuffed with sawdust, and stood dumfounded at sight of a wax doll with big blue eyes, red cheeks and fluffy hair. To-day, it is impossible

to buy one of those wax dolls, and china dolls are hard to find.

"This year the dolls are of every size and age. The heads are made of the finest quality of bisque, the eyes not only open and shut, but move from side to side in the most lifelike manner, and the bodies are jointed, so that the dolls can be made to assume any attitude. They are no longer stuffed with sawdust, but with hair, which makes them much more supple and graceful. The fine dolls all have real hair, which can be brushed and combed to the heart's content of the owner. One superiority that this year's dressed dolls have over those of last year is that they are nearly all attired as children. Take these infants, for instance. They are more popular than anything else, and are dressed like real live babies, from the skin out. They have on flannel bands, little shirts, flannel and muslin skirts, and nainsook slippers made after the latest patterns. These vary in price—from \$1.75 up. Next we see the dolls dressed as children two or three years of age. They have on little white Mother Hubbards and Gretchen dresses down to their ankles, and white bonnets with flaring brims. Then come the four and five-year-old dolls, with their china silk gowns up to their knees, dainty muslin aprons and straw hats. These are French dolls, but they are dressed here. Now we come to the children of larger growth, and they are dressed on the other side. Their garments, underclothing and all, are modeled after the latest Parisian fashion for children—and they are French from their little kid boots to their big much-beplumed hats. Some of these little ladies come as high as \$50.

"I don't think people spend so much money on dolls themselves as they did three or four years ago, but they spend a great deal more for their trousseaux. But these are dolls for rich children. Dolls for those in moderate circumstances are made of similar material, but it is of a poorer quality, and those that are dressed are not rigged out in the latest style of gowns and hats, and of course the materials used are not nearly so fine.

"The cheapest dolls are here to the right. It is at this counter that we see things that touch our hearts. Sometimes a tender-hearted woman or man who has lost their own little one brings in a youngster who has never known what it is to clasp a real doll all her own to her heart, and buys her one of these. Her happiness is unexpressible, and she talks to her treasure in that sweet language all children use in talking to their dolls. Really, more happiness comes from the poor children's doll counter than from any other."

By this time a dozen little ones were pulling and tugging at the speaker's skirts. Some had a grief to confide, and others a joy to share, for some were beside themselves with joy in the newly-acquired possession of a much-coveted doll, while others were plunged into despair because some beloved child had chanced to get its head cracked. This interruption furnished a fine opportunity for the reporter to inspect the dolls. On one side sat a row of infants in exquisite muslin and lace. Above them stood a group of bisque beauties clad in silk garments and bonnets to match. Still beyond them were the handsomest dolls of all. A big blonde with brown eyes and yellow curls wore a long velvet coat of a rich old rose shade. Big revers folded back from the throat, showing a ruche of real lace, and the coat was fastened on one side with two gold buttons. A large hat with a white brim and a puffed crown of the rose-colored velvet, cocked up with plumes and aigrettes of a paler shade, completed this fine carriage costume. Next to her stood a bevy of charming dolls wearing rather short skirts of satin, brocaded in contrasting colors, and short velvet coats with pouch fronts of embroidered chiffon. They wore big velvet hats with fluted brims and white crowns, which were as audaciously trimmed with miniature birds and wings as are those of real people. One involuntarily exclaims, "Aren't they

beautiful!" when one first sees them. Those in the particularly shining costumes cost from \$20 to \$50 each. Such prices, of course, include a complete trousseau. But after one looks for a while at these favorites of fortune in Doll-land, he sees that they, like folks in real life, look intensely bored and sated, or else they have a set smile such as sometimes gets fixed on the faces of people who know nothing but to have enough of everything that they want. It isn't so with the cheaper dolls. They are veritable little east-siders—from those that cost a few cents, up to those that cost two whole dollars! Their little heads are of bisque, to be sure, but their bodies are only muslin, and are not jointed, so the poor things can neither sit down nor stand up. More than this, their bodies are very slim, and, alas! they are stuffed with the hated sawdust—no hair insides for them. They can't even have real hair on their heads, but are thankful for a few strands of something that passes for hair. The faces of many have a pinched, sad look. But even that is a relief after the stock smile which is a part of the costlier dolls. Others look quite happy and contented as they nestle in their pasteboard boxes, and many of the very cheapest are quite pretty. Every child naturally loves a rag doll, and the uglier the better. The rag babies this year are unusually striking in appearance, and vary in price from 50 cents up to \$5.

No little girl lives who has not at some time in her life longed for a doll that could talk. When her fond father or mother or a doting uncle or aunt actually puts one into her hands and says, "There is a doll that can talk!" she is overcome with joy. Disappointment invariably follows, however, for, when the little one yanks the string and the doll says, "Mam-ma" and "Pap-pa" in a nasal, whining, indistinct tone, and refuses to utter another word, she feels that she has been deceived. A doll has been brought out this year that is more of a success as a talker than those of previous years. It comes from France, and has a movable breastplate. A cylinder is inserted, the breastplate fastened on over it, a key turned, and the doll declaims, quite distinctly and in a musical voice, "Jack and Jill," "Here we go round the mulberry bush," "Little Jack Horner," "Where are you going, my pretty maid?" "Girls and boys, come cut to play," and other familiar childish rhymes. This is really a phonographic doll. She sells for \$35.

Dolls outfits are as complete this season as are those for the best-dressed women. If a youngster has the income, she can supply her favorite with ready-made calico, gingham, muslin, silk, satin and velvet gowns; golf, tennis and yatching suits, and golf capes; mackintoshes, velvet wraps and furs; hats and bonnets of every description; wool, silk and kid gloves; kid, leather and satin boots and slippers, and stockings of every quality. Then, if it be a little girl doll, she can buy for her every toy made for real children, while if it happens to be a young lady, she can supply her with all manner of toilet articles in celluloid, wood, glass and even solid silver.

Who wouldn't be a little girl!

Grocer and Doctor Fight over a Grocery Bill.

The recent fight between an Atlanta, Ga., retail grocer and a physician over the collection of a grocery bill has attracted a great deal of attention and is now in the hands of the courts. One result of the controversy is that the grocers of that city are coming to the support of their brother merchant and are giving him their assistance. It has also brought the merchants together, and they are forming plans to organize a strong association to be called the Retail Grocers' Protective Association. This is a move in the right direction, and if the merchants take the proper interest in it there will not be much need of lawsuits in the future.

HE DIDN'T WANT ANY.

How an Insurance Agent Was Fooled by a Peddler.

The other day a well-dressed stranger, carrying a hand valise, called at a life insurance office, and enquired if the agent was in. The agent came forward, rubbing his hands and the stranger asked:

"Do you take life insurance risks?"

"Yes, sir, glad to see you, sir; sit down, sir," replied the agent.

"What do you think of life insurance, anyway?" enquired the stranger, as he sat down and took off his hat.

"It's a national blessing—an institution which is looked upon with sovereign favor by every intelligent man and woman in America."

"That's what I've always thought," answered the man. "Does your company pay its losses promptly?"

"Yes, sir—yes, sir. If you were insured with me, and should die to-night I'd hand your wife a check within a week."

"Couldn't ask for anything better than that."

"No, sir—no, sir. The motto of our company is, 'Prompt pay and honorable dealing.'"

"How much will a \$5,000 policy cost," enquired the stranger, after a long pause.

"You are—let's see—say thirty-five. A policy on you would cost \$100 the first year."

"That's reasonable enough."

"Yes, that's what we call low, but ours is a strong company, does a safe business and invests in only first-class securities. If you are thinking of taking out a policy let me tell you that ours is the best and the safest, and even the agents of rival companies will admit the truth of what I say."

"And when I die, my wife will get her money without any trouble?"

"I'll guarantee that, my dear sir."

"And I'll get a dividend every year?"

"Yes; this is a mutual company, and part of the profits come back to the policy holders."

"And it won't cost me but \$100 for a policy of \$5,000?"

"That's the figure, and it's as low as you can get safe insurance anywhere. Let me write you out a policy; you'll never regret it."

"Them's the blanks, I suppose?" said the stranger, pointing to the desk.

"Yes," replied the agent, as he hauled one up to him and took up his pen.

"What do you say—shall I fill out an application?"

"No, I guess I won't take any to-day," replied the stranger, as he unlocked his valise; "but if you want something that will take that wart off your nose inside of a week, I've got it right here. It's good for corns, bunions, the toothache, earache, sprains—"

He was placing his little bottle on the table, when the agent reached over and took him by the shoulder, and hoarsely whispered:

"My man, if you don't want your wife to be a widow you won't be two minutes getting out of here." And he wasn't.

Tell the Truth.

When you're writing advertising, In the hope of drawing trade, Do not live the truth despising. Let no statement false be made. Let your tale be on the level. Tell the truth and shame the devil.

What's the use of your deceiving People who will find you out? Shoppers that are unbelieving Will not purchase when in doubt. In no fairy stories rev. I. Tell the truth and shame the devil.

There is nothing gained by lying, Only hatred and contempt. Stores on which there's no relying Are from customers exempt. Treat the people on the level. Tell the truth and shame the devil.

E. R. VALENTINE.

Hewitt: "Cattle were once used as currency."

Jewett: "And I suppose when you went to a mark-down sale you saw a card reading: 'Marked Down to One Calf; Former Price One Cow.'"

STRONG, LEE & CO.

DETROIT, MICHIGAN.

INAUGURAL SALE

On Monday, March 8, we will begin a sale to be known as our **INAUGURAL SALE**. Early in January we opened an entirely new line of Dry Goods, Notions, Hosiery and Underwear. We were enabled to do this on account of having practically closed out every dollar's worth of goods in our store during the December sale, announcement of which was made in December. On this account our sales for January and February have been phenomenal even in the face of two very dull winter months. Many lines of goods have been duplicated. We are informed by the **best merchants in Michigan** that our entire line is equal to any shown this season. In order to make this sale the greatest of any in the history of the jobbing business in Detroit, and larger even than our December sale, we will again pay your car fare to and from Detroit (on reasonable purchases). We guarantee not to disappoint you as to our large variety of goods in every department.

WE WILL SURPRISE YOU AS TO PRICES.
BRING YOUR SAMPLES FOR COMPARISON.
BRING YOUR QUOTATIONS.

Special bargains will be offered in every department. There is every reason possible for better prices on merchandise; all kinds of imported goods will be higher.

Domestic Goods cannot be produced for the prices now asked. Many mills are closed on this account. The United States have never exported so many goods as during last year; this trade will certainly increase, consequently we are reasonably sure that now is the time, not to speculate, but to be liberal owners of merchandise, as prices are below cost of manufacture, and with a certain revival in business all goods will advance.

Detroit Jobbers thanked us for bringing so much trade to this city in December; they will do it again, even if **WE** pay expenses.

Come without fail and do us all good at **OUR** expense.

Those who contemplate embarking in the dry goods business should take advantage of this sale, which will continue through March. Our travelers will meet you here by appointment.

STRONG, LEE & CO.,
DETROIT, MICH.

134-136 JEFFERSON AVENUE,
38-40-42 WOODBRIDGE STREET.

SMART SAYINGS.

Short Catch Phrases and Pointed Paragraphs.

Living pictures of economy can be seen this week in "The Hub's" furnishing window.—Sacramento.

Saving prices and high qualities are firmly linked together at Yerxa's. Here are some links for to-morrow.—Minneapolis.

When "words" are "deeds"—when fiction is "facts"—when silver is gold—when credit is cash—some folks may sell as we do now.—Rainalter's, St. Joseph, Mo.

If there's anything in the cold weather line that we haven't got, from an ear muff to a fur coat, we'll send out and get it while you wait.—Nebraska Clothing Co., Omaha.

While the qualities of table supplies at Yerxa's are as high as they ever were or ever can be, the prices are so small that they almost blush for their littleness.—Yerxa, Minneapolis.

"Knowledge is power." Therefore, know a great deal. For the way to knowing is along purse-easy street paved with delight, when good books can be had at these low prices.—Haskell & Tripp, New Bedford, Mass.

If there is one thing that will limber up sewing machines sooner than another, that thing is new, bright and pretty spring percales. A look through our stock this week will bring on a real industrious fit. See if it won't.—The Fair, Montgomery.

If we don't give you meritorious goods, meritorious prices and meritorious treatment, we know our power to bring you here to buy ceases. When you cease to come the business ceases to live. We have such unbounded faith in our goods that we say to you—bring them back for your cash if they don't suit.—Welch & Eason, Charleston, S. C.

Some people say you might as well look for wild flowers in December as advertise spring dress goods in January. We sometimes find violets peeping from beneath the snow, you know. Just

so you'll find the advance styles of spring peeping through the folds of winter dress goods here.—The Fair, Montgomery, Ala.

What a thrill of pleasure the skater feels as he glides over the smooth surface. Nature gives us too little of the exhilarating pleasure in this latitude. We recognize this in our skate prices. We know that people must have lower prices when the chances are but for a few weeks of skating at best and we've made our prices accordingly.—W. H. White & Son, Trenton, N. J.

The bedroom should be furnished comfortably, if every room in the house goes undressed. "Comfortably" does not mean expensively; comfort may be bought for very little money. How little, you'll not dream until you see the suite we are going to tell you about.—Smith, Farwell & Steele Co., Duluth, Minn.

Nature has provided the sheep with the best protection against cold. Man has appropriated the sheep's clothing and can find no better. The last few nights have made your bedding needs known to you in unmistakable terms and have brought many buyers to our blanket counter, but perhaps some of you don't know what we are doing with blanket prices.—Lamson Bros., Toledo.

If we judged merchants and their deeds by their words this world would be too small a field for them to operate in. The voice of the people is the voice of truth—and the best way to judge a store is by the way it keeps its promises to the people. We have not climbed into the lap of success by the help of sensationalism. Our ascendancy has been steady—consistent—natural.—Jacob's Pharmacy, Atlanta, Ga.

Wealth and wisdom travel together. We can't all of us be wealthy, but we can be wealthier than we are. Wealth consists of what is saved, not what is earned. "Saving" means finding the store where you can get the same or better quality for less money than anywhere else. You won't have to search far, for if you start here you'll make

the shortest journey on record, for you'll stop here.—Welch & Eason, Charleston, S. C.

An A B C lesson for grown folks. You probably learned the alphabet about the time you entered school, but, as all know, there are many lessons to learn in after life. Particularly the one making money go farthest. One way to do that is to buy your underwear, gloves, ties and hats here. There's no extravagance in buying our lines for presents; at any rate it doesn't cost much to be extravagant here.—S. Kahn & Sons, Trenton, N. J.

Scraps Relating to Advertising.

A merchant is just as honest as his advertisements.

It is as expensive to be stingy as extravagant in your advertising.

Good advertising makes good stores. Best advertising makes the best stores.

The most results are secured by the best—not necessarily the most—advertising.

Don't leave too much to the proof-reader. Better send in your advertisements in time to see a proof yourself.

Some merchants try to hide their light under a bushel, when a thimble could do the hiding.

Good advertisements are always sensible advertisements. Anyone can understand them and they are never read in vain.

Advertising is necessary to the success of every business except the moonshiner's. He keeps still.

Originality is a good thing in advertising—if it pays. Better use a hackneyed advertisement that brings customers than an original one that does not.

Where the Trouble Was.

"Brother," said the minister, "you should try to be content with what you have."

"I am," said the brother who had been grumbling. "It is what I ain't got that I am dissatisfied about."

Store Mottoes.

Because we buy well we sell well. What isn't right we will make right. Your satisfaction is our best reward. Come back for changes or corrections.

You cannot tire us out in serving you.

Goods up to date—prices down to zero.

We make each purchase promote trade.

Time is not wasted when we please you.

Courtesy is always thrown in at our store.

Unless the customer is satisfied we are not.

Ask for what you don't see—it is probably here.

The value of these goods conquers all comparisons.

Low prices make large profits, and our benefit is your gain.

The earliest comer has the pick of the "plums" and prices.

We urge no one to buy. Our goods are our best salesmen.

There is no test like a trial here, for we are here to please you.

Our interest in you is not gauged by the amount of money you spend.

What you say when you go home we intend to make our best advertisement.

Our customers are like the revolving shore lights. They go, but return again.

We don't claim to have the best store; but we try to make a better one impossible.

If you have looked elsewhere we are sure of either your compliment or your custom.

Another Anti-Department Store Bill.

A bill has been introduced in the Missouri Senate by a St. Louis member which provides that department stores must pay a separate license for each different class of merchandise handled. This is virtually the same bill which passed the House at the last session, but was defeated in the Senate.

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.

Wanted Something for His Eggs.

Written for the TRADESMAN.

He was a little boy with bare feet and big innocent blue eyes. His hair was smoothly brushed back from his forehead and his face glowed from the effects of the vigorous polishing it had received prior to leaving home.

He was a nice little fellow, and looked like a child who was used to being kissed and petted and coddled as a child should be.

We were very busy when he came in, and it was some time before a clerk found opportunity to wait upon him.

"Was there something, my boy?" he queried, kindly.

"Yes, ma'am," answered the boy, without looking up. His eyes were riveted upon the candy jars.

The clerk felt annoyed, for he was pretty young, but, without allowing that to appear he went on with his inquisition:

"What is it, then?"

The boy shifted his gaze from the can of red wintergreen berries to that containing motto hearts and answered:

"Sugar."

"What kind?"

Just then a quantity of candy animals came to the notice of the boy, but he at length found speech to say:

"White sugar."

"Granulated, eh?"

A box of freshly opened dates had attracted his attention. Still he answered:

"Yes, ma'am."

"How much would you like?" persisted the clerk.

One of the other clerks was weighing out half a pound of caramels for a stout lady and the boy did not hear.

"How much?" repeated the clerk.

"What did you say?" asked the boy.

The stout lady was putting the candy in her reticule.

"I asked how much sugar you wanted."

"O-o-oh!" said the boy with a sigh, as the stout lady departed. "I wanted the rest in sugar," and immediately became absorbed in watching the antics of a still smaller boy who was trying to induce his mother to buy him a dime's worth of peanuts.

"The rest of what?" demanded the clerk, with just a trace of impatience.

"The rest of the eggs," said the boy, still intent upon the peanut deal.

"What eggs? Where are your eggs?"

The woman was just hustling the smaller boy out the door, so the boy found opportunity to say:

"In the pail."

"Where is your pail?"

Customers were waiting and crowding and jostling each other, each in a hurry. The boy noticed that there were ginger snaps in one of the red glass-fronted tin cans on the shelf and was immediately oblivious to everything else. The clerk found himself compelled to ignore the boy for a time, and waited on a Dutch family that had several large rolls of foreign looking butter and seventeen heads of very nice cabbage for sale.

At length he got back to the boy. He was gazing, spellbound, before a show case filled with small toys and found it difficult to bring his mind around to the everyday affairs of life.

"Have you found your eggs yet?" asked the clerk.

The boy thought a moment and then said:

"I guess I left 'em over there by the door."

Sure enough, there they were, hidden behind a barrel, and all safe and in good order. The clerk counted them out and found that there were just thirty-eight cents' worth of them.

"Did you say you wanted sugar for them?" he asked.

"No, she said she just wanted the rest of it in sugar."

"Well, what else did she say she wanted?"

"Didn't say nothin'."

"Well, but there must have been something else or she would have told you to get the worth of it in sugar. Didn't she say something about tea or soap or baking powder?"

"No, ma'am."

"Nor soda, nor lard, nor coffee?"

"No, ma'am. She didn't say nothin'."

"Then I'll have to give it all to you in sugar."

The boy made no objection and the package was done up. It just fitted the little pail and the clerk put the cover on as one conscious of an arduous duty well performed, and in his heart bade the boy Godspeed and a rapid journey home.

But the boy took his pail and stood around and stood around and stood around. Customers began crowding him and he slipped out of sight behind a big dry goods case and was forgotten. After some time, however, he emerged from his hiding place and stood around some more.

"Haven't you gone home yet?" asked the clerk who had bought the eggs.

"No, ma'am."

"What are you waiting for then?"

"Fer the candy."

"What candy?"

"That there big long candy with the rings onto it."

"All right. How much of it?"

"Just es much es I kin git."

"Well, how much money have you?"

"Hain't got any money."

"Well, you can't buy candy without money."

"The candy was to come out of the eggs."

"But you took sugar for the eggs, you know. There isn't anything left to buy candy with."

"Ma said I could get some candy with the eggs."

"You said your ma didn't want anything but sugar."

"She don't, either. The candy's fer me."

"Then why didn't you say so when I asked you what you wanted?"

"You didn't ast me what I wanted, you ast me what ma wanted."

The clerk thought the matter over while he was reweighing the sugar and doing up the candy, and, while he could not perfectly agree with the boy's line of reasoning, he yet appreciated the fact that something really might be said on the boy's side of the question.

GEO. L. THURSTON.

A Busy Life.

Here lies a poor woman who always was busy; She lived under pressure that rendered her dizzy. She belonged to ten clubs and read Browning by sight. Showed at luncheons and eas, and would vote if she might; She served on a school board with courage and zeal. She golfed and she kodaked and rode on a wheel; She read Tolstoi and Ibsen, knew microbes by name. Approved of Delsarte, was a "Daughter" and "Dame;" Her children went in for the top education, Her husband went seaward for nervous prostration; One day on her tablets she found an hour free— The shock was too great, and she died instantico!

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**

Hardware

Experiences of Hardware Buyers.
From Hardware.

Hardware has recently taken the liberty of approaching a number of well-known buyers for prominent hardware houses for the purpose of gleaning from their knowledge and experience something which might be of interest and advantage to the trade. Several responses have been received, which we take pleasure in publishing in this connection. Other gentlemen have excused themselves on the ground that their line of work was practically one of labor without either sensation or fun. Another has excused himself on the plea that he is "not gifted in that way," and adds: "My composition is laborious, and I have to wait for the spirit (not spirits) to move me. The duty of a buyer of hardware is a very monotonous one, and furnishes but few occasions for sensational experiences. It does, however, furnish a fine opportunity for the study of human nature. I have made many warm friends during the twenty years in which I have been buying hardware; but the present condition of business is not such as to inspire me to let my fancy take wings and attempt an article now. But I can see the dawn of better times, and am more sanguine than I have been in three years. The present year will witness the reaction, and those of us who can hold on until then will reap our reward."

Another gentleman, who buys for a prominent house in the West, says: "It scarcely seems possible that I could interest the readers of your paper in the everyday eight to six proposition occupying my time. I might do some fellow a good turn, however, if he would follow my advice; 'Work for some other position. If he does, he will always wish he hadn't; if he does not, he will always wish he had.'"

We give, in the order named, two communications from the South and two from the West, as follows:

It has been my policy for some time to go very slow in changing a line of goods from one manufacturer whose goods have given the trade entire satisfaction to another whose line is seemingly the same, but whose price a fraction less. Changing a line of goods, I have found, necessitates, in a great many cases, a great deal of explaining to your salesmen, probably a new set of numbers, etc., and very often the time lost in making the change is not counterbalanced by the difference in price, to say nothing of your knowing nothing of the quality of the new line, although it comes to you by a reputable manufacturer, and guaranteed "just as good." And then an advantage is, when you want a filling-in order, you can feel that you will be taken care of by mailing your order if the salesman is not at hand. An instance came to my knowledge a short time ago in this line. A house in a neighboring city was running very low on a line of goods. The demand was very great, the season extending longer than anyone thought. This house would not order, however, until prices had been gotten from nearly every manufacturer. Salesmen had to be waited for in order to get quotations, and the result was that he was compelled to buy a great many goods from his brother jobber, and of course pay a profit to him, whereas if he had had faith in some manufacturer of the line, and sent his orders in without so much loss of time, he would have been several dollars better off, even if he had paid more, and his orders would have been more satisfactorily filled, both to himself and his customer. My experience has been that manufacturers and their representatives in the line, with very few exceptions, are as reliable and honorable a set of men as men get to be. A great many are those who have been long before the trade, and who have proven that their word is as good as their bond. It is a pleasure

to do business with nearly all the representatives of the craft.

A buyer should be a great interrogation point, or, in other words, should ask a great many questions, but should answer none—should have a spring lock on his lips, and it should always snap closed when he is interrogated by a salesman. Prices given him across his desk should be absolutely sacred. By pursuing this course a salesman will soon learn that he can leave you a confidential price without the fear that it will be given away to the first one of his competitors who comes along.

All traveling men should be heard patiently and treated with courtesy, for almost all of them have something special which they will give to the right man.

Orders should be entered in the buyer's book by himself, and prices written in characters, for while a salesman is entering his order on one page, what is to prevent him from reading on the opposite page the prices and terms given by the man who has just preceded him, thereby getting information that none but the buyer and the man who sold the goods should know? Many secrets are let loose in this way, and the buyer and salesman wonder how they got out.

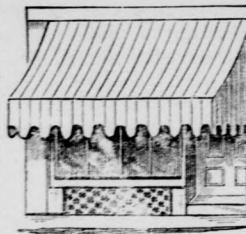
I would suggest, also, that a salesman should enter his prices in his book in characters, as the book may be lost or left on a desk for a few minutes, and sometimes it is awkward for him to explain why he sold one man at one price and another higher. Only a few days ago, I bought a certain bill of goods from a salesman, and he entered my order in his book, and went to an adjoining town, where he left his book on the counter, and a clerk found it. Not knowing to whom it belonged, he read my order at one price and the order to his house at a higher price. He gave the information to the buyer and the salesman was called upon to explain.

I find that it is a good thing if a man can gain the confidence of a salesman, which I think he can do in a number of ways. In the first place, I speak from experience of five years of traveling myself, that very few large buyers forget to put to themselves, when buying, how they should entertain a traveling man. My experience has been that a courtesy should be extended to these people, as we find from traveling some eleven or twelve men ourselves that it is a very hard position to fill, as a man in his travels comes across some very peculiar people, and he should study them carefully. Of course there are a number of salesmen that in one sense of the word cannot be depended upon to any great extent, while others are very truthful in all assertions they make, and, if you have been buying from these men for a number of years, you will soon find out the people that you can depend upon not to carry your conversation to other buyers. I always make it a business to welcome all traveling representatives and greet them with as much courtesy as the time will grant, as I think by so doing that one is always on the right side.

I have your favor requesting, as it were, a leaf from the book of my experience as a buyer. In making this request, you express your sorrow at never having been a buyer of hardware. Instead of regretting this, I feel that you should be congratulated on having escaped so horrible a fate.

Belonging as I do to the younger generation, my experience does not extend back to the ante-bellum days, when the life of a buyer was easier than it is now, and the results of his efforts much more substantial in the way of dividends. I must confess that at present the position is an arduous one at best, although it has its pleasures.

We come in contact with a class of salesmen who represent the manufacture of hardware, and who, as a whole, are as fine a body of men as can be found in any line of business. Their visits serve to break the monotony of the buyer's life, and the latch string is always out for them.



Michigan Merchants Know

that we satisfy all in Quality,
Fit and Price...

Wiesinger Awning Co., Mfrs.,

2 West Bridge St.

Grand Rapids, Mich.

Maple Sugar Weather

Requires Sap Pails that hold Sap and Syrup Cans that don't leak. We have them cheaper than ever.

Pails in full size and almost straight. Cans are double seamed tops and bottoms and with packed screws.

Send for special quotations.

WM. BRUMMELER & SONS,

Mfrs and Jobbers of Pieced and Stamped Tinware,

Telephone 640.

260 S. Ionia St., Grand Rapids.

You want these in Stock

A Complete Outfit

Of tools, etc., for general boot and shoe repairing, including
Three pair of Half Soles and a half dozen Leather Patches



THE "BONANZA" COBBLER

CONTENTS.

- | | |
|------------------------------|---|
| 1 Iron Stand for Lasts, | 3 Large Leather Patches for Men's Shoes, |
| 1 Last for Men's Work, | 3 Large Leather Patches for Women's Shoes, |
| 1 Last for Boys' Work, | 1 Bottle Leather Cement, with directions for use, |
| 1 Last for Children Work, | 1 Package Half Soling Nails for Men's Work, |
| 1 Shoemaker's Hammer, | 1 Package Half Soling Tacks for Women's Work, |
| 1 Shoemaker's Knife, | 1 Copy Directions for Half Soling, &c |
| 1 Patent Peg Awl Handle, | |
| 1 Peg Awl, | |
| 1 Wrench for Peg Awl Handle, | |
| 1 Pair Men's Half Soles, | |
| 1 Pair Boys' Half Soles, | |
| 1 Pair Women's Half Soles, | |

Securely packed in wooden box with hinged lid. Weight 14 lbs.

Every family should have one of these outfits.

Will pay for itself many times over each year.

Write for prices.

FOSTER, STEVENS & CO.

GRAND RAPIDS, MICH.

JANE CRAGIN.

It was altogether evident that the man in the drawingroom car the third seat from the door was getting nervous. Since 9 o'clock he had looked at his watch every three minutes, and when the train whistled for Colorado Springs, it found him standing in the aisle ready to make his exit at the earliest possible moment.

"I hope she got my telegram, and I do hope there isn't anybody with her at the station. If there is, and it's that Doctor, I shall feel like braining him with my umbrella! If he is there, I swear I'll kiss her, in spite of the—everything; but, if she's alone or with anybody else, I let her make the advances. If there ever was a slow train, this is one—Ah! Here we be! Now, then!"

The final jolt of the car almost upset the Milltown storekeeper; but, quickly regaining equilibrium, he found his way to the platform and, with gripsack and umbrella in hand, was looking over the crowd for the face which he last saw framed by a car window thousands of miles away. He had not long to look, for very soon a trim little woman was pushing her way through the crowd and, with both hands extended, ordered him to drop his burdens and shake hands.

"Jane!"

His first impulse was to take her up "at arm's length, just to see if he was strong enough!" Then it occurred to him that he'd wait until a more convenient season and less public place. By this time the two pairs of hands were grasped with a grip which left no doubt of the heartiness on both sides, and Cy, glad enough now that he had come, was making arrangements to take his "traps" on one arm and Jane on the other and find a carriage when Jane, with, "Why! I forgot! Mr. Smith—Oh, here you are. Mr. Smith, let me introduce you to my friend, Mr. Huxley, all the way from New England."

"It's all right, now, Mr. Huxley. I'm—well, rather glad to see you! A minute ago, when it looked as if you two were going off and leaving me here all alone and unprotected in the dark, I thought I'd like to see you in a much warmer place—you have probably heard of it; but that's all right, that's all right. You just give me your gripsack to carry and I shall be perfectly contented to see you trudge off with Miss Cragin as utterly oblivious of my presence as she was just now. Shall I walk by your side, Mr. Huxley, or shall I go a little ways behind? I'm not much of a musician, and rather enjoy the second violin on such occasions as—better give this man your check, Mr. Huxley. He'll take your trunk right up. It's only two blocks and we'd better walk. Miss Cragin you'd better take the path through Antler's Park—it's darkest there, you know; and I'll be discreet and walk backwards part of the way—We've been expecting you, Mr. Huxley, for several days," he went on. "After your telegram, Captain George, Dr. Day and I have been busy getting ready for you. You'll find everything in the best of order, even to the bunch of roses on the stand. We were a little uncertain at first about the color. We wanted something that would harmonize with your complexion, but concluded to shut our eyes and go it blind, not daring to say anything to Miss Cragin—you know the maxim of women and secrets. You'll find everything comfortable, very comfortable. Our means are limited,

but, for Miss Cragin's sake, we strained a point, and we think you'll be pleased when you see what we've done. Yes," for they had reached the hotel, "you may take these and we'll go right up—" "No, Mr. Smith 'we' won't. 'We' will thank you for your kindness so far this evening and say good bye until 'we' meet you in the supper room at the appointed hour. Be sure you don't keep 'us' waiting," with which remark Miss Cragin led Mr. Smith to the parlor, while the porter took Cy and his luggage to his apartments.

"Well!" he exclaimed when the porter had left him alone; "this is fine! How in the world—Humph! It's Jane!" and he threw himself into the easy chair as he spoke. "Ah! but this is comfortable!" He threw his head back upon the yielding leather to take it all in. "Splendid bed, handsome furniture, roses—that's Jane, anyhow. So it all is—that Smith's a gaser. He—they—in a horn! I may be a Yankee, and a green one at that, but not so big as to take that in.—Cigars? Gee-whizz!—Jane couldn't"—he took one and smelled of it—"no, she couldn't buy anything quite so bad as that," and he took the silver holder and emptied the cigars into the waste-basket. "Haven't smelled anything quite so vile in that line this side of Chicago.—Oh, I see—afraid she wouldn't know how to pick out good ones, Jane has asked some one of the gang to do it for her and he—I'll bet a dollar it's Sawbones!—has loaded her up with that stuff. It's a pretty mean trick—on Jane. But I'll fix 'im! I'll make that feller smoke every blamed one o' them five-centers, see if I don't!" and he took them carefully from the waste-basket and put them into a drawer. "That silver set is a dandy, though! No doubt where that came from! My name engraved— isn't that just like her, bless 'er!—That man Smith talks too easy. That yarn about he and the other fellows.—I don't believe there's anything in that Doctor stuff anyway. This doesn't look like it"—he glanced around the room. "Take this chair, them pictures—they are not the regular hotel pictures—and that little girl has left her dainty little womanly touches on every blessed thing here, from this chair, which I'll bet \$500—it's safe, Jane, I'm betting on you!—she had put in here, to the last bloomin' rose in that bunch. Well, now, it holds to reason that a woman wouldn't do anything like the least of these for a man she didn't care anything about—no, she wouldn't! And you can just say to that feller that I've got the inside of the track in this race and that it'll take somebody a blamed sight smarter'n he is to get it away from me!" he soliloquized. "Come in. What's this? A button-hole bouquet from Miss Cragin! If I'll be in the parlor in half an hour she'll be ready to go to supper? All right.—Now just see that! That woman was afraid I wouldn't think of it and so she sent me this bouquet to tell me to come down in evening dress, and have it on my coat collar. Then the other fellows must be going to be there. All right, Jane, you're a good one and no mistake. This is to be my send-off, and I'll make the most of it. We don't have bathrooms in our apartments in Milltown, but we know enough to make the most of 'em in Colorado; so here goes." Thus talking to himself, and thinking of the one dear woman he had come so far to see, and if possible to win, Cyrus Huxley arrayed himself in the conventional garb, brightened that night with the rare blossoms which her fingers had blessed and his own lips kissed; and five minutes before the hour he stood at the curtained entrance of the Alta Vista parlors.

RICHARD MALCOLM STRONG.

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
KNOBS—New List	
Door, mineral, jap. trimmings.....	70
Door, porcelain, jap. trimmings.....	80
MATTOCKS	
Adze Eye.....	\$16 00, dis 60 & 10
Hunt Eye.....	\$15 00, dis 60 & 10
Hunt's.....	\$18 50, dis 20 & 10
MILLS	
Coffee, Parkers Co.'s.....	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	40
Coffee, Landers, Ferry & Clark's.....	40
Coffee, Enterprise.....	30
MOLASSES GATES	
Stebbin's Pattern.....	60 & 10
Stebbin's Genuine.....	60 & 10
Enterprise, self-measuring.....	30
NAILS	
Advance over base, on both Steel and Wire.	
Steel nails, base.....	1 60
Wire nails, base.....	1 70
20 to 60 advance.....	Base
10 to 16 advance.....	05
8 advance.....	10
6 advance.....	20
4 advance.....	30
3 advance.....	45
2 advance.....	50
Fine 3 advance.....	70
Casing 10 advance.....	15
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	75
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel 7/8 advance.....	85
PLANES	
Ohio Tool Co.'s, fancy.....	@ 50
Sciota Bench.....	60
Sandusky Tool Co.'s, fancy.....	@ 50
Bench, first quality.....	@ 50
Stanley Rule and Level Co.'s wood.....	60
PANS	
Fry, Acm.....	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 1/2c per pound extra.	
HAMMERS	
Maydole & Co.'s, new list.....	dis 33 1/4
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 40
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 1/4
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 15
Barbed Fence, painted.....	1 80
HORSE NAILS	
Au Sable.....	dis 40 & 10
Putnam.....	dis 5
Northwestern.....	dis 10 & 10
WRENCHES	
Baxter's Adjustable, nickeled.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	80
Coe's Patent, malleable.....	80
MISCELLANEOUS	
Bird Cages.....	50
Pumps, Cistern.....	80
Screws, New List.....	85
Casters, Bed and Plate.....	50 & 10 & 10
Dampers, American.....	50
METALS—Zinc	
600 pound casks.....	6 1/4
Per pound.....	6 1/4
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, }	

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.

"COUNTRY MADE" NO MORE.**The Factory Supplants the Farmer's Wife in Many Things.**

The tendency to do things in the shortest space of time and to make the best commercial use of every moment, while it is held up as one of the commendable features of the age, is a source of regret to many people who sigh for the times of long ago, and who say that a mixture of the ways of our grandfathers with those of the present in some matters would be an improvement to the existing conditions.

"We don't object to the sewing machine," said an elderly woman from the country, "even if it did settle quilting parties forever; we can't help it if homemade preserves have become scarce on account of the cheapness of the factory article, and we must have improved agricultural machinery at the expense of the husking bees; but the rush and hurry to turn money and to make profits has made 'country things,' which were once looked upon as better than city stuff, inferior, and nowadays the term 'country made' is no recommendation for wares of any kind."

In proof of the statement it was said that the making of the table products which were once the pride of the thrifty farmer's wife and were made for regular customers in the city is fast becoming a lost art, and that the rising generation know little or nothing about the secrets of pickles and jams and pies and preserves.

"The factories," said the woman who bewailed the decline of the country product, "make tons of mincemeat and oceans of sauces and sweetmeats, and it is hard to find a farmhouse now where 'country-made' things of that kind direct from the store cannot be found. The very people who only a few years ago made cheese for themselves and for city customers now buy inferior stuff, which is made so cheaply that it has crowded their own honest product out of existence. Hundreds of city people think with pleasure of the country dainties they formerly bought from nearby farms, and would pay well for now if they were available."

But the hurry process has had a deteriorating effect on articles beyond the table; among these the old fashioned people mention soap and candles. The modern means of illumination has made candles a rarity, but there are still many candles sold, and those who use them generally complain about the inferior quality. They gutter and splutter and burn unevenly, and show in many respects that they were hurried in the process of manufacture.

"As to soap," said an enthusiastic country woman, "if we were to use our soap just as we receive it from the store it would become a very expensive item in housekeeping. It is put upon the market soft and unseasoned, and good housekeepers are compelled to buy it by the box and pile it up, log-cabin style, in a dry place, and give it the seasoning which it should have had before it was placed on sale. Poor people cannot buy in large quantities, but take the article into use as they receive it, and, of course, they are compelled to pay a high price for a necessity—only because the manufacturer has seen fit to rush his product."

"The country" never made many claims as a producer of wearing apparel, but even the few articles which came from the rural districts, and were more valuable because they were coun-

try-made, have vanished from the markets, and factory-made articles in imitation of them have taken their places. Knit socks and gloves and mitts were once the chief source of revenue for hundreds of New England families, who made up large stocks of these homely goods and disposed of them either through peddlers or to the stores direct.

The blue socks with the white diamond toes became known all over the country, and presently they appeared in fancy boxes with embossed paper bands around each half-dozen, put up in attractive form by the factories, and the genuine article, which was delivered to the dealer in bundles without box or tag, was driven out. To-day a pair of home-made socks or old-fashioned "fringe mittens" are as scarce as the country sage cheese, the mere recollection of which brings the moisture to the mouths of those who lived when it was more than a recollection.

"Possibly the best illustration of the tendency to hurry," said a German-American, "is the way in which lager beer is made in this country. The name of the article shows that it should be a stock beer, and those who make it properly never tap it for consumption until it is from four to six months' old. In this country it is sold when it is as many days old, and what it lacks in point of age is added by artificial means."

Another example of the rush which is characteristic of the times was spoken of by an American brush manufacturer. "This country makes thousands of dozens of brushes every year," he said, "out of bristles which come from Russia. The bristles are taken from hogs and wild boars, and their length and stiffness determine their market value. Long, stiff bristles are valuable, and the money sent to Europe every year for this commodity amounts to millions. This seems strange, in view of the fact that there are probably more hogs killed in Chicago and Kansas City than in any other two places in the world. But to have long and stiff bristles the hog must be old, and as the animals are fattened in this country by the rapid, rush process, they are still comparatively young and have tender bristles when they are converted into the various products, from sugar-cured hams to fertilizer. The inventive genius of the American has found a use for everything about the hog except the grunt, but the bristles can be used only for what is known in the trade as 'soft brushes' and for tooth brushes—all because the rush system cuts the porker off too early in his career."

Cheap and Filling.

Seedy Willie (to barkeeper): "Your refusal, sir, to trust me to a paltry drink of whisky fills me with astonishment and indignation."

Barkeeper: "All right, sir; you can fill yourself up with astonishment and indignation, and it won't cost you a copper, but if you want to fill yourself with whisky you will have to pay cash."

Dog Eat Dog.

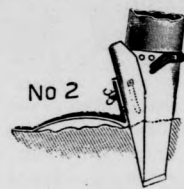
First Neighbor: "That's a very dainty dog of yours. I threw him some cold sausages this morning and he wouldn't touch them."

Second Neighbor: "What do you take him for—a cannibal?"

On the Contrary.

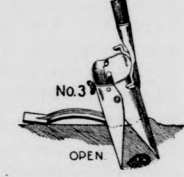
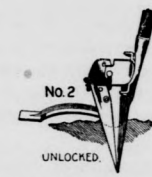
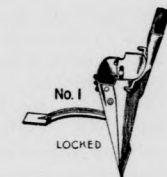
Father (to spendthrift son): "What do you want of more money? Been contracting a lot of new debts?"

Son: "Noap; merely expanding the old ones!"

**The "Eureka" Self-Locking Hand Potato Planter.**

The only perfect tube planter.

Retail Price, \$1.25.

**The "Pingree" Self-Locking Hand Potato Planter.**

A stick-handle planter, with greatly improved lock.

Retail Price, \$1.00.

**The "Eureka" Patent Seed and Fruit Sack.**

Retail Price 50 cents.

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

Liberal Discounts to the Trade.

GREENVILLE PLANTER CO.,

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

Unpretentious

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

Tradesman Company,
Grand Rapids.

OLD GRAND RAPIDS.

Early Days of the War—Active Participants in the Rebellion.

Written for the TRADESMAN.

Presuming that the readers of the Tradesman will be interested in the narration of some incidents and a reference to some well-known Grand Rapids characters who were active participants in those stirring events preceding the rebellion during the days of army recruiting, I venture upon the narration of some memories recalled by a meeting with my old friend, Colonel Dan McConnell, during my visit to Grand Rapids as a guest of the Tradesman at the annual banquet in honor of the birthday of Benjamin Franklin. Thirty-seven years had cast their shadow behind since last we'd met, and I was both surprised and pleased to note how gently these years had rested upon the head of this hero of two wars. No regiment entered the field better equipped for service than the old Michigan 3d Infantry. It was the aim of Colonel McConnell to impress upon his soldiers generally, and the commissioned officers particularly, the grave responsibility they had assumed. It was a source of anxiety to him that his soldiers did not realize the hardships, perhaps death, before them. His own experience on the bloody fields of Mexico had taught him that war was no boys' play, and that thorough discipline made good soldiers and brave men. It was through this strict attention to discipline, and his untiring efforts for the comfort of his soldiers, that his regiment earned the enviable distinction of "the old fighting Michigan 3d Infantry." Of Lieutenant Colonel Stevens, of Ionia, I knew but little, but understand he proved a good officer and brave soldier. Major Champlin, brother of ex-Chief Justice Champlin, united in his character all the materials of which good soldiers are made except a strong physical constitution. Educated, ambitious, fearless, enthusiastic in his patriotism and faithful to his duties, his associates both honored and loved him. Alas, that pulmonary consumption claimed him an early victim.

Colonel McConnell was fortunate in enlisting some of his old fighting comrades of the Mexican War, which, together with his own experience, made the 3d Michigan Infantry in field duty second to none in the army. Those were stirring times in Grand Rapids when the rattle of the snare drum and the shrill notes of the fife filled the air with calls to arms. I call to mind some of the loyal Grand Rapids boys I parted with when the 3d Michigan left for the field. Alas, that so few of them should return. No handsomer officer ever wore captain's uniform than Captain B. B. Church. His six feet of stalwart manhood and soldierly appearance made a conspicuous mark for rebel marksmen. He was a soldier to whom fear was a stranger. He was killed, if I remember rightly, at the battle of Fair Oaks. A comrade of his who survived the war and was near him when he fell told the writer that Captain Church, when killed, was standing upon a log in full view of the skulking rebels, while he and others, realizing their exposed position, were under cover.

Lieutenants Sam and George Judd, through whose veins ran the blood of revolutionary heroes, were among the foremost to enroll their names at Grand Rapids in the Union's cause. Sam, the elder of these brothers, was killed early

in the war. A braver soldier than he never went into battle. After he enlisted he used to say he might be killed but he should never be taken prisoner on the field. The writer met Captain George Judd when he returned armless to his home and young wife, as cheerful and brave as when he left them. Grand Rapids claims him now as one of her honored heroes and worthy citizens.

Recruiting for the cavalry arm of the service followed the departure of the 3d Infantry for the front, and the 4th Michigan Cavalry, in command of Colonel R. G. Minty, now General Minty of the U. S. A., was soon recruited and ready for the field. Cavalry volunteers were more rapidly enlisted because the boys thought marching on horseback would be preferable to footing it. Colonel Minty was a graduate of West Point and his appearance was evidence of the military training and polish found only in graduates of our military schools. The name of Colonel Minty's second in command has entirely escaped my memory.

Another, Major Gray, was also a character not easily described or forgotten. He had a fine military figure, was an experienced soldier and had seen dragoon service in "the ould country," as he was wont to express it. Smallpox had marred his facial beauty, but this was no bar to his inimitable drollery and Irish wit. His rich brogue and exhaustless fund of anecdote and adventure kept the messroom in good spirits and made his private quarters the resort of a choice set of fun-loving comrades. But, unfortunately, with all his genial qualities, he was like the notorious Captain Wattle in the old song—

"All for love, and a good deal for the bottle!"

An incident occurred in the writer's hearing that illustrates both his wit and dominant weakness: The soldiers' barracks were located on what was afterward the Fair Grounds on South Division street, about a mile from the corner of Fulton street, which at that time embraced only thirty-three acres, which had been purchased by the writer, in 1852, for the use of the then infant Kent County Agricultural Society (of which I shall have something to say in another contribution). Major Gray's roommate was the regimental Quartermaster, Mr. Walbrige, of Kalamazoo, a congenial spirit of the Major's. I was standing in front of the old Rathbun House (the site now occupied by the Widdicombe Building) listening to the Major's blarney, when Quartermaster Walbrige came along loaded with official blanks used in his office, in addition to a mysterious-looking package done up in a newspaper, which he handed to the Major, asking him if he thought he could manage to carry it to their quarters. The Major's reply as characteristic: "Troth, if Oi can't give it an outside passage, Oi can give it an inside passage!" It was a bottle of old Bourbon whisky!

Cavalry recruits were mostly young men with the spirit of adventure, many of whom had never mounted a horse, and many more whose only experience in horsemanship was in riding Indian fashion, barebacked or with only a blanket for a saddle. Making cavalry men out of such crude material was a work that required time and patience. I have heard it said that the horses learned cavalry manoeuvring faster than the men, and, judging from my own observation, I believe it to be true.

Some very ludicrous episodes occurred when the 4th Cavalry were in preliminary training in horsemanship before using their saddles. How to wear the spur was one of the first lessons to be learned. And thereby hangs many a funny tale. I will relate one that is fresh in my memory: Part of the regular drill was to ride the horses to the river twice each day to water. This was easy enough, and good exercise for man and beast, with bridles or halters to which horses and men were both accustomed; but, when the bridle with the double rein and regulation bit was used and the men put on their spurs for the first time, then the fun began. Major Gray had given some of us the tip, so of course we were on the river bank to see the fun. The watering place was near the old red warehouse. (That channel of the river has since been filled and costly warehouses occupy that old Indian fishing ground.) Men and horses got along well enough until nearing the river bank, when the horses broke into a double quick, and the boys, alike forgetful of their instructions and their spurs, clung to their horses country fashion, when up went the horses' heels and over their heads and into the river went the riders all along the line. Spectators and soldiers joined in uncontrolled merriment and the drill master congratulated himself upon the success of this first practical lesson in how to use spurs and when to use them. One Irish boy came spluttering out near where we stood and, seeing the Major, saluted in true soldier style, with the remark, "Troth, Major, that is more wather than I have taken before, this many a day!" W. S. H. WELTON.

Owosso, Mich.

Great Advertising.

They were sitting in the moonshine,
With the little stars in sight
And the souls of them commingled
In the lovely summer night.

He was young and strong and handsome,
She was pretty as a flower,
And the object of his pleading
Was to call each other's "our."

She was willing, but was backward,
And he coaxed with all his might,
But she couldn't give an answer
Till some other later night.

At least that's what she told him,
But he pleaded none the less,
And every now and then the rogue
Attempted a caress.

She was listening to the music
Of his voice in rapturous bliss,
When, without a word of warning,
She received a sounding kiss.

She screamed, of course, but softly.
"Why, I thought," he said, "you knew:
It's a charming advertisement
Of the love I have for you."

She submitted like a woman,
And in time she told him "yes,"
With a will-guess she wouldn't
Want to publicly confess.

So in good time they were married,
As the young folks all should be,
And a year or so thereafter
Their household numbered three.

And the young man jumped and shouted,
And he sung and yelled with joy,
And he tried to hug the doctor
When he said it was a boy.

"Hooray, hooray!" he whooped it,
"I have never been so glad;
It's a glorious advertisement
That yours truly is a dad!"

W. J. LAMPTON.

Making Imitation Pipes.

Imitation meerschaum pipes are said to be prepared from a mixture of the artificially-prepared silicates of magnesia, alumina, and lime and sulphate of lime; these are mixed together in the state of pastes, dried at the ordinary temperature, cut into small blocks, and dried on a stove. The blocks are then turned on the lathe in a similar manner to real meerschaum.

This Patent Ink Bottle FREE To Fly Button Dealers



WHAT ARE FLY BUTTONS?

They consist of six thick circular sheets of green poisoned paper three and one-half inches in diameter, with red label. The sheets are used in small saucers, and having no corners, are so cleanly, compared with large square sheets of CATHARTIC Fly Paper, that carry the poisoned liquor to outer side of dish. Will kill more FLIES or ANTS than any poison made. A neat counter display box, holding three dozen, costs you 90 cents, retailing for \$1.50. Each box contains a coupon, three of which secure the Ink Bottle free by mail; will never be troubled with thickened ink while using it; you would not part with it for cost of Fly Buttons. Should your jobber fail to supply your order, upon receipt of cash we prepay express.

Sold by the leading jobbers of the United States. Order from jobbers.

The Fly Button Co.,
Maumee, Ohio.

Quick-Lunch Cafe Methods in a Grocery Store.

Stroller in Grocery World.

Have you ever, among your other misfortunes, patronized one of these quick-lunch cafes, where you snatch a sandwich or a piece of pie off a shelf, then pull your own check from a pile on the counter and pay at a cashier's desk? What would you think of a grocer who used the same plan in his business? Crazy? Oh, I don't know.

There is a grocer who does it, all the same. He claims it's a good idea and gets him lots of trade. I'm free to admit he ought to know, but still I can't just reconcile my ideas of the fitness of things with this quick-lunch method for a grocery store.

This man is in a little village in Delaware. I want to say right here that it is a constant source of dissatisfaction to me that I can't give the names and addresses of the people to whom I refer in these articles. I'd like to mighty well, but it wouldn't be fair, all the same. You see, I don't approach these people as "The Stroller" in search of material for a weekly article. I go as a salesman, and what is told me is told me without the shadow of an idea that it'll be printed. The only way I can induce my conscience to allow me to publish it is by suppressing the names and addresses, so that nobody will be held up to ridicule.

To return to the subject, this grocer who runs the quick-lunch grocery has done so, he told me, for about ten months.

"You see," he said, in explaining the matter to me, "I have to be out a good deal, and my wife, she used to tend store. Then she died and I was left alone. I only do a little business, and it don't pay me to keep a clerk, so I hit on this plan. I thought I'd let everybody wait on themselves. I tell you, my boy," he said, earnestly, "mighty few people will slip up on you when you show 'em that you trust 'em.

Not a soul has slipped up on me, anyway."

"How can you tell?" I asked.

"Don't you fool yourself," he said, "I can keep tally pretty well."

"I put a piece in the local paper," he said, "when I decided to start the scheme, and told the people that as my wife had died, and as I was too poor to keep a clerk, and had to be out a good deal, I should have to let them wait on themselves. I had plain signs with prices on all over the store, so that everybody could see what things cost. Everything in the store had a price on. I tell you it took lots of time to fix them signs, but I got 'em on all right, and now everybody who comes in the place can see exactly what they have to pay for things."

I looked around the store. Everything in sight had a small card on. For instance, on a sugar barrel in front of the counter was a placard reading, "Best Granulated Sugar, 6 Cents a Pound." On top of a tea chest back of the counter was a card bearing the words, "Choice Mixed Tea, 65 Cents a Pound; 17 Cents a Quarter." And so on all over the store. I, a perfect stranger, could have gone into that store and filled a big order just as easily as anybody. Of course, I would have had to look around a little.

"The first day I had the scheme in operation," he said, "I had to be out the whole morning. When I got back I was told by the druggist next door that the people had been a-coming in a perfect swarm all the morning. And the slate showed that they had, too."

"What slate?" I asked.

"I have a slate right in front of the counter here where the customers put down their orders. You see, in this village there's no cash trade at all. Everything's credit. I don't believe I do \$2 a week in cash. I never saw a place where so little cash business was done as there is here. Well, when I got back, that slate was full. I'd done twice as much as I usually did, that same

morning. People were curious, you see, to see what the scheme was, and they came out in force."

"Well," I said, "I should think you'd be nuts for the village kleptomaniacs."

"See that sign?" he asked, pointing over his shoulder.

I turned and looked. Nailed to a large post in the center of the store was a large sign reading thus: "I believe everybody who comes into this store is going to be just as honest with me as I am with them."

"I believe I'd find it hard to rob a man with that sign staring me in the face," he said.

I agreed with him. Assume a man is honest and he's pretty sure to live up to your opinion of him.

"How do you find the scheme works as a whole?" I asked.

"First rate," he said. "Of course the crowds that came at first dwindled down some, but my trade has really increased, and I believe it's due to the confidence inspired by my letting people wait on themselves. You see, even country people like novelty. To wait on yourself is something new, and people, especially young ones, will come here especially for the chance of pottering around behind the counter."

"And so far as you know, you haven't been imposed on once?" I asked.

"You mean by people stealing?" he asked.

"Yes."

"Well, I caught a fellow stealing from me once," he said, smiling. "I came in the store and found him with his head in a pickle barrel. I kicked him out in great shape."

"Why didn't you have him arrested?" I asked; "make an example of him."

"He happened to be a dog," said the grocer, dryly.

"I don't suppose he'd even been decent enough to read your honesty sign," I observed.

We all learn something new every day.

Too Big to Advertise.

From the Wheel.

When a concern is in the heyday of its prosperity, when business is good and competition is not felt, it is no unusual thing for the advertising solicitor to be informed that the concern is so well known and its business already so extensive that advertising is a useless expenditure of money. We have known a number to argue in this way. In almost every instance where this has happened we have seen younger competitors, by judicious advertising and push, pass them in the race for business. Then these concerns that were too well known to advertise would awaken to the situation and their advertisements would again appear; but while they were sleeping their wide-awake competitors must necessarily have made inroads into their business, which, with fair treatment and businesslike methods, they will hold. Let the largest house in any line stop advertising, and note in what incredibly short space of time a larger business will be built up by somebody who works while they sleep.

What He Wanted.

Shopkeeper: "What can I show you, sir?"

Absent-minded Professor: "I want—let me see, what do I want? Dear me! I can't for the life of me remember what it is. * * * Well, well, it doesn't matter; give me the nearest thing you have to it."

Compensations in Sheol.

New Arrival: "There's one good thing about this place."

Satan: "Glad to know it. What is it?"

New Arrival: "I don't see any signs, 'No smoking allowed here.'"

Europe has increased its population by 62 per cent. within the last sixty-two years, but in the same time 30,000,000 of its inhabitants have emigrated to other countries.

In Our New Home

We have removed our entire stock to our new quarters, corner South Ionia and Island streets, where we are prepared to show our friends and customers the largest and most completely equipped wholesale grocery establishment in Michigan.

Clark-Jewell-Wells Co.,
Grand Rapids, Mich.

Commercial Travelers

Michigan Knights of the Grip.

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

Michigan Commercial Travelers' Association.

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.

"Reading maketh a man full," so says Bacon. This may have been the case in his day, but now it is not reading, but drinking, that maketh a man full.

The cheerful soul one meets on the road is the one who looks only on the bright side of life, for he believes it is not one whit harder than to meet trouble halfway.

W. A. Clark will represent Baldwin, Tuthill & Bolton (Grand Rapids,) manufacturers of sawmill and filing room machinery in Tennessee and the adjoining states.

Will M. Phelps, of Ionia, has gone on the road for Gray, Toynton & Fox, of Detroit, taking Southeastern Michigan as his territory. He will take up his residence in Detroit.

W. R. Keasey (Bell, Conrad & Co.) and David Smith (Sprague, Warner & Co.) leave their respective fields of operation this week for a fortnight's rest and recreation at Baden Springs.

Ed. Worthington, who has been clerking for Geo. Eucke, the Albion grocer, for some time, has gone to Toledo to take a position on the road for the Arbucks. His territory will be in Ohio.

Perry Barker, book-keeper for A. E. Brooks & Co., will take the place on the road rendered vacant by the retirement of J. Henry Dawley. Perry is a faithful worker and will, probably, make his mark in his new field of activity.

The commercial traveler looks at everything from a keen business standpoint and makes up his opinions not in accordance with the ideas of any shriveled localism, but from the breadth of comprehension gained through constant travel.

John May, who for nearly twenty years has represented Gray, Toynton & Fox as their salesman on the road, recently severed his connection with that house, to accept a more lucrative position with the well-known firm of Thorp, Hawley & Co.

P. H. Carroll (Selz, Schwab & Co.) leaves this week for Hot Springs, Ark., where he will put in a month in search of renewed health and strength. Mr. Carroll is one of the hardest working men on the road and has honestly earned a respite from business cares and anxieties.

H. V. Hughes, formerly with the Champion Cash Register Co., but more recently identified with the Alderton Mercantile Co., at St. Johns, has engaged to travel for Phipps, Penoyer & Co., of Saginaw, taking the available towns south of Saginaw for his territory.

It isn't always the girl that is loaded with powder that goes off easiest.

Edith Irene, the 5-year-old daughter of Frank Clay (W. J. Quan & Co.) went visiting the other day, and when asked by her aunt where her father was, said, "Well, I am not supposed to know where he is, as mama can't keep track of him." Frank's daughter will evidently develop into a wise woman one of these days.

C. W. Mansfield, who has been a knight of the grip for thirty-four years, the last fifteen of which he has represented the J. W. Butler Paper Co., of Chicago, has decided to devote his time hereafter to conducting his extensive dairy and poultry business at Ypsilanti. His territory will be covered by Percy Wells, of Greenville.

Traveling men to-day, at least a good portion of the profession, object to the use of the word "drummer" and a movement is on foot to abolish the term. In older times when it was the wont of quack doctors, fakirs and itinerant mountebanks to make periodical visits to country towns on market days, they would beat a drum to call up a crowd. This was termed "drumming for trade" and it is presumed that this is the origin of the name. It is strange that in England, where the expression was first born, it is now unheard of in connection with the commercial travelers, for in that country traveling salesmen are called "bagmen" or "knights of the gripsack," but in no instance would the fraternity countenance such an appellation as that of "drummer."

Affidavit by Telephone.

The book-keeper for a certain manufacturing firm has a friend who is a notary public and who has taken his affidavit on several occasions. He called him the other day by telephone and explained that he wanted an affidavit taken, but was too busy to leave his office. "If I sign the form—and you knowing signature—will you put your seal to the affidavit?" asked the book-keeper.

"Certainly," answered the notary. "Take your hat off and raise your hand; have you done so?"

"Hat's off; hand's up," came the response over the 'phone.

"Do you solemnly swear the accounts are correct, etc.?" asked the notary. "Send up the paper and I'll stamp it."

The affidavit will probably never be questioned, but it is clearly illegal.

Tribute to Woman.

Flowers spring to blossom where she walks
The careful ways of duty;
Our hard, stiff lines of life with her
Are flowing curves of beauty.

Our homes are cheerier for her sake,
Our door-yards brighter blooming,
And all about the social air
Is sweeter for her coming.

Unspoken homilies of peace
Her daily life is preaching;
The still refreshment of the dew
Is her unconscious teaching.

And never tenderer hand than hers
Unknits the brow of ailing;
Her garments to the sick man's ear
Have music in their trailing.

Her presence lends its warmth and health
To all who come before it,
If woman lost us Eden, such
As she alone restore it.

JOHN G. WHITTIER.

Hard to Please.

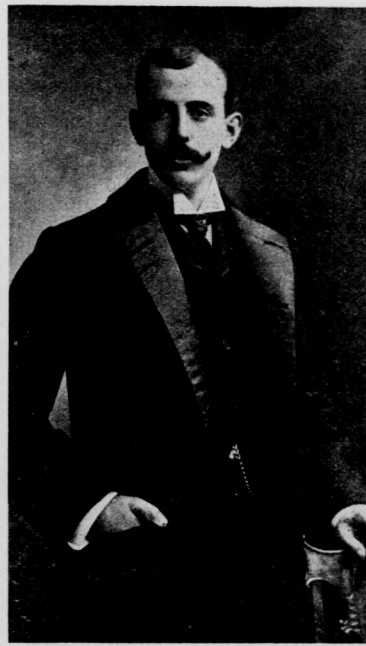
"The weather is very trying for everybody," said the physician.

"Yes," replied Mr. Meekton. I don't see how my wife is going to bear up under it. When the sun doesn't shine it gives her the blues, and when it does she says it's fading the carpet."

SUCCESSFUL SALESMEN.

W. R. Smith, the Upper Peninsula Hardware Man.

The subject of this sketch is W. R. Smith, Lake Superior representative of Hibbard, Spencer, Bartlett & Co., wholesale hardware dealers of Chicago. He was born on a farm near Wapello, Iowa, Dec. 17, 1868. When a mere child he induced his parents to locate in Chicago, where he lived about ten years. Owing to the poor health of his father, the family moved to Baldwinsville, N. Y., where his father died on June 14, 1881. Mr. Smith attended school at the latter place until he graduated from the high school at the age of 17. At a very early age Mr. Smith showed an inclination toward the hardware business. He was hammered by his mother, axed



questions, handled the smaller boys, tackled the larger ones, saw an opportunity to put his knowledge into practical use, bolted this kind of a life and squared himself in order to earn a little "tin" from the hardware firm of Parshall & Searle, Syracuse, N. Y., where he remained a year. He then entered the employ of Kennedy, Spaulding & Co., where he remained three years. He was unable to resist the longing for the Windy City, so in December, 1889, we find him in the employ of Hibbard, Spencer, Bartlett & Co. In the fall of 1891 he was requested to take an Illinois trip for one of the regular travelers, who was ill, and Jan. 1, 1892, he was assigned his present territory, with headquarters at Escanaba, which territory he has held down with flattering success.

Personally, Mr. Smith is one of those travelers whom it is a genuine pleasure to meet—one who merits the esteem of all. None respect him more than do his competitors. The only fault he has is his partiality for the fair sex, with whom he is a universal favorite. There has been considerable speculation in certain parts of his territory as to whether he is married or not. He has been charged with being a base deceiver, the husband of a neglected wife and the father of three to seven children. In justice to Mr. Smith we feel it our duty to inform those interested that he is not married, but wants to be; that he is a little undecided in his own mind

as to whether he prefers blondes or brunettes; but, from reports from the Upper Peninsula, we think he favors those who have auburn hair.

Mr. Smith is a member of the Masonic fraternity—Escanaba Blue Lodge and Chapter, Menominee Commandery Knights Templar, and Ahmed Temple Mystic Shrine of Marquette. It is the height of delight to him to see a novice cross the hot sands; and when he takes a young lady and a chaperon to a Shriners' ball he is not particular whose trunk he checks.

Would Leave His Mother-in-Law.

"So you want to marry Fred, do you?" said the father.

"Yes, papa," replied the daughter, with her arms about his neck.

"And go away and leave me all alone?"

"Why, no, papa! I know Fred will be willing to leave mamma with you!"

Cutler House at Grand Haven.

Steam Heat. Excellent Table. Comfortable Rooms. H. D. and F. H. IRISH, Props.

A CLEAN SHAVE

while you take a snooze is quickest acquired at

FRED MARSH'S

barber shop in Wonderly Building, at Grand Rapids

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.

THE WIERENGO

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

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

Commercial House

Iron Mountain, Mich.

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

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

COLUMBIAN TRANSFER COMPANY

CARRIAGES, BAGGAGE AND FREIGHT WAGONS

15 and 17 North Waterloo St.,

Telephone 381-1 Grand Rapids.

BUSINESS University
DETROIT, MICH.

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

BEST 10 CENTS GREEN SEAL

SELL THESE CIGARS
and give customers good satisfaction.

Drugs==Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

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.
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Value of the Store Window as an Advertising Medium.

A. E. Mieding in the Pharmaceutical Era.

The question whether a store window has any value for advertising purposes depends entirely upon the druggist himself and the use to which he puts his window. There is no longer any doubt that a druggist with a window at all suited for display purposes can do effective and profitable advertising through this medium. This applies to both staples and proprietary goods, but is particularly true of the latter. All that is necessary in order to use a display window with profit to the druggist is that he shall consider the subject of window display from the standpoint of the public. Everyone on the street passing a drug store recognizes it as such by its windows, and is accustomed to seeing the window occupied with a variety of the goods on sale inside. To attract the attention of the passerby to a particular drug store window it is necessary that the window shall look radically different from those of other drug stores. This, together with its unaccustomed appearance, will draw attention, perhaps, and this is all you can depend upon as a means of drawing attention.

Consider for a moment, if you please, how the average drug store window looks. You will find, for example, packages of a number of different proprietary articles, perhaps a few sponges, possibly a few jars of chemicals, some bottles of perfume, three or four signs of various descriptions and advertising various articles, the customary bottles of colored liquid, two or three tin signs for proprietary articles tacked to the outside of the window frame, the druggist's own name painted on the glass, frequently a sign of enameled white letters calling attention to Castoria or some other preparation, or a transparency sign pasted to the window, advertising proprietary goods, and sometimes, on top of it all, the words "Ice cold soda water" painted in immense letters over the whole glass front.

A window of this kind attracts little if any attention. People expect to see a drug store window filled with a variety of goods, and are accustomed to find it so. The only way of making a success of a store window as an advertising medium is to use it for the purpose of advertising one single isolated article, and showing that so forcibly that it cannot be overlooked, and that when once observed it is not soon forgotten. People are too busy to stop at a drug store and examine the contents of the window. No one has ever stopped to look over a drug store window and make mental notes of licorice, headache wafers, cough drops and three or four patent medicines. If, on the other hand, a window be devoted to one single article, and that article be made as prominent as it can be made, the chances are that it will be noticed, and this is the druggist's opportunity.

If we select tooth brushes as the article to be advertised, the only way to do it is to use our whole stock of tooth

brushes for the display, and to remove from the windows anything and everything except tooth brushes. It should be tooth brushes and nothing else. It is consistent to remove even the colored show jars. The patent medicine signs suspended from the gas jets in the window should come down, and a tooth brush sign, if any, should take their place. The soda water sign on the glass front should be cleared away, and, if we believe that signs should be painted on the window, we should substitute one about tooth brushes. Every sign employed in and about the window should help to draw attention to the tooth brushes, and should say something about them. How long is it since we have seen tooth brushes displayed in this way? That is, with no other signs of any kind displayed in the window except tooth brush signs, and a good stock of the tooth brushes themselves attractively exhibited in the window. A display of this kind is rare indeed, and that is the reason of its value as an advertisement.

It does not require a large stock of any particular article in order to make possible a display for which the whole window can be utilized. If our stock is small, we should arrange it in such a way as to concentrate attention upon the goods we are trying to advertise, while the rest of the window should contain accessories or decorations. For instance, in displaying cod liver oil, there is an opportunity for a great deal of originality and ingenuity. The idea of cod liver oil brings codfish to mind. Codfish suggests fishing, boats, nets, etc. It is not a difficult matter to secure a few fish nets, perhaps an oar or two, and one or two oil skin caps, such as worn by fishermen. Pictures connected with the cod fishing industry would make interesting accessories to such a display. Abundant material could be collected which properly relates to cod fishing, and a little skill is all that is required to make an excellent display. We should take pains, however, not to distribute our bottles or packages of cod liver oil over the entire window. They must be grouped in such a way as to make the prominent part of the display, for it is to them that we are trying to draw attention. The uniformity of the packages and the fact of their being bunched together will make them prominent.

Where decorations are used in a window they must be arranged with care. It is a mistake to attempt to drape or decorate your windows unless your draperies or decorations can be so arranged as to help focus attention on the goods displayed as the center of the exhibit. We remember one very strong and striking display made by a prosperous druggist in our city. The exhibit was one of a proprietary article, in which he used just three bottles of the goods. The rest of the window consisted of bunting decorations. The display was so exceptional as to prove highly successful and is worthy of a brief description. The druggist in question placed the three bottles in an elevated position at the back of the window, away from the glass and directly behind the center of the window plate. He then arranged his bunting so as to form a four-sided pyramid, with the three bottles as its apex and the window plate as its base. That is, he fastened one side of a large piece of bunting along each of the four edges of his window, then gathered the bunting together about the bottles. The result was a window full of bunting, so arranged as to form a focus in the rear of the window, and in this focus was the display proper. The bottles displayed were such that their labels could be plainly read at a distance, which did away with the necessity for signs. Still, there is no reason why it would not have been in order to have broken the sides of the pyramid formed by the bunting with a sign or two. The display described, of course, attracted much attention, because it was something unusual, but here again there was only one kind of goods for the passerby to take note of. Of course, this display sold goods.

It stands to reason that where we have the choice of several windows in which we can make our display, the best one should be used for the purpose. It would seem hardly necessary to mention this point, but observation has taught us that quite a percentage of druggists make this mistake, strange as it may seem. To make a good display in a back or side window is to deprive the exhibit of the first requisite necessary to draw attention.

There is another important point to be noted about a display of proprietary articles; for instance, a display of cod liver oil. It is not sufficient to confine the display to cod liver oil, but the exhibit must be confined strictly to one make of cod liver oil, and to only one kind of packages of that one make of cod liver oil. It is the uniformity of the packages in the window that is to be aimed at, and which is the unusual feature that will make the display a profitable one. It is just as much a mistake to attempt to display five or six brands of cod liver oil as it would be to display as many entirely different lines of goods. No one will realize that each of the different packages contains cod liver oil, for they are entirely dissimilar. If you attempt to display Moeller's cod liver oil, exhibit your whole stock of that, and leave all the other cod liver oil out of the window, and let each one of your signs refer to Moeller's cod liver oil and to nothing else. The same thing is true when exhibiting sarsaparilla, malt extract or toilet soap.

A display of a proprietary preparation can generally be made more attractive than one of staples. Many of the proprietary people realize the value of window displays, and offer the druggist special window attractions for display purposes. Note the trouble which the "Frog in the Throat" people have gone to in this direction. The Pabst Malt Extract people, also, have worked upon these lines. A special window attraction will always do a great deal to help a display, because people have never before seen that particular display novelty in your window. Where proprietors seek to co-operate with you in this way in making a window display, their article should be given the preference in your window, provided, of course, the article is one of merit.

Where the proprietor is willing to help your display through special advertising in your name, this should be considered. If he is prepared to use space in the newspapers and to add your name prominently to the advertisement, or if he will use your mailing list to send out his literature with your name upon it, or if he will distribute his advertising matter from house to house in your vicinity and put your name upon it, a display of his preparation will necessarily prove more profitable. People will read his advertisements, and with your name upon them will necessarily connect them with your store, and if then, when next they pass your window, their attention is again forcibly called to his preparation, it cannot but do a great deal to create a call for the article.

The value of the store window as an advertising medium is, therefore, as great as the druggist chooses to make it. If he will go to a little trouble in arranging displays and exercise a little ingenuity, they can be made both attractive and profitable. In making the display the druggist should bear in mind the fact that it is the careless passerby who is to be interested, and the exhibit must be made attractive to him, not attractive because it is artistic, but because it is original and striking.

Sauce for the Goose.

"The bargain counter is the curse of our present civilization," she said, rolling her eyes and her r's. "Never, my sisters, until you cease to scramble here and there in mad attempts to save a few cents at the expense of the wife of the laboring man, will the curse of poverty be removed!"

Then and there a long-suffering worm on the sofa saw its chance to turn.

"If you please, Mrs. Aughty," said she, "what were you doing at the head of the line the other morning, when Sniggle-Fritz & Co. were giving away soap?"



GOVERNOR YATES.

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

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

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

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

Morrison, Plummer & Co.

200 TO 206 RANDOLPH ST.,
CHICAGO.

**RUBEROID
READY
ROOFING**

All ready to lay. Needs no painting for two years.

Is odorless, absolutely waterproof, will resist fire and the action of acids.

Can be used over shingles of steep roofs, or is suitable for flat roofs.

Will outlast tin or iron and is very much cheaper.

Try our pure

ASPHALT PAINT

For coating tin, iron or ready roofs. Write for prices.

H. M. REYNOLDS & SON,
Grand Rapids Office, Louis and Campau Sts.
Detroit Office, Foot of Third St.

PATENT MEDICINES

Order your patent medicines from
PECK BROS., Grand Rapids.

**"MASTER"
"YUMA"**

The best 5 cent cigars ever made. Sold by
BEST & RUSSELL CO., CHICAGO.
Represented in Michigan by J. A. GONZALEZ, Grand Rapids.

WHOLESALE PRICE CURRENT.

Advanced—Cassia Buds, Quinine, Linseed Oil. Declined—Balsam Copaiba.

Table listing wholesale prices for various goods including Aceticum, Benzoinum, Boracic, Carbolium, Citricum, Hydrochlor, Nitrosum, Oxalicum, Phosphoricum, Salicylicum, Sulphuricum, Tannicum, Tartaricum, Ammonia, Aniline, Baccae, Balsamum, Cortex, Extractum, Ferru, Flora, Folia, Gummi, Magnesia, Herba, Oleum, Sponges, Syrupus, Tinctures, and Urethra.

Table listing prices for goods such as Morphia, Sinapis, Snuiff, Moschus, Myristica, Nux Vomica, Os Sepia, Pepsin, Piceis, Aconitum, Aloes, Cardamom, Capsicum, Cardamon, Castor, Cinchona, Cinchona Co., Columba, Cubeba, Cassia, Digitalis, Ferri Chloridum, Gentian, Guaiaca, Guaiaca ammon, Hyoscyamus, Iodine, Iodine, colorless, Kino, Lobelia, Nux Vomica, Opil, camphorated, Opil, deodorized, Quassia, Rhatany, Rhei, Sanguinaria, Serpentarium, Stomonium, Tolutan, Veratrum Veride, Zingiber, Ether, Spts, Nit, 3 F, Ether, Spts, Nit, 4 F, Alumen, Alumen, gro'd, Annatto, Antimoni, Antimoni et Potass, Antipyrin, Antifebrin, Argenti Nitras, Arsenicum, Balm Gilead Bud, Bismuth S. N., Calcium Chlor, is, Calcium Chlor, 1/2s, Calcium Chlor, 3/4s, Cantharides, Rus, Capsici Fructus, af, Capsici Fructus, po, Caryophyllus, Carmine, Cera Alba, S. & F, Cera Flava, Coccus, Cassia Fructus, Centrarila, Cetaceum, Chloroform, Chloroform, squibbs, Chloral Hyd Crst, Chondrus, Cinchonidine, P. & W, Cinchonidine, Germ, Cocaine, Corks, list, dis, pr. et, Creosotum, Creta, Creta, prep, Creta, Rubra, Crocus, Cudbear, Cupri Sulph, Dextrine, Ether Sulph, Emery, all numbers, Emery, po, Ergota, Flake White, Galla, Gambier, Gelatin, Cooper, Gelatin, French, box, Glassware, flint, box, Less than box, Glue, brown, Glue, white, Glycerina, Grana Paradisi, Humulus, Hydrag Chlor Mite, Hydrag Chlor Cor, Hydrag Ox Rubm, Hydrag Ammoniati, Hydrag Unguentum, Hydragrym, Ichthyobolla, Am, Indigo, Iodine, Resubi, Iodoform, Lupulin, Lycopodium, Maes, Liquor Aren et Hydragrym, Liquor Potass Arsenit, Magnesia, Sulph, Magnesia, Sulph, bbl, Mannia, S. F, Menthol.

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.

AXLE GREASE. doz. gross. Aurora .55 6 00. Castor Oil .60 7 00. Diamond .50 5 50. Frazer's .75 9 00. IXL Golden, tin boxes .75 9 00. Mica .70 8 00. Paragon .55 6 00. BAKING POWDER. Absolute. 1/4 lb cans 3 doz. 45. 1/4 lb cans 3 doz. 85. Pineapple. 1 lb cans doz. 1 50. Acme. 1/4 lb cans 3 doz. 45. 1/4 lb cans 3 doz. 75. 1 lb cans 1 doz. 1 00. Bulk. 10. El Purity. 1/4 lb cans per doz. 75. 1/4 lb cans per doz. 1 20. 1 lb cans per doz. 2 00. Home. 1/4 lb cans 4 doz case. 35. 1/4 lb cans 4 doz case. 55. 1 lb cans 2 doz case. 90.

CHEESE. Acme @ 11. Amboy 10 1/2 @ 11 1/2. Gold Medal 10 @ 10. Ideal 10 @ 10. Jersey 10 1/2 @ 10 1/2. Lenawee 10 1/2 @ 10 1/2. Riverside 10 1/2 @ 10 1/2. sparta 19 @ 19. Brick 19 @ 19. Edam 19 @ 19. Leiden 19 @ 19. Limburger 43 @ 15. Pineapple 43 @ 15. Sap Sago @ 18. Chicomery. Bulk 5. Red 7.

COUPON BOOKS. Tradesman Grade. 50 books, any denom. 1 50. 100 books, any denom. 2 50. 500 books, any denom. 11 50. 1,000 books, any denom. 20 00. Economic Grade. 50 books, any denom. 1 50. 100 books, any denom. 2 50. 500 books, any denom. 11 50. 1,000 books, any denom. 20 00. Universal Grade. 50 books, any denom. 1 50. 100 books, any denom. 2 50. 500 books, any denom. 11 50. 1,000 books, any denom. 20 00.

FARINACEOUS GOODS. Farina. Bulk 3. Grits. Walsh-DeRoo Co.'s 2 00. Hominy. Barrels 2 25. Flake, 50 lb. drums 1 00. Lima Beans. Dried 3 1/2. Maccaroni and Vermicelli. Domestic, 10 lb. box 60. Imported, 25 lb. box 2 50. Pearl Barley. Common 1 1/2. Chester 2. Empire 2 1/2. Peas. Green, bu 80. Split, per lb 2 1/2. Rolled Oats. Rolled Avena, bbl 3 40. Monarch, bbl 3 00. Monarch, 1/2 bbl 1 65. Private brands, bbl 2 80. Private brands, 1/2 bbl 1 55. Quaker, cases 3 20. Sago. German 4. East India 3 1/2. Wheat. Cracked, bulk 3. 24 2 lb packages 2 40.

Souder's. Oval bottle, with corkscrew. Best in the world for the money. Regular Grade Lemon. 2 oz. 75. 4 oz. 1 50. Regular Vanilla. 2 oz. 1 20. 4 oz. 2 40. XX Grade Lemon. 2 oz. 1 50. 4 oz. 3 00. XX Grade Vanilla. 2 oz. 1 75. 4 oz. 3 50. GLUE. Jackson Liquid, 1 oz. 65. Jackson Liquid, 2 oz. 98. Jackson Liquid, 3 oz. 1 30.

PICKLES. Medlum. Barrels, 1,900 count. 3 40. Half bbls, 600 count. 2 20. Small. Barrels, 2,400 count. 4 40. Half bbls, 1,200 count. 2 70. RICE. Domestic. Carolina head. 6 1/4. Carolina No. 1. 5. Carolina No. 2. 4 1/2. Broken. 3. Imported. Japan, No. 1. 5 1/2. Japan, No. 2. 5. Java, No. 1. 4 1/2. Table. 5 1/4. SALERATUS. Packed 60 lbs. in box. Church's. 3 20. DeLand's. 3 15. Dwight's. 3 20. Taylor's. 3 00. SAL SODA. Granulated, bbls. 1 10. Granulated, 100 lb cases. 1 50. Lump, bbls. 1. Lump, 145 lb kegs. 1 10.

JAXON. 1/4 lb cans, 4 doz case. 45. 1/4 lb cans, 4 doz case. 85. 1 lb cans, 2 doz case. 1 60. Our Leader. 1/4 lb cans. 45. 1/4 lb cans. 75. 1 lb cans. 1 50. Peerless. 1 lb. cans. 85. BASKETS. BALLOU BASKET. BLENDING MICH.

CATSUP. Columbia, pints. 4 25. Columbia, 1/2 pints. 2 50. CLOTHES PINS. 5 gross boxes. 45. COCOA SHELLS. 20 lb bags. 2 1/2. Less quantity. 3. Pound packages. 4. CREAM TARTAR. Strictly Pure, wooden boxes. 35. Strictly Pure, tin boxes. 37.

Credit Checks. Sundried @ 3. Evaporated 50 lb boxes @ 4. California Fruits. Apricots 11 1/2 @. Blackberries. Nectarines 6 @. Peaches 7 1/2 @. Pears. Pitted Cherries. Raspberries. California Prunes. 100-120 25 lb boxes @ 4 1/2. 90-100 25 lb boxes @ 4 1/2. 80-90 25 lb boxes @ 4 1/2. 70-80 25 lb boxes @ 6. 60-70 25 lb boxes @ 6. 50-60 25 lb boxes @ 6 1/2. 40-50 25 lb boxes @ 7 1/2. 30-40 25 lb boxes @ 7. 1/4 cent less in bags.

Fish. Cod. Georges cured @ 4. Georges genuine @ 4 1/2. Georges selected @ 5. Strips or bricks. 5 @ 8. Halibut. Chunks. 10. Strips. 9. Herring. Holland white hoops keg. 65. Holland white hoops bbl. 8 00. Norwegian. Round 100 lbs. 2 50. Round 40 lbs. 1 30. Scaled. 13. Flackerel. No. 1 100 lbs. 11 00. No. 1 40 lbs. 4 70. No. 1 10 lbs. 1 25. No. 2 100 lbs. 8 00. No. 2 40 lbs. 3 50. No. 2 10 lbs. 95. Family 90 lbs. Sardines. Russian kegs. 65. Stockfish. No. 1, 100 lb. bales. 10 1/2. No. 2, 100 lb. bales. 8 1/2. Trout. No. 1 100 lbs. 4 75. No. 1 40 lbs. 2 20. No. 1 10 lbs. 63. No. 1 8 lbs. 53. Whitefish. No. 1 No. 2 Fam. 100 lbs. 6 75 5 25 1 75. 40 lbs. 3 00 2 40 1 00. 10 lbs. 83 68 33. 8 lbs. 69 57 29.

GUNPOWDER. Rifle-Dupont's. Kegs 4 00. Half Kegs 2 25. Quarter Kegs 1 25. 1 lb cans. 30. 1/2 lb cans. 18. Choke Bore-Dupont's. Kegs 4 00. Half Kegs 2 25. Quarter Kegs 1 25. 1 lb cans. 34. Eagle Duck-Dupont's. Kegs 8 00. Half Kegs 4 25. Quarter Kegs 2 25. 1 lb cans. 45. HERBS. Sage 15. Hops 15. INDIGO. Madras, 5 lb boxes. 55. S. F., 2, 3 and 5 lb boxes. 50. JELLY. 15 lb palls. 30. 17 lb palls. 34. 30 lb palls. 60. LYE. Condensed, 2 doz. 1 20. Condensed, 4 doz. 2 25. LICORICE. Pure. 30. Calabria. 25. Sicily. 14. Root. 10. MINCE MEAT. Ideal, 3 doz. in case. 2 25. MATCHES. Diamond Match Co.'s brands. No. 9 sulphur. 1 65. Anchor Parlor. 1 70. No. 2 Home. 1 10. Export Parlor. 4 00. MOLASSES. New Orleans. Black. 11. Fair. 14. Good. 20. Fancy. 24. Open Kettle. 25 @ 35. Half-barrels 2c extra. PIPES. Clay, No. 216. 1 70. Clay, T. D. full count. 65. Cob, No. 3. 1. POTASH. 48 cans in case. Babbitt's. 4 00. Penna Salt Co.'s. 3 00.

SALT. Diamond Crystal. Cases, 24 3-lb boxes. 1 50. Barrels, 100 3 lb bags. 2 75. Barrels, 40 7 lb bags. 2 40. Butter, 28 lb. bags. 30. Butter, 56 lb. bags. 60. Butter, 20 14 lb. bags. 3 00. Butter, 280 lb. bbls. 2 50. Common Grades. 100 3 lb sacks. 2 60. 60 5-lb sacks. 1 85. 28 11-lb sacks. 1 70. Worcester. 50 4 lb. cartons. 3 25. 115 2 1/2 lb. sacks. 4 00. 60 5 lb. sacks. 3 75. 22 14 lb. sacks. 3 50. 30 10 lb. sacks. 3 50. 28 lb. linen sacks. 32. 56 lb. linen sacks. 60. Bulk in barrels. 2 50. Warsaw. 56-lb dairy in drill bags. 30. 28-lb dairy in drill bags. 15. Ashton. 56-lb dairy in linen sacks. 60. Higgins. 56-lb dairy in linen sacks. 60. Solar Rock. 56-lb sacks. 21. Common Fine. Saginaw 65. Manistee 65. SEEDS. Anise 13. Canary, Smyrna. 4. Caraway 10. Cardamon, Malabar 80. Hemp, Russian 4. Mixed Bird. 4 1/2. Mustard, white. 6 1/2. Poppy 8. Rape. 5. Cuttle Bone. 20. SNUFF. Scotch, in bladders. 37. Maccaboy, in jars. 35. French Rappée, in jars. 43. SPICES. Whole Sifted. 9. Allspice 9. Cassia, China in mats. 10. Cassia, Batavia in bund. 20. Cassia, Saigon in rolls. 32. Cloves, Amboyna. 15. Cloves, Zanzibar. 15. Mace, Batavia. 60. Nutmegs, fancy. 90. Nutmegs, No. 1. 40. Nutmegs, No. 2. 45. Pepper, Singapore, black. 9. Pepper, Singapore, white. 12. Pepper, shot. 10. Pure Ground in Bulk. Allspice 12. Cassia, Batavia. 22. Cassia, Saigon. 35. Cloves, Amboyna. 20. Cloves, Zanzibar. 15. Ginger, African. 15. Ginger, Cochinn. 20. Ginger, Jamaica. 22. Mustard, Eng. and Trieste. 20. Mustard, Trieste. 25. Nutmegs. 40 @ 0. Pepper, Sing., black. 10 @ 14. Pepper, Sing., white. 15 @ 20. Pepper, Cayenne. 17 @ 20. Sage. 18.

BATH BRICK. American. 70. English. 80. BLUING. CONDENSED PEARL BLUING. 1 doz. Counter Boxes. 40. 12 doz. Cases, per go. 4 50.

COFFEE. Green. Rio. Fair 17. Good 18. Prime 19. Golden 20. Peaberry 22. Santos. Fair 19. Good 20. Prime 19. Golden 20. Peaberry 23. Mexican and Guatamala. Fair 21. Good 22. Fancy 24. Maracaibo. Prime 23. Milled. 24. Java. Private Growth. 27. Mandehling. 28. Mocha. Imitation. 25. Arabian. 28. Roasted. Clark-Jewell-Well's Co.'s Brands. Fifth Avenue. 30. Jewell's Arabian Mocha. 30. Wells' Mocha and Java. 26. Wells' Perfection Java. 26. Saneaiho. 23 1/2. Valley City Maracaibo. 20 1/2. Ideal Blend. 17. Leader Blend. 15. Worden Grocer Co.'s Brands. Quaker Arabian Mocha. 31. Quaker Mandehling Java. 31. Quaker Mocha and Java. 29. Toko Mocha and Java. 26. Quaker Golden Santos. 23. State House Blend. 22. Quaker Golden Rio. 20.

Credit Checks. Can be made to represent any denomination from \$10 down. 20 books. 1 00. 50 books. 2 00. 100 books. 3 00. 250 books. 6 25. 500 books. 10 00. 1000 books. 17 50.

FLAVORING EXTRACTS. Jennings. D. C. Vanilla. 2 oz. 1 20. 3 oz. 1 50. 4 oz. 2 00. 6 oz. 3 00. No. 8. 4 00. No. 10. 6 00. No. 2 T. 1 25. No. 3 T. 2 00. No. 4 T. 2 40. No. 4 T. 2 40. D. C. Lemon. 2 oz. 75. 3 oz. 1 00. 4 oz. 1 40. 6 oz. 2 00. No. 8. 2 40. No. 10. 4 00. No. 2 T. 80. No. 3 T. 1 35. No. 4 T. 1 50. VANILLA EXTRACT. FOR FLAVORING ICE CREAMS, FRUIT CAKES, CANDIES, PRESERVES, etc. Prepared by L. E. RICHMOND & SONS, GRAND RAPIDS, MICH.

Per doz. Standard Bushel. 1 25. Extra Bushel. 1 75. Market. 30. 1/2 bushel, bamboo del'ry. 3 50. 1/2 bushel, bamboo del'ry. 4 00. 1 bushel, bamboo del'ry. 5 00. Iron strapped, 50c extra. Diamond Clothes, 30x16. 2 50. Braided Splint, 30x16. 4 00.

CLOTHES LINES. Gail Borden Eagle. 6 75. Crown. 6 25. Daisy. 5 75. Champion. 6 50. Magnolia. 4 25. Challenge. 3 50. Dime. 3 35.

RAISINS. London Layers 3 Crown. 1 60. London Layers 5 Crown. 2 50. Dehesias. 3 50. Loose Muscatels 2 Crown. 5 1/4. Loose Muscatels 3 Crown. 6 1/4. Loose Muscatels 4 Crown. 7 1/4.

CANDLES. 8s. 7. 16s. 8. Paraffine. 8. CANNED GOODS. Hamtowoc Peas. Lakeside Marrowfat. 1 00. Lakeside E. J. 1 30. Lakeside, Cham. of Eng. 1 40. Lakeside, Gem. Ex. Sifted. 1 65. CHOCOLATE. Walter Baker & Co.'s. German Sweet. 22. Premium. 31. Breakfast Cocoa. 42.

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. Ar buckle. 14 00. Jersey. 14 00. McLaughlin's XXXX. 14 00. Extract. Valley City 1/4 gross. 75. Felix 1/4 gross. 1 15. Hummel's foil 1/4 gross. 86. Hummel's tin 1/4 gross. 1 42. Knapp Malt Coffee. 1 lb. packages, 50 lb. cases 9. 1 lb. packages, 100 lb. cases 9.

FOREIGN. Currants. Patras bbls @ 4 1/2. Vostizzas 50 lb cases @ 3 1/2. Cleaned, bulk @ 5 1/2. Cleaned, packages @ 6. Peel. Citron American 10 lb bx @ 14. Lemon American 10 lb bx @ 12. Orange American 10 lb bx @ 12. Raisins. Ondura 28 lb boxes @ 7 1/2. Sultana 1 Crown @ 8 1/2. Sultana 2 Crown @ 9. Sultana 3 Crown @ 9 1/2. Sultana 4 Crown @ 9 1/2. Sultana 5 Crown @ 10 1/4.

CLOTHES LINES. Cotton, 40 ft. per doz. 1 00. Cotton, 50 ft. per doz. 1 30. Cotton, 60 ft. per doz. 1 40. Cotton, 70 ft. per doz. 1 60. Cotton, 80 ft. per doz. 1 80. June, 60 ft. per doz. 80. June, 72 ft. per doz. 95.

CLOTHES LINES. Cotton, 40 ft. per doz. 1 00. Cotton, 50 ft. per doz. 1 30. Cotton, 60 ft. per doz. 1 40. Cotton, 70 ft. per doz. 1 60. Cotton, 80 ft. per doz. 1 80. June, 60 ft. per doz. 80. June, 72 ft. per doz. 95.

CONDENSED MILK. 4 doz in case. Gall Borden Eagle. 6 75. Crown. 6 25. Daisy. 5 75. Champion. 6 50. Magnolia. 4 25. Challenge. 3 50. Dime. 3 35.

SOAP.

Table listing soap brands and prices: Armour's Laundry, Armour's Family, etc.

JAXON

Table listing Jaxon soap prices: Single box, 5 box lots, etc.

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

Table listing various soap brands and prices: American Family, American Family, etc.

Henry Passolt's Brand.



Table listing soap prices: Single box, 5 box lots, etc.



Table listing soap prices: Single box, 5 box lots, etc.



Table listing soap prices: Single box, 5 box lots, etc.

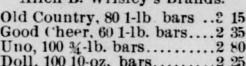


Table listing soap prices: Single box, 5 box lots, etc.

STARCH.

Table listing starch prices: Single box, 5 box lots, etc.



Table listing starch prices: 40 1-lb packages, etc.

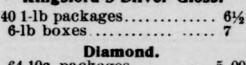


Table listing starch prices: 40 1-lb packages, etc.



Table listing starch prices: 40 1-lb packages, etc.

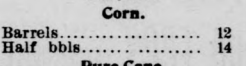


Table listing starch prices: 40 1-lb packages, etc.

STOVE POLISH.



Table listing stove polish prices: No. 4, 3 doz in case, etc.

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.

Table listing various sugar grades and prices: Cut Leaf, Domino, etc.

TABLE SAUCES.

Table listing table sauce prices: Lea & Perrin's, large, etc.

TOBACCOS.

Table listing tobacco prices: G. J. Johnson Cigar Co.'s brand.



Table listing tobacco prices: S. C. W., H. & P. Drug Co.'s brand, etc.

VINEGAR.

Table listing vinegar prices: Leroux Cider, Robinson's Cider, etc.

WICKING.

Table listing wicking prices: No. 0, per gross, No. 1, per gross, etc.

Fish and Oysters

Table listing fish and oyster prices: Fresh Fish, Oysters in Cans, Oysters in Bulk, Shell Goods.

Candies.

Table listing various candy types and prices: Stick Candy, Mixed Candy, Fancy-In Bulk, etc.

Fresh Meats.

Table listing fresh meat prices: Beef, Pork, Mutton, Veal.

Crackers.

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

Table listing various cracker brands and prices: Seymour XXX, Family XXX, etc.

SWEET GOODS-Boxes.

Table listing sweet goods prices: Animals, Bent's Cold Water, Belle Rose, etc.

Grains and Feedstuffs

Table listing various grain and feedstuff prices: Wheat, Winter Wheat Flour, Spring Wheat Flour, etc.

Provisions.

Table listing various provision prices: Barreled Pork, Dry Salt Meats, Smoked Meats, Sausages, etc.

Crockery and Glassware.

Table listing various crockery and glassware prices: AKRON STONWARE, Butters, Milkpans, etc.

GOTHAM GOSSIP.

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

Special Correspondence.

New York, Feb. 27—The grocery markets of this city have been very quiet during the past six days. The watchword seems to be "Watch and wait," and meantime this is being strictly lived up to. Buyers are not numerous from out of town, although some are here on their way to the inaugural ceremonies. It is a good thing we have something in the East once in a while to draw people this way. It is becoming a recognized fact among the great grocery houses here that an effort should be made by this city to attract a portion of the trade that is slipping westward; but no one seems to take the initiative and the trains from the interior go to Chicago and Kalamazoo and Kankakee. The investigation of trusts has ended and the consensus of opinion seems to be that the trusts have come out ahead. The Committee will make a report about March 10, but it is not awaited with breathless anxiety.

The coffee market is practically unchanged, with continued large deliveries. The amount of Brazil sorts afloat aggregates 731,062 bags, against 465,061 bags at the same time last year. No. 7 is held at 9 $\frac{3}{4}$ c. Fine Padang is scarce and best sorts are worth 25c. East Indias are strong and held at full prices. The situation is one of probable continued cheapness for Brazil and firmly held prices for other grades.

Sugar has been the center of attraction during the week and the newspapers have given such full reports that nothing can be said further that will be of interest. The testimony of G. Waldo Smith before the Lexow Committee was to the effect that the limited price system was put in force at the solicitation of the wholesalers; but it is doubtful whether the real purpose of the investigation was attained in its examination. As to the market, raws are a fraction higher and the tendency is toward a better market. Refined have been rather quiet and no changes have taken place in quotations. Orders by mail have not been very numerous, nor for large quantities, about an average amount of transactions taking place.

The tea market remains dull and prices continue at a range showing that sales must be of a generally poor quality. Really first-class stock is doing pretty well. It is doubtful whether the bill preventing the importation of adulterated teas will pass this session of Congress.

Rice is active. The market is in a satisfactory condition. Some holdings are being disposed of at a shading, in preparation for next crop. Foreign styles are in good request and bring relatively good prices.

Pepper continues strongly held, but other lines of spices show no appreciable change. Owing to the upward tendency of pepper, some large transactions have taken place and stocks seem to be pretty well concentrated.

For strictly desirable goods in the molasses line there has been a fair outlet and at remunerative prices. Grades that will stand close inspection sell for what they will bring—and they won't bring very much. Syrups are quiet for the general run of goods, but choice stock is moving in a satisfactory manner.

During the week prices for this season's pack of Maine corn have been made on the basis of 80c for standard No. 2 and 85c for Honey Drop. N. Y. State prices for next season are 65c for standard and 75c for fancy. There has been a fair business doing among jobbers, but jobbers themselves have been very indifferent. Tomatoes are weak. Standard Maryland goods are worth 67 $\frac{3}{4}$ c.

Lemons and oranges are in better request and, with the nearer approach of spring, dealers hope the tendency will continue. Other lines drag and the market lacks life.

As a whole the butter market is steady, although prices have shown no ap-

preciable advance. Nineteen cents remains the standard quotation for best Western and it must be very good indeed to bring this figure. A good deal of the stock is just enough "off" to cause it to sell for 17@18c.

The cheese market is very strong and, with not much more likely to come before new cheese is in the market, the prospects are good for higher rates. State full cream, either white or colored, is held at 12 $\frac{1}{4}$ c.

With demand sufficient to keep the market closely cleaned up we have a fairly strong tone in eggs and find Western fresh-gathered are held at 17c.

Beans are steady, with marrows at \$1.15@1.17 $\frac{1}{2}$ for choice and \$1@1.10 for fair to good; pea beans, choice, 90c.

The great increase in the number of men tailors who make clothes for women has not been accomplished without some retaliation from the other sex. A woman on Sixth avenue conducts a very prosperous establishment which is devoted exclusively to the care of men's clothes. She has several assistants of both sexes. She has never attempted the making of men's clothes, but her success in repairing and renovating them has been great enough to secure her a profitable clientele. Her woman's ingenuity is said to see possibilities of restoration in garments that seem well-nigh hopeless, and it is in this particular respect that she surpasses her male rivals in the business. Unlike most women who go into such occupations, hers was not thrust upon her by heredity or any such circumstances. She took it up because she was convinced that there was a good opportunity for women in this line. In spite of her success, she has never dared to meet her rivals in exactly their own held; that is to say, she has never opened a regular shop on the street level and sat cross-legged near the windows. She clings to the greater retirement of an upper story and relies on being sought out there.

There was a brief but engrossing incident in a woman's life the other day, and she has not realized yet the full details of a situation which stunned her completely for the few minutes it lasted. She had gone into one of the big department stores uptown and was standing at a counter waiting for the girl to attend to her. Then she felt a woman's hand in her pocket. Involuntarily she seized her skirt and was fortunate enough to catch the woman's hand. This happened in a second, and none of the women about her had noticed the incident. The pickpocket struggled to free her hand, while the other woman clung to her wrist, not with any desire to arrest her or even to retain her, but merely with the feeling that she was doing something. Neither had spoken a word. The first to act was the pickpocket. Her hand was still held, and with a pretense of grasping the other woman's hand she cried out: "This woman is trying to rob me!" Everybody turned to look at the two, and in her astonishment the woman let go the thief's hand. The thief drew her hand suddenly out of the pocket, and while the crowd about them was gaping at the innocent woman, darted through it and escaped. The other woman's head swam and there was a dark shadow in front of her eyes for a second. But the women about her realized the true situation in a moment, and their sympathy was all for her. They helped her to recover her composure and get into the open air as soon as possible.

Several weeks ago a man who is president of a company that has assets of many millions of dollars went to Albany on business and carried with him in an ordinary leather hand-bag securities which were as easily convertible into money as diamonds, and worth half a million dollars. He became interested in his newspaper, and when he reached Albany he left the car and his valuable bag behind. Ten minutes later he discovered his loss and hurried back to the station. His car had left, and its next stop was Utica. He sent a telegram to that place and another to Syracuse, simply asking that his bag, if found, be returned to him at once. He thought

it better to give no clew as to the value of the bag. The hours that followed were of unusual length until a dispatch from Syracuse reached him, saying that the bag had been found and would be returned by the next train. Even then his suspense was not ended, for the bag might easily have been opened and robbed. He consoled himself with the thought that the bag was an old one, and that it wouldn't, from its appearance, be likely to tempt anyone to break it open. The next train from Syracuse brought it back, and with its contents intact. This particular president says that hereafter, when he carries securities in that way, he will neglect his newspaper and give more attention to his traveling bag.

Harbor Springs Business Men in Conference.

Harbor Springs, Feb. 27—At the last meeting of the Business Men's Association, correspondence was read from the party looking up a site for a canning factory and the matter was discussed. The party made a proposition to form a stock company in which stock should be taken by some of the leading farmers. He stated that he could can anything from chicken to sweet potatoes and enclosed labels of several varieties which he now has on the market.

H. S. Babcock was instructed to write the gentleman to come here and look over the ground and talk the matter over with interested parties.

H. S. Babcock read a letter from C. W. Elliott, of Middlebury, Ind., stating there is a first-class band organizer and leader there who would come here and organize a band, providing he could secure employment. W. S. Darling, R. A. Lee, and J. C. Wright were appointed a committee to look up the matter of instruments and musicians and report at the next meeting.

W. J. Clarke expressed his willingness to give aid and encouragement to the enterprise, as also did other business men present, and we hope arrangements can be made to have a good band. Every man in town should be interested in this enterprise and help push it along.

G. F. Stearns, of Big Rapids, was at the meeting, being sent up here by the stockholders of Harbor Point resort to investigate the rumor set afloat by unreliable newspaper gossip to the effect that Harbor Springs people were starting a crusade against Harbor Point to greatly raise the valuation of this property. Mr. Stearns said they were somewhat apprehensive of unfairness on account of the reports published and letters written by other parties, but W. J. Clarke offered the resolution that it was the sense of the Association that Harbor Springs people had nothing but the friendliest feeling toward Harbor Point and had no intention of taxing it unjustly or raising the present assessment materially. A rising vote was taken, which was unanimous, and Mr. Stearns said he felt he could report to his friends that their fears were groundless.

The matter of the route for the boulevard was discussed but no definite action was taken.

Willing to Experiment.

"They say people who live together get to look alike."

"Is that so? Well, just in the interest of science, let's try it."

Fair Warning.

He—Do you think your father would offer me personal violence if I were to ask him for you?

She—No, but I think he will if you don't pretty soon.

Elkhart Egg Case Co.

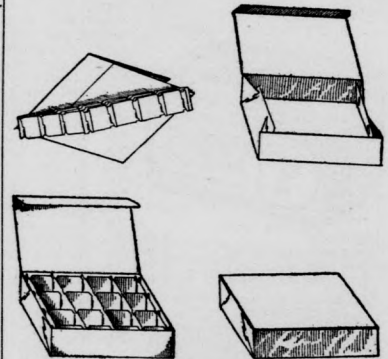
ELKHART, IND.

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.

HEN FRUIT

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

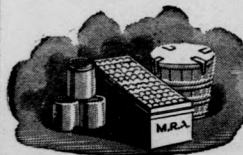
Write me

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

M. R. ALDEN

COMMISSION BUTTER and EGGS EXCLUSIVELY

98 S. DIVISION ST., GRAND RAPIDS:



FROG FARMING.

Not Much Work, Little Trouble, and Good Returns.

From the Boston Evening Transcript.

The United States Fish Commission just now is investigating the subject of frog farming. It is believed that there ought to be money in the business, considering the large demand for the hind legs at high prices. The principal market for them is in New York City, where they are gathered from all parts of the country, Fulton Market alone selling from 75,000 to 100,000 pounds annually. To furnish such enormous quantities of legs must require several millions of frogs having an average weight of half a pound. Only a small outlay of cash and labor should be required for establishing a frog farm, and, once started, the enterprise would run itself, the batrachians feeding themselves and attending to their own propagation. But, notwithstanding frequent stories about successful frog farms printed in the newspapers, the Fish Commission has not been able to discover the existence of a single such plant in this country, although there is one in operation at Bensford, Ont., owned by a man named Wedlock.

So here is a promising industry as yet unborn in the United States. The frog crop at present is wholly wild, and the bulk of it is marketed in New York. Missouri is the greatest frog-producing State; the town of Kennett alone ships 60,000 pounds of dressed frogs' legs annually, and New Madrid is second with 25,000 pounds. These figures are taken from the books of the railroads. The swamp lands of Missouri and Arkansas are the finest frog-growing areas in the world, the frogs found there being of the real bull species. They are caught in all sorts of ways, some with a hook and bit of red flannel, and others by spearing and shooting. The frog season begins about the middle of March and lasts three months. At night men go out in small boats which are provided with lamps and big reflectors. The light so blinds the frogs that the boat can be paddled right up to them, and they are readily speared. Exceptional specimens weigh as much as two pounds apiece.

The experts of the Fish Commission say that the plant required for a frog farm is exceedingly simple and cheap. Shallow ponds may be found almost anywhere, and they need no preparation unless the planting of bushes around the edges. These serve as a protection against enemies to some extent, and have the further advantage of attracting insects. Frogs feed mainly on insects; the reason why they bite at a bit of red flannel is that they mistake it for a gaudy bug. It is a good idea to build a low fence around the pond in order to keep out snakes and small mammals that are fond of frogs. The fence should be close to the water, so that birds cannot stand on the inside of it and pick up the polliwogs.

Naturally, the first thing to do is to secure some frogs for breeding. Any old frogs will not do. Some people imagine that a frog is a frog, and that that is all there is to be said. But there are in fact a good many species of frogs, and the real bullfrog is the kind whose large and muscular hind legs are so esteemed as a delicacy. His scientific name is *Rana Catesbyana*. The pond once stocked, the frogs will take care of themselves and multiply rapidly if they get enough to eat. But it should be remembered that no insect is of any use from their point of view unless it is alive, and meat of any kind has no attraction for them. They want live bugs. Another point well worth mentioning is that the bottom of the pond must be of soft mud, because when winter comes the frogs go to sleep until spring. They burrow into the mud and there remain in a torpid state as long as cold weather lasts.

When the last of the ice has gone, the frogs come out of the mud and again take an active interest in life. Spring

is the season when Mr. Frog goes a wooing. He is monogamous in habit, and he employs the allurements of song to excite the tender emotions of his lady-love. He has a fine bass voice, by means of which he entices the coy Miss Frog. A lady frog does not sing. In the course of time the female frog deposits in the water a small glutinous mass of spawn; it looks like so much jelly, with black spots in it. The spawn may be hatched artificially in a suitable hatching box, but this is hardly worth while, inasmuch as it will hatch itself just as well. If gathered for transfer to another pond, care should be taken to break it as little as possible. It will hatch in a week or so.

Mr. Lucas, the osteologist of the National Museum, says that the frog is just about the most wonderful animal in the world. It starts in life as a vegetable-eating fish, with gills and a tail, and turns into an air-breathing land animal, developing teeth and becoming a carnivorous quadruped. The toad is a higher animal than the frog, because it gives birth directly to little air-breathing toads, whereas the frog lays eggs that produce fish-like tadpoles. Mr. Frog has a skull of enormous size, with a very small brain cavity. He has only nine vertebrae in his backbone—fewer than any other animal—and possesses no ribs at all. Thus he is obliged literally to swallow by gulps the air he breathes, instead of projecting his chest like a human being and creating a vacuum for the atmosphere to pour into. He has a joint in the middle of each foot, and also a joint in the middle of his back. These extra hinges help him immensely in jumping. If a man could jump as well as a frog in proportion to his size, he would be able to leap at least 300 yards at a bound.

Forty species of frogs are known in the world. The largest is the gigantic "bellower" of the Louisiana swamps, which is said to attain a weight of four pounds; the smallest is the tree frog. Ordinarily only the hind legs of the bull-frog are eaten, but in New Orleans and also in France and Germany the animal is served whole quite commonly. Anybody who has eaten frogs' legs will testify to their delicious flavor, which is somewhat like that of very tender spring chicken, only more delicate. The legs, after being skinned, should be placed in fresh, cold water. Next they should be drained, dried, and put to soak for a while in the white of eggs, well beaten up. Finally they must be powdered over with flour and fried in plenty of olive oil until they are crisp and brown. Add a lemon, some red pepper and serve. Frogs' legs fetch ordinarily about twenty cents a pound, but extra big legs are worth from thirty to forty-five cents a pound. They are considered best in the autumn, just before the frogs go into the mud, and after they have spent a long season in fattening themselves.

It has been alleged that large quantities of American frogs are shipped to Europe, but the Fish Commission experts have learned that this is a mistake. Dealers at the Fulton Market, in New York, told them that they had never heard of such a thing. If frog farming is made a success, however, it may be that hindlegs will be exported on a considerable scale before long, inasmuch as they are so highly prized by European epicures. Fears are entertained lest the wild frogs in this country may be exterminated by the wholesale slaughter that now goes on. Ruthless pot-hunters have invaded their moist haunts with spear, gun and scoop net, and thousands of acres which once afforded them a home are now a silent waste, not the echo of a single nocturnal croak breaking upon the stillness of the air where batrachian choruses erstwhile expressed the tuneful mood of nature. This is a pity, for the bullfrogs of the United States are the biggest of their kind in the world. They are solitary animals, not seeking each other's society except during the breeding season, when frequently hundreds of them will be seen together. At that time they utter the hoarse note from which they take their name.

Wait for Us
WURZBURG JEWELRY CO.,
 Grand Rapids, Mich.
 We're on the Road

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.

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.

ANCHOR BRAND
OYSTERS
 Prompt attention given telegraph and mail orders. See quotations in price current.
F. J. DETTENTHALER, Grand Rapids, Mich.

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.

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.

P & B OYSTERS BEAT THEM ALL.
Oysters..
 Now coming in better than at any time before. Drop us postal for special quotations.
ALLERTON & HAGGSTROM, 127 Lou's St., Grand Rapids, Jobbers of FRUIT, VEGETABLES, CAULIFLOWER, TOMATOES, LETTUCE, ETC.

Everything seasonable in our line. . .
 WHOLESALE FRUITS and PRODUCE.
FANCY NAVEL ORANGES, BANANAS, SWEET POTATOES, EARLY VEGETABLES, Etc
J. M. DRYSDALE & CO.,
 SAGINAW, EAST SIDE, MICH.

CUT PRICES.

Retain the Confidence of Customers by Not Cutting.

Chicago, Feb. 28.—At home again! Who can describe the happiness of "coming home" after a sixty day trip on the road? "See Naples and die," the proverb says. I am disposed to manufacture another, "See Chicago and live," for to breathe, even for twenty-four hours, the atmosphere (smoke-laden as it is) of this typical twentieth century city is to fill with unbounded energy and ambition the dullest soul. I have heard people say that the rush and turmoil of a great city had a soothing influence upon them, calming their feelings and inducing a hopeful and harmonious frame of mind. Upon me the effect is entirely opposite. I feel agitated and excited—weak and dependent. I want a refuge from my own nothingness, brought so painfully into view by the immensity of the throng about me.

I leave dear old Michigan each time more regretfully, for I have learned in the year I have spent within her boundaries that nowhere is there such bright sunshine, such blue sky, such clear air, such beautiful lakes and richly wooded shores. True, it is a trifle cold at times, but a winter in heaven will balance a summer on earth, and surely Chicago is of the earth earthy. After a few days' sojourn here I hope to return to Michigan. Chicago is proud, cold, heartless and frivolous—a stronghold of all that is worldly—and it seems to me the climax of impertinence was reached in locating it on the shores of grand old Lake Michigan, whose charms we have learned to know and love from points where its beauty and grandeur are uncontradicted by such influences. The Lake must ever suggest the idea of rural simplicity, the holy quiet of Nature, the silent sense of God's presence; and to have these associations marred by the clang and clatter, the smoke and smudge, the unscientific discord of Chicago, is to me indescribably vexatious and I shall be almost as glad to leave as I was desirous to come.

After a peep at the new hats and gloves, I paid a visit to the stores of Slack, Jevne and Rockwood Bros., three of the largest and finest groceries in Chicago, and afterward to three small stores in the suburbs. I wish I had a pen that was apt at description that I might do justice to the care and artistic taste shown in the arrangement of stocks in the small as well as the large stores. I was forced to exclaim, Who would have dreamed of the wonderful possibilities of a grocery stock! The city merchant has no advantage over the country merchant in opportunities, but I must confess he seems to make more use of them. His packages of soap and soda and cans of salmon and corn become pictures, his cabbages and carrots are bouquets, merely through care in arrangement. Surely it pays—it must pay—else the Chicago grocers would never spend the time it requires. One thing I noticed particularly was the almost total absence of pictures, panels, etc., on walls, shelves and windows—to the improvement of the store, too. I would not be understood as opposed to this advertising matter, judiciously used, either to directly aid in selling the goods they advertise or, perhaps, to hide some unsightly corner or decorate some difficult place, but I would suggest more economy in their use.

The price war now on in Jackson, Ionia and many other Michigan towns made me curious to learn the prices in Chicago, and it may be of interest to the "cutters" to know that not even the keen competition of the department stores has forced down prices below the "fair profit mark." Butter sells to the consumer at 25 cents; eggs, strictly fresh, at 17 cents; potatoes, not very good, are 40 cents per bushel (think of that, ye discouraged potato growers!); apples are from 80 cents to \$1 per

bushel; granulated sugar, 20 pounds for \$1; soap of the higher grades sells at 5 cents per bar straight; pepper and other ground spices, 10 cents per quarter pound; Washburn's Superlative flour costs us 57 cents for an eighth barrel; lard sells at 10 cents; raisins, 10 cents; pulverized sugar, 6 cents; Pettijohn's food, 10 cents per package.

If the city grocer, who, as a rule, depends wholly upon transient trade that is bound to him by neither friendship nor pass book, can ask and get these fair prices, why need the country merchant do less? I have reflected long and seriously upon this subject and my reflections, from the standpoint of a customer, have led me to believe that one step taken toward following the price cutter is one toward possible failure. Does not the grocer err when he thinks he must meet cut prices to hold his customers? As a rule, both he and the cutter have been in business several years, and we customers have already made our choice, and it would take a greater temptation than a quarter pound of poor pepper thrown in with one dollar's worth of sugar to make us leave him. There are few, even of the most unbusinesslike women, who do not understand that a reasonable profit is essential to a successful and honestly conducted business and who are not willing to pay this profit; but upon those ignorant of the cost of production, what effect does an instance like this produce? After having paid never less than 20 cents for package coffees, all the merchants with one accord follow the lead of a cutter and offer it at 14 cents. I heard a dear old lady say, "How they have been swindling me all these years!" Women never believe the grocers are foolish enough to sell at cost or below, so accuse them of having overcharged just the difference between the original and the cut price. If grocers desire to retain the confidence of the women they should never cut prices.

EMMA L. ALLEN.

Why the Fish in the Great Lakes Are Decreasing.

St. James, Feb. 14.—Of late I hear so much about our fishing industry and our fish commissioners that I thought I would give you the true history, if you feel like giving it place in your publication. It is something they don't know any more about than I do about how to run a newspaper. But the following facts are, in reality, the cause of the decline and destruction of the fish in our lakes, which no one knows except an experienced fisherman, and it takes a lifetime to study the subject. I have made it a study for the last twenty years. Our legislators should find out the cause and not howl that we must have Canada laws and short seasons in order to protect the fishing industry.

First, beginning with the whitefish, which is the king of our lake fish: They have been decreasing fast during the last twenty years. Why? Because they are clean fish. They feed on some kind of worm that no other fish do, on muddy bottoms, in the summer season, and on the sides of banks. When they were plenty, our laws allowed them to be destroyed. The cause is the filth, dust and refuse allowed to be dumped into our lakes from sawmills, such as pulpwood, and logs, which cover the channels and feeding grounds and bury their food. I have seen it, like fields of ice, cover an area of fifty miles. It becomes water soaked and sinks. Then the current carries it to the ravines and covers up the feeding grounds and poisons the spawn and the young. Then the statement is made that "the fish are all caught," when, as a matter of fact, they are all destroyed for the want of careful study and protection.

Hatcheries are started, which would be of great benefit to the public if protected. The spawn is collected and the young whitefish are planted and raised in the lakes. But that is the end of it. They don't care what becomes of them afterwards.

The first thing, those young fish float around—a great many of them, of course, die—until they find a resting

place. They find the deepest and shadiest water they can, and feed on the sides of the banks until the next season, according to their nature. When the fall of the year comes on, beads—that is what we call bait nets, set to catch bait to put on hooks, with which to catch trout (the mesh is 1/2 to 3/4 of an inch)—are set in the ravines. Millions of these fish are caught in this way and destroyed. Two years ago, here on Beaver Island, some bait nets were set out. What was the result? One net caught 640 fish, about 600 of which were the young. The net was soon destroyed.

The young are given the name of "bloaters." The next season they grow larger. It is natural for them to come along the beach—in July and part of August—on sandy bottoms, where they are captured by trap nets when they weigh about 1/2 to 3/4 pounds. So, before they come to maturity, and when they are of no use to anyone, they are destroyed. I saw, ten years ago, where you could go ankle deep in young whitefish taken out of nets and thrown away, as they were much too small to dress. To-day 200 of them go to a package.

What our legislators want to do is to study this matter carefully and pass laws to stop filth being dumped into the lakes, and regulate the size of mesh in gill netting and pound netting to 4 1/2 or 4 3/4 mesh. That will catch fish as small as a pound and a half, which are small enough for anyone, and will allow a wonderful increase to our fisheries in ten years.

Look at Green Bay! The finest fishing grounds we had are gone. The water is so muddy with dust that fish cannot live in it—only herring in summer. And neither should offal be thrown in the lakes. When those fish are dressed, we, here, carry the entrails ashore and bury them, in order to keep the grounds clear from dirt.

If our State made wise laws and got men of experience on the Fish Commission, it would be a good act. As no farmer can raise sheep when the lambs are destroyed, so it is with us. It is only just protection we want, and not Canada laws. We want American laws and protection for our great industry.

NEIL GALLAGHER.

The Doctor's Business.

Boy—What wages will I get, doctor, if I come to work for you?

Doctor—Wages? You will get my services free. What more would you have?

Boy—But, doctor, I am never ill.

Doctor—Oh, but you will be; I'll see to that.

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.

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.

WANTS COLUMN.

BUSINESS CHANCES.

FOR SALE—THE WHITNEY DRUG STOCK and fixtures at Plainwell. Stock will inventory \$1,000 to \$2,000; fixtures are first-class; rent low; terms, small cash payment, long time on balance. Address F. E. Bushman, South Bend, Ind., or apply to E. J. Anderson, at Plainwell, who has the keys to store. 229

FOR SALE OR RENT—FINEST AND BEST located store in town for general stock; no opposition; brick, two-story and basement, 25x80. Address Henry A. Lewis, Sheridan, Mich. 225

SMALL STOCK OF HARDWARE IN GRAND Rapids for sale or exchange. Address No. 205, care Michigan Tradesman. 205

WANTED—DRUG STOCK AT ONCE. I have a small real estate mortgage to exchange, balance in 90 days, with good security. Address No. 227, care Michigan Tradesman. 227

FOR SALE—A SMALL BUT FIRST-CLASS stock of groceries. Excellent location, with an opportunity for adding drugs or boots and shoes; cash store. Address Box 136, Albion, Mich. 228

FOR RENT OR EXCHANGE—BRICK STORE, living rooms above, all heated by furnace, in the thriving village of Evart, Mich. Address R. P. Holihan, Sears, Mich. 226

I WISH TO SELL MY GROCERY. HAVE the best business in the city, on a strictly cash basis; best location; always done a profitable business; four years' lease of store; reason for selling, other interest which takes all of my time. If you want a good, well-established, paying business write quick. S. Stern, Kalamazoo, Mich. 218

LOCATION WANTED—FOR A LIVE, UP-TO-date local paper. Have just sold my paper here, but cannot keep out of the business, and must have a location where the merchants believe in advertising. Address M. F. Ketchum, Fremont, Mich. 220

SODA FOUNTAIN FOR SALE VERY CHEAP. Large and elegant. Complete outfit. Crozier Bros. Double Shoe store, Grand Rapids. 221

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

PRACTICAL MAN WITH CAPITAL WILL find good investment in a well-established wholesale grocery business by addressing P. P. Misner, Agent, Muskegon, Mich. 203

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 MERCHANDISE, including drugs. Only drug store in town, M. H. McCoy Est., Grandville, Mich. 198

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 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 WATrous' 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—POSITION BY A REGISTERED Pharmacist, 21 years old. Good references. Address No. 230 care Michigan Tradesman. 230

WANTED—POSITION AS TRAVELING salesman, groceries. Fourteen years' experience in retail trade, five years for myself; 30 years old, married. Address Grocer, Battle Creek, Mich. 224

WANTED—POSITION AS BOOK-KEEPER by young man of excellent habits, fine recommendations and thorough experience. Address Wm. E. Vogelsang, 157 Livingston street, Grand Rapids. 222

WANTED—POSITION AS SALESLADY 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

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.

	†No. 14	†No. 16	†No. 18	*No. 82
Lv. G'd Rapids	6:45am	10:10am	3:30pm	10:45pm
Ar. Ionia	7:40am	11:17am	4:34pm	12:30am
Ar. St. Johns	8:25am	12:10pm	5:23pm	1:57am
Ar. Owosso	9:00am	1:10pm	6:03pm	3:25pm
Ar. E. Saginaw	10:50am	.....	8:00pm	6:40am
Ar. W. Bay City	11:30am	.....	8:35pm	7:15am
Ar. Flint	10:05am	.....	7:05pm	5:40am
Ar. Ft. 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., 8:22p.m., 10:15p.m.
Eastward—No. 14 has Wagner parlor car. No. 18 parlor car. Westward—No. 11 parlor car. No. 15 Wagner parlor car.
E. H. HUGHES, A. G. P. & T. A., Chicago.
BEN. FLETCHER, Trav. Pass. Agt.,
JAS. CAMPBELL, City Pass. Agent,
No. 23 Monroe St.

GRAND Rapids & Indiana Railroad
Sept. 27, 1896.

Northern Div.

	Leave	Arrive
Trav. Cy, Petoskey & Mack	7:45am	5:15pm
Trav. Cy, Petoskey & Mack	2:15pm	6:30am
Cadillac	5:25pm	11:10am

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

Southern Div.

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

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

Muskegon Trains.

GOING WEST.

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

GOING EAST.

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

†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



A PURE MALT SUBSTITUTE FOR COFFEE
MANUFACTURED BY

KNEIPP MALT FOOD Co.

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



5 CENT CIGAR.
Sold by all jobbers. Manufactured by
G. J. JOHNSON CIGAR CO., Grand Rapids.
ENTIRE BUILDING, 15 CANAL STREET.

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.

The President of the United States of America,

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

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

ENOCH MORGAN'S SONS COMPANY,

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

Now, Therefore, we do strictly command and perpetually enjoin you, the said HENRY

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

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

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

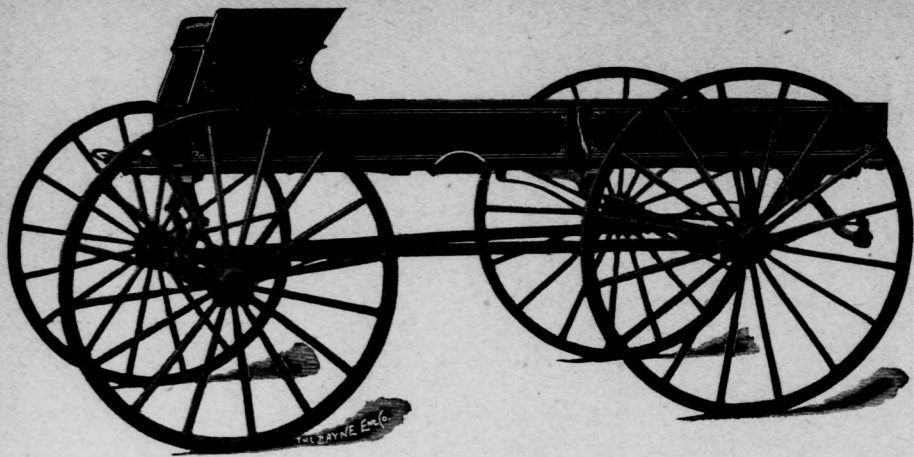
Witness, The honorable MELVILLE W. FULLER, Chief Justice of the Supreme Court of the United States of America, at the City of Trenton, in said District of New Jersey, this 16th day of December, in the year of our Lord, one thousand eight hundred and ninety-two.

[SEAL]

[SIGNED]

S. D. OLIPHANT,
Clerk

ROWLAND COX,
Complainant's Solicitor



**TIME IS MONEY
LIFE IS SHORT**

And Rapid Transportation is
a Necessity

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

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The largest label order ever given in New England was
100,000,000 labels for

Enameline

The Modern **STOVE POLISH**

Ninety-seven per cent. of the retail grocers in the United States
sell Enameline. Why? Because it's **THE BEST!**

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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 expense 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 inform 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 Infringing Scales, and We will soon bring Other Suits.