

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Volume XIV.

GRAND RAPIDS, WEDNESDAY, MARCH 17, 1897.

Number 704

CHARLES MANZELMANN
 MANUFACTURER OF
BROOMS AND WHISKS
 DETROIT, MICH.

With every FIVE box order
 ONE box FREE

"SCHULTE'S FAMILY SOAP"

You will find it will please everybody.
 For sale by all the best Jobbers.

Manufactured by **SCHULTE SOAP CO.,**
 DETROIT, MICHIGAN.

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.

**Standard
 Maracaibo**

We are exclusive distributors for Michigan of all the

**Lion
 Maracaibo**

COFFEES

ROASTED BY

WOOLSON SPICE CO.,

TOLEDO, OHIO.

Don't let others deceive you by telling you they have the same goods.
 We carry their entire line.

No. 2 Roast

**MUSSELMAN
 GROCER CO.,**

GRAND RAPIDS.

Our Push

Our Star ★ Attraction

**Seymour
 Crackers**

Pulverize one in your hand and feel the grain.
 Taste one and learn the flavor.

The best cracker to buy is the cracker which is best. Grocers who choose this motto buy Seymour Crackers.

The quality of your stock is the main-shaft of your business.

Seymours are all stamped in the center with an "S" (note border of ad).

Write for sample. Manufactured only by

The New York Biscuit Co.

Grand Rapids.

6500

Retail merchants will read this advertisement.

Just as many would read yours if it were here.

It pays to advertise in a good medium.

The Michigan Tradesman is a good medium.

FOR RAIN OR SHINE ...



MACKINTOSHES,
RUBBER COATS,
UMBRELLAS,
PARASOLS.

An assortment that will please you.

VOIGT, HERPOLSHEIMER & CO.,
Wholesale Dry Goods,
Grand Rapids, Michigan.

We have in stock ready to show for
Spring trade a good line of

Men's & Boys' Straw Hats

at 45c to \$4.50

Men's Stiff and Soft Hats

from \$3.50 to \$15.00 per doz.

Hammocks

Hosiery, Underwear, Lawns, Dimity, Challi, Organdy
in all widths and prices.

P. Steketee & Sons.

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.

Naccetoin

CAKE FROSTING.

Ready for immediate use. Simply requires beating. Always reliable and absolutely pure.
Manufactured by
TORGESON-HAWKINS CO., KALAMAZOO, MICH.

THE FAMOUS

S.C.W

5 CENT CIGAR.

Sold by all jobbers. Manufactured by

G. J. JOHNSON CIGAR CO., Grand Rapids.
ENTIRE BUILDING, 15 CANAL STREET.

This Patent Ink Bottle FREE
To Fly Button Dealers



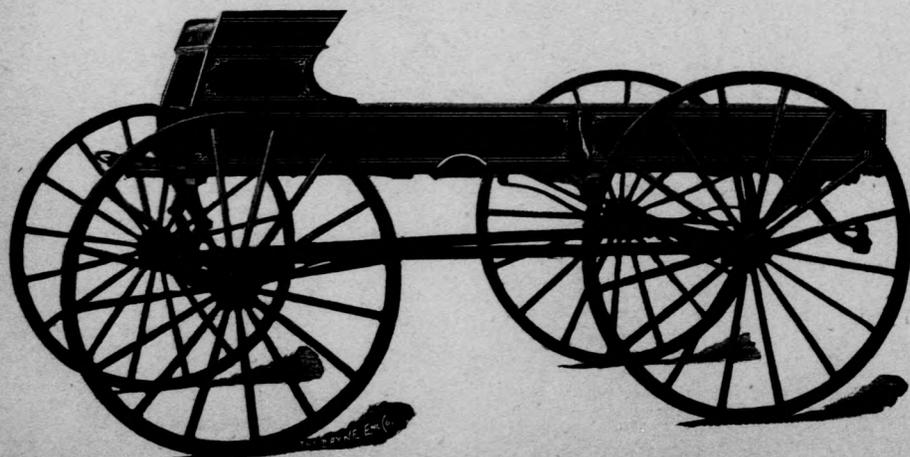
WHAT ARE
FLY BUTTONS?

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 \$1.80. 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.



TIME IS MONEY
LIFE IS SHORT

And Rapid Transportation is
a Necessity

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

BELKNAP WAGON CO.,
GRAND RAPIDS, MICH.

MICHIGAN TRADESMAN

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Number 704

NON-ELASTIC

Web and Leather Suspenders
The Kind that Oscillate.

Write for prices and samples by mail to

GRAHAM ROYS & CO., Manufacturers,
Fitch Place. Grand Rapids, Mich.

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., Ltd.

GRAND RAPIDS, MICH.

Private Credit Advices.
Collections made anywhere
in the United States and
Canada.

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

144 is Twelve Dozen, Sir!
Twelve Dozen is a Gross, Sir!

A Groc=er's

Cost Book will help you keep tab on what your goods COST—"by the Gross" or "by the Dozen." You can then BUY RIGHT. Send for sample leaf and prices.

BARLOW BROS.,
GRAND RAPIDS, MICH.

The.....

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

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

Home office, DETROIT, Michigan.

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.

Save Trouble
Save Losses
Save Dollars

Tradesman Coupons

NEW SAVINGS INSTITUTION.

The Valley City Milling Co. Inaugurates a Novel Plan.

No business enterprise of Grand Rapids has done more to carry the name and fame of the Valley City to all parts of the United States than has the Valley City Milling Co., which owns and operates the Valley City, the Globe and the Model Mills. Aside from these three mills, the company has numerous elevators and warehouses located at country points, giving it storage capacity for fully 200,000 bushels of wheat and 15,000 barrels of flour. The Valley City Milling Co. is just entering into its fourteenth year under its present management, and during that time it has grown from a holding of one mill, with a capacity of about 200 barrels of flour per day, to its present proportions, with a capacity of 800 barrels of flour and sixty tons of feed and meal every twenty-four hours, making it the largest milling business in Western Michigan. The holdings of real estate have, also, been greatly increased until, at the present time, the proprietors own 500 feet frontage on Bridge street, which is one of the most valuable pieces of business property in the city, and it has, in addition, other valuable real estate in and around Grand Rapids. The Valley City Milling Co. is not only well known in this city and State, but all over the country, particularly in the East and South, as manufacturers of the well-known brands of flour, "Lily White," "Roller Champion," "Snow Flake," "Matchless," "Swensberg's Best," and "Crosby's Superior." These brands are sold to leading retail grocers and are used in almost every home in the territory covered by the five energetic, hustling traveling men employed by the company. Of these traveling salesmen, two cover Michigan, two have the Eastern States and one is kept in the South. The Valley City Milling Co. was organized Feb. 1, 1884, by Conrad G. Swensberg, Moreau S. Crosby, Wm. N. Rowe and Richard M. Lawrence, all of whom were well known and popular in business and social circles. The principal stockholders in the corporation are C. G. Swensberg and Wm. N. Rowe, two of the original organizers, under whose care and management the business has been so successfully conducted from the beginning.

The latest progressive move on the part of the Valley City Milling Co. is the establishment of a "Savings Department," which was opened March 15, the amendments to the Articles of Association permitting this department having been filed with the Secretary of State on the day of the inauguration of President McKinley. This Savings Department will be conducted practically along the lines of savings banks in the State. Deposits will be received in sums of one dollar or upwards. The regular time for the payment of interest on deposits will be on September 1 and March 1 of each year. Deposits made on or before April 15 this year will draw interest at the rate

of 6 per cent. on September 1, which is considerably more than banks are willing to pay. The Savings Department is open to all who wish to deposit their savings with the company, and their office at the mill will be kept open Saturday evening from 7 until 9 o'clock, to accommodate those who cannot leave their work daytimes. This move on the part of the company is really one of the most liberal ever offered by any concern in this city. Money deposited by workmen or others in the banks would draw but 3 or 4 per cent., while, if it is deposited with the Valley City Milling Co., it will practically participate in the dividends—6 per cent. being guaranteed—and at the same time the deposit can be withdrawn in cash whenever desired, the same as from a bank, or the shares of preferred stock may be sold or used in payment of bills or accounts. If working men, customers of the mill or others wish to partake of the benefits of the Savings Department, accounts will be opened with them and for every \$10 deposited, they will be given a preferred certificate of stock, redeemable on demand in cash at par, and at the same time have the knowledge that the earning capacity of their money is increased by patronizing the Valley City Milling Co. The business will be carried on under the provisions of the State law and will be as safe for depositors as any savings bank in the land.

Siftings from the Saginaws.

H. G. Williams, a respected citizen and business man, died Thursday evening, the cause being a complication of diseases. He came to Saginaw when but eight years of age, and has followed many pursuits since that time. At the time of his death he was in the news business, having one of the best stocked stands in the city.

The Saginaw County Savings Bank has commenced suit against J. W. Howery et al. to recover on a promissory note for \$2,500, given June 22, 1891.

Frank Ginster has resigned his position with the Saginaw Dry Goods and Carpet Co. to take a similar one with a clothing house in Lima, Ohio.

An association has been formed by the grocers and commission dealers of the city, which will be known as the Mercantile Association of Saginaw. The officers elected are as follows: President, P. F. Treanor; Vice-President, John McBratnie; Secretary, W. H. Lewis; Treasurer, L. E. Schwemer. It was formed in the interests of those in the mercantile business and to promote the best interests of Saginaw.

There is talk of organizing a joint stock company for the manufacture of machinery for picking over beans, the machinery being the patent of the Nye Manufacturing Company.

The members of Retail Clerks' Union, No. 65, and their friends enjoyed a social entertainment and supper Thursday evening in the A. O. U. W. hall on Court street.

The hay market in this city at present is quiet, except for prompt shipment. No hay is available for Eastern shipment, there being very little in farmers' hands at present. Poorer grades of hay are in large supply and not much enquiry, except for delayed shipment. Straw is in poor demand for Eastern shipment, but a moderate amount is being used locally. Baled is selling at \$2.50 per ton. It is thought that as soon as

bad roads come on, the market will advance.

Symons Bros. & Co., are feeling very pleasant just at present over a \$2,000 order from H. J. Vermueller, of Bowling Green, Ohio; also another \$1,600 order from Phipps & Sturgis, of Vasser, Mich.

At a meeting of the stockholders of the Hemmeter Cigar Co., held last Friday afternoon, it was decided to remove the business to Detroit, where the union scale for making cigars is \$2 per thousand less than in Saginaw. Monday Manager Hemmeter went to Detroit, where the company has an option on a three-story building on Jefferson avenue.

Charles H. Pomeroy and Ormal L. Knox, doing business under the style of Pomeroy Produce Co., have dissolved partnership.

Trouble in Brazil.

After a couple of years of comparative quiet, Brazil has another serious revolution on its hands. The trouble this time is in the province of Bahia, and has assumed quite alarming proportions. The apparent cause of the outbreak was religious fanaticism; but the thoroughness with which the insurgents have planned their campaign and the military skill they display, coupled with the character of the arms and supplies they possess, would seem to indicate that political scheming, and not religion, was at the bottom of the trouble.

Several government expeditions have been dispatched to the disturbed province, but in every case have met with reverses. The latest expedition, which amounted to a considerable force of federal troops, was badly cut to pieces, the commander and several of his officers, as well as several hundred soldiers, being killed. As a result of this distressing information, serious riots have occurred in Rio de Janeiro, and leaders of the political party suspected of being at the bottom of the outbreak have been assaulted.

It is generally believed in the Brazilian capital that the monarchists, who are still a powerful faction in Brazil, are directly responsible for the outbreak, and that the insurgents are receiving arms and supplies from monarchist agents. Should this suspicion prove to be well grounded, it is likely that the government will soon find itself confronted with outbreaks in other portions of the country.

It is the fashion to laugh at the proposition of the populist to establish Government banks where farmers can borrow money at a low rate of interest by giving their produce as security. In this connection it is interesting to observe that the British resident in Egypt has just reported to the British Parliament that the experiment of advancing money to Egyptians on their crops has met with success, so that now the Egyptians farmers can get money at 6 per cent., instead of paying as high as 40 per cent. to the Hebrew, Greek, and Syrian money lenders. Of course, the United States is not Egypt, and the plan would appear as if the populists had English authority for their money-lending scheme.

Odd Experience of Albert Antrim in Kentucky.

"The oddest experience I ever had in the whole course of my long and eventful career," remarked Albert C. Antrim on the occasion of his last visit to his house, "happened to me down in the State of Kentucky. I had stopped off a train in the morning to see a new man who had written for me to come, as I did not make his town, and, after selling him a good bill, I was at the station to catch a train at 5 o'clock. It was a pleasant afternoon in October, and I was sitting on a truck on the platform, waiting, as the train was behind, when I noticed a very handsome young lady drive up to the platform and get out of a stylish village cart.

"She struck me particularly because I had seen her in front of my customer's place just as I was leaving, and I thought she had half smiled as I passed. However, being a modest man, I passed on without observing that part of it further.

"Oh, you may whistle like a pirate, but it's true, nevertheless.

"When she got out of her cart," he continued, "she came directly to me, smiling in the friendliest way, and extended her hand.

"I thought you were the one when I saw you up town," she said, "but I was not sure, and while I was hesitating you escaped. You know papa is expecting you out to supper, and I have come for you."

"I was knocked clear off my balance.

"I—I—beg your pardon," I stammered, "but I think you are mistaken. It must be some other person you are expecting."

"You are Mr. Antrim, aren't you?"

"Yes—er—er—um—but—"

"Then of course there can't be two of him in so small a place as this and you must go with me."

"She laughed and led the way to the cart and I had to go, although I did take time enough to have my baggage looked after until I got back, if I ever got back, for I didn't know what was up. But there was not any sign of danger as we drove along a beautiful turnpike, through a rolling, blue-grass landscape that was like a slice out of the promised land, and my companion was delightfully hospitable and so charmingly chatty that I concluded there was no mistake, and that some of my friends were playing an elegant joke on me.

"Arriving at last at a fine old place about a quarter of a mile back from the pike, my fair driver turned in the wide gate and bowed up to the great old pillared portico, with a flourish of trumpets, so to speak. A colored boy took away the horse, and I was ushered into the big hall and introduced to the father, who seemed glad to see me and bewildered me that much more by saying he had been expecting me, and that he was afraid his daughter would not be able to recognize me, and a lot more of the same kind.

"By this time I thought I had got into a lunatic asylum or was a twin without knowing it, and these people knew the other one, but before I could get my wits well into bearing the young lady excused herself and disappeared upstairs. As she went out of sight and hearing I could see by the father's face that it was now my time to explain, which I did, and he, in the gentlest, nicest way a man could possibly have done, told me that his daughter was suffering with a peculiar form of de-

mentia and that she had on one or two other occasions brought strangers home with her as she had brought me, although, as a rule, she was accompanied by an attendant, who would manage to explain the situation in some way so as to prevent embarrassment. In this instance she had escaped from her attendant.

"He insisted that now, as I had missed my train, I stay and take supper with them, which I did, and remained until 10 o'clock that evening, when I was sent back to town in a carriage. The daughter never once showed the slightest sign of mental aberration, except in so far as treating me as a friend of the family, and an alienist would not have been able to detect anything wrong with her mind to have listened to her talk and to have heard her play and sing.

"I am going back there in April," he continued, "to call on the family as if nothing had happened, and I'll bet a \$50 suit of clothes the girl won't know me."

War over the Price of Kerosene Oil.

From the Pentwater News.

Kerosene took a terrible tumble in price in Pentwater last week. The first indication of a storm brewing was in a bulletin by Russell announcing "W. W. oil 8 cents per gallon." Sands & Maxwell followed with a 7 cent bulletin. Prices gradually declined until Saturday noon, when the bottom went out entirely. Down went the prices on the respective bulletin boards about as fast as the clerks could chalk them, until finally Russell was advertising for 1 cent per gallon, but requiring 50 cents or a dollar's worth of trade before a gallon of oil could be purchased at this price, while Sands & Maxwell were running wide open at 2 cents per gallon without any requirements as to trade or anything else. It has been basely

insinuated in certain quarters that the people of Pentwater are a trifle slow, but the result goes to show that our good people know a good thing when they see it as well as anybody. Two cent kerosene was an unheard-of thing in Pentwater, and inside of half an hour, Hancock street was alive with people, all rushing toward Sands & Maxwell's. Such a conglomeration of cans was never before gotten together! There were one gallon oil cans and five gallon oil cans and alcohol cans of all the different sizes, oyster cans and fruit cans, hurry cans and can cans, pint bottles and five gallon kegs, tobacco pails and half barrels, in fact, anything and everything that would hold oil—and some that wouldn't. All afternoon and evening the rush continued. All other business in the grocery department was practically suspended and the clerks devoted most of their time to checking the oil as it went out. Business closed Saturday night with forty cans in line, unfilled, waiting for Monday delivery. Monday and Tuesday the war was continued, until it seemed as though every family in Pentwater and all the country 'round must have a year's supply ahead. Wednesday morning, however, "W. W. oil, 7 cents" on Sands & Maxwell's board announced that the cruel war was over.

Neither let us be slandered from our duty by false accusations against us, nor frightened from it by menaces of destruction to the Government nor of dungeons to ourselves. Let us have faith that right makes might, and in that faith let us to the end dare to do our duty as we understand it.—Abraham Lincoln.

The happiest moments of one's life are spent in thinking over pleasant times that have occurred, or anticipating those which are to come.

When we have a keen eye for the faults of others, we are prone to be blind to our own.



PORK



LARD

Out of the Union Depot
across the street and you
are at

Clark-Jewell-Wells Co.'s

New Store.

We are "in it" on provisions.

Get our prices.



HAM



BACON

GOOD ROADS.

Part Played by Wheelmen in Securing Proper Legislation.

Cyclists are taking a livelier interest in the subject of good roads at present than ever before. President Potter, of the League of American Wheelmen, is one of the most earnest workers in this cause, and he is laying plans for an active campaign in every state in which the League has any considerable membership. President Potter and General Roy Stone, the head of the Good Roads Bureau of the Department of Agriculture, hold frequent consultations on highway improvement matters. In the course of a recent address before the Good Roads Congress at Albany, General Stone remarked:

There is no need to preach good roads to the wheelmen. Every wheelman is a preacher, a worker and a fighter for good roads. It is only necessary to furnish him texts for preaching, tools to work with and weapons to fight with, and then to hold him back when his zeal outruns his discretion.

But in using these and all other weapons, I would beg you to remember that you are fighting and working, not for glory or scalps, but for practical results in the line of good legislation and good roads. Your endeavor should be to conciliate the farmers, while you keep the cities right for reform. You don't want to lose friends or to make enemies. You might succeed in passing good road laws in spite of the farmers, but you would have to depend upon the farmers at last for the execution of those laws. You must remember, moreover, that while you have been the active agitators for road improvement, and have swayed public sentiment in this direction, the farmers have, in some cases, taken up the practical work of road-building and carried it out with marked success.

In your discussion with the farmers and their representatives you can bring to bear this powerful argument: That it is time to do away with the cruel injustice which places upon them, and upon the small fraction of the property in the State which they hold, the entire burden of building highways for the whole people. In the average farming community this burden is borne by one-fourteenth of the property of the State, and every measure which the wheelmen are advocating is in the direction of actually lifting this burden off the farmers' shoulders, instead of saddling a heavier one upon them. In your argument with the men of the cities and towns, you can show that, of the burden of the bad roads tax, which is infinitely greater than the tax for road-building and repair, not less, in fact, by a consensus of many estimates, than \$600,000,000 annually, the cities and towns are bearing their full share; that, in fact, it would be impossible for the farmers to bear this burden, since it would promptly bankrupt the whole farming community, and that they throw it over upon their customers, so far as possible, by increasing the price of their commodities. If you can impress these facts upon the people of the cities and towns, and make them anxious to unload their share of the bad roads tax and help do justice to the farmers by relieving them of an unjust road-building tax, you ought to and must, by this means, establish the most fraternal relations with the farmers' organizations of the country. And when the wheelmen's league and all the farmers' associations shall pull together harmoniously in this direction, working only for justice and the public welfare, there is no limit to the power they may exercise and the good they may accomplish. Prosperity to the whole country will date from the hour when that beneficial combination is established.

That good roads will bring prosperity is no idle dream. Through all the panic and depression of the last three years the farmers in the few good roads districts of the country have gone on

making money and improving their farms, and they have not troubled themselves much about politics or finance.

It is enforced idleness that makes farmers poor, and no farmer need be idle a day on account of bad weather or wet fields if only his roads are good. On a good road there is always paying work of some kind, and wet weather is just the time to go on the road. The French farmer never loses a good day in his fields, for he can do all his marketing and hauling of fertilizers in rainy times.

What prosperity would burst upon this country if every farmer and farmer's boy not at school, and every farmhand and team could earn a full day's wages every day in the year, rain or shine!

When you have convinced your neighbors in the cities, and especially those of them who are candidates for public life, that the interests of the city population demand that they shall come to the relief of the farmers, you can go to the farmers with this assurance of help and ask them to take into careful consideration the practical measures by which this relief can be brought about, and especially the measures for providing State aid and for the use of convict labor. It is only through state and county aid that the cities and villages can help. If you find the farmers clinging to the old ways, say to them that these ways are mainly an unfortunate inheritance from the mother country, which we brought away with us and failed to shake off when the system was abandoned there; and that to-day in Great Britain not only are the roads maintained at the general cost of the people, but government loans are made for any specially heavy improvements that are desired. Two hundred years ago the great highways of that country were kept up, so far as they were kept up at all, just as they are in this country to-day, by local taxation, while they actually served the people of the whole kingdom.

Adversity as a Stimulus.

Poverty often hides her charms under an ugly mask; yet thousands have been forced into greatness by their very struggle to keep the wolf from the door. She is often the only agent nature can employ to call man out of himself. Nature cares little for his ease and pleasure; it is the man she is after, and she will pay any price or resort to any expedient to allure him. She masks her own disciplinary ends in man's wants. She coaxes and leads him ever onward, by discovering new wants; and the struggle to gratify these wants develops the very character she desires.

Has Improved His Disposition.

Belle—I'm so glad Jack has got a bicycle; it has helped his disposition wonderfully.

Nan—His disposition? Why, how could it?

Belle—Oh, when he gets up to give baby a drink and steps on a tack, he is so glad that it is in his foot instead of his pneumatic tire that he doesn't say anything.

Although apparently a small matter, the designing of name plates for bicycles is a detail to which considerable attention is now given. Heretofore the name plates have shown only in front, but an innovation original with the makers of the Crescent wheels has found favor everywhere in trade circles. The principal idea carried out in the construction of this model plate is to have it easily discernible on the sides as well as in front.

Vanillin has finally declined to \$1 per ounce. For some time it has been customary to drop the price \$1 at a time to meet competition, but it will have to move on a fractional scale hereafter. Manufacturers are either losing considerable money at the current quotation, or else they made big profits at the old prices. The tremendous drop of \$1 each time indicated heroic treatment of the market.

Bicycle Trade in Italy.

The consular district is one of the largest in superficial area of the Italian peninsula, and is covered with a network of highways that offer marked advantages to the cyclist; they are magnificently built, macadamized roads, tended with the utmost care, so that they are at all times in a remarkably favorable condition, despite the various changes in the weather. Forming a complete network of communication between the towns and villages of the region, they offer to the wheelman almost every variety of surface and scenery, from long, level ranges of flat land in the province of Venice, through gentle,

slow undulation to the mountain district of the Dolomites and Carnic Alps.

The sport of cycling has profited by these many natural advantages, and enthusiastic votaries are found in large and increasing numbers in all the provinces of this district, that is, Veneto, Padua, Treviso, Rovigo, Belluno, Udine, Verona, and Mantua, and there exist at present about sixty establishments for the sale and hire of bicycles.

A new high license liquor law adopted in North Dakota prohibits treating and provides for local option in cities and towns.

The Clipper People



Pratt 259 N.

Use no stock parts or forgings in Clipper construction. In the summer months of '96, when nearly every bicycle factory in America was "closed down," the Clipper factory was running almost full force and full time. Their motto was, "Don't say a word, but saw wood." Local and other makers were "waiting to see what the Clipper people got out." Light Roadster and Special Clippers

Are Originators

of certain construction, such as elliptical truss hangers, straight tapered D tubing in rear forks, ball retainers, arched crown, diamond cranks, and many other new features which were in Clipper bicycles, and being delivered to the trade, before Clipper imitators had turned a factory wheel or drawn a line of their designs. The Clipper people are of anything except good business methods and honesty, both of which are "older than the hills."

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



EVERYBODY IS INTERESTED IN up-to-date Bicycles, and it is a pleasure to sell them. Flush joints, Big Tubing, detachable Cranks and Sprockets, and choice of Enamels are features that every rider wants.

THE CYCLOID.

Columbus, Winton, Keating and Stormer agencies are desirable because they are up-to-date, are well known, and have what the riders want: good, sensible, up-to-date features. What dealers want: liberal discounts. Let us make you a business proposition.

Studley & Jarvis,
Grand Rapids, Mich.

Looking for an up-to-da'e Bicycle?



A Home Trainer

Adjustable to any wheel.

An assured success in

CLUB HOUSE, GYMNASIUM and SALESROOM.

Great Attraction for Your Store.

Discounts to the Trade.

ADAMS & HART, GRAND RAPIDS, MICH.

Around the State

Movements of Merchants.

Newberry—The Newberry Savings Bank is succeeded by S. N. Dutcher.

Lyons—S. W. Webber, Jr., has purchased the general stock of W. A. Webber.

Jackson—Lynch & Co. have added a meat market to their grocery establishment.

Carleton—Gertrude M. Coverth has sold her millinery stock and removed to Oxford.

Detroit—Cynthia Meyers, druggist at 448 Dix avenue, is succeeded by C. E. Coffron.

Akron—Geo. B. Honeywell, druggist at this place, has opened a branch store at Ogray.

Marine City—Wm. E. Hunt has sold his drug stock to the Lester & Newton Drug Co.

Clinton—Mrs. E. Clark succeeds Clark & Shimmans in the millinery business.

Byers—Frank Bark has moved his drug and grocery stock from Sears to this place.

Manistee—P. C. Nelson, merchant tailor, has removed from Lansing to this place.

Detroit—Wm. P. Ratigan succeeds the Ratigan Co. in the wholesale grocery business.

Saginaw—John F. Spindler succeeds Julia S. (Mrs. H.) Spindler in the grocery business.

Holly—Geo. E. Pomeroy, of Geo. E. Pomeroy & Co., coal, lime and salt dealers, is dead.

Tawas City—Jas. Hamilton succeeds Annie E. (Mrs. Jas.) Hamilton in the grocery business.

Traverse City—C. E. Schoolcraft & Co. have opened a grocery store at 434 East Front street.

Detroit—W. C. Stoddard is succeeded by E. A. (Mrs. W. C.) Stoddard in the millinery business.

Bay City—Mansfield & Co. succeed Mansfield & Greenizan in the grocery and meat business.

Saginaw (W. S.)—A. E. Tomlinson & Co. have removed their drug stock to Michigan avenue.

Watersmeet—Frank C. Payne & Co. succeed Frank C. Payne in the drug and grocery business.

Detroit—John McLean has retired from the produce and commission house of Gawley Bros. & Co.

Sparta—Max Tyroller has removed his dry goods, carpet and millinery stock from St. Louis to this place.

Belding—Frank N. Holmes has sold his stock of hardware to T. Frank Ireland, who will consolidate the stock with his own.

Detroit—The style of the Detroit Cash Register Co., Limited, has been changed to the Globe Cash Register Co., Limited.

Little Lake—Martin Remile will shortly begin the erection of a new store building for the reception of his general stock.

Ovid—C. N. Race has purchased a half interest in the Chapman grocery stock and the new firm will be known as Chapman & Race.

Eaton Rapids—F. T. Woolston, a registered pharmacist of Grand Rapids, has taken the management of J. W. Balcom's drug store.

Millbrook—Mrs. Shay has leased the Samuel Bendetson store building and will shortly open a general store, including a line of hardware.

Marion—C. M. Kilmer is closing out his grocery stock and will devote his time to the purchase and shipment of cattle to the Buffalo market.

Greenville—Miss Julia Benhagel, of Ionia, has rented the store formerly occupied by Mr. Sprout, and will occupy the same with a stock of millinery.

Sault Ste. Marie—C. W. Pickford & Son, wholesale and retail dry goods dealers, have dissolved. The business will be continued by C. W. Pickford.

Fairgrove—McLuney Bros., who conduct a grain and produce business at this place and at Unionville, have sold their business here to Frank H. Richardson.

Whitehall—The Whitehall Clothing House has dissolved partnership and will hereafter be run as a corporation under the name of the T. B. Widoe Clothing Co.

Ravenna—Amos Stockdale has purchased the interest of Daniel McNitt in the meat market of McNitt & Stockdale and will continue the business at the same location.

Ann Arbor—The interest of Chas. H. Allmand in the shoe stock of Jacobs & Allmand has been purchased by J. T. Jacobs, who will continue the business at the same location.

Portland—Will C. Stone, who has entered into partnership with Riley M. Reed in the general merchandise business at Mulliken, will remain at McClelland Bros., as clerk.

Martin—L. W. Hooper has repurchased of A. E. Davidson the meat market he sold him last fall and will continue the business in connection with his grocery business.

Adrian—Moreland Bros. & Crane have purchased the oil and tobacco stock of M. E. Chittenden & Co., who will retire from trade. Mr. Chittenden has been in poor health for several years.

Lansing—A. Newman has purchased the stock of the Boston Clothing Co. and removed it to his dry goods store. Leo Ehrlich, the former owner, has accepted a position as traveling salesman for a paper house.

Holt—F. B. Phillips, who has been engaged in the general mercantile business for the past seven years, has sold his stock to John and Julius Scheathelm, who will continue the business under the style of Scheathelm Bros.

St. Johns—E. S. Kuhns has moved the Sullivan & Kuhns clothing stock to Fowler, where he will conduct a clothing business. O. W. Munger is fitting up the store vacated, and a number of parties are negotiating for it.

Stanton—The stock of the Hand Made Harness Co. has been divided between E. D. Hawley and W. H. Owen. Mr. Hawley will continue the business at the old stand, and Mr. Owen has moved his half of the stock to another location.

Shelby—Wheeler Bros. have sold their clothing stock to John C. Munson and A. E. Gunn, who will continue the business under the style of Gunn & Munson. Wheeler Bros. will continue to handle general merchandise at the old stand.

Marquette—The Tradesman is in receipt of a courteous letter from the Manhard-Jopling Co., Limited, stating that the report that the corporation had sold its hardware stock to the Marshall-Wells Co., of Duluth, is untrue and that it is still doing business at the old stand.

Charlotte—F. H. Goadby has retired from the dry goods business, being suc-

ceeded by Watson & Newman. J. W. Watson, the elder of the new firm, is a man of considerable dry goods experience. He came to this country from England years ago and remained for a few years in New York. He then came to Chicago and had charge of the silk department of James H. Walker & Co. until that firm closed out its business. Since then he has been with Yonker Bros., at Des Moines. John Newman, the junior partner, was born and raised in the dry goods business. He was for a few years engaged with Siegel, Cooper & Co., Chicago, and afterwards and until he came here, managed Moeshall & Duffey's dry goods house in Des Moines.

Detroit—Herman Krolik has filed a bill for an injunction to restrain Wm. S. Hill, an attorney of Marquette, and others from prosecuting certain garnishment proceedings against the petitioner, by which the stocks in his stores at Marquette and Baraga were attached. On December 21, 1896, the defendant, Louis Grabower, one out of a great number, who was then engaged in the dry goods and men's furnishing business at Marquette and Baraga, was indebted to the following firms in the amounts stated: A. Krolik & Co., Detroit, \$12,583.12; James M. Wilkinson, Marquette, \$805.86; David Adler & Sons' Clothing Co., Milwaukee, \$793; Abram P. Sherill, trustee, Detroit, \$495.89; Louis Grabosky, Marquette, \$1,175.50; Albert Grabower, Baraga, \$1,532.70; Sidney Adams, Marquette, \$453.32; Detroit Cap Manufacturing Co., \$142.52. The total amount of their claims is \$17,980.91. They were each secured by chattel mortgage on the stocks and accounts of both stores in the order named. The two stores inventoried \$28,151.10. On December 29, 1896, the Detroit Cap Manufacturing Co. foreclosed its mortgage. The stock of the Baraga store was bid in at the auction sale on January 4 by Herman Krolik for \$3,050, and the stock at the other store the next day by the same party for \$11,200. He alleges that there was an understanding among the orator and other bidders that the bids made were for the entire stock, clear from all claims and liens, by virtue of said mortgages, and that the sum so realized would be applied upon the several mortgages according to their respective priority. In pursuance of this understanding and belief he paid the total purchase price of \$14,250, which was applied to pay off the first three mortgages. Shortly after, the orator took possession of the stores and continued the business. Soon after, William S. Hill, attorney for a number of unsecured creditors of Louis Grabower, brought suit upon their claims against Grabower and had writs of garnishment issued against Krolik. Hill claimed that the sale of the stocks under the foreclosure of the Detroit Cap Manufacturing Co.'s mortgage was made subject to the prior mortgages thereon, and that the bid and payment made by Krolik were in excess of the several mortgages, and that therefore Krolik had at the time of bringing these garnishment proceedings goods and chattels in his possession belonging to the defendant Grabower. All the mortgagors named above are made parties defendant to the suit. Judge Lillibridge issued a restraining order, requiring defendant Hill to refrain from prosecuting the proceedings until the motion for an injunction has been determined. The hearing has been set for March 29.

Manufacturing Matters.

Alto—Ames & Smith have purchased a suitable location for a creamery and will erect and equip a butter factory as quickly as possible.

Cheboygan—The firm of Murphy & Noll, cigar manufacturers, has been dissolved, John Noll assuming all liabilities and continuing the business.

Edmore—The Michigan Hoop Co., which has operated here for years, closed up business affairs last Saturday and shipped out the last carload of hoops.

Detroit—The F. B. Hart Wire & Iron Works has filed amended articles of association. The capital stock is \$100,000 of common and \$50,000 of preferred stock.

Portland—Emerson D. Verity, Secretary of the Portland Furniture Co., is the leading spirit in a movement to organize a new company to embark in the manufacture of washing machines of an approved pattern.

Niles—The Matthews Bicycle Co. has been contemplating the manufacture of wheels for some time and has finally furnished itself with the necessary machinery, stock, etc., and expects to have the first wheel on exhibition April 1.

Detroit—The Detroit White Lead Works has filed amended articles of association with the Register of Deeds, showing that it has increased its capital stock by the issuance of \$50,000 of preferred paper at 6 per cent. interest, subject to redemption at par July 1, 1914.

Detroit—The property and business of the Michigan Soap Works at 274-276 River street have been purchased by O'Dwyer & Ward, who will seek another location in Detroit, add to their machinery and increase their line under the management of Donald S. Mitchell.

Belding—Geo. W. Holmes has severed his connection with the Welch Casket Co., as superintendent of the cloth department of that institution, where he has been for the past seven years, to take a similar position in the large establishment of J. & J. W. A. Stolts, New York.

Coldwater—A meeting of citizens was held in the Bon Ami club rooms, Tuesday, to meet the Secretary and Treasurer of the Fitch Shoe Manufacturing Co., of Springfield, Ohio, in reference to making arrangements to have that company move its plant to this city. The meeting organized by electing L. E. Rose President and E. R. Root Secretary. The first proposition of the company was to locate the factory on the Hatch property, plat the land and sell a number of lots. At the meeting on Tuesday, the sentiment seemed to incline toward locating the factory in the city in some building already erected. In place of purchasing land it was proposed at the meeting that a joint stock company be organized with a capital of from \$20,000 to \$25,000 and purchase the Tibbits cigar factory building for the shoe plant. The representatives of the firm say the building is specially adapted, with slight changes and repairs, for the accommodation of the shoe factory. A committee, consisting of W. A. Coombs, Mayor Sherman and B. R. Moore, was appointed to go to Springfield and look over the factory as located there, learn the amount of business transacted by the firm, the number of hands employed, the standing of the firm, etc., and report at a subsequent meeting. The committee went to Springfield Wednesday morning.

Detroit—The American Casket Co., Limited, has filed articles of association in the Register of Deeds' office. The corporation's capital stock is \$10,000, of which \$4,800 is represented to have been paid in. The incorporators are Carl O. A. Grade, August Kepler, Christian Rossoll and Henry Jung.

Bay City—Lumber dealers report a steady and satisfactory increase in the demand for stock. The enquiries are double what they were a year ago. The box factories also report increased business, and their owners are hopeful. The freight business on the Mackinaw division of the Michigan Central is much ahead of what it was a year ago.

Charlotte—Joseph Shaw, C. Cover and Wm. Rickerd have leased the old evaporator building and are engaged in putting in new power and suitable machinery for a general planing business, in addition to which they will make the Shaw land rollers, ironing boards, clothes racks, and a few other specialties of which they control the patents. The style of the firm is Shaw, Cover & Co.

Manistee—The Manistee Planing Mill Co. has been incorporated with capital stock of \$20,000, of which \$7,500 is paid up. The stockholders are Jos. Vollmer, John Vollmer and Mary Vollmer, who come from Lilley, Newaygo county, where they now have an extensive plant, which will be removed to Manistee. Five large planers will run night and day, with a capacity of 10,000 feet of lumber per hour. The new concern has closed a contract with the Buckley & Douglas Lumber Co. to plane 5,000 feet per hour, the contract to continue in force for a term of years. The plant is expected to be in operation some-time in June.

Flour and Feed.

The past week has been full of surprise in the flour trade, on account of the wide relative difference between the cost of spring and winter wheat, which has increased during the week about 3c per bushel in Detroit and Toledo, making it necessary for millers to further increase the price of winter wheat flour. Buyers have been waiting for this premium to decrease or disappear, expecting that either spring wheat would advance or that winter wheat would decline, so that the two would come nearer together, but in this they have been disappointed and seem likely to remain so until after another crop can be gathered, about four months hence. Many enquiries are coming in to the city mills and some good orders have been booked this week. Wheat is becoming more difficult to obtain and stocks are getting down to a lower point in first hands than for several years.

Millstuffs are in good demand and another advance of \$1 per ton has been scored. Feed and meal are rather slow and prices are, practically, unchanged.

WM. N. ROWE.

O. A. Ball and Willard Barnhart (Ball-Barnhart-Putman Co.) are spending a few days at Bear Lake, overhauling their cottages preparatory to the summer season.

It is said that the Japanese are invading the Indian market with manufactured articles fraudulently labelled U. S. A.

J. R. Hayes, of the Wayne hotel, Detroit, is at the Arlington Hotel, Hot Springs, Ark., until May 1.

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

Grand Rapids Gossip

H. F. Mull succeeds Cornelius Van Aarsten in the grocery business.

Jelle J. Van Der Meer succeeds Seyen & Van Der Meer in the hardware business at 92 Grandville avenue.

Northrup & Saxton have opened a grocery store at Lakeview. The Worden Grocer Co. furnished the stock.

Theo. A. Rosenthal, wholesale cigar dealer at 81 Pearl street, will close out his stock and retire from business.

Aaron Vandenberg succeeds the Vandenberg Manufacturing Co. in the harness business at 23 South Division street.

Van Dusen & Supernaw will shortly open a grocery store at Norwood. The Olney & Judson Grocer Co. has the order for the stock.

John Bertsch has succeeded in placing about \$80,000 of the capital stock for his tannery enterprise and expects to place the remainder before the end of the present month. The corporation will have a capital stock of \$100,000 and will be managed by Mr. Bertsch, assisted by one or both of his sons, who are both practical tanners, having followed the occupation of their father. The new tannery will be located on a fifteen acre tract of land adjoining the property of the Grand Rapids Leather Co. on the north, and as soon as the frost is out of the ground the work of construction will begin.

The Grain Market.

The wheat market has been very excited during the week. The short interests have been fighting any advance, but with little success, and we find Detroit prices to-day to be about 3c above what they were the corresponding day last week, while May wheat in Chicago is nearly 2c lower. The difference to-day between spring and winter wheat is 16c per bushel. This is a conundrum and makes a very peculiar state of affairs. Either spring wheat must go up or winter wheat must decline. There is no change in the statistical situation. The United States Government crop report, which was issued March 10, showed there were 88,000,000 bushels back in farmers' hands, which would have been generally considered a very bullish element and would have advanced the market fully 5c, but this season it had a depressing effect. The visible showed a decrease of 1,319,000 bushels, leaving only 41,449,000 still in sight, against 62,156,000 bushels in 1896, 76,873,000 bushels in 1895 and 73,261,000 bushels in 1894. Our exports were not large, being only 1,600,000 bushels, which goes to show that the home demand is good and that we shall need all our wheat here. However, we are looking for heavy exports as soon as navigation opens. The world's decrease will, probably, be about 4,000,000 bushels. One thing seems to be an established fact, and that is that the United States and Russia appear to be the only exporting countries which will have any wheat to export. Our present weather is terribly hard on winter wheat. Illinois reports only 59 per cent. of a crop, as it has been killed by the freezing and thawing weather. It is too early to determine the condition of the growing crop in this immediate vicinity, but we surely do not want much freezing and thawing weather.

Coarse grains vacillate with wheat. Both corn and oats are abnormally low and we think they will not demand a much higher price until some of the surplus is exhausted.

The receipts during the week were 36 cars of wheat, 2 cars of corn and 9 cars of oats—about normal.

Millers are paying 82c for wheat. This is 2c above what was paid on the 11th and 12th.

C. G. A. VOIGT.

The Produce Market.

Apples—Local dealers hold carefully selected Spys and Steel's Red at \$1.75 per bbl. and other varieties at \$1.50.

Butter—Fancy dairy is still scarce and high, on account of the small receipts, readily commanding 14@15c. Factory creamery is still weaker and lower, having declined to 18c.

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

Cabbage—50@55c per doz., according to size and quality.

Celery—15c per bunch.

Cider—\$4 per bbl., including bbl.

Eggs—Shipments are coming in so freely that it will be impossible to hold the price up to 10c more than a day or two longer.

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

Lettuce—15c per lb.

Onions—The country was never so bare of stock as at present, dealers being utterly unable to fill orders. Any kind of stock commands \$1 per bu. and choice stock readily brings \$1.25.

Potatoes—The shipment of seed stock is practically at an end, white stock being in best demand on the basis of about 10c 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. per bbl.

Nearly One-Third Pass the Examination.

Detroit, March 16—At the recent examination session of the State Board of Pharmacy, held at Grand Rapids on March 2 and 3, sixty-one candidates presented themselves. Of this number, twenty-one succeeded in passing a satisfactory examination, as follows:

REGISTERED PHARMACISTS.

Geo. W. McGibbon, Detroit.

C. G. Putnam, Bangor.

N. E. Roby, Hillsdale.

Geo. S. Surplice, Newaygo.

Jas. H. Sparks, Jackson.

J. N. Swartz, Hamburg.

D. E. Seller, North Branch.

T. E. Taggart, Caro.

H. C. Blair, Leslie.

W. W. Bailey, Boyne City.

R. W. Cooper, Big Rapids.

E. M. Clapp, Oshtemo.

G. C. Drake, Hillsdale.

F. F. Failing, Grand Rapids.

N. Ireland, Detroit.

A. H. Ludwig, Detroit.

W. E. Lile, Jackson.

ASSISTANTS.

E. Faulkner, Lowell.

M. L. Hoffman, Lansing.

Leroy Lawrason, Elsie.

C. E. Van Avery, Middleville.

F. W. R. PERRY, Sec'y.

The Retail Meat Dealers Gaining Ground.

The Grand Rapids Retail Meat Dealers' Association, which has been in existence less than a year, is gradually gaining ground, having taken in eight new members at the last meeting, as follows:

L. D. Tallman & Son, corner Sixth and Scribner.

Thomasma Bros., 83 West Leonard.

A. A. Vlier, 117 Monroe.

H. G. Hunderman, 400 South East.

Peter Salm, 479 South East.

Frank Vidro, 259 Fourth.

August Kischel, 177 Stocking.

J. Geo. Lehman, Jr., 43 East Bridge.

The Grocery Market.

Sugar—The market is strong and excited. An advance took place Tuesday—¼c on everything down to No. 7, inclusive, and a sixpence on Nos. 8 and 9. Everyone concedes that sugar will be higher, on account of the coming increase in the tariff, and this feeling is likely to stimulate buying to that extent that it will be difficult to obtain supplies from the refiners as fast as desired.

Tea—Since the spurious tea bill went into effect on March 3, lower grades have perceptibly stiffened, and by reason of sympathetic effect the whole line is practically 1c per pound higher, with a further advance in sight.

Coffee—Rio and Santos are a trifle easier in float lots, with possibly a little more disposition to sell some grades of spot. Low grades are in demand and relatively high in price compared with the medium grades. Good coffees are very scarce and readily bring full prices. Receipts at Rio and Santos continue unexpectedly large, and this fact has imparted a depressing effect on the market. If, however, they continue much longer on present ratio the entire crop will have been received before the crop year ends, as already 87 per cent. has been received in less than three-fourths of the crop year. Java continues strong and sold at a further advance of ½c. Mocha, quiet and unchanged. Maracaibo and Central America, unchanged and in good demand.

Canned Goods—Tomatoes are moving to some extent, but sales are rather small. The market has nominally not dropped further than the decline noted last week, but purchases can still be made at a further drop of 2½c. Corn is very near dead, and none whatever is selling. The price is down another ½c per dozen. Practically nothing is being done in peas, except a small spasmodic demand. The price is unchanged. Some peaches are being sold, chiefly Californias.

Corn Syrup—The manufacturers have advanced their price ½c. Local jobbers, however, adhere to the old price for the present.

Molasses—There is an abundance of stock on the market, but low-grade centrifugals are slightly stronger, being practically higher by 1c per gallon. Better grades of centrifugals are scarce. Good open kettle is virtually cleaned up in first hands and the demand is small. The dull season for molasses is now on, as everybody is pretty well stocked up.

Prunes—Stimulated by the success of the corner on lima beans, by means of which 80 to 90 per cent. of the crop—and a large crop at that—has been cornered, an attempt is being made to corner the crop of California prunes. The crop is a large one, but there is little doubt of the success of the project, in case it is undertaken.

Provisions—In spite of a moderate reaction, the market is firm and prices are slightly higher. The trouble is that prices of hogs appear to be maintained relatively above a remunerative basis for current packing operations, and this makes business quite unsatisfactory to those who are now killing. It is believed that with the liberal stock of product at Chicago the influential operators there are favorable to an advanced position of prices, which does not imply a belief among them that any decided advance is likely to be permanent. The current distribution of product is of liberal proportions. Last week's exports were considerably in excess of the corresponding time last year, notably so in meats.

What Goods May a Hardware Dealer Sell?

I am now speaking of a general hardware store, for selling only hardware or tinware is, in my opinion, behind the times; his business is subject to seasons, while the general store is busy all the year around.

Large cities only support specialty stores and can be kept busy the year around; in smaller cities the hardwareman should be as busy as a beehive at all times. He must try to increase his business at the sacrifice of his profit. He must sell \$25,000 worth of goods at 25 per cent. profit rather than \$12,500 at 50 per cent. profit. This is the modern way to sell goods and we must follow the crowd or the crowd will leave us behind. Do not say, "My neighbor has confined himself to stoves—I will keep out of them."

Does the traveling man who comes to your town and finds that you are not selling mill supplies, and finds your neighbor is not selling them, refrain from selling to your mill or factory? No; if he cannot sell to you he will sell to the mill, and it is done every day.

It is not necessary to look at your competitor as an enemy. He is running a friendly race with you, and if he is a better salesman than you, or a better hustler, he will get ahead of you. Give him credit for it and follow in his footsteps. It is unnecessary to dwell upon the regular staples which are found in every hardware store in the country; we all know what they are and that we have to keep them if we want to do business.

We must study the wants of our people. We find a factory in our town and that they are using cement coated wire nails. It is easy to find out what size they use; buy a few kegs; soon their stock is exhausted and they will be glad to buy from you these few kegs and after a while you will have their trade. There is a factory using many emery wheels. We find out size and grade and keep a few. Two or three wheels on hand will secure us their trade.

The factory hands are buying machinists' tools; your jobber has a special salesman who visits your factory. Employees will order the tools they want from him and still you ought to sell them. The smallest assortment of Darling, Brown & Sharpe's tools kept in your showcase and shown to these factory hands as they come into the store will keep their trade with you, and there is no house in the United States more loyal to the dealer, small or large, than Darling, Brown & Sharpe, and they will refer to you all local enquiries if they know you carry a small assortment on hand. The reason that many orders are being sent out of your town instead of your getting them is that you do not carry the goods, nor solicit the business, as others do.

Your factory uses wood split pulleys—you should sell them. One sample ordered from a reliable maker and shown at your store will keep these orders at home.

If, then, the department store can be successful, why cannot the hardwareman succeed? Is he less energetic, does he know less about hardware and tinware than his neighbor who has grown up among ribbons, or does the yardstick give better measure than the rule?

Tinware and house-furnishing goods are diverted to department stores because they show them on tables and counters where the ladies can handle

and examine them. They find the prices marked in plain figures, so that they need not ask so many questions, and they are cheap—perhaps a dishpan is being offered at 49 cents instead of 50 cents—perhaps it is a deep cut which makes the table attractive for a day.

But do likewise, always having alongside the cheap article the heaviest and best obtainable; in other words, if you offer a 10 quart IC plain milkpan very cheap for a while, give the lady a choice between this and an IX retinned milkpan; she will soon learn the difference between cheap goods and first-class goods. Ladies are the best advertising medium—they will soon cause a run on your 10 quart IX retinned milkpans.

In builders' hardware the old way of selling locks from an old drawer on the shelf will not do any more; nor can every small store afford a sample room of fine hardware, as found in the modern hardware houses of large cities.

Nor is it policy to call in a traveling salesman of some hardware house or lock manufacturer to sell for you a little bill of hardware which may be required for a small residence. Do your own selling; the other man will leave your goods on your shelf and sell his own only, and the result will be a little commission—no glory and none of your goods moved.

There is nothing in which the modern and old way of selling has been so marked as in builders' hardware. Well can I remember the time when I had to name to the builder or owner the price of a pair of knobs or an escutcheon, and it would take him a day and a half at least to come to a conclusion what and where to buy; my price on that hinge, based on a large order, was spoiled forever, at least as far as that customer was concerned.

But how to-day? We obtain the plans from the owner and work out a regular schedule of the doors and windows of the house, their location, their thickness and hand width, and form a plan what to offer. We are now prepared to advise the builder instead of being advised; we know more about the house than the builder, and all that remains is to find out the size of his pocketbook and his taste in order to please him.

The first point is quickly settled; we ask the question point blank, and, with this information gained, we try to settle his mind on certain styles and finish of hardware for the different rooms of the house, until, finally, we have the matter all settled, and, based upon this selection, we then submit our estimate on the hardware for the building. This may be cut down by making some changes, or added to at the second interview, but the result is almost invariably the order, if handled correctly.

The most convenient way to keep the samples required for this purpose is on boards $\frac{5}{8} \times 9 \times 15$. Sample on each board one combination only, $3\frac{1}{2} \times 3\frac{1}{2}$ butt, a knob with elongated escutcheon and a sash lift or sliding door cup escutcheon. Use your best judgment in these combinations; then you can take your board and tell your customer, "This trim I would recommend for the rear part of your house." It is your business to find out what sizes he wants; your schedule tells you the thickness of the doors, etc.; do not bother him with the details you know. These sample boards may be kept in a chest of drawers, or between strips of molding fastened to the wall with buttons, and should be handed to the intending purchaser, so as to concentrate his mind on the one

combination. Three or four of these boards selected and laid out will show the owner exactly what he is getting.

Three or four of these boards represent your stock. All the remainder may be samples only, gathered by you from patterns collected from one or more different makers, and with these samples—costing you, all told, perhaps \$25 to \$50—changed and added to from time to time, you are prepared to do your business, rather than rely upon others to do it for you. Three or four mortise locks, mounted on blocks, will complete your outfit.

You must also prepare yourself to furnish the glass for the building. The specifications will usually tell you what is wanted; you must furnish the sheet, plate and art glass, the mirrors, the bevel plate, etc.

Small pieces of art glass in frames,

MAPLE SUGAR WEATHER.

Our prices are cheaper than ever on

- 1 Qt. Round Syrup Cans.
- 2 Qt. Round Syrup Cans.
- 4 Qt. Round Syrup Cans.
- 10 Qt. I. C. Sap Pails.
- 12 Qt. I. C. Sap Pails.
- 10 Qt. I. X. Sap Pails.
- 12 Qt. I. X. Sap Pails.
- 16 Qt. I. X. Sap Pails.

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

Wm. Brummeler & Sons,

Manufacturers and jobbers of

Pieced and Stamped Tinware,

260 S. Ionia St.

Grand Rapids, Mich.

... Telephone 640 ...

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,
- 1 Last for Men's Work,
- 1 Last for Boys' Work,
- 1 Last for Children Work,
- 1 Shoemaker's Hammer,
- 1 Shoemaker's Knife,
- 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,
- 3 Large Leather Patches for Men's Shoes,
- 3 Large Leather Patches for Women's Shoes,
- 1 Bottle Leather Cement, with directions for use,
- 1 Package Half Soling Nails for Men's Work,
- 1 Package Half Soling Tacks for Women's Work,
- 1 Copy Directions for Half Soling, &c.

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.

as samples, are not much of an investment and with the aid of plates, now obtainable from art glass houses, will enable you to take the orders as well as any traveling salesman.

Then the specifications say what kind of varnish and paint shall be used; sell it to your painter before he has a chance to buy it elsewhere; furnish the tin plate, the roofing plate, the sheathing paper.

If your builder wants to buy the sash glazed, put yourself in shape to furnish glazed sash, and you can also sell him the doors.

Wrought iron pipe and fittings, valves, oil cups, injectors and steam gauges put in stock in sparing quantities will lead to many orders; in fact, with the up-to-date hardwareman the direct and special order business should be almost as large as the business done from stock sales.

The subject of bicycles has already found many able exponents. Allow me to state that, in my opinion, bicycles are a valuable addition to the hardware line, provided the same business principles are applied to it as to the other staples—careful selection, ordinary push, a credit system limiting the sale of bicycles to responsible parties, requiring cash payment of at least one-half of the value of the wheel and a note for the balance with responsible indorsement. Watch the wants of your customers, study the source of supply.

The subject of "What May a Hardwareman Sell?" is inexhaustible and it would be easier to say "What may he not sell?" But if you watch with open eyes the wants of your people and keep yourself posted on what the market has to supply them, you will have no difficulty in extending your business.

THEODORE BUTLER.

The Hardware Market.

There continues to be a moderate movement of hardware from the jobbers to the retailers, who are purchasing sparingly and only such goods as are needed to complete their assortments, so they may be in a position to meet their spring trade. Seasonable goods naturally constitute a considerable part of the business, but some staple goods in the line of heavy hardware are also in fair demand. Both the jobbers and the smaller merchants are carrying as small stocks as they can get along with, adhering to what has, apparently, come to be a permanent feature of the market—the policy of allowing the manufacturers to carry the stocks. Weakness or irregularity in some combinations which have until recently been held tends to shake the confidence of the trade in the stability of such organizations. There continues to be a good deal of complaint in regard to the sluggishness of collections.

Wire Nails—There has been a good deal of activity in wire nails during the past week, the principal feature being the difficulty of obtaining prompt shipment. Most of the mills have orders on their books which will occupy them for a month or two, the stocks in their warehouses being pretty well depleted. Under these circumstances it is not unlikely that there will be something of a scarcity and that an animated scramble for nails will ensue. The mills are, however, working to their full capacity and some of them have recently been making unusually heavy outputs. In this condition of things the price is naturally firm. It is impossible at the present time to place orders

at the low prices that were ruling thirty days ago. Jobbers at present are holding firm to \$1.50 at mill and \$1.70@1.75 from stock.

Barbed Wire—Greater activity is noticeable in the barb wire market. The mills are having a good deal of difficulty to complete orders on dates of shipment as ordered. In sympathy with the large amount of orders now placed, the price remains firm and wire of all kinds is at least \$2 per ton higher than it was thirty days ago. The price from stock remains as quoted in our last report—\$1.80 for painted and \$2.15 for galvanized.

Poultry Netting—An advance of 2½ per cent. has been made by manufacturers and, while it is a small advance, it will have a tendency to prevent any lower prices being made by the jobber.

Window Glass—Window glass remains firm at the last advance and jobbers are holding firm to the quotation of 70 and 5 per cent. and 70 and 10 per cent., according to quantity ordered.

Shovels and Spades—The Association has complete control of the market at the present time. Prices remain firm at figures that have been ruling of late.

Cordage—For some reason not yet explained the market on all kinds of cordage has taken on a tone of weakness. We quote at present sisal rope at 5½@6c and manilla at 8@9c.

SITUATION AT SAGINAW.

Saginaw, March 16—There continues to be a moderate increase in sales of hardware. Dealers are buying very light in shelf goods especially, which necessitates broken packages, but it only goes to show that their stocks are light and that when the looked-for prosperity comes there will be a good demand for shelf hardware. Seasonable goods are selling freely and there has been a large movement in barbed wire and nails. Few changes in prices are noted among staples, but, as a general thing, the market is unsettled and slight advances are taking place on all lines of builders' hardware, in sympathy with the looked-for advance on all iron products. Collections are fairly good.

An Instance of Bell Telephone Extortion.

From the Rochester Democrat and Chronicle.

A Rochester manufacturer dropped into a telephone office yesterday afternoon and told the young woman in charge that he wished to talk to New York. Thereupon he was promptly connected and at once proceeded to talk. He talked quite a little while. Then he had an afterthought and talked again. Then the man in New York thought of something and the Rochester man talked some more. Outside the booth two men were pacing the floor, one of whom wished to have his canal boats lying in the slips at Buffalo painted, and the other was anxious to reach the head of the great salt industry of Syracuse. They paced with more or less patience while the Rochester man talked. At last the door opened and the talker emerged.

"How much do I owe?" he asked of the girl in charge.
 "Are you aware," she said, "that you have been in the booth for some time?"
 "Oh, yes," he said. "I suppose your regular charge for New York is three dollars and a half?"
 "Yes," she said in a business-like way, "three dollars and fifty cents for five minutes. Your bill is twenty-five dollars and ninety cents."

An effort is being made in Chicago, through a proposed city ordinance, to prohibit the sale of medicines containing a certain percentage either of cocaine or arsenic. One of these is a catarrh cure, which druggists assert, has been the cause of fastening the cocaine habit upon hundreds of people.

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.....	65&10
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16.....	17
Discount, 75.....	
GAUGES	
Stanley Rule and Level Co.'s.....	60&16
KNOBS—New List	
Door, mineral, jap. trimmings.....	70
Door, porcelain, jap. trimmings.....	80
MATTOCKS	
Adze Eye.....	\$16 00, dis 60&10
Hunt Eye.....	\$15 00, dis 60&10
Hunt's.....	\$18 50, dis 20&10
MILLS	
Coffee, Parkers Co.'s.....	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	40
Coffee, Landers, Ferry & Clark's.....	40
Coffee, Enterprise.....	30
MOLASSES GATES	
Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	30
NAILS	
Advance over base, on both Steel and Wire.....	
Steel nails, base.....	1 65
Wire nails, base.....	1 75
20 to 60 advance.....	Base
10 to 16 advance.....	05
8 advance.....	10
6 advance.....	20
4 advance.....	30
3 advance.....	45
2 advance.....	70
Fine 3 advance.....	50
Casing 10 advance.....	15
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	45
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel ¾ advance.....	85
PLANES	
Ohio Tool Co.'s, fancy.....	@50
Scota Bench.....	60
Sandusky Tool Co.'s, fancy.....	@50
Bench, first quality.....	@50
Stanley Rule and Level Co.'s wood.....	60
PANS	
Fry, Acme.....	60&10&10
Common, polished.....	70& 5
RIVETS	
Iron and Tinned.....	60
Copper Rivets and Burs.....	60
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27 10 20	
"B" Wood's patent planished, Nos. 25 to 27 9 20	
Broken packages ¼c per pound extra.	
HAMMERS	
Maydole & Co.'s, new list.....	dis 33½
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, ¼ inch and larger.....	6
Manilla.....	9
SQUARES	
Steel and Iron.....	~0
Try and Bevels.....	
Mitre.....	
SHEET IRON	
Nos. 10 to 14.....	com. smooth. com. \$3 30 \$2 40
Nos. 15 to 17.....	3 30 2 40
Nos. 18 to 21.....	3 45 2 60
Nos. 22 to 24.....	3 55 2 70
Nos. 25 to 26.....	3 70 2 80
No. 27.....	3 80 2 90
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.	
SAND PAPER	
List acct. 19, '98.....	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
Coppered Spring Steel.....	62½
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.....	6½
Per pound.....	6½
SOLDER	
½@¾.....	12½
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, All-way 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 STEEL 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.	



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When writing to any of our Advertisers, please
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E. A. STOWE, EDITOR.

WEDNESDAY, - - - MARCH 17, 1897.

State of Michigan, }
County of Kent. } ss.

Henry Patterson, being duly sworn, deposes and says as follows: I am pressman in the office of the Tradesman Company and have charge of the presses and folding machine in that establishment. The regular edition of the issue of March 17 comprises 6,500 copies. And further deponent saith not.

HENRY PATTERSON.

Sworn and subscribed before me, a Notary Public in and for said county, this seventeenth day of March, 1897.

HENRY B. FAIRCHILD.

Notary Public in and for Kent County,
Mich.

THE LAW OF COMPETITION.

Every living creature is subject to an inexorable law of competition in the struggle for existence. Those which are best fitted to endure the surrounding conditions survive; the unfit succumb. It is not always the strongest which survive, but those best able to resist the force against which they have to contend. In a tornado the great trees are uprooted or twisted off by the force of the wind, while the tender saplings, bending before the storm, raise themselves erect when it has passed. The flood which drowns and sweeps away men and the larger animals, spares the feeble creatures which have been able to shelter themselves in the crevices and hollows of the driftwood.

In physical life there is no escape from this law of competition, this unceasing struggle; but in the case of the human race the conditions of warfare are not confined to the life of the body—they extend to the entire intellectual and social existence. Human beings are not only physically unlike, some being stronger and others weaker, some being handsome and others ugly and deformed; but they are wholly unlike and unequal mentally. It follows that, in the vast struggle of competition, the conditions attained by different individuals are equally unlike and unequal, some securing in the social and political world stations of wealth, power or distinction, while the remainder reach positions which range from the highest to the lowest, from honor to disgrace, from wealth to extreme poverty.

If all human beings were equal and alike from birth, then the doctrine of human equality would have some solid basis; but since, from the very beginning of existence, the most distinctive

individual differences are found, it follows that the only equality that is possible is in the right of each to have the opportunity to do his or her best with such faculties as he or she may possess. Under existing conditions there can be no other equality.

The declaration and guaranteeing of this right of equal opportunity is the foundation of all reasonable free government, and this right is nothing more than the right to compete in a race where all honors and rewards which virtue, honesty, industry and physical and intellectual exertion can secure are freely open to all. This is the true democratic idea, and it offers to every individual the encouragement of a reward equal to his merits as measured by his exertions.

But since many individuals are idle, indolent, vicious or criminal, as the case may be, and refuse to make any honest and proper effort to accomplish anything good, and since many others, by reason of inferior abilities, must fail to reach high position and fall into the lower and humbler, it follows that there must be a vast and irremediable inequality in the condition of human beings in any state of society.

It is useless to find fault with this inequality, because it is the law of existence, and it cannot be changed. Nevertheless, it has in every age been the cause of intense dissatisfaction, not a few philosophical theorists having sought to change it. All efforts to that end have proved entirely futile; but that fact does not prevent others from entertaining the same notions, and they have all ended by knocking their heads against the same impregnable obstacle of fact, a fate which does not deter other theorists who advocate socialistic doctrines of property, morals and government.

There are many varieties of socialism, but the most common takes form in propositions to divide out all accumulated wealth to each head of population, or else have it administered by a strong government for the benefit of the whole population. Either expedient demands the confiscation of all private property, because, if the property were purchased from its owners, there could be no equal division, which is the aim and object of all socialistic administration of property.

In such a system, the object is to attain a condition of equality for each individual with every other. Therefore, those who, by their superior intelligence in making and applying scientific discoveries, had rendered extraordinary services to society and had thereby gained honors, and those who, by their special honesty and industry, had acquired wealth, would find themselves deprived of the former and forced to divide the latter for the benefit of those who refused to work, as well as for all of inferior ability. Under such a system there would be no encouragement or incentive to extraordinary exertion, while the honest and industrious who were forced to divide with the drones and the loafers would be naturally indignant and outraged.

The socialistic outcry is started by a few impracticable dreamers who are enthusiastic enough to suppose that human nature can be changed; but it is kept up principally by those who hope, by the adoption of such a policy, to be enriched, or at least supported, at the expense of others, and by no effort of their own. Human nature would have to be changed to such a degree that men

would be willing to prefer strangers before their own families and friends, and would have no other object in view, and cherish no other desire, than to work for their fellow-creatures without regard to their condition and merits.

Man, as at present constituted, is animated by love and affection for those of his own blood and others to whom he is bound by ties of interest and regard. His first duties are to them, and for them ambition, aspiration and every intellectual and bodily exertion are carried on. For their benefit and advancement he seeks wealth and social position, and he would refuse to sacrifice family and friends in order that strangers might be supported. This is the greatest bar to any scheme of a community of property.

This fact has been repeatedly recognized, and, in order to get rid of personal and family affections which have constantly prevented all approach to a general socialistic system, the reformers, as they style themselves, propose the complete abolition of all family relations and demand the association of the sexes in common, without any manifestation of preference or affection, and the care of all children in Government establishments, so that not even the maternal instincts should be gratified or the relationship of parentage be known.

These are the only conditions upon which it is possible to maintain any socialistic system for human beings, and this would mean the reducing of moral and intellectual men and women to a state that can only be considered as bestial. Such a common use in all things has never been found among any people in any stage of the world, and it is so contrary to human nature that it is wholly impossible.

When the hungry proletariat shall attempt to confiscate and divide out the accumulated wealth of the property holders, the "reformers" will be met by force. People are not going to give up their possessions without a struggle, and such a revolution is sure to end in an autocratic or imperial Government, since any form of government is preferable to mobocracy, and imperialism alone can suppress it.

But there are a principle of justice and a sentiment of charity given to man, and, if they were properly applied, there would be neither oppression nor extreme misery in the world. The idle would be made to work, criminals would be punished, men who acquire wealth by dishonest means would be forced to disgorge it, and wise and discriminating charity would provide for all who deserve it. Justice, virtue and charity are sufficient for the correction of all remediable evils, and they are the only remedies possible. Let pulpit and press arouse the people to their duties. Such a revival of justice, righteousness and charity would create a new era for human nature.

The disease and the remedy are both in human nature. Let the remedy be applied and society will be regenerated. The entire doctrine of the brotherhood of men is comprised, not in any wild theory of human equality, but in the duty of every human being to do his best according to his ability; and to do this all have an equal right. That is all there is of human equality.

Cuba has had to take a back seat while Europe has been determining what to do with little Greece, but we know Weyler is still there and that fact is sufficient to keep alive sympathy and effort in behalf of the struggling patriots nearer home to us than Greece.

GENERAL TRADE SITUATION.

Not for many years has the first session of a new Congress been held with so little of a disturbing character to exert an adverse influence on business. The action contemplated by the special session had been so clearly stated, long in advance, that the influence, whether for or against trade activity, had been in operation many weeks before the calling of the present session. The influence has been especially manifest in the activity of the wool trade and in some other lines likely to be affected by the tariff revision. Some uneasiness had been manifested as to whether some action might not be taken or urged as to the currency question, but the message of the President and the talk of the party leaders seem to indicate that the work of Congress will be pretty closely confined to the consideration of revenue measures and the passing of a few appropriation bills left over from the retiring Congress.

Most features of the iron situation continue encouraging. Increasing demand is causing a positive, healthy advance in prices in some lines, such as wire nails and other finished products, although the change is slight. Prices of raw materials are not improving, however.

In spite of indications which would seem to warrant a stronger tendency, wheat lost the advance noted last week, and is holding steadily at the lower level. The real changes in value of this cereal have been remarkably small for several weeks. Other grains are steady.

The waiting attitude in textile manufacture and trade continues almost without change, although some works have started operation. Prices have held pretty steady. In the leather and shoe industries there has been a positive advance and the trade movement continues decidedly active.

The general financial situation continues easy, with money abundant at the principal centers. Stock speculation has been dull, but with values generally maintained. Bank clearings have again fallen below the billion point, to \$925,000,000. Failures are still lessening, only 227 being reported for the week.

Secretary Alger's belief that the standing army of the United States is sufficient for all emergencies that are in sight will commend itself to the best sentiment of the times. The grievous burdens imposed upon European countries by the militarism that prevails over there furnish sufficient warning to this fortunate nation to shun the oppressive and vicious consequences of maintaining a large standing army. The great inauguration parade, only a small proportion of which was made up of regulars, demonstrated where the real fighting strength of this republic would be found if necessity should arise.

A bill has been introduced in the Senate at Albany, making it unlawful for any person "to advertise for sale or to sell any article at less than its cost price, or at a price so low as to injure the business of another merchant." This appears to strike at the root of the evil, because the action is based on the rule, "So use your own as not to injure another." The Tradesman sincerely hopes that this bill will become a law, as such legislation would, probably, cripple the department stores and cutters more than any other measure which could be enacted.

THE RUSH TO CITIES.

Every attentive observer of the development of social conditions in the United States has noticed the extraordinary growth of cities as compared with the rural population. According to the census returns in the last two decades, that is from 1870 to 1890, the large number of 6,000,000 people have removed from country homes to town. The statistics show that in 1870 there were 46.72 per cent. of all the people in the United States who were engaged in gainful occupations, employed in farming. In 1890 the numbers so employed were 36.44 per cent. These people had left the farms and had removed to towns.

This is true not merely of the United States; the cities of Europe have grown also at a very rapid rate in a few years past, and the rise of large cities in Australia and South America is also very noticeable. For a long time the most populous cities in the world were in Asia. In later times, Europe, America and the colonies have rapidly bred great cities.

There is nothing new in all this. The facts only show that when wealth and luxury increase, giving city life an appearance of great splendor and attractiveness, the same causes which have operated in the Old World countries at once set to work in those of the new.

There was a time when the Roman Empire was the mistress of the world; when the capital city of that name was the gathering place of all the population that could assemble there, where so much wealth, luxury and supposed enjoyment were to be found. Tyre, Carthage, Antioch, Alexandria and other cities of Asia Minor and Africa, adjacent to the Mediterranean, also shared with Rome the distinction of being great centers of wealth and luxury and were the gathering places of vast bodies of population. In every age there was the same tendency to drain the population of the rural districts into the cities, and all went who could.

Dr. A. C. True, of the United States Department of Agriculture, writing in the March Arena, attributes the flow of the rural population to cities to purely economic causes. He holds that the introduction of labor-saving machinery and rapid transportation have produced the same result in agriculture as in other kinds of manufacturing. A smaller number of men working in the fields turn out a much greater product than the greater number of laborers could possibly secure in olden times, and the products of all lands are easily carried to where they are needed. For a time in this country cheap land, superficial methods of cultivation, rapid development of farm machinery and the swift increase of population engaged in mining and manufacturing enabled the farmers to extend their operations with profit and to give employment to thousands of new men. But gradually, and more rapidly within the past twenty-five years, invention has gained the mastery in agriculture, as in other arts. The brain of man has triumphed over his hand here as elsewhere. Enough is produced to feed and clothe the world. Fewer workers per acre are required. The horse or the machine, steam or electricity, has taken the place of the boy or the man.

The introduction of labor-saving machinery may have some effect in driving men from the farms to the towns; but the very same cause should operate with vastly more force to drive them

from the towns to the country. This rule should work both ways, but the fact is, country people have always desired to remove to town long before there was any such machinery, and the young women never missed an opportunity to make the change of residence whenever the opportunity was offered. The first step of the young men was to the nearest towns and smaller cities. There they sought such employment as they could get, enduring privations and hardships that they never knew at the old homestead in the country, and at last the most capable of them were able to make their way.

The boys who graduated as salesmen and clerks in the country or village stores, if they were capable and worthy, generally got places in city commercial houses, and it is a notable fact that many of the most successful merchants and bankers in the great cities of the Union got their first training in country crossroads stores, where they sold dry goods, groceries, hardware, hats, millinery and general merchandise, and learned useful lessons in human nature. The young fellows who learn their trades in the shops of the village carpenter, machinist and blacksmith gain an all-around knowledge of their business which would be impossible in a city factory where few or no apprentices are allowed, or where men spend their lives in special work and never get a comprehensive knowledge of their trades.

The simple fact is that a laudable ambition usually impels the country boys and girls to go to town, where they hope to find a larger sphere of usefulness; and the examples of the few who succeed outweigh the warning given by the fate of those who fail. Now that the railway and the newspaper are bringing the city so near to the farms, it is not strange that there should be a vastly more rapid flow of population to the cities than when the facilities for travel did not exist, and when more courage was required to take so important a step.

Human beings are gregarious; they love to go in flocks. The attractions of a crowd for the crowd's sake operate very powerfully on most natures, and it is readily seen why young men and women tire of the loneliness and monotony of country life and at the very first opportunity forsake it for the unknown and, perhaps, miserable existence in the city. Hope leads them on, however, and if they ever repent of having taken a false and fatal step, it is usually after it is too late. The people who leave the cities to establish themselves in the country are too few to check the drain of population from the rural districts. Of course, large numbers pass a few weeks of a summer vacation in country places, but they have no idea of giving up city life. The influx to the cities of the world goes on, and will, so long as the gregarious instincts of people shall survive.

Delaware is a State in which old forms and usages are still strictly observed. The ceremony of burning the old applications for licenses and receipts for bills paid was gone through at the Dover courthouse recently. Under an old Delaware law, the clerk of the peace of each county is ordered to burn these papers every five years.

Sixty carloads of window glass is to be shipped at once to a house in San Francisco that formerly sold foreign glass exclusively, according to a telegram from Indiana.

JANE CRAGIN.

Cy Huxley Beards the Lion in His Den.

Written for the TRADESMAN.

If the hostess at the supper given in honor of the newly-arrived guest of the Alta Vista had any misgivings in regard to that same guest, a glance, as he stood in the curtained doorway, instantly dispelled them and she stepped hastily forward to receive him.

"I was afraid that you would be too tired after your long journey to join us, and was almost sorry that the affair had been set down for to-night; but I see that any little thing like a thousand-mile trip across the country has no terrors for you, and I am heartily glad to find it so. Miss Marchland, let me introduce to you Mr. Huxley, from dear old Yankeeland. Miss MacDonald, please make your best bow to Mr. Huxley, on my account now and, later, on his own. Last, though not least, Miss Birkenmeyer, let me hope you will give Mr. Huxley as kind a greeting as you did the rest of us when we first met you. No, Mr. Smith, you've already met Mr. Huxley and quarrelled with him and I don't care to be responsible for anything more in that line. Captain Walker, if you'll kindly request the Chicago lawyer to step one side, I shall be glad to see a good fellow from Philadelphia shake hands with a good one from somewhere else. That, certainly, is so encouraging that I must try it again. Dr. Day, you are the only one left, and if you are not up to the requirements, I'm not responsible. You'll have to 'assume a virtue if you have it not'—Mr. Huxley is all right, I know—and make up any deficiencies you find lacking."

Cy, at the moment, was standing in the center of the apartment and the Doctor, with open palm, "where welcome sat enthroned," gave a hearty greeting, and the two stood for a moment with warmly-clasped hands, looking earnestly into each other's eyes. As Cy had been given to understand, the Doctor had the advantage of him in height by a little, if that was any advantage; but, in physique the Doctor was more slenderly put together, and there was the inclination to the scholarly stoop which habit seems, of necessity, to leave upon the student. But, Cy, straight as an arrow, stood broad chested and broad shouldered, the picture of vigorous strength and manhood. The complexion of the Doctor had given him eyes and hair and moustache—the swallow's wing—of raven blackness, and these gave to his oval face and clear-cut, intellectual features a cast of thought, which made him easily a peer among intellectual beings. Cy, on the contrary, was strongly inclined to the blond. His abundant tawny brown hair, and his lighter moustache, curling attractively over the lip, softened the outline of the face, which was almost square. His blue eyes looked kindly upon the Doctor from under their heavy defense of brow, and the strong good nature at home upon his features, with the so-apparent robust health, gave zest to the Doctor's greeting, and intensity to the professional desire of some day meeting the healthy New-Englander professionally—at the dissecting-table!

"There is no doubt about the need of my assuming any number for virtues which I do not possess," said Dr. Day, "but if, even then, I am found lacking, I shall not be afraid to trust myself to Mr. Huxley's kindness with such a

sponsor as Miss Cragin. Mr. Huxley, I'm glad to know you. You are a little unfortunate in making so early the acquaintance of the Captain and his friend, the Chicago lawyer, but the New England thoroughbred is 'able to quench all the fiery darts of the wicked,' and a glance tells me that you have nothing to fear. If you find later that 'the melancholy days have come' and you need help, kindly let me know. I shall be glad to render you any assistance in my power."

"I thank you heartily, Doctor, for the offer; but I shall not need to call upon you. A Chicago lawyer is not an object of terror—away from Chicago; and—I have always had my opinion of a man who quarrels with any Lazarus from the cemetery of Brotherly Love! Captain, I shall hold myself in readiness to smoke the pipe of peace with you at the earliest possible opportunity!"

"And I will see to it that the opportunity is soon forthcoming," interrupted Jane. "Mr. Huxley, let us lead the way to the supper room. There is no surer way to the establishment of peace upon firm foundations than the stomach furnishes; and these, once firmly laid, will be an earnest of the structures to be built upon them. The rest of you will kindly follow our worthy example!" and Cy, with Jane's dear hand on his arm, lead the way to the waiting dainties.

There is little to be said of the room and the beautifully spread table. It was the best that the Springs could furnish; and that means the best in every respect anywhere. Miss Cragin seated Cy at her right hand and the Doctor at her left, who, on giving his arm to Miss Marchland and seating her at his side at the round table, almost made her Cy's vis-a-vis.

Now Cy, like some others of his sex, was not quick at taking in persons and things at a glance and in the parlor had seen something lovely in a gown of shimmering thin stuff, and it carried a sumptuous fan and a magnificent rose. There were others besides Jane, and Cy thought he had never looked upon quite so—so—daintily beautiful women in his life. But why should he care to trouble himself with anybody other than Jane? The ladies were delightful—all of them—there was no doubt about that. But what if Miss Birkenmeyer was charming, and Miss MacDonald as bright as she was pretty, and Miss Marchland—he turned his glance to that vision of loveliness—was—er—and he forgot what he was going to say? And then Jane made a remark which called for a reply, and Miss Birkenmeyer at his right turned to him with a question and a grace in manner which quite upset him. And then the Captain came out with a remark more suggestive of the scalping-knife than the pipe of peace they were pledged to smoke together. All these things so crowded one upon another that the guest of the occasion would have been overwhelmed—"swamped," he would have named it once—had not Jane come to his assistance and, with a timely remark, given him an opportunity to take his eyes off Miss Marchland and collect himself.

But the spell of that young woman's witchery had been felt, however; and, while the country merchant was not again thrown off his guard, he found it very easy—and just as pleasing—to take advantage of his favorable position at the table and study at his leisure the—the—well, the most beautiful woman his lucky eyes had ever rested on!

RICHARD MALCOLM STRONG.

WHITE LIFE IN AFRICA.

The Goings On of "Pioneers of Civilization."

From the New York Sun.

"Many strange things happen to the traveler in Africa," said a returned woman missionary the other day, "and a missionary has a good chance to see and hear a great deal, although he is not generally expected to tell about it. Nevertheless, it will be just as well if a few facts are known.

"I met with great courtesy on the English steamer when traveling down the west coast of Africa. Every merchant and official who came on board asked for an introduction to the ladies. This was only natural since, in 1886, very few white women were to be found in those regions. We often received fruits and flowers and were treated most kindly. After a pleasant voyage of six weeks we landed at Mayumba, in the French Congo, and were met by several white men, missionaries and traders. Surf boats were waiting to convey us to the shore, and after being nearly pulled to pieces by some natives who were trying to carry us from the boat to the dry beach, we were safely housed in an English factory.

"The owner was a great friend of our mission and could not do enough for us. Soon we were seated around the breakfast table. I cannot describe the excellence of that repast. It would have done very well at a first-class hotel, and I supposed it to be an extra spread to do honor to the occasion. But I soon found my mistake. It was the usual order of the day and the next meal surpassed the first by far.

"Little did I know or care who prepared these dainties, and after getting acquainted with the factotum of the place, I could only wonder that amid all the dirt in the kitchen such things could be prepared and that a drunken cook could accomplish this. One can imagine my feelings when I unexpectedly came upon one of the waiters (table boy) as he was licking a dinner plate, then gave it a wipe with his loin cloth

by way of polishing it and after this returned it to the table for the next course. I was rather glad to say farewell to this hospitable place, to be able to enjoy a plain meal without quite so much dirt.

"We did not get away before we were introduced to the family of the merchant. Two little mulattoes were marched up to shake hands and to kiss the ladies, and a black woman was introduced to us as the children's mother—'my woman,' as the Englishman put it. We were expected to be friendly with these black girls, who are kept in each factory. Of course, these girls are not to blame, since they are often brought to the white men against their will, the relatives receiving presents of rum when they hire the girl out to the trader. Whenever the trader tires of his mistress she is sent back to her family, and he hires another girl. I know of one case where a white merchant, I am sorry to say an American, tried to compel a girl of twelve to live with him, although she was a scholar in our mission school. The missionaries were smarter than he and succeeded in keeping the girl away from him by adopting her. One soon gets accustomed to all things, and after a year or so we were quite used to meeting these women and did not think any more about it than when meeting any other black woman.

"The lives of the traders seem much alike, a little work, a good deal of drinking, and immorality. The climate of Central Africa is very trying, but the white traders are to blame for the great mortality among them. It is not hard work or exposure, as in the case of the missionaries, that kills them, but rather drink and immorality. The outrages committed by these men cannot be told in print, but no crime is black enough, it seems. When the young traders come out to Africa, perhaps young men brought up in Christian homes, they do not like the life there and everyone longs for his engagement of three years to come to a close and vows that Africa shall never see him again. But, alas, at the end of three

years nearly every young clerk has changed his mind and is very willing to return. The life seems to intimidate every one, and this is easily explained: A clerk in Europe must obey his employer and has hard work to live on his scanty salary, but in Africa everything is changed. The salary is higher and expenses are less. Board and servants are found for the clerks. An agent may be placed over a number of clerks, but he does not bother them much if trading goes on fairly well. The clerk is master in his own trading station, and does as he likes. A white trader requires at least four to five servants, an interpreter, a cook, and at least two waiters. Sometimes a jackwash is added to the house servants. Besides these, common laborers are needed, their number depending upon the amount of trade. It is, indeed, strange that every trader or official needs so many servants, but it is a fact. These gentlemen are not able to lace their own boots after a few months' residence in Africa. A boy is sometimes required for this purpose, but more often this job falls to the lot of 'my woman.'

"Nearly all the traders, officials, and explorers rule the natives with a rod of iron and commit the greatest cruelties, especially upon the girls and women. It is no wonder that death often cuts them off in one of their sprees, and although this happens often, it has no effect upon those who remain. They are a little subdued until the funeral is over, but even when returning from the grave they joke about their dead friend and return to their regular ways of life. The 'woman' of the dead man changes masters often before the funeral. Every imaginable vice exists among the white people, who are the exemplars of the natives. The immoral lives of European merchants and officials make hard work for the missionaries. To say that the missionaries are hated by the white people is putting it mildly. To be sure, they turn to us when there is sickness among them or their dead must be buried, but at other times they hin-

der our work wherever they can do so.

"Protestant missionaries seldom get credit for the work they do. At least officials and explorers hardly ever give them their just dues, although they often praise the Catholic missions. It is true that the Catholic missions, in most places, have nice buildings and a large school, and these outside appearances give rise to glowing reports. The explorers remain only a few days at a station and have not time to find out the inside workings of the different missions, nor the treatment which the children receive. The whip of hippo hide, which is the means of persuasion in the Catholic missions and is frequently used on the niggers, disappears when visitors are present. More than half of the children hardly learn to read, but have to work hard on the farm. The brighter ones are exhibited in the schoolroom to the passing stranger. The natives are not slow finding this out, and the Catholics cannot get freeborn native children in their neighborhood. So they carry on a slave trade with the interior. The slave children are compelled to stay in the mission until of age, and in most cases even longer. These things cannot be learned during a short visit, and since the hospitality of the Catholic missions and the quality of their wines are famous all along the coast, explorers sound the praises of these establishments.

"Explorers carry black girls with them into the interior and bring them back with them, if convenient. I know whereof I speak and can affirm it at any time. Civilized nations would soon have stricter laws if they only knew, but it seems as if they do not want to know about the true state of affairs, and if the real facts reach the ears of European governments they are quickly hushed up, and the public at large knows nothing about them. The only remedy for these outrages seems to be for white men to take their wives with them, and through the influence of educated women a different atmosphere will be found in African society."

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.

FIVE PENNIES.

Adventure of a Western Woman in a Rainstorm.

From the New York Sun.

It was raining hard last Monday evening, but the Western woman felt that she must return Mrs. Gotham's book. So she put on her rubbers and her wraps, tucked a nickel and five pennies into her jacket pocket, unfurled her umbrella, and made a dash for the cable car. She gave the nickel to the conductor and then devoted her attention to her strap.

When she got up to leave the Gothams' cosy apartment an hour later her host and hostess insisted on accompanying her home, but the Western woman carried the day when she said she could go quite well by herself. As a sort of compromise, Mr. Gotham took her over to the Lexington avenue car and put her safely on. The conductor came in and held out a grimy paw to receive her fare. The Western woman dived into her jacket pocket and fished out three pennies. Another dive and another penny. Once more! No result, except the dawning of an anxious look on the face of the Western woman.

"I beg your pardon," she murmured, with an apologetic smile, as she clawed feverishly at the lining of her pocket.

The conductor's glance would have withered a prickly pear tree. The Western woman blushed; she held the four pennies disconsolately in the palm of her hand.

"I seem to have lost the other one," she said, and rose slowly.

"Huh!" grunted the conductor, and rang the bell.

The Western woman unfurled her dripping umbrella, gathered up her skirts and made for the curbstone. She was a mile from home and the rain was coming down in wind-blown sheets. She thought of going back to Mrs. Gotham's and explaining her predicament, but she didn't. She put her head and her umbrella down and charged through the storm in the direction of home. The street was almost deserted, and the Western woman ploughed ahead without paying any attention to what might be coming her way. It gave her a start, therefore, when a voice wailed at her side:

"Oh, fur the love o' Gawd, ma'am, won't ye give me tin cints to help me out o' trouble?"

The Western woman stopped short and laughed. The woman who had done the wailing was old and soaked to the skin with the rain. She was also soaked to the skin, from within, with beer, but that wasn't why the Western woman laughed; she hadn't made out the beer yet. The old woman drew back at this unexpected hilarity.

"You really must forgive me for laughing," said the Western woman, "but you've asked the wrong person. Why, I'm walking home in this rain because I haven't carfare myself."

"Oh, Gawd bless ye, dear!" exclaimed the old woman. "Oh, but that's too bad! Sure, an' I'm sorry for ye, an' on a night like this, too! An' are ye so poor as that? Well, now, but ye don't look it. Faith, an' if I had an umbrella like that I'd know where to git a price fur it!"

"It isn't that," explained the Western woman carefully. "I did have the money—five pennies; but when I'd got on the car I found that I had lost one of them."

"An' did the conductor put ye off fur a miserable penny? The dog!"

"Oh, he didn't put me off! I got off," with dignity.

"Well, I don't think any the better of ye fur doin' that same," said the old woman with great frankness.

The Western woman laughed.

"Good-night," she said. "I hope you'll strike something to help you in your trouble."

"Thank ye, dear," said the old woman benevolently, "an' I hope ye'll do the same."

The Western woman had scarcely turned to go when a thought struck her. Those four pennies! Of what good were they to her? That poor, old, forlorn

woman probably needed them. She turned again.

"Say!" she called; "wait a minute."

They splashed toward each other once more, the Western woman fumbling in her jacket pocket as she went. What in the world had got into those pennies, any way? She could find only one of them now. Suddenly she had another inspiration. She shifted her umbrella to the other shoulder and dived into the other pocket. Standing there face to face with the old woman, whose beery qualities were becoming evident now that she was on the windward side, the Western woman slowly drew her fingers out of the second pocket. She moved so as to get the light from the street lamp and counted the total from the two hauls. One, two, three, four, five! The beery old woman was waiting in a deferential attitude. The Western woman looked fixedly at those five pennies, which meant a cable car ride home. But the old woman was hesitatingly holding out her own hand.

"Gawd bless ye, dear!" she murmured, in anticipation.

The Western woman ground her teeth, but the pennies were transferred. Then she turned around and charged through the storm once more, half laughing, half in the mood in which a man says things which are not encouraged in good society. She hadn't gone twenty steps when she heard a noise behind her. She turned around, and there again was the old woman, shuffling along as fast as her awkward old bones would carry her, and panting brokenly. She was rather shamefaced as she overtook the Western woman underneath the street lamp.

"Gawd bless ye," she gasped, "but there's no need in a ledly like you a-walkin' home through this here rain. There was five o' them pennies ye give me, an' though I do need help, that I do," lapsing into a wail, "it's not fur me to take the last cint of a kind-spoken ledly like yirsilf. There was five pennies, an' ye'll ride home the night, Gawd bless ye!"

"I—I knew there were five pennies," said the Western woman. "I found the other one in my other pocket when I gave them to you."

"Ye knew it!" said the old woman in astonishment. "Ye knew it, an' yit ye gave 'em to me an' was goin' to walk home! Oh, the saints presarve ye! Sure, an' you're one yirsilf, that ye be! Never ye mind me, dearie," she continued confidentially, laying her hand on the Western woman's arm and admitting a beery twinkle to the corner of her eye. "Don't ye hesitate on my account. It's a bad night, but sure an' I've had worse luck in better weather!" and she shook her gown so that the Western woman caught the sound of jingling coins.

The five pennies changed hands once more.

"Good night," said the Western woman again, "and thank you very, very much."

"Don't mention it," said the old woman benevolently, in fact, quite regally. "Sure an' it isn't every night one has the chance o' doin' so much good with five cints," and she waved her hand genially after the Western woman, who was this time headed for the cable car.

A resident of Trimble, Tenn., taught his pointer pup to remain in the yard by punishing it when it went outside. The pup took the lessons to heart and one day when it saw the family cat go across the street and sit down, it ran over, caught the cat by the neck, and brought it home.

Traveling through Osceola, Mo., on his way to a fairer country, with his possessions in a big wagon, a disgruntled citizen displayed on the sides of the van this device: "In God We Trusted; in Missouri We Busted."

A Missouri mother has hit upon a successful plan to get her three daughters home at satisfactory hours from their various social diversions. She requires the last one in to arise first and prepare breakfast.

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.

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.

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.

How a Grocer Worked a Game of Bluff.

Stroller in Grocery World.

Ever hear of poker? I realize that no reader of the "Grocery World" would do anything else but hear of it, so I will endeavor to explain why I refer to the game here. Poker is a game in which what is known as "bluff" is a more important feature than in almost any other game you can mention. At least I'm told this. I understand that men often make hundreds of dollars by pure bluff alone. It's a valuable possession—bluff. I know a case where a grocer who uses it saves hundreds of dollars in bad debts.

This grocer is an original sort of dub—all the time thinking up schemes and ideas the average man would never think of. For example, he had a parrot which he taught to say, "Ain't this a nice store?" while customers were being waited on. That's the style of fellow he was. Why, that parrot business got him lots of trade, especially from children, who would go squares out of their way to hear that parrot squawk.

We were talking one day not a great while ago about how hard it was for a credit grocer to make collections.

"I've got the greatest collection scheme you ever saw," he said.

"I don't believe in collection schemes," I said. "The greatest collection scheme a grocer can have is the cash system."

"This scheme of mine is different from lots of others," he said, "because it works."

"What is it?" I asked, somewhat wearily. I have so many "ideas" pumped into me all the time that do you wonder I grow tired?

"It's pure bluff," said the grocer. "A man with an ounce of brains could knock the life out of it, but mighty few seem to have the necessary ounce. You see, I have studied up the laws which cover the collection of debts pretty carefully. I know just what I can do and what I can't. Very few ordinary people know as much as I do about the matter, so I take advantage of their ignorance."

"When I have a customer who owes me a bill that I have tried every possible way to collect and failed, then I use this scheme. Nine times out of ten it works, and works mighty quick. I give a debtor six months before I work the scheme on him. If after six months I can't get the money he owes me, I send him a duplicate bill marked this way."

He showed me a sample. It was the regulation bill head, but on the bottom stamped in big red letters an inch long were the words, "You are No. 4."

"What the mischief does that mean?" I asked.

"That's the scheme," he said, "Those words immediately arouse the curiosity of that debtor, and he begins to wonder what I have up my sleeve. Very often he decides that he'd better pay the bill to avoid trouble. When they ignore this as they have the previous bills, I use my space in the newspaper to rub it in further. Not long ago I sent several of the stamped bills to bad debtors. I think they were numbered 6, 7 and 9. Well, each one of those men would of course recognize his number if he saw it again, while the public wouldn't know who was meant. So I used it this way."

He went to his desk and took a newspaper clipping out, bringing it to me. I got permission to copy the advertisement, and here it is:

FLEE FROM THE WRATH TO COME!

.. ATTENTION ..

No. 6.

No. 7.

No. 9.

Pay your just dues before January 31, or be

EXPOSED IN THIS SPACE!

The grocer looked at me triumphantly. "See the point?" he asked.

"Can't say I do," I said. "You don't mean that that makes anybody pay his bill, do you?"

"That's what I mean, exactly," he said.

"Why, don't you know," I said, "that the law wouldn't let you publish any names in that way?"

"Certainly I do," he responded, "but these fellows don't know that. They think by my threat that they'll be shown up if they don't pay their bills, and they usually pay up."

"You see it has this advantage," he went on: "Every one of those men designated by Nos. 6, 7 and 9 know just as well whom I mean as if I said John Smith or Sam Jones, because he has previously gotten a bill with his number on in big red letters. That is a direct appeal, and at the same time it's within the law, and usually succeeds in its object."

"What could you do, though," I asked, "where one of these fellows ignored the threat?"

"Nothing," was the reply. "The bluff then simply hasn't worked, that's all. But it fails in mighty few instances."

Who shall say that poker has not been of some use in this world!

Mexican Oranges in This Country.

As the Mexican orange is rapidly making its way into our markets and in the future will be a prime factor in the commerce of the two countries, as well as filling in a "gap" between the crops of Florida and California, which heretofore has been largely done by more remote countries, I deem it proper to acquaint our orange dealers with the conditions and future outlook, says United States Consul-General Crittenden. This year nearly a thousand carloads will go to the United States.

The prices obtained in Chicago, Kansas City, St. Louis and Cincinnati for Mexican oranges are from \$2.50 to \$3.50 (gold) per box, averaging from 176 to 200 oranges each. Shipments begin about Sept 1 and end Dec. 15. It ordinarily takes twelve days, moderately fast freight, to send cars from shipping points to Chicago or Cincinnati; however, some cars have reached these points in eight days. The earliest shipping oranges are from Yau-tepec and Atlixco. The best shipping oranges are from Hermosillo, Montemorelos, Rio Verde, La Barca and Guadalajara; the next grade are from Yau-tepec (excepting the wormy), Michoacan and Atlixco, Puebla. The Coatepec, Veracruz, are moderately good, but the Orizaba and Cordoba are not good for shipping; in fact, many contend that they will not stand shipping at all. Colima and Tepic produce very fine oranges, suitable for exportation, but would require double handling from orchards, thereby curtailing the profits and endangering the fruit.

The boxes generally used for shipping are imported from the United States and are the Florida and an imitation of the California. One or two firms in Mexico have attempted to manufacture orange boxes, but have not succeeded as yet in producing a first-class quality. The cost of a box is 31 cents; of the wrapping paper, 15 cents per box (all of which is imported); cost of packing, 36 cents per box; freight and consular costs per box to Kansas City, St. Louis, Chicago or Cincinnati, \$2.04, and United States duties, 16 cents (gold) per box.

A single type dropped from one of the forms of a Pittsburg paper a few days ago, and it cost the paper just \$405. A dry goods firm there advertised a special sale of ladies' wrappers at 98 cents. It was the figure 9 that dropped out while the forms were being handled. A tremendous crowd of women were at the store early the next morning, some coming shortly after daybreak, to get these wonderfully cheap eight-cent wrappers. The firm realized that a serious error was made, but it kept faith with its patrons. Every wrapper in the house was sold at a big loss, and a bill for \$405 was then sent to the newspaper. It paid it without protest

IN GOOD FORM.

Sample Advertisements Possessing Drawing Power.

For the guidance of its readers, many of whom are extensive advertisers, the Tradesman commends the following sample advertisements as embodying excellent features:

Hay There!

It is reported of a nobleman that he told Queen Elizabeth that he came to court for two reasons: First, that he might see her majesty, and second that her majesty might see him.

We advertise for two reasons: first, that we might reach you, and second, you might reach us. It would be profitable to each of us.

For our new lot of hay is the best the market affords. We do not sell it below cost. The man who says he does, doesn't. But we sell it at the lowest figure and yet be honest.

It is the most economical to buy, for it gives the most nourishment and keeps your animal in tip-top condition. And that is living economy.

Prompt... Delivery

That means a great deal—sometimes a great meal—for the want of prompt delivery the dinner was late.

Our stock of groceries and provisions is kept at high estate—fresh, clean. We make it a point to deliver when needed—not too soon, not too late, just in time to be good.

If you think this kind of service is of value to you, we'll be around your way just as though we didn't have to attend to anybody else. It's the way we have of doing business. That's all.

Keeping Down Family Expenses

is a favorite pastime with not a few usually well-to-do folk, in these times of depression. Most people look twice at a dollar nowadays before they part with it, and when the average head of a family goes to buy shoes he makes sure of his "footing."

He wants the best his money will buy. This is probably the main cause of the steady increase in our shoe business while others have suffered a decline. We have made a reputation for our footwear which makes everybody feel safe in buying here—and they are safe.

There's Not the Least Doubt...

but what we offer in our hosiery department just the kind of hosiery which will give you the best satisfaction. No stock in our store receives more thoughtful attention or is more popular and successful. By careful and correct methods we have built up the large-t hosiery business in this section. Here you'll find strictly reliable and high grade goods at prices charged for more ordinary and less satisfactory kinds elsewhere. We quote some interesting prices to prove it.

Leaky Shoes

may be made to do if good rubbers are used, and, if you insist on making the old pair last until spring, we'd advise you to secure a pair of these Good-years, at only 32 cents—to-day.

The Round World Over...

The swish of the silken skirt; the sound of its tuneful sweep; the sheen of its glimmering folds will be heard and seen wherever fashion has a friend or follower. We have anticipated the demand. The push is on. Our stock is complete, meeting every requirement.

Here, Boy!

If you haven't got but a dollar for shoes, come in and see if you can't get some out of this lot; (Prices here).

You see they are all bang-up good shoes, only a little off of the stylish toe, but that won't cut any figure on your feet and the price will cut quite a figure with your pocketbook.

Insure Against Accident.

The best and cheapest insurance is the kind that prevents the accident.

Wear a shoe that does not slip. Here's one with a sole having a rubber center, which prevents slipping on snow or ice as effectually as rubber overshoes, and with these you have none of the discomforts common to the wearer of rubbers.

A NEW SNAP!

a very cold snap right on time, but A. W. Ferguson & Co. are prepared with a large line of

Heating and Cooking Stoves

to supply your immediate wants. Yale, Mich.

Napoleon Said

"Victory belongs to the most persevering." The same idea is expressed by the phrase, "Keeping everlastingly at it brings success."

The determination to dispose of Belding's entire stock settles the question as to where you can procure the greatest value for the money. We demonstrate, from day to day, our supremacy as bargain givers, and if you ever met a bargain face to face, you'll need no formal introduction to the prices we quote. (Here follow matter descriptive and prices.)

"There Are Others Just as Warm,"

but there are no shoes in the market that keep out the cold any better and none that keep the feet any dryer than these patent enamel shoes for men.

The early spring, with its cold evenings, its mud, sleet and slush, demands just such a shoe as this, and the price makes it easy for you to possess a pair.

About 865 tons of gold are estimated to be in actual circulation as money in the United Kingdom, that being approximately the weight of £110,000,000.

English exchanges report that Dr. Koch has discovered a method for rendering cattle free from liability to attack by rinderpest.

SIXTY YEARS AGO.

An Octogenarian's First Lessons in Mercantile Life.

Written for the TRADESMAN.

Born near a little village in the western part of Ontario county, New York, I lived, until the age of 18, the typical life of a farmer lad, uneducated except such instruction as I received from my mother and grandmother and six months' tuition in the Canandaigua Academy at the county seat of Ontario county. This six months I lived in the family of a merchant, doing odd jobs at the store and in the house to pay for my board.

My father died when I was but four years old, when our little family found a welcome home with my grandparents. After an interval of fourteen years my boyhood days were cut short by the sudden death of my grandfather and the scattering of our domestic circle. The old homestead was sold and then life's struggle began. When the estate had been settled, I recollect my grandmother calling me into her room and, after explaining the financial situation, asking me what I wanted to do for a living. "If I were able," she continued, "I should educate you for a profession; but you see I am not. I don't want you to go out to work on a farm—you have been obliged to do too much of that already for your strength. Take time and think it over, and your mother and I will do all we can to help you; but I want you to be the one to choose your occupation."

I was not long in coming to a conclusion when I remembered the kindly face and kinder words of the great-hearted merchant in Canandaigua with whom I had lived and done chores for, for my board, while receiving the only schooling I ever had outside my own home. It was with some trepidation that I told my grandmother of my choice of occupation, fearing that she might not take the same roseate view of the situation that I did. My misgivings all vanished when I learned that my choice was heartily approved.

The following Monday morning found me, carpetbag in hand, on the road for a twelve-mile walk to try my fortune. I went to my old merchant friend, who greeted me with affectionate cordiality. After explaining to him the situation, I was surprised by his proposition to take me at once into his employ and board me in his family. I confess the thought came into my mind that \$6 a month was not a very fat salary. But it was work, and would lead to better things.

My employer was an accomplished merchant of the old school. Exceedingly methodical and painstaking in his business, he insisted upon those habits in others and the same strict attention to the business that he gave it himself. Like all new beginners, the broom, dustpan and oil can were placed in my hands as weapons offensive and defensive, with which I was expected to win success.

Here seems to be the proper place to contrast the methods obtaining in those early days—1835—with those of the Now:

The only illuminating substances used and sold were sperm oil, sperm candles and "tallow dips." Molds for making tallow candles had not come into use. The butchers made all their tallow into dips. The process consisted of many small rods strung with wicks the proper size and length, which were

dipped into melted tallow, taken out to cool and then returned. This process was continued until the candles were the regulation size, which was three-fourths of an inch in diameter at the larger end. These tallow dips sold at retail for ten cents per pound, the trade being fully supplied by the local butchers. The sperm candles were all imported, and very expensive, retailing at 50 cents per pound. They were beautifully colored in pink, blue, pale green, and yellow. They came in cartons, assorted colors, of five pounds each. They gave out a pleasant light with three times the power of the tallow dips; but the price placed them beyond the reach of the poorer customers. They only retailed to the country farmers on wedding occasions. The first American product to come into competition with the imported sperm candles was made from stearin, a product manufactured from hog lard by the Cincinnati pork-packers. These stearin candles retailed for twenty cents a pound. They were a successful imitation of the imported sperm candles except that they were not transparent.

The best white sperm oil retailed at \$1.25 a gallon. This was in general use, in lamps of various sizes, for lighting stores. Great care and some skill were necessary in cleaning and trimming, else they would surely smoke; and woe betide the careless clerk who left a smutty chimney. A good-sized store would use from six to a dozen of these hand lamps, with one of larger size suspended from the middle of the ceiling. It was no small job to keep all these lamps in trim to satisfy my fastidious employer; but I succeeded.

When my memory turns from the recollection of those dimly-lighted business places to the gilded palaces that line the marts of commerce today, with their countless electric lights turning night into day, it seems as though the wand of the enchanter had been abroad in the land.

It was only in the largest cities that gas was used. The next improvement in illumination was the manufacture of burning fluid, an article of commerce called camphine. This was made from alcohol, spirits of turpentine and camphor. It was as transparent as water, perfectly clean and gave out a strong mellowed light of five times the power of sperm oil. It soon replaced all other illuminants. My employer was the first merchant in the village to use it, greatly to my satisfaction.

With the exception of drugs and medicines, all the merchants were general dealers. Dry goods, groceries, hardware, boots and shoes, crockery and glassware, Yankee notions, mechanics' tools and agricultural implements—all could be purchased under one roof, in reality a miniature department store.

The grocery branch of the business embraced the smallest number and variety of articles. Then there were but five varieties of tea known to the trade. Old Hyson, the highest in price, retailing at \$1.25 per pound, was a coarse-grained tea, free from dust and very aromatic. Young Hyson was fine grained, resembling some of the best Japan of the present day. Hyson skin tea was the poorest green tea imported, being coarse and loose, dark colored and mild. The Imperial brand was hard twisted, nearly uniform in size, clear and as free from dust as wheat. Black tea was but little used. It always came in packages of half pounds each. Tea was sold to the consumer just as it came from the importer. There was no manipulation by the middleman—no multiplication, by mixing, of varieties and prices—but it was all sold straight.

Every purchaser knew just what he was buying. How different now. How much of the tea that reaches the consumer would be recognized by its brand if returned to the land of its nativity?

Ground spices of every kind, except ginger, were unknown in the market. Every family had a spice mill or an iron mortar and pestle for grinding or pounding them. Ground ginger was a stranger to corn meal, and flour of mustard, as it was called, had not formed an alliance with yellow ochre.

The sugar market showed, if possible, a stronger contrast with that of the present. There were but two varieties—white and brown. All sugar was pure, and its cleanliness and shade of brown determined the price it would bring in the market. Glucose and its kindred abominations had not made their debut. The only white sugar used—loaf sugar—came in cone-shaped cakes, varying in size and weighing from three to twelve pounds each. Its grain and purity determined its value.

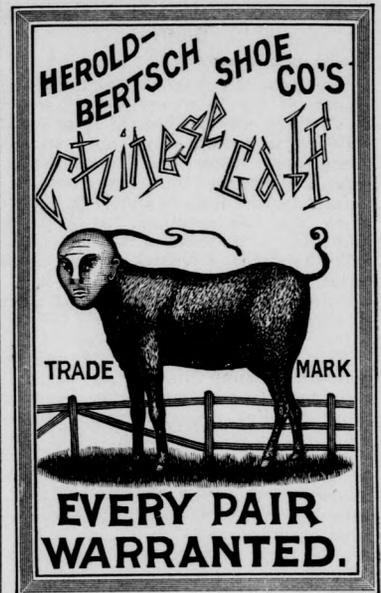
Most of the molasses sold was of Southern make, and came in immense hogsheads in sailing vessels from New Orleans. Some of these hogsheads weighed 1,400 pounds. It was a common occurrence for a merchant to take a hundred pounds of fine-grained sugar from the hogshead after the molasses was drawn off. The only syrup known was called "sugar house syrup." It was the drippings from the sugar vats before the sugar was shoveled into the hogsheads. In color it was a beautiful amber, and perfectly free from any disagreeable flavor. The retail price was usually \$1 a gallon for the best.

The manufacture of candy was entirely confined to stick varieties, and was mostly retailed by the druggist.

By comparison, the infinite variety and various forms of grocery stock which enter into everyday consumption displayed by the up-to-date grocery dealer are simply bewildering, and will be noticed in a future paper.

W. S. H. WELTON.

Owosso, Mich.



SOLD ONLY BY US

Herold-Bertsch
Shoe Co.,

5 and 7 Pearl Street.

State Agents for

Wales-Goodyear and
Connecticut Rubbers.

Mail us your orders.

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

HIRTH, KRAUSE & CO.
GRAND RAPIDS.

Some Observations on Inconsistent Legislation.

Written for the TRADESMAN.

The logic upon which some statutes are founded, apparently in the interest of the public, will hardly stand the test of investigation that experience surely discloses. It is a common saying that "women jump at conclusions." This can be more truly said of legislators in these last days, especially concerning laws affecting the drug trade.

They reason thus: Some manufacturers of drugs put on the market goods that are either adulterated with unwholesome ingredients, or are not up to standard strength. On reaching the consumer through the regular channels of trade they may prove injurious to health, or if dispensed on prescription fail to produce the effect intended by the prescriber. Therefore, the retail druggists must be the guilty parties because they sell direct to the consumer. The only way to protect the public is to enact that every druggist is to be held responsible for the quality of all drugs sold by him, and in case any article in the long list of his stock shall be found to fall short of or exceed the Pharmacopoeial strength of said drug he should be mulcted in damages for such failure or excess.

Some of the most influential and widely circulated drug journals have editorially advocated the most extreme views as to the duties, qualifications, and responsibilities of retail pharmacists. They insist that druggists should not only be qualified judges of every medicinal agent dispensed or sold from day to day, but also that they should thoroughly examine and test all purchases before putting them on sale, even to the extent of making a chemical analysis.

A few states are leading off in statutes that enforce these extreme views. Ohio has been one of the first to put them in the crucible of experiment, and events have shown how a reform illogically begun can degenerate into persecution on behalf of a public that never felt the evil calling for reform by law, nor cared in the least as to its enforcement.

One druggist was arrested for the crime of selling elm bark that on analysis showed 3 per cent. of starch. As elm bark is used mostly for poultices, and weak infusions for inflamed mucous surfaces, and an authority high in rank has found about the same per cent. of starch in bark taken fresh from the tree, the danger to public health could not have been great.

Another druggist had the audacity to keep in stock dilute phosphoric acid a little above (not below) standard strength, and for this attempt to tamper with the health of his fellow citizens he was duly arraigned for misdemeanor.

So far as reported, no case of unlawful sale has been revealed that could by any reasonable possibility involve serious consequences, although thousands of dollars have been spent in assays and prosecutions to discover and punish the same. In fact, pharmacists as a rule have shown their loyalty to the logic upon which the law is based, and have used due diligence to secure drugs true to name, and of good quality, and to dispense them unadulterated to their customers. The tide of suspicion that has rolled upon them does not come from consumers, but rather from a class of hysterical reformers who have agitated themselves into a belief that all the petty evils in the world arising from man's selfishness can be cured only by

striking out blindly with the strong arm of the law, regardless how it affects the rights of others.

While the druggist has thus become a target for the artillery practice of analysts, agents and sub-agents, whose pay roll is estimated by the number of shots delivered, the physician, who keeps a similar line of goods, procured from some obscure supply house that makes low prices an inducement to secure orders, alone stands untouched in the general fusillade, as though in a charmed circle of professional integrity. No one asks him to analyze his purchases, although in some places they exceed the salable stock of the druggist furnishing him assorted lots of prescription vials. Although his medicines are often guessed out in the hurry of office consultations instead of being weighed or measured, and directions for use are mostly given verbally, thus liable to be forgotten or misunderstood, the logic of the law does not apply to him. Should mistakes occur through haste or carelessness they are condoned by reason of the glamour surrounding his profession that is supposed never to err.

For these reasons, in brief, the writer disclaims reverence for the logic of a law that is crude, partial and unjust in the methods of its execution, and is more likely to provoke disrespect than intelligent, willing obedience. Of all the laws now on our statute books those that claim to control classes of citizens as classes are the ones easiest to pass the committees having them in charge because they usually avoid public scrutiny and discussion. They are not to any extent the expressions of the people's will, but in many cases only embryonic abortions from the brain of some enthusiastic reformer knowing little of human nature and less of his own. It is no wonder so many die of inanition because of imperfect development.

The question of restraining the greed of dishonest producers and distributors by pure food and drug laws may in time be acted on more intelligently. To reform any such evil we should first be sure that it exists to an extent that may be estimated, so that public sentiment, the means by which law becomes effectual, may be invoked to sustain it. Then when a legal remedy is concluded upon, it should be applied to the root of the evil, which is always found in producers, whose reputable business character alone makes it possible to secure buyers among retail distributors. The latter, when acting in good faith, should be treated at least as fairly as the law now treats conscienceless pawnbrokers or secondhand dealers in odds and ends. To outlaw an honorable class of business men by special edicts, as is done with Jews in Germany and Russia, is not in harmony with the Republican theory we are taught to respect. It will surely not elevate the standard of pharmacy, nor relieve our marts from the evils of adulteration in any line of production.

Our system of jurisprudence always admits a distinction between the counterfeiter and one who is unwittingly his victim by thoughtlessly accepting his wares as genuine. The worst penalty it inflicts is to confiscate the unholy thing, or warn him against using it as a medium of exchange. It is not charged that druggists to any extent willfully defraud the public, but that they are frequently victims to the acts of dishonest manufacturers and wholesalers. Should such instances occur, confiscation alone

would be penalty enough for what is at the worst, only a case of misplaced confidence. If the true transgressor cannot be reached the victim would not be, as he is now, unjustly punished.

But if the logic of the Ohio law is to prevail in the statutes of the future, so as to prevent the sale of any article of commerce that fails to stand the procrustean test of official examination, impartial justice should be its distinguishing feature. To this end let it be extended to cover every form of deception of which the public may justly complain. Let the counterfeiter of goods in all lines be treated as those who counterfeit coin or paper currency. Let shoddy goods, veneered watches or jewelry, and fake imitations of every nature be hunted down by authority of law until there shall be no necessity for any customer to use his judgment in the purchase of any article needed to supply real or imaginary wants. Thus might every producer and distributor be made honest by statute and none could be found to hurt, destroy, or deceive an innocent, trusting purchaser in the days of our new business millennium.

PETER C. MEEK.

John Lawder, nicknamed the "Water Crab," a hermit 65 years old, who for forty-five years has lived alone, dealing in old books and picked rags and bones, at Baltimore, died there last month. All the year around he would rise at 2:30 o'clock in the morning and forage before dawn. He was the son of a lawyer.

Prof. Simon Newcomb, who has had charge of the Nautical Almanac for more than twenty years, will be 62 years old on March 12, and will be retired then according to law, unless Congress, by a special act, should extend his term, which it probably will do.

GEO. H. REEDER & COMPANY

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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.



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

DO YOUR FEET SLIP?

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



PINGREE & SMITH, Manufacturers.

RINDGE, KALMBACH & CO.

12, 14, 16 PEARL STREET

MANUFACTURERS AND JOBBERS OF

BOOTS, SHOES AND RUBBERS

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

BOSTON RUBBER SHOE CO.



MICHIGAN BARK & LUMBER CO.,

527 and 528 Widdicombs Bld. Grand Rapids, Mich.

N. B. CLARK, Pres. W. D. WADE, Vice-Pres. C. U. Clark, Sec'y and Treas.

We are now ready to make contracts for bark for the season of 1897. Correspondence Solicited.

A Nuisance of the Village Store— Ways of the Women.

Written for the TRADESMAN.

The sale of tobacco and cigars ought really to be confined to the tobacconists, yet in our smaller towns such a reform seems entirely out of the question. A village with a population of a thousand usually has at least ten dealers in "the weed." Every grocery, every general store, every hotel, restaurant and saloon, and the apothecary shop—each has its cigar counter, and most of these places keep tobacco in other forms as well. But, even with this condition of affairs, what country merchant would dare to drop his tobacco stock? There is more to it than the mere loss of profit in this one line of goods. Many of our customers expect confidently to obtain certain articles from us, and to disappoint them in this important item might, and in many cases would, drive them to other stores where the proprietors were less fastidious. Still, the fact remains that the tobacco trade is a mighty nasty one, and should be kept separate from all else. Things are bound to get mixed. The lady who is waiting patiently her turn to purchase half a pound of Oolong tea sees the clerk weigh out Bill Jones' nickel's worth of fine cut, and then her tea in the same scales, and wishes she had tried some other store.

Tobacco is as staple as flour or pork or sugar. It is often the first thing asked for when Rube comes to town to do some "tradin'," and not seldom is it the thing that brings him to the village. The writer has seen country customers come in with thirty cents' worth of eggs and trade them for ten cents' worth of chewing tobacco, a dime's worth of "smokin'" and the rest in tea, and then go home without making any other purchase. A country store doing a good business without a stock of tobacco would be a pleasing spectacle—providing the spectator were not stricken dead with amazement at the sight.

* * *

Joshua was going to town one day and so Lobelia asked him for the seventh time to be sure to bring the thread.

"Get one spool of white thread number forty, and one spool number thirty-six."

"Both white, ma?" he asked.

"Yes, Joshaway, both white."

"Well, ma, why don't ye git both forty or git both thirty-six an' be done with it?"

"I don't get both the same number, Joshaway, because I can't use the thirty-six when I need the forty—I want them for different uses."

Joshua sniffed, but started for the village without further comment. On his return, however, he took up the matter again.

"Now, Lobelia," said he, "I got that air thread ye was a talkin' about, an' I've bin a lookin' at it pretty nigh all the way home, a tryin' to see what the difference is atween 'em, an' I'll be hanged if I b'lieve the' is any difference."

"Why, Joshaway, the' is all the difference in the world. A person ought to pretty near tell it in the dark."

"Lobelia, d'ye s'pose ye could tell it in daylight?"

"Why, of course I could."

"O, you mean ye could if ye seen the size printed on the spool."

"No, I don't nuther. I can tell by the size of the thread. I hain't quite blind yet."

"Ye wouldn't mind tryin' then—jes' to satisfy a feller?"

"Why, no; but it ain't no use, Joshaway. I can tell the difference easy."

"Well, now, Lobelia, I've got a spool of number thirty-six an' a spool of number forty. Ye'd better look at 'em so ye'll be satisfied I hain't a foolin.' See 'em?"

"Course I see 'em."

"Well, I'm a goin' to turn my back to ye now, an' fix the thread—there now, ma, it's ready. I'll hold my han's together—so. The's the end of a piece of thread a stickin' out from under each one of my thumbs. Now tell me which is the thirty-six an' which is the forty—an' ye mustn't make no mistake, 'cause if ye do I'll laugh at ye."

"Sure ye got the spools in yer han's?"

"Sure!"

"Ye mustn't try to fool me; but then, that wouldn't make no difference, for I could tell anyway. Now, this is the thirty-six, an' this is the forty."

"Sure, ma?"

"Sartin sure! Why, the's lots of difference. This is ever so much bigger."

"Does it honest look bigger, ma? I can't see no difference."

"O, y-e-s; I can see it plain. Yew could, tew, if ye was used to sewin'—which course ye ain't."

"Then the thread in my left han' is the—"

"Thirty-six, of course."

"An' the one in my right han' is number forty?"

"Yes, forty—anybody could see that."

"Now, Lobelia, ye take a holt of an end in each of your han's, an' hang on good, so 't ye can't say I changed ends after ye guessed."

"All right, Joshaway, I've got 'em."

"Ye're sure of the size now—no foolin'?"

"Yes, dead sure—I couldn't make a mistake if I tried. This is the forty, an' this the thirty-six."

"Ready?"

"All ready."

"Hang on then."

Lobelia pulled, as directed. When "Joshaway" opened his capacious hands, she found herself firmly holding a piece of number forty white thread about a foot long, which he had broken from one of the spools. The other spool had not been touched!

* * *

And this reminds me of something else. The wife of a merchant friend of mine was mighty particular about the quality of her black pepper. She would never use the ready ground article, no matter what the grade, for she "knew it must be adulterated;" so my friend was called upon periodically, in season and out of season, to run the family pepper mill. Long time he bore his cross, with only such slight protest as the occasional bringing home of samples of new lots of ground pepper of particularly fine quality. But these were always rejected as being basely sophisticated or entirely bogus, and he had about resigned himself to a lifelong servitude to that pepper mill when he one day became possessed of an idea. It was Sunday and his wife had gone to church, leaving him in charge of the children and the house. That made it easy, so, going to the pepper can, he took a handful of berries and, after grinding them very fine, made a neat little package of it and put it in his pocket.

While his wife was getting dinner that day, he produced the package, with

the remark that it was some strictly pure ground pepper which he was sure she would like just as well as the home ground variety.

The lady declared it was "no use to try the stuff"—she "had become sick and tired of ready ground spices;" but she "would test it if he desired." She daintily sniffed at the package but turned up her nose at its odor. She said it had "that same smell that all ready ground pepper has." Said it was "half cocoanut shells at the least calculation." They used it at the noon meal, but the lady rejected it utterly and without a chance for reprieve.

Then my friend made a disclosure. He told her what he had done. He is a truthful man and his wife is just, even though a crank on ground pepper, and she believed him.

The spice mill has been laid aside, and the wife of my friend accepts, without comment, any and all ground pepper he brings to the house.

Geo. CRANDALL LEE.

New Scheme to Boom the Tobacco Trade.

In order to stimulate business a number of retail cigar stores in New York are offering to purchasers free accident insurance to the amount of \$500. The usual condition precedent to securing such a policy is the purchase of at least 25 cents' worth of cigars. The policy runs for seven days. To perfect the insurance the policy-holder is required to mail his policy coupon to the insurance company. He may do so at any time that suits his convenience up to July 15, 1907. A reporter, who secured one of these policy coupons on the terms mentioned, asked the dealer of whom he secured it what the cost to him was of each coupon. He said it was 3 cents.

Failed to Work a Second Time.

"When you stepped on that gentleman's foot, Tommie, I hope you apologized?"

"Oh, yes; indeed I did," said Tommie, "and he gave me ten cents for being such a good boy."

"Did he? And what did you do then?"

"Stepped on the other and apologized again, but it didn't work."

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.

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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.

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Michigan Commercial Travelers' Association.

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

United Commercial Travelers of Michigan.

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

Michigan Commercial Travelers' Mutual Accident Association.

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

Lake Superior Commercial Travelers' Club.

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

SUCCESSFUL SALESMEN.

Adam W. Lind, Representing Strong, Lee & Co.

The steady dropping of the water will, in time, wear away the toughest kind of stone; so will politeness, perseverance and honesty, on the part of a salesman, wear through the chilliest and most reserved exterior of merchants. With these essentials as a headlight, Adam W. Lind selected a set of samples and started out for Strong, Lee & Co., in 1888, and, by conscientious, hard work, he has built up a trade which is a credit to himself and to his house, and he can point to the best of his customers and friends and say that



they have been buying from him ever since he has been on the road, which, to a traveling man, means that his trade has confidence in him and that he has never abused that confidence.

Mr. Lind was born in Hamilton, Ontario, in 1865, and comes of genuine Scotch stock, his father being from Glasgow and his mother from Falkirk, so that he cannot claim any relationship to Jenny Lind, P. T. Barnum's famous Swedish beauty. At the age of 10 years, his parents moved to London, Ontario, where he finished his schooling at the Collegiate Institute, and at the age of 15, having come to the conclusion that he would adopt the dry goods business for his life work, he accepted a position as junior clerk with Thomas Beattie & Co., the leading dry goods house of the city. After being there two years, he decided to enter into partnership with his father, Wm. Lind, under the style of Wm. Lind & Co., and try the wholesale hat and cap business. The father,

being a believer in the theory that a young man should get out and hustle for himself, put Adam on the road, so that at the age of 17 he had the distinction of being the youngest commercial traveler in Canada. The firm retiring from business ten years later, he decided to cast his lot, without any fortune, in Uncle Sam's domain and, being very much taken with Detroit as a city, and having come to the conclusion that dry goods was the best line to tie to, secured a position in the wash goods department of the Taylor, Woolfenden Co., the large retail dry goods house. The third year found him at the head of the mourning goods department, which is considered the choice department of all large houses. In January of the following year—1888—he took the position of city salesman for Root, Strong & Co., which position he capably filled until the firm changed into the present firm of Strong, Lee & Co., which was in September of the same year, when he started out on the same territory that he is still covering, which embraces the most important towns in the northern portion of the Southern Peninsula.

Mr. Lind has been married a little over two years and lives very happily with his wife and baby in Traverse City, which enables him to spend more time with his family than he would be able to do if he resided in Detroit; and, at the same time, he is more centrally located among his trade.

Mr. Lind is a firm believer in Masonry and is a member of Palestine Lodge, Detroit, and hopes, before long, to be allowed to rise further into the mysteries of the noble order.

He prides himself on the fact that he belongs to a family of commercial travelers, his father being one of the pioneer and most successful traveling men of Canada, and two of his brothers following the same vocation, so that, possibly, some of his success may be inherited.

Hereafter all persons who do not belong to the army will be kept out of the fortifications of the United States. This appears to be a proper precaution. It is all well enough to talk about this being a free country, and that every American citizen has the right to know what his Government is doing; but it is still a question whether every method of defense against a foreign enemy in case of war should be made public as soon as it is put in operation. It isn't done in any other country, and there is no good reason why it should be done in the United States. The recent incendiary fire in the Government fortification at Pensacola, Fla., was a strong argument against allowing all sorts of people to visit and inspect the nation's defenses. The inventive skill of our people is sufficient to keep us at least abreast of any other country in new methods of offensive and defensive warfare, and the more we keep the results of this skill to ourselves the greater will be our advantage over an enemy should there come occasion to demonstrate it. The publicity given thus far to experiments made by our navy and war departments with powder, guns and armor have proved of the same benefit to other nations as to our own, thus enabling them to make equal progress. It is therefore a question whether eventually it will not be the safer policy for the Government itself to manufacture all of its war material and thus be in a position to keep secret superior processes that may be discovered.

The Drug Market.

Acetanilid—Circulars have been issued by manufacturers announcing a reduction.

Acids—Citric is lower by 1/2c per pound. Carbolic is 1/2c higher.

Arsenic—Market still featureless, but a continued firm feeling across the water imparts a steady undertone to the market here.

Balsams—All the late arrivals of Maracaibo copaiba have been taken for export, and it looks now as if shippers will also take a number of parcels of Central American for account of buyers abroad. But the market is still somewhat unsettled, and quotations show no improvement. Tolu shows strength and there is a good foreign demand, but holders are not anxious sellers. Peru, firm and consumptive request is active.

Barks—Soap has again advanced. Cacao Butter—Slow demand, easier values.

Cantharides—All varieties firm, with meager offerings and fair consuming demand.

Cassia Buds—Very firm, under the influences noted in last week's issue.

Castor Oil—Fairly good sales are reported, with values firm at the hands of manufacturers.

Cocaine—There is no change to note, as yet, in regard to home markets, notwithstanding the fact that foreign cables report firmer markets for both crude and refined.

Cuttle Fish Bone—Market steady, with a continued fair jobbing demand, and quotations are sustained.

Ergot—Dead market. Essential Oils—General consumptive demand is a trifle improved, more interest being exhibited. All Messina essences are a shade easier, but the only mentionable change in prices is a reduction in one of the principal brands of bergamot. Cassia is perceptibly weaker. The recent high prices for artificial sassafras have resulted in the giving of more attention to the natural product, and fine quality oil has put in its appearance. Recent cables report that the last crop of rose is now out of distillers' hands.

Flowers—There is great scarcity of German chamomile. Spot supplies are about nil. American saffron remains unsettled and irregular. Amica, moving fairly in a jobbing way.

Gums—Gamboge, market easier and prices lower.

Juniper Berries—Aggregate business "fair to middling."

Leaves—Short buchu, demand fair, values steady. Activity as to all grades of senna, and holders entertain firm views.

Mercurial Preparations—Market firm. Business is of average volume. Prices are higher, owing to sympathy with the advance in quicksilver.

Morphine—Holders are firmer in their views, on account of the improvement in opium.

Opium—Changed decidedly for the better because of an improved demand, which seems to be based entirely on the prevailing belief that the proposed new tariff bill will impose a duty, which belief has been steadily growing stronger. Another advance is confidently expected.

Quinine—Enquiry is limited, aside from regular deliveries on contracts. The movement from second hands has been slight during the week, but at the instant demand shows some improvement, and large orders could not be filled.

Gripsack Brigade.

A. F. Bodde, recently with Pingree & Smith, has engaged to represent the Schulte Soap Co., of Detroit, in and about Grand Rapids.

John Osting (Lemon & Wheeler Company) has returned from Galveston, Texas, where he spent a couple of weeks. His trade was visited in the meantime by A. K. Wheeler.

Lowell Journal: Geo. Winegar expects to leave this month to go on the road for Gokey & Co., manufacturers of fine shoes. George will undoubtedly prove a valuable man for the position, as he is 'up' on shoes and is pleasant to meet socially—anyway his Lowell friends wish him the best of luck.

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.

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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.

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

Commercial House

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Lighted by Electricity, Heated by Steam. All modern conveniences.
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Tonsorial Work
at FRED MARSH'S,
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PUREST BEST GREEN SEAL CIGARS
SELL THESE CIGARS and give customers good satisfaction.

Cutler House at Grand Haven.
Steam Heat. Excellent Table. Comfortable Rooms. H. D. and F. H. IRISH, Props.

Drugs==Chemicals

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Taxing Free Alcohol, from the Consumers' Standpoint.

Written for the TRADESMAN.
 In the early stage of discussion on this question its advocates were, for the most part, manufacturers of drugs and chemicals having large pecuniary interests to serve. With them it was a matter of making larger profits by reducing cost of production. This was surely a laudable motive, common to all men of enterprise, to which no reasonable objection could be urged were it not for the complications inevitably connected with the practical execution of the plan. Involving, on its face, a direct, immediate benefit to those who should receive a rebate for taxes once paid and turned into the National Treasury, it became necessary to enlist a larger number of petitioners for this special favor.

Accordingly, appeal was made to retail druggists throughout the country to use their influence personally, and by the power of association, upon their Representatives in Congress. It was argued that a rebate of all tax on alcohol used in the manufacture and dispensing of drugs would benefit, proportionately, every interest concerned. In the compromise tariff of 1894 the favor asked was at last grudgingly granted, but in such an indefinite form that the official charged with its distribution was unable, even by the help of advice from scientific and commercial experts, to frame rules for its practical enforcement. The frantic efforts of manufacturers and druggists to secure profit by individually filing claims against the Government attracted the attention of Congress, and soon sober second thought induced repeal of a law passed in haste as a sop to placate certain interests, but which was, in its terms, too crude for impartial execution.

Some of the claims preferred are now in process of being tested by judicial authority. In the meantime, a campaign of education toward a new enactment is going on, urged by the same promoters as before, and appealing to the same class of would-be beneficiaries. But, amid all the din of argument pro and con, we hear no voice from the people, as consumers and taxpayers, on a question that involves the loss of from ten to twenty millions of National revenue, that, if diverted from its original purpose, must be made good in some other way. In their behalf something pertinent and reasonable may be advanced on the side of the negative.

Most men acquainted with the history of National legislation will admit that, when the tax was first laid on spirituous and fermented liquors, it was an emergency measure, or war tax, based on the theory of raising the largest possible

amount from products that, while fairly considered as luxuries or superfluities, were still in such demand as to afford an immense revenue. When first apportioned, it proved to be so excessive as to defeat complete and uniform collection by stimulating fraudulent evasion. Then it was lowered to a point that secured better and more impartial enforcement, and in time became an acceptable and regular part of our revenue system. It is evident that no law ever devised has had such safeguards provided for its administration as the present statute controlling the manufacture and sale of spirituous liquors. Its effectiveness as a revenue measure has been the growth of a generation of official experience, until every line of business has been adjusted harmoniously to its requirements. Public sentiment, also, has settled into the conviction that it is a wise and impartial method of collecting National revenue.

One consideration that has satisfied the public mind springs from the fact that the influence of the law extends beyond its revenue-producing effect. As a check upon the excessive use of spirits, thus lessening the evils of intemperance, it aids every effort of patriotic citizens. Every wise statute of state legislation intended to decrease the unlawful use of liquor as a beverage finds an ally in the collector of internal revenue. As a moral force, therefore, we may well justify what some interested manufacturers may consider a burdensome tax.

It should be noted that, up to date, consumers have made no complaints against the tax on alcohol, either by itself or in connection with drug preparations. When needing the former for any legitimate use, they do not object to the price charged by the druggist. Knowing that every dollar of tax paid the Government goes directly to the Treasury, and that the price of alcohol at retail is proportionately lower than that of proof spirits of honest make, they accept the situation as loyal supporters of a law that has proved a moral and financial success.

A proposition is now made to disturb a statute that has, for a third of a century, shown results satisfactory to the public. This is done in the interest of a small minority, but with the vague promise that, through a readjustment of drug prices, the consumer will, by degrees, receive some compensating benefit. Here comes in an economic question for him to consider—a question worthy of careful investigation: Granted that a statute offering rebate of tax paid on alcohol sold in combination with other drugs for legitimate use becomes the law of the land, how will it affect the consumer who is promised a gain by such rebate? Should he have occasion to use alcohol pure, in the preparation of any home remedy, he cannot buy it of the druggist at the rebate price, since the law recognizes classes and not individuals. These occasions are not unfrequent, as thousands of druggists can testify. Thus the consumer has the alternative either to buy pure alcohol at the highest price, when needed for outward application or as a solvent for any purpose in domestic economy, or plan a subterfuge to share with the seller a portion of his profit on the rebated product. How long it will take to teach customers an easy way to evade the law offering such a large percentage to dishonest dealing can only be told in time—when the reports of the department shall appear in evidence.

Again, many complain that druggists pander to the drinking habits of certain customers by unlawful sales of liquor. Unfortunately, to some extent these complaints have foundation in fact. Is it not reasonable to believe that such dishonorable exceptions will be greatly multiplied under a rebate system? How easy it will be—and how strong the temptation—to compound special remedies at much less cost than now, to meet the wants of customers of economic bibulous propensities, and at a much larger profit than can be done under the present law.

When we consider the prospective benefits promised to consumers, in the cost of drug preparations of which alcohol is a part, the difficulty, and almost impossibility, of impartially subdividing the share of rebate with the public where the proportion coming to each purchaser is so small will compel the use of a microscope of a million magnifying power, in order to see the result. Is it worth while to distribute millions of revenue once collected among a few thousands of manufacturers and dispensers of drugs, and expect that, like bread cast upon the water, it will be returned with interest to the millions who have contributed their several allotments to a fund hitherto, by general consent, held sacred to another purpose? Will not much of what is saved the party of the first part, through rebates, be wasted before completing a fair re-distribution among the party of the second part? If so, how is the consumer to be benefited by this magical system of financial legerdemain?

Every plan involving legislation heretofore urged in the interests of certain classes has been sandwiched with plausible theories promising advantages to the public as an offset to favors granted. It is well to discuss freely and openly

such projects from the people's point of view before allowing them to grow into statutes that often disappoint the expectations of the majority, whose interests should be paramount in a Government like ours. Especially when it is proposed to transfer millions of their money into new channels of distribution, and by so doing disturb a policy that has worked so well for a generation, the consumers, who are the ultimate taxpayers, have a right to be consulted before a final decision.

Taxing free alcohol, as an economic question, has many complicated features, that have puzzled the wisest of revenue experts. May we not hope that, from the consumers' point of view, some light may be thrown on the subject, and by it the problem be more easily solved? At least let them be given a chance to do so.

PETER C. MEEK.

Change in Drug Trade.

Shook Bros., druggists at Wolcottville, Ind., have sold their stock to Dr. H. M. Betts, who was engaged in the drug trade at LaGrange for thirty-seven years.

If you wish to be miserable, you must think about yourself, about what you want, what you like, what respect people ought to pay you; and then to you nothing will be pure. You will spoil everything you touch; you will make sin and misery for yourself out of everything which God sends you; you will be as wretched as you choose.—Charles Kingsley.

No life is worthy and noble that has no "must" in it—that is not ready to bow its most cherished schemes or its fondest wishes to the ever-present authority of the still, small voice.

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.
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THE "MONITOR."

Soon after our Cigar Department was instituted on its present basis, we discovered a demand for a \$30.00 cigar of better quality than the usual goods at this price. We met this call with the **MONITOR**, a cigar made in the factory which we control, and by the advantage we enjoy in this respect, we are able to offer the quality which is seldom found even as low as \$33.00 per M. Although our salesmen have had samples but a short time, we are receiving daily repeating orders for the goods.
 We have in this brand a \$30.00 cigar which we can recommend in the strongest terms.

Morrisson, Plummer & Co., Wholesale Druggists, Chicago. Cigar Department.

Straw Board, Building Paper, Roofing Material

We are jobbers of these goods, among which are

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

Qualities the best and prices the lowest.

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

WHOLESALE PRICE CURRENT.

Advanced—Gum Opium, Soap Bark, Mercurials
Declined—Oil Sassafras, Oil Cinnamon.

Acidum	Conium Mac. 35@ 65	Seille Co. @ 50
Aceticum. 8@ 10	Copaiba. i 20@ 1.30	Tolutan. @ 50
Benzoeicum, German. 75@ 1.00	Cubeba. 90@ 1.00	Prunus virg. @ 50
Boric. @ 15	Saxehithos. 1.20@ 1.30	
Carbolicum. 27@ 39	Erigeron. 1.20@ 1.30	Tinctures
Citricum. 44@ 46	Gaultheria. 1.50@ 1.60	Aconitum Napellis R. 60
Hydrochlor. 3@ 5	Geranium, ounce. 50@ 60	Aconitum Napellis F. 50
Nitrosum. 8@ 10	Gossippi, Sem. gal. 50@ 60	Aloes. 60
Oxalicum. 10@ 12	Hedeoma. 1.00@ 1.10	Aloes and Myrrh. 60
Phosphorium, dil. @ 15	Junipera. 1.50@ 2.00	Assafetida. 50
Salicylicum. 45@ 50	Lavendula. 90@ 2.00	Atrape Belladonna. 50
Sulphuricum. 13@ 15	Limonia. 1.20@ 1.40	Plumbi Acet. 10@ 12
Tannicum. 1.40@ 1.60	Mentha Piper. 1.60@ 2.20	Pulvis Ipeac et Opil. 10@ 12
Tartaricum. 34@ 36	Mentha Verid. 2.65@ 2.75	Pyrethrum, boxes II. 60
	Morrhuae, gal. 1.50@ 1.60	& P. D. Co., doz. @ 1.25
Ammonia	Myrria. 4.00@ 4.50	Pyrethrum, pv. 30@ 33
Aqua, 16 deg. 4@ 6	Olive. 75@ 3.00	Quassia. 8@ 10
Aqua, 20 deg. 6@ 8	Picis Liquida. 10@ 12	Strychnia, Crystal. 1.40@ 1.45
Carbonas. 12@ 14	Picis Liquida, gal. @ 35	Sulphur, Subl. 2 1/2@ 3
Chloridum. 12@ 14	Ricina. 99@ 1.04	Sulphur, Roll. 2@ 2 1/2
	Rosmarini. @ 1.00	Tamarinds. 8@ 10
Aniline	Rose, ounce. 6.50@ 8.50	Terebenth Venice. 28@ 30
Black. 2.00@ 2.25	Succini. 40@ 45	Theobromae. 42@ 45
Brown. 80@ 1.00	Sabina. 90@ 1.00	Vanilla. 9.00@ 16.00
Red. 45@ 50	Santal. 2.50@ 7.00	Zinci Sulph. 7@ 8
Yellow. 2.50@ 3.00	Sassafras. 50@ 55	
	Sinapis, ess., ounce. 1.40@ 1.50	Oils
Baccae.	Tiglli. 40@ 50	Whale, winter. 70 70
Cubese. po. 18 12@ 15	Thyme. 40@ 50	Lard, extra. 40 45
Juniperus. 8@ 8	Thyme, opt. @ 1.60	Lard, No. 1. 35 40
Xanthoxylum. 25@ 30	Theobromas. 15@ 20	
	Potassium	
Balsamum	Bi-Barb. 15@ 18	Guaiaca. 50
Copaiba. 65@ 70	Bichromate. 13@ 15	Guaiaca ammon. 60
Peru. @ 2.60	Bromide. 48@ 51	Hyoseyamus. 50
Terabin, Canada. 40@ 45	Carb. 12@ 15	Iodine. 75
Tolutan. 65@ 75	Chlorate. po. 17@19c 16@ 18	Iodine, colorless. 75
	Cyanide. 50@ 55	Kino. 50
Cortex	Iodide. 2.90@ 3.00	Lobelia. 50
Abies, Canadian. 18	Potassa, Bitart, pure 27@ 30	Myrrh. 50
Cassia. 12	Potassa, Bitart, com @ 15	Nux Vomica. 50
Cinchona Flava. 18	Potassa Nitras, opt. 8@ 10	Opil. 50
Euonymus atropurp 30	Potassa Nitras. 7@ 9	Opil, camphorated. 50
Myrica Cerifera, po. 20	Prussiate. 25@ 28	Opil, deodorized. 1.50
Prunus Virgini. 12	Sulphate po 15@ 18	Quassia. 50
Quillaia, gr'd. 12		Rhatany. 50
Sassafras. po. 18 12		Rhel. 50
Ulmus. po. 15, gr'd 15		Sanguinaria. 50
	Radix	Serpentaria. 40
Extractum	Aconitum. 20@ 25	Sermonium. 60
Glycyrrhiza Glabra. 24@ 25	Althee. 22@ 25	Tolutan. 60
Glycyrrhiza, po. 28@ 30	Arum po. @ 25	Valerian. 50
Hematox, 15 lb box. 11@ 12	Calamus. 20@ 40	Veratrum Veride. 50
Hematox, 1s. 13@ 14	Gentiana. po. 15 12@ 15	Zingiber. 20
Hematox, 1/4s. 14@ 15	Glycyrrhiza. pv. 15 16@ 18	
Hematox, 1/8s. 16@ 17	Hydrastis Canaden. @ 35	Miscellaneous
	Hydrastis Can., po. @ 40	Ether, Spts. Nit. 3 F 30@ 35
Ferru	Hellebore, Alba, po. 15@ 20	Ether, Spts. Nit. 4 F 34@ 38
Carbonate Precip. 15	Inula, po. 15@ 20	Alumen. 24@ 3
Citrate and Quinia. 2.25	Ipecac, po. 1.65@ 1.75	Alumen, gro'd. po. 7 3@ 4
Citrate Soluble. 80	Iris plox. po. 35@ 38	Annatto. 40@ 50
Ferrocyanidum Sol. 50	Jalapa, pr. 40@ 45	Antimoni, po. 4@ 5
Solut. Chloride. 15	Maranta. 4@ 25	Antimoni et PotassT 55@ 60
Sulphate, com'l. @ 2	Podophyllum, po. 22@ 25	Antipyrin. @ 1.40
Sulphate, com'l, by 35	Rhei. 75@ 1.00	Antifebrin. @ 55
bbi, per cwt. 7	Rhei, cut. @ 1.25	Argent Nitras, oz. @ 15
Sulphate, pure. 7	Rhei, pv. 75@ 1.35	Arsenicum. 10@ 12
	Spigelia. 35@ 38	Balm Gilead Bud. 38@ 40
Flora	Sanguinaria. po. 30 @ 28	Bismuth S. N. 1.40@ 1.50
Arnica. 12@ 14	Serpentaria. 30@ 35	Calcium Chlor., 1s. @ 9
Anthemis. 18@ 25	Senega. 40@ 45	Calcium Chlor., 1/4s. @ 10
Matricaria. 25@ 30	Similax, officinalis H @ 40	Calcium Chlor., 1/8s. @ 12
	Similax, M. @ 25	Cantharides, Rus. po @ 75
Folia	Sella. po. 35 10@ 12	Capsici Fructus, af. @ 15
Barosma. 15@ 20	Symplocarpus, Foetid. @ 25	Capsici Fructus B. po @ 15
Cassia Acutifol, Tin- 18@ 25	Valeriana, Eng. po. 30 @ 25	Caryophyllus. po. 15 10@ 12
nevelly. 35@ 30	Valeriana, German. 15@ 20	Carmine, No. 40. @ 3.75
Cassia Acutifol, Alx. 25@ 30	Zingiber a. 12@ 16	Cera Alba, S. & F. 50@ 55
Salvia officinalis, 1/4s 12@ 20	Zingiber j. 25@ 27	Coccus. 40@ 42
and 1/8s. 8@ 10		Cassia Fructus. @ 33
Ura Ursi. 8@ 10		Centraria. @ 10
	Semen	Cetaceum. @ 45
Gummi	Anisum. po. 15 @ 12	Chloroform. 60@ 63
Acacia, 1st picked. @ 65	Apium (grapeleons) 13@ 15	Chloroform, squibbs 1@ 1.35
Acacia, 2d picked. @ 45	Bird, 1s. 4@ 8	Galla. 1.15@ 1.30
Acacia, sifted sorts. @ 28	Carul. po. 18 10@ 12	Chondrus. 20@ 25
Acacia, po. 60@ 80	Cardamon. 1.25@ 1.75	Cinchonidine, P. & W 20@ 25
Aloe, Barb. po. 20@ 28 14@ 18	Coriandrum. 8@ 10	Cinchonidine, Germ 15@ 22
Aloe, Cape. po. 15 @ 12	Cannabis Sativa. 3 1/2@ 4	Cocaine. 3.55@ 3.75
Aloe, Socotri. po. 40 @ 30	Cydonium. 75@ 1.00	Croosotum. @ 35
Ammoniac. po. 30 55@ 60	Chenopodium. 10@ 12	Creta. bbl. 75 @ 2
Benzoinum. 50@ 55	Dipterix Odorate. 2.90@ 3.00	Creta, precip. 9@ 11
Catechu, 1s. @ 14	Feniculum. @ 10	Creta, Rubra. 30@ 35
Catechu, 1/4s. @ 16	Fenugreek, po. 7@ 9	Cudbear. @ 24
Catechu, 1/8s. @ 14	Lini. 2 1/4@ 4	Cupri Sulph. 5@ 6
Camphore. 48@ 55	Lini, gr'd. bbl. 2 1/4 3 1/4@ 4	Dextrine. 10@ 12
Euphorbium. po. 35 @ 10	Lobelia. 35@ 40	Ether Sulph. 75@ 90
Galbanum. @ 1.00	Pharlaris Canarian. 3 1/2@ 4	Emery, all numbers @ 8
Gamboge po. 65@ 70	Rapa. 4 1/2@ 5	Emery, po. @ 6
Gualacum. po. 35 @ 40	Sinapis Albu. 7@ 8	Ergota. po. 40 30@ 35
Kino. po. \$4.00 @ 4.00	Sinapis Nigra. 11@ 12	Flake White. 12@ 15
Mastic. @ 60		Gambier. 8@ 23
Myrrh. po. 45 @ 40		Gelatin, Cooper. @ 60
Opil. po. \$3.40@3.60 2.30@ 2.35		Gelatin, French. 35@ 60
Shellac. 40@ 45		Glassware, flint, box 60, 10 & 10
Shellac, bleached. 40@ 45		Less than box. @ 12
Tragacanth. 50@ 80		Glue, brown. 9@ 12
		Glue, white. 13@ 25
Herba		Glycerina. 19@ 26
Absinthium. oz. pkg 25	Spiritus	Grana Paradisi. @ 15
Eupatorium. oz. pkg 20	Frumentum, W. D. Co. 2.00@ 2.50	Humulus. 25@ 55
Lobelia. oz. pkg 20	Frumentum, D. F. R. 2.00@ 2.25	Hydraag Chlor Mite @ 70
Majorum. oz. pkg 28	Frumentum. 1.25@ 1.50	Hydraag Ox Rub'm. @ 70
Mentha Pip. oz. pkg 23	Juniperis Co. O. T. 1.65@ 2.00	Hydraag Ammoniat @ 1.00
Mentha Vir. oz. pkg 23	Juniperis Co. 1.75@ 3.50	Hydraag Unguentum 45@ 55
Rue. oz. pkg 39	Saacharum N. E. 1.90@ 2.10	Hydrargyrum. @ 65
Tanacetum V. oz. pkg 22	Spt. Vini Gall. 1.75@ 6.50	Ichthyobolla, Am. 1.25@ 1.50
Thymus, V. oz. pkg 25	Vini Oporto. 1.25@ 2.00	Indigo. 75@ 1.00
	Vini Alba. 1.25@ 2.00	Iodine, Resubi. 3.80@ 3.90
		Iodoform. @ 4.70
	Sponges	Lupulin. @ 2.25
	Florida sheeps' wool 2.50@ 2.75	Lycopodium. 50@ 55
	carriage. @ 2.00	Maels. 65@ 75
	Nassau sheeps' wool @ 2.00	Liquor Arsen et Hy @ 27
	carriage. @ 2.00	drag Iod. @ 12
	Velvet extra sheeps' @ 1.10	Liquor Potass Arsenit 10@ 12
	wool, carriage. @ 1.10	Magnesia, Sulph. @ 3
	Extra yellow sheeps' @ 85	Magnesia, Sulph, bbl @ 1 1/4
	wool, carriage. @ 85	Mannia, S. F. 50@ 60
	Grass sheeps' wool, @ 65	Menthol. @ 3.00
	carriage. @ 75	
	Hard, for slate use. @ 1.40	
	Yellow Reef, for slate use. @ 1.40	
	Syrups	
	Acacia. @ 50	
	Aurant Cortes. @ 50	
	Zingiber. @ 50	
	Ipecac. @ 60	
	Ferri Iod. @ 50	
	Rhei Arom. @ 50	
	Smilax Officinalis. 50@ 60	
	Senega. @ 50	
	Sella. @ 50	

Morphia, S.P. & W. 1.75@ 2.00	Sinapis. @ 18	Linseed, pure raw. 31 34
Morphia, S.N.Y. Q. & C. Co. 1.65@ 1.90	Sinapis, opt. @ 30	Linseed, boiled. 33 36
Moschus Canton. @ 40	Snuff, Maccaboy, De Voës. @ 34	Neatsfoot, winter str 65 70
Myristica, No. 1. 65@ 80	Soda Boras. 6 @ 8	Spirits Turpentine. 34 38
Nux Vomica. po. 20 15@ 18	Soda Boras, po. 6 @ 8	
Ps Sepia. 15@ 18	Soda et Potass Tart. 20@ 28	Paints BBL LB
Pepsin Saac, H. & P. D. Co. @ 1.00	Soda, Carb. 1 1/2@ 2	Red Venetian. 1 1/2 2 @ 3
Picis Liq. N.N. 1/2 gal. doz. @ 2.00	Soda, BI-Carb. 3@ 5	Ochre, yellow Mars. 1 1/2 2 @ 4
Picis Liq., quarts. @ 1.00	Soda, Sulphas. 3 1/2@ 4	Ochre, yellow Ber. 1 1/2 2 @ 3
Picis Liq., pints. @ 85	Spts. Cologne. @ 2.60	Putty, commercial. 2 1/2 2 1/2 @ 3
Pil Hydrag. po. 80 @ 50	Spts. Ether Co. 50@ 55	Putty, strictly pure. 2 1/2 2 1/2 @ 3
Piper Nigra. po. 22 @ 18	Spt Myrcia Dom. @ 9.00	Vermillon, Prime American. 13@ 15
Piper Alba. po. 35 @ 30	Spts. Vini Rect. bbl. @ 2.37	Vermillon, English. 7@ 75
Plix Burgun. @ 7	Spts. Vini Rect. 1/2 bbl @ 2.42	Green, Paris. 13 1/2 @ 19
Plumbi Acet. 10@ 12	Spts. Vini Rect. 10 gal @ 2.45	Lead, Peninsular. 13@ 18
Pulvis Ipeac et Opil. 10@ 12	Spts. Vini Rect. 5 gal @ 2.47	Lead, Red. 5 1/2 @ 6
Pyrethrum, boxes II. & P. D. Co., doz. @ 1.25	Less 5c gal. cash 10 days. 5 1/2 @ 6	Whiting, white Span. 7@ 70
Pyrethrum, pv. 30@ 33	Strychnia, Crystal. 1.40@ 1.45	Whiting, gilders. @ 30
Quassia. 8@ 10	Sulphur, Subl. 2 1/2@ 3	White, Paris Amer. @ 1.00
Quinia, S. P. & W. 26@ 31	Sulphur, Roll. 2@ 2 1/2	Whiting, Paris Eng. cliff. @ 1.40
Quinia, S. German. 20@ 29	Tamarinds. 8@ 10	Universal Prepared. 1.00@ 1.15
Quinia, N.Y. 24@ 29	Terebenth Venice. 28@ 30	
Rubia Tinctorum. 12@ 14	Theobromae. 42@ 45	Varnishes
Saacharum Lactis pv Salacin. 3.00@ 3.10	Vanilla. 9.00@ 16.00	No. 1 Turp Coach. 1.10@ 1.20
Sanguis Draconis. 40@ 50	Zinci Sulph. 7@ 8	Extra Turp. 1.60@ 1.70
Sapo, W. 12@ 14		Coach Body. 2.75@ 3.00
Sapo, M. 10@ 12		No. 1 Turp Furn. 1.00@ 1.10
Sapo, G. @ 15		Extra Turp Damar. 1.55@ 1.80
Sieditz Mixture. 20 @ 22		Jap. Dryer, No. 1 Turp 70@ 75

Rodno Rodno Rodno

Shine, Sir?

A new discovery in liquid shoe polish. It will make a

Patent Leather

or

Enamel Leather

Out of any old shoe.

Warranted to preserve, not destroy, the leather. Gives a bright luster. Will last from four to six weeks without renewal.

\$1.75 per dozen.

Hazeltine & Perkins Drug Co.,

Proprietors,
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	80 7 00
Diamond	50 5 50
Frazier's	75 9 00
IXL Golden, tin boxes	75 9 00
Mica	70 8 00
Paragon	55 6 00

BAKING POWDER.	
Absolute.	
1/2 lb cans doz	45
1 lb cans doz	85
1 lb cans doz	1 50
Bulk	10
Acme.	
1/2 lb cans 3 doz	45
1 lb cans 3 doz	75
1 lb cans 1 doz	1 00
Bulk	10
El Parity.	
1/2 lb cans per doz	75
1 lb cans 3 doz	1 20
1 lb cans per doz	2 00
Home.	
1/2 lb cans 4 doz case	35
1 lb cans 4 doz case	55
1 lb cans 2 doz case	90

JAXON	
1/2 lb cans, 4 doz case	45
1 lb cans, 4 doz case	85
1 lb cans, 2 doz case	1 60
Our Leader.	
1/2 lb cans	45
1 lb cans	75
1 lb cans	1 50
Peerless.	
1 lb cans	85

BASKETS.	
Standard Bushel	1 25
Extra Bushel	1 75
Market	30
1/2 bushel, bamboo del'ry	3 50
3/4 bushel, bamboo del'ry	4 00
1 bushel, bamboo del'ry	5 00
Iron strapped, 50c extra.	
Diamond Clothes, 30x16	2 50
Braided Split, 30x16	4 00

BATH BRICK.	
American	70
English	80

BLUING.	
CONDENSED PEARL BLUING	
1 doz. pasteboard Boxes	40
3 doz. wooden boxes	1 20

BROOMS.	
No. 1 Carpet	1 90
No. 2 Carpet	1 75
No. 3 Carpet	1 50
No. 4 Carpet	1 15
Parlor Gem	2 00
Common Whisk	70
Fancy Whisk	80
Warehouse	2 25

CAKE FROSTING.	
Nacretin, per doz	2 25
Two doz. in case assorted flavors—lemon, vanilla and rose.	

CANDLES.	
8s.	7
16s.	8
Paraffine	8

CANNED GOODS.	
Peanut and Peas.	
Lakeside Marrowfat	1 00
Lakeside E. J.	1 30
Lakeside, Cham. of Eng.	1 40
Lakeside, Gem, Ex. Sifted.	1 65

CHOCOLATE.	
Walter Baker & Co.'s.	
German Sweet	22
Premium	31
Breakfast Cocoa	42

CLOTHES LINES.	
Cotton, 40 ft. per doz.	1 00
Cotton, 50 ft. per doz.	1 20
Cotton, 60 ft. per doz.	1 40
Cotton, 70 ft. per doz.	1 60
Cotton, 80 ft. per doz.	1 80
Cotton, 90 ft. per doz.	2 00
Challenge	3 50
Jute, 72 ft. per doz.	95

CHEESE.	
Acme	@ 11
Amboy	10 1/2 @ 11 1/4
Gold Medal	11
Ideal	@ 11
Jersey	@ 11
Lenawee	@ 10 1/2
Riverside	@ 11
Sparta	@ 11
Brick	@ 10 1/2
Edam	@ 7 1/2
Leiden	@ 19
Limburger	@ 15
Pineapple	43 @ 85
Sap Sago	@ 18

Chicory.	
Bulk	5
Red	7

CATSUP.	
Columbia, pints	4 25
Columbia, 1/2 pints	2 50

CLOTHES PINS.	
5 gross boxes	45

COCOA SHELLS.	
20 lb bags	2 1/4
Less quantity	3
Pound packages	4

CREAM TARTAR.	
Strictly Pure, wooden boxes	35
Strictly Pure, tin boxes	37

COFFEE.	
Green.	
Fair	17
Good	18
Prime	19
Golden	20
Peaberry	22
Santos.	
Fair	19
Good	20
Prime	22
Peaberry	23

Mexican and Guatamala.	
Fair	21
Good	22
Fancy	24
Maracaibo.	
Prime	23
Milled	24
Java.	
Interior	25
Private Growth	27
Mandehling	28
Mocha.	
Imitation	25
Arabian	28
Roasted.	
Clark-Jewell-Well's Co.'s Brands	
Fifth Avenue	30
Jewell's Arabian Mocha	30
Wells' Mocha and Java	26
Wells' Perfection Java	26
Sancaibo	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

DRIED FRUITS—DOMESTIC	
Apples.	
Sundried	@ 3
Evaporated 50 lb boxes	@ 4
California Fruits.	
Apricots	11 1/4 @
Blackberries	@
Nectarines	6 @
Peaches	7 1/2 @ 9
Pears	@
Pitted Cherries	@
Prunelles	@
Raspberries	@
California Prunes.	
100-120 25 lb boxes	@
90-100 25 lb boxes	@ 4 1/4
80-90 25 lb boxes	@ 4 1/2
70-80 25 lb boxes	@ 5 1/2
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	@
1/2 cent less in bags	
Raisins.	
London Layers 3 Crown	1 60
London Layers 5 Crown	2 50
Dehesias	3 50
Loose Muscatels 2 Crown	5 1/4
Loose Muscatels 3 Crown	6 1/4
Loose Muscatels 4 Crown	7 1/4

FOREIGN.	
Currants.	
Patras bbls	@ 4 1/4
Vostizas 50 lb cases	@ 4 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

CONDENSED MILK.	
Gold Borden Eagle	6 75
Crown	6 25
Daisy	5 75
Champion	4 50
Magnolia	4 25
Challenge	3 50
Dime	3 35



Tradesman Grade.

50 books, any denom. 1 50
100 books, any denom. 2 50
500 books, any denom. 11 50
1,000 books, any denom. 20 00



Economic Grade.

50 books, any denom. 1 50
100 books, any denom. 2 50
500 books, any denom. 11 50
1,000 books, any denom. 20 00



Universal Grade.

50 books, any denom. 1 50
100 books, any denom. 2 50
500 books, any denom. 11 50
1,000 books, any denom. 20 00

Coupon Pass Books.	
Can be made to represent any denomination from \$10 down.	
20 books	1 00
50 books	2 00
100 books	3 00
250 books	6 25
500 books	10 00
1000 books	17 50

Credit Checks.	
500, any one denom'n	3 00
1000, any one denom'n	5 00
2000, any one denom'n	8 00
Steel punch	75

Dried Fruits—Domestic	
Apples.	
Sundried	@ 3
Evaporated 50 lb boxes	@ 4
California Fruits.	
Apricots	11 1/4 @
Blackberries	@
Nectarines	6 @
Peaches	7 1/2 @ 9
Pears	@
Pitted Cherries	@
Prunelles	@
Raspberries	@
California Prunes.	
100-120 25 lb boxes	@
90-100 25 lb boxes	@ 4 1/4
80-90 25 lb boxes	@ 4 1/2
70-80 25 lb boxes	@ 5 1/2
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	@
1/2 cent less in bags	
Raisins.	
London Layers 3 Crown	1 60
London Layers 5 Crown	2 50
Dehesias	3 50
Loose Muscatels 2 Crown	5 1/4
Loose Muscatels 3 Crown	6 1/4
Loose Muscatels 4 Crown	7 1/4

FOREIGN.	
Currants.	
Patras bbls	@ 4 1/4
Vostizas 50 lb cases	@ 4 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

CONDENSED MILK.	
Gold Borden Eagle	6 75
Crown	6 25
Daisy	5 75
Champion	4 50
Magnolia	4 25
Challenge	3 50
Dime	3 35

CONDENSED MILK.	
Gold Borden Eagle	6 75
Crown	6 25
Daisy	5 75
Champion	4 50
Magnolia	4 25
Challenge	3 50
Dime	3 35

CONDENSED MILK.	
Gold Borden Eagle	6 75
Crown	6 25
Daisy	5 75
Champion	4 50
Magnolia	4 25
Challenge	3 50
Dime	3 35

CONDENSED MILK.	
Gold Borden Eagle	6 75
Crown	6 25
Daisy	5 75
Champion	4 50
Magnolia	4 25
Challenge	3 50
Dime	3 35

CONDENSED MILK.	
Gold Borden Eagle	6 75
Crown	6 25
Daisy	5 75
Champion	4 50
Magnolia	4 25
Challenge	3 50
Dime	3 35

CONDENSED MILK.	
Gold Borden Eagle	6 75
Crown	6 25
Daisy	5 75
Champion	4 50
Magnolia	4 25
Challenge	3 50
Dime	3 35

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
Macaroni 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 1/4
Rolled Oats.	
Rolled Avena, bbl	3 30
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

Fish.			
Cod.			
Georges cured	@ 4		
Georges genuine	@ 4 1/4		
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		
Sealed	13		
Hackerel.			
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			
Family 10 lbs			
Sardines.			
Russian kegs	55		
Stockfish.			
No. 1, 100 lb. sales	10 1/4		
No. 2, 100 lb. sales	8 1/4		
Trout.			
No. 100 lbs	4 75		
No. 40 lbs	2 20		
No. 10 lbs	63		
No. 8 lbs	58		
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	63	33
8 lbs	69	57	29

GLUE.	
Jackson Liquid, 1 oz	65
Jackson Liquid, 2 oz	98
Jackson Liquid, 3 oz	1 30

GUNPOWDER.	
Rifle—Dupont's.	
Kegs	4 25
Half Kegs	2 40
Quarter Kegs	1 35
1 lb cans	30
1/2 lb cans	18
Choke Bore—Dupont's.	
Kegs	4 00
Half Kegs	2 25
Quarter Kegs	1 25
1 lb cans	34
Eagle Duck—Dupont's.	
Kegs	8 00
Half Kegs	4 25
Quarter Kegs	2 25
1 lb cans	45

HERBS.	
Sage	15
Hops	15
INDIGO.	
Madras, 5 lb boxes	55
S. F., 2, 3 and 5 lb boxes	50
JELLY.	
15 lb pails	30
17 lb pails	34
30 lb pails	60
LYE.	
Condensed, 2 doz	1 20
Condensed, 4 doz	2 25

LICORICE.	
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SOAP.

Laundry.

Armour's Brands.	
Armour's Family.	2 70
Armour's Laundry.	3 25
Armour's Comfort.	2 80
Armour's White, 100s.	6 25
Armour's White, 50s.	3 25
Armour's Woodcheck.	2 50
Armour's Kitchen Brown.	2 00
Armour's Mottled German.	2 40

JAXON

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

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

American Family, wrp'd.	3 33
American Family, unwr'd.	3 27
Dome.	3 33
Cabinet.	2 25
Savon.	2 50
Dusky Diamond, 5 1/2 oz.	2 10
Dusky Diamond, 5 1/2 oz.	3 00
Blue India.	3 00
Kirkoline.	3 75
Eos.	3 65

Lautz Bros. & Co.'s Brands.	
Acme.	2 85
Cotton Oil.	5 75
Marselles.	4 00
Master.	3 70

Henry Passolt's Brand.



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

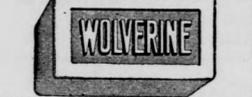
Schulte Soap Co.'s Brand.	
Schulte's Family.	2 75
Clydesdale.	2 85
No Tax.	2 50
German Mottled.	1 85
Electro.	3 25
Oleine, white.	2 55

Thompson & Chute's Brand.



Single box.	2 80
5 box lots, delivered.	2 75
10 box lot, delivered.	2 70
25 box lot, delivered.	2 65

Wolverine Soap Co.'s Brands.



Single box.	2 65
5 box lots, delivered.	2 60
10 box lots, delivered.	2 50

Allen B. Wrisley's Brands.	
Old Country, 80 1-lb. bars.	2 20
Good Cheer, 60 1-lb. bars.	3 75
Uno, 100 3/4-lb. bars.	2 50
Doll, 100 10-oz. bars.	2 25

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

SODA.

Boxes.	5 1/2
Kegs, English.	4 1/2

STARCH.



Kingsford's Corn.	
40 1-lb. packages.	6
20 1-lb. packages.	6 1/2

Kingsford's Silver Gloss.	
40 1-lb. packages.	6 1/2
6-lb. boxes.	7

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

Common Corn.	
20-lb. boxes.	5
40-lb. boxes.	4 1/2

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

STOVE POLISH.



No. 4, 3 doz in case.	4 50
No. 6, 3 doz in case.	7 20

SUGAR.

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

Cut Leaf.	5 13
Domino.	5 00
Cubes.	4 75
Powdered.	4 75
XXXX Powdered.	4 88
Mould A.	4 75
Granulated in bbls.	4 50
Granulated in bags.	4 50
Fine Granulated.	4 63
Extra Fine Granulated.	4 63
Diamond Confec. A.	4 50
Confec. Standard A.	4 38
No. 1.	4 25
No. 2.	4 25
No. 3.	4 25
No. 4.	4 25
No. 5.	4 19
No. 6.	4 13
No. 7.	4 00
No. 8.	3 88
No. 9.	3 75
No. 10.	3 56
No. 11.	3 44
No. 12.	3 34
No. 13.	3 33
No. 14.	3 25
No. 15.	3 19
No. 16.	3 13

TABLE SAUCES.

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

TOBACCOS.

Clark-Jewell-Well's Co.'s brand.	
New Brick.	35 00
Morrison, Plummer & Co.'s b'd.	
Governor Yates, 4 1/2 in.	58 00
Governor Yates, 4 1/2 in.	65 00
Governor Yates, 5 1/2 in.	70 00
Monitor.	30 00

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

Quintette.	35 00
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G. J. Johnson Cigar Co.'s brand.



S. C. W.	35 00
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VINEGAR.

Leroux Cider.	10
Robinson's Cider, 40 grain.	10
Robinson's Cider, 50 grain.	12

WICKING.

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

Fish and Oysters

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

Oysters in Cans.

F. H. Counts.	@ 38
F. J. D. Selects.	@ 27
Selects.	@ 22
F. J. D. Standards.	@ 20
Standards.	@ 18
Standards.	@ 16

Oysters in Bulk.

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

Shell Goods.

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

Candies.

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

Mixed Candy.

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

Fancy-In Bulk.

Lozenges, plain.	@ 8 1/2
Lozenges, printed.	@ 8 1/2
Choc. Drops.	11 @ 14
Choc. Monumentals.	@ 12 1/2
Gum Drops.	@ 5
Moss Drops.	@ 7 1/2
Sour Drops.	@ 8
Imperial.	@ 8 1/2

Fancy-In 5 lb. Boxes.

Lemon Drops.	@ 50
Sour Drops.	@ 50
Peppermint Drops.	@ 60
Chocolate Drops.	@ 65
H. M. Choc. Drops.	@ 75
Gum Drops.	@ 30
Licorice Drops.	@ 75
A. B. Licorice Drops.	@ 50
Lozenges, plain.	@ 55
Lozenges, printed.	@ 55
Imperial.	@ 55
Mottoes.	@ 55
Cream Bar.	@ 50
Molasses Bar.	@ 50
Hand Made Creams.	80 @ 90
Plain Creams.	60 @ 80
Decorated Creams.	@ 90
String Rock.	@ 60
Burnt Almonds.	1 25 @ 25
Wintergreen Berries.	@ 55

Caramels.

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

Fresh Meats.

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

Pork.

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

Mutton.

Carcase.	6 @ 7
Spring Lambs.	7 @ 8

Veal.

Carcase.	6 @ 8
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Crackers.

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

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

Soda.

Soda XXX.	
Soda XXX, 3 lb. carton.	
Soda, City.	
Dates, Fards in 10 lb boxes.	
Long Island Wafers.	
L. I. Wafers, 1 lb carton.	

Oyster.

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

SWEET GOODS-Boxes.

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

Grains and Feedstuffs

Wheat.

Wheat.	82
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Winter Wheat Flour.

Local Brands.

Patents.	5 00
Second Patent.	4 55
Straight.	4 30
Clear.	3 30
Graham.	4 30
Buckwheat.	3 40
Rye.	2 65
Subject to usual cash discount.	
Flour in bbls., 25c per bbl. additional.	
Worden Grocer Co.'s Brand.	
Quaker, 1/2s.	4 45
Quaker, 3/4s.	4 45

Spring Wheat Flour.

Olney & Judson's Brand.

Ceresota, 1/2s.	4 60
Ceresota, 3/4s.	4 50
Ceresota, 1/2s.	4 45
Ball-Barnhart-Putman's Brand.	
Grand Republic, 1/2s.	4 60
Grand Republic, 3/4s.	4 50
Grand Republic, 1/2s.	4 45

Worden Grocer Co.'s Brand.

Laurel, 1/2s.	4 6
Laurel, 3/4s.	4 5
Laurel, 1/2s.	4 4
Lemon & Wheeler Co.'s Brand.	
Parisian, 1/2s.	4 60
Parisian, 3/4s.	4 50
Parisian, 1/2s.	4 45

Meal.

Bolted.	1 50
Granulated.	1 75

Feed and Millstuffs.

St. Car Feed, screened.	10 75
No. 1 Corn and Oats.	9 75
Unbolted Corn Meal.	9 25
Winter Wheat Bran.	10 00
Winter Wheat Middlings.	11 00
Screenings.	8 00

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

New Corn.

Car lots.	24
Less than car lots.	24

Oats.

Car lots.	19
Carlots, clipped.	21
Less than car lots.	23

Hay.

No. 1 Timothy carlots.	9 50
No. 1 Timothy, ton lots.	11 00

Fruits.

Oranges.

California Seedlings.	
96-112.	@ 2 25
126-150-176-200.	2 50 @ 2 75

California Navels.

96.	@ 3 00
112.	@ 3 25
126.	@ 3 75
150-176-200.	@ 4 00

Valencias in Cases.

420s.	@ 4 25
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Lemons.

Strictly choice 300s.	@ 2 25
Strictly choice 300s.	@ 2 50
Fancy 360s.	@ 3 00
Ex. Fancy 300s.	3 25 @ 3 50

Bananas.

A definite price is hard to name, as it varies according to size of bunch and quality of fruit.

OUTLOOK FOR EGGS.

Low Prices Necessary for the Coming Storage Operations.

From the New York Produce Review.

The course of the winter egg market during the past two years has been unfavorable to holders of refrigerator accumulations. For the crop of 1895 this was considered to be partly owing to too high a cost of the spring goods, which prevented a profitable marketing of the stock during the subsequent fall season, and to the consequent holding of an unusually large quantity over the first of January, 1896, which came in for very low prices later on account of a phenomenally large winter production. But last year the conditions were about as favorable as could ordinarily be expected. The total accumulation of spring packed eggs in April and May, 1896, was a little below the previous season and the average price of the stock was lower—in fact lower than for several years previously. Some of the goods stored were worked off in June, rather more than usual found an outlet in the summer, and the movement during the fall was about as large as could be expected. The sales of well-kept goods up to about the first of January were at fairly profitable prices, but the quantity carried past that date was large and mostly made a heavy loss.

Looking at the situation in view of these facts, we may conclude that the production of eggs in this country has reached a volume so great as to make a profitable management of the crop extremely difficult except in seasons when the January and February production is abnormally light by reason of exceptionally severe weather conditions.

A close watch of the egg market leads us to the belief that total yearly production is affected materially by the weather conditions of January and February—the months which, in this respect, are liable to the greatest variety of weather. That is to say, when the conditions in these months are such as to permit an unusually large production, this excess is not compensated to any material extent by a decrease in later production; neither is an abnormally light winter production liable to be offset by abnormally heavy production later.

But as the greatest variation in production from year to year occurs in January and February, this excess or scarcity is generally compensated by a variation in consumptive outlets, which at that season are susceptible of considerable enlargement under the stimulus of low prices. During these months anything like management or control of egg values is out of the range of possibility; so long as the chances of supply are so uncertain and liable to so great a range, it must be expected that values will always fluctuate widely according to momentary conditions and indications. But from March 1st to the end of the year the variation in production is subject to less accidents and from March 1st to July 1st the natural production is generally so much greater than the consumptive outlet that values for the whole are, most of the time, dominated by the willingness to accumulate the surplus. Also the willingness to unload such surplus accumulations later in the season has much to do with the course of prices during the last half of the year.

We understand that some of the largest egg operators in the West are anxious to come to some sort of an agreement by which these controllable operations in eggs may be regulated and conducted upon a basis which will give a greater safety from loss. Undoubtedly the effort is in the right direction and we hope it may succeed. One of the chief difficulties to encounter is the rapid growth of cold storage facilities throughout the country, and the desire of the owners of such facilities to have them patronized to the full capacity. It seems to have been pretty clearly demonstrated that if all the storage room available for egg holding is utilized, the quantity stored is greater than can find a profitable outlet under usual conditions of production during the unloading season. And this is true regardless of the cost of such accumulations unless

the cost shall be placed so low as to prevent the marketing of all the product.

The course of safety in handling the egg crop therefore seems to demand one of two things: either we must find a foreign outlet for part of our product or else we must accumulate spring surplus at a price so low that a part of the production will not be marketed.

It is unfortunate for the egg industry to be in this position but it is nevertheless a fact and we may as well face the music.

As for the possibility of opening foreign outlets it would seem that we ought to be as well situated in this respect as Canada. That country, since being deprived of the markets of the States by our high tariff, has opened so large an outlet abroad that her farmers are now obtaining about as much for their product as ours obtain. Of course, to develop this outlet, we should have to select and pack stock to meet the requirements of the foreign customer, but this is, perhaps, easy to accomplish. If investigation and experiment should prove that our goods could be profitably sold abroad at any season, this would of course be the most desirable development of the business. But if not, or until such foreign trade can be inaugurated, we must adopt the other alternative of fixing a price for storage accumulations so low as to lessen their quantity, either by the stimulation of still greater spring consumption or by rendering the marketing of a part of the production unprofitable.

There is every indication that the spring production of eggs this year will be phenomenally large. The crop of poultry is admitted to be very heavy; the storage houses are groaning under their loads of frozen stock, which have, even at this late date, failed to find any important outlet; prices for fresh killed fowls are likely to be relatively as low as prices for eggs. Moreover the season of greatest egg production is likely to come more nearly at the same time in the different sections than is often the case.

It is impossible to fix prices which would assuredly be a safe basis for storage accumulations, but in the light of past experience we may say with reason that the outside limit of net cost should not be over 8c Chicago or 9c New York, for closely selected goods, packed expressly for holding. These prices seem low but they would net farmers an average of about 6c per doz., and it is probable that at that rate most of the product would be marketed. We have no doubt that, if operators would set their pegs on that basis and stick to it through thick and thin, they would get as many eggs as can profitably be unloaded, although the storage houses might have to go with some of their available space unfilled.

Mixing Cigarettes and Perfumery.

One of the large cigarette manufacturing firms has submitted to the Internal Revenue Commissioner a package of ten cigarettes, in the end of which is placed a small vial of perfume. This is a consummation of their idea to give the consumer, who by the manufacturers themselves has been educated up to expecting something in addition to the cigarettes, an article of value that can in no sense be considered as objectionable, which is to be substituted for the pictures and coupons, to which no objection is made by the Department.

California Wine-Makers Aroused.

The efforts of certain Chicagoans to induce Congress to admit German and French wines into this country free of duty, in exchange for similar concessions on the part of those two nations in regard to meats and provisions, have alarmed the viticultural interests of California. They see in the effort a great danger to an industry in which many millions are invested. As a result a call has been issued for a convention of vineyardists, winemakers and wine merchants to meet at an early day.

No man should grunt who does not lift.

SEEDS

CLOVER AND TIMOTHY.

All kinds of
FIELD AND GARDEN SEEDS.
Correspondence solicited. Your order will follow, we feel sure.

BEACH, COOK & CO.,

128 to 132 West Bridge St. GRAND RAPIDS, MICH.

NEW CROP SEEDS FOR 1897

The wise man always has the harvest in view before placing his order for seeds. The best seeds are always the cheapest, and the merchant who handles such seeds not only pleases his customers, but holds his trade. These we can supply at greatly reduced prices. If you have not received our wholesale price list, write for it.

ALFRED J. BROWN CO.,

Seed Growers and Merchants.

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.

ANCHOR BRAND

OYSTERS

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

F. J. DETTENTHALER, Grand Rapids, Mich.



Oysters..

Now coming in better than at any time before.
Drop us postal for special quotations.ALLERTON & HAGGSTROM, 127 Louis 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.

NEW VEGETABLES

Are now beginning to arrive.
Get our prices before going
elsewhere and we will get
your orders.

We have also a fresh supply of

Oranges, Lemons, Figs, Cranberries
and Sweet Potatoes.

STILES & PHILLIPS,

Both Telephones 10.

9 NORTH IONIA ST., GRAND RAPIDS.

It Costs You Nix

To get our price list regularly. We pay the postage. Just send us your firm name, and keep posted on our mail order prices. We sell fruits and produce to hundreds of merchants and they are all pleased with our goods and the courteous treatment we accord them. Write to-day.
Yours for business,

We are shipping some very nice
...cabbage now....

HENRY J. VINKEMULDER.

GOTHAM GOSSIP.

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

Special Correspondence.

New York, Mar. 13—"Fair and easy" is the report of nearly all dealers who have been asked as to the condition of trade during the week. This may be construed to mean that, although some business is being done, there is room for improvement; in fact, buyers are not here in such numbers as was hoped would be the case and orders coming to hand seem to be simply for goods enough to "keep things moving." Collections are reported as extremely difficult in some parts of the country and, of course, if the people generally have no money to spend, we shall have "slow collections" until matters mend.

The coffee market has been sluggish. Deliveries were not so large as last week and prices sagged a fraction, notwithstanding a determined effort to prevent any decline. Very little is being done in a speculative way and roasters are taking only enough for the near future. Some mail orders have been received, but trading generally is very quiet for Brazil sorts. The amount of Brazil coffee afloat aggregates 731,968 bags, against 469,872 bags for the same time last year. Mild coffees have met with fair demand and the really desirable sorts are moving at firmly held quotations and dealers look for no weakness in the future, as the position, statistically, favors present rates.

Raw sugar is in moderate demand, with prices nominal. Refined shows signs of greater activity than have been displayed for some time past and the outlook is more encouraging than last week. The feeling of strength may not be founded on a substantial basis, but it has been sufficient to cause a more lively business. Granulated closes at 4 3/8c.

There is scarcely anything doing in teas more than the usual trading. The really choice grades, of course, sell well and always will do so; but, taking the general run of teas, the demand is slow. There is going to be a better report to make regarding the tea market after a while, when trash is not so plenty and people learn to know and appreciate the true flavor of tea.

The rice market is steady, with the demand fairly satisfactory. A large percentage of the enquiries is for Japan, but domestic has, also, come in for a fair share of patronage. Advices from the South are on a basis practically as high as here.

The molasses market is dull—decidedly so. Some few brands which are known as being specially desirable goods are well sold up; but, taking the market generally, there is a falling off in the amount of business going forward. Prices are about the same, however, as previous, and dealers have no great cause for complaint.

Syrups are practically unchanged. Fancy grades are in good demand, with little enquiry for sorts which do not bear the closest inspection. The season is rather late for large transactions and buyers are taking only sufficient quantities to "tide over."

There is still a strong market for pepper and, in sympathy therewith, the tone of the general market is improved, although prices are not, appreciably, any higher. It is a good time to buy, but not many seem to be indulging in that sort of luxury.

Canned goods are monotonous. Taking the whole range, there is scarcely an item of interest. We have very few changes and the outlook is not especially encouraging. The erection of canned goods factories seems to progress merrily in all parts of the country and the farmer who can unite with his neighbors in raising \$500 seems to think there is a quick fortune in sight. If he receives a catalogue from a machinery maker, he is confirmed in this view, for on one page of a catalogue will be the cost of the raw product and on the other the market quotation. Result—on paper—a fortune in about three months' work during two years.

In dried fruits, about the usual business is being done, prices being such as show very little profit to anybody.

Lemons and oranges are both meeting with better demand and the market has been quite satisfactory during the week. Bananas are dull and the supply more than sufficient to meet all wants.

Receipts of butter have been a little smaller than last week and, as the demand has been very good, we have a fairly satisfactory market, with best Western held at 19c. There is not much doing in "off" sorts and the bulk of business is for high grade stock.

State full cream fancy cheese, white or colored, 12 1/4c. A fair amount of business is being done. The export trade is slight.

The egg business is good, but the quotations are so low that the profits of all concerned must be extremely small. Western eggs which can be relied on are held at 11c.

There is an excellent demand for salt fish just now, especially for mackerel, which are closely cleaned up. Norway bloaters are worth from \$32@35 per bbl. Irish mackerel \$11@13; Massachusetts No. 1, \$19@21.

Excellent Outlook for Cheese—Foreign Markets Bare.

I do not remember a season when the outlook for business in the cheese trade opened so gloomily and depressing as it did last May. Everyone who had carried cheese through the winter from 1895 was losing 50 per cent. on his investment, and it is not to be wondered at that, when the market opened last spring, the price was at a very low figure, as it was difficult to determine real values, and dealers had to feel their way along.

The export trade for the time being was dead and, instead of cheddars being made during the months of May, June and July, and this amount of cheese being exported from the country, it was made up into twins and American shapes, thus still adding to the uncertainty of the situation and making an overplus of cheese in cold storage.

If this was not enough to harass and destroy all confidence, the trade had to contend with the uncertainty caused by the "money plank" of one of the great political parties. This money question threw the banks into a semi-panic; new loans were refused and those out were recalled. This made money very tight and the buying capacity limited to a certain extent and amount, consequently a sharp depreciation in the price of cheese resulted.

This state of affairs continued until August, when intimations were received that Great Britain had at last gotten rid of the load of old cheese which had been hanging over the trade there; and, with a seriously diminished make in all parts of the cheese-producing sections of the world, the question was whether they could get enough cheese to supply the unusual shortage, and from that time to January 1, 1897, a steady export business was done at gradually advancing prices; the stocks of the world, as then compiled, showed a shortage of 150,000 cheese, and with 250,000 boxes of "filled cheese" practically done away with, made an actual shortage of 400,000 boxes, while other estimates made it five to six hundred thousand.

The buying from the first of the year has been general and on a rising market, until now we have October twins quoted at 10 3/4c in Chicago and with but few to be had even at that figure.

This brief summary of the past year's business, I believe, will show that we are on the sure and safe road to a return

of the old-time prosperity in the cheese business, and it will only need conservative business methods this summer to realize my prediction.

The outlook for the coming season is for cheese to open high in May and to be wanted by the export trade, and I would advise that cheddars be made until, say, the middle of July. If this course is carried out and prices are kept at a steady basis consistent with the relative prices of competing markets in Canada and New York, the make of May, June and July, which months make the surplus cheese, will be exported from the country and the fall make will be sold at remunerative prices, to go to the domestic trade, which comes on in great volume in August, September, October and November.

It is my belief that during the first three months of this year's cheese season, the factories now in operation will be unable to supply the demand for cheese from Great Britain and I would urge and counsel all factorymen and creamerymen who are now hesitating and unable to decide as to which product to make cheese.

My reason for advising so strongly to make cheese is that it is going to pay the patrons fully 25 to 30 cents per hundred more for their milk than butter. From the severe losses experienced by those storing butter last year, I do not think that creameries will be able to command the price they formerly did through contracts made during the spring. If they are so situated that it is impossible for them to make cheese, I would suggest that they pack their butter in boxes for the export market, as Great Britain this year is going to buy large quantities of American butter; and, although the style of package may seem odd, and the chances are against disposing of the product packed in this manner, yet I would be willing to guarantee that all butter put up in this manner will meet a ready sale and sell at relatively higher prices than if packed in tubs.

Fond du Lac, Wis.

The Illusions of Youth.

Can we ever quite recover
The illusions of our youth,
When we thought the sky was heaven
And all grown folks told the truth?

But the world is bright with promise,
Even to one who digs and delves,
And we keep our courage fairly
Till we lose faith in ourselves.

Are there any still, I wonder,
Who would live their lives again—
Take the same amount of pleasure,
With the heavy weight of pain?

Ah, the law was ordered wisely
Which no light before us shed;
Could we make the journey, think you,
If we saw the path ahead?

Elkhart Egg Case Co.

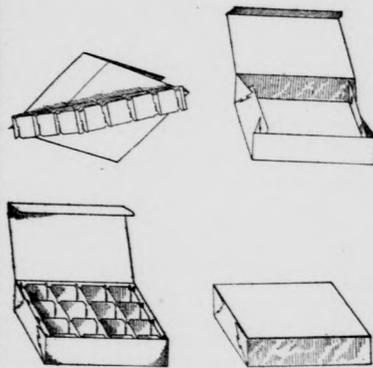
ELKHART, IND.

Manufacturers of

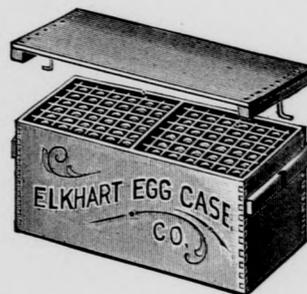
Egg Cases and Fillers

are placing on the market a

GROCERS' DELIVERY CASE



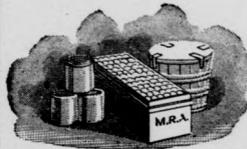
This case being shipped folded flat goes at low freight rate, and occupies little room on counter. Containing a complete filler, carries eggs safely. Will be printed with your "ad" free when ordered in thousand lots. Price \$10.00 per thousand. Can be returned and used many times.



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



This FARMERS' case (12 doz.) is just right for taking eggs to market.



M. R. ALDEN

COMMISSION BUTTER and EGGS EXCLUSIVELY

98 S. DIVISION ST., GRAND RAPIDS.

BUTTER

OF ALL GRADES WANTED.

Daily quotations to you at your request. Our offerings for butter and eggs will command your shipments.

R. HIRT, JR.,

MARKET ST. DETROIT, MICH.

Four Kinds of Coupon Books

Are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application.

TRADESMAN COMPANY, Grand Rapids.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at Retail Grocers' Hall on Tuesday evening, March 16, President Winchester presided. Nineteen applications for membership were presented by the Secretary, all of which were accepted as follows:

A. Lindermulder & Sons, 316 Logan street.

B. Zevalkink, 255 Grandville avenue.

C. Stryker, 250 Grandville avenue.

C. A. Granger, 140 Ellsworth avenue.

E. Whalen, 69 Ellsworth avenue.

Whalen Bros., 26 Ellsworth avenue.

Martin C. Goossen, 199 Monroe street.

Wm. Kievit, 425 Grandville avenue.

Gust, Koopman & Co., 433 Grandville avenue.

Bert Petter, 245 Plainfield avenue.

O. D. Price & Co., 220 Plainfield avenue.

Dobbelaar Bros., 490 South Union street.

H. G. Luce, 483 East street.

William Andre, 400 East street.

Frank Vandeven, 642 Wealthy avenue.

Geo. Golds, 363 South East street.

F. E. Morley, 711 Wealthy avenue.

M. Van Westenbrugge, 817 East Fulton street.

Goossen Bros., 31 East Bridge street.

E. D. Winchester, chairman of the Committee on Flour, reported that it had secured forty-five signatures in the last two days to the following agreement:

We, the undersigned grocers of Grand Rapids, hereby petition the city millers to establish uniform prices for the sale of their brands of flour at retail and to agree to cut off any dealer who refuses to observe the card rate. In consideration of the millers complying with this request, we hereby agree to favor the city millers by pushing the sale of local brands, so far as possible. And we also agree to maintain any schedule of prices promulgated by the millers or any committee of grocers having the matter in charge.

The Committee asked for further time, and requested that the Secretary be engaged to present the agreement to every grocer in the city whose name is not already affixed thereto. The report was accepted and the recommendation was adopted.

A. W. Rush, chairman of the Committee on Sunday Ordinance, reported that it had drafted an ordinance covering the ground decided upon by the Association as follows:

Section 1. No person shall keep open his retail grocery store, provision store or meat market, or any store or place where groceries, provisions or meats or any of them are sold or kept for sale at retail in said city on the first day of the week, commonly called "Sunday."

Every such grocery store, provision store and meat market and every place where groceries, provisions or meats are kept for sale shall be closed on the first day of the week, commonly called "Sunday." The word "closed," in this case, shall be construed to apply to the back door or entrance, as well as to the front door.

Sec. 2. No person, by himself or any clerk, servant, agent or employe, shall sell, give or furnish, or cause to be sold, given or furnished, to any person, any groceries or meats at retail in his store or place of business on the first day of the week, commonly called "Sunday."

Sec. 3. Any person or persons who shall violate any of the provisions or requirements of this ordinance, on conviction thereof, shall be punished by fine of not less than ——— dollars nor more than ——— dollars and costs of prosecution, or may be imprisoned at hard labor in the jail of the county of Kent, in the discretion of the court before whom said conviction may be had, for a period of not less than ——— days nor more than ——— days, and in case such court shall impose a fine and costs only, the offender may be sentenced to be imprisoned at hard labor in the jail of said county of Kent until the payment of said fine and costs for a period not exceeding ——— days.

This Committee asked for further

time and recommended that the Secretary circulate a petition asking the Council to enact the Sunday ordinance at the same time he calls on the trade to secure their signatures to the flour agreement. The report was accepted and the recommendation was adopted.

In answer to an enquiry, Mr. Rush stated that he had appeared before the Retail Meat Dealers' Association on the occasion of the last meeting of that organization and that, to all appearances, the members of that Association were unanimously in favor of the enactment of the Sunday ordinance.

Julius J. Wagner stated that it was his belief that practically every butcher in the city would support the ordinance, because in some localities the meat dealers do not open at all on Sunday. The hill butchers have not been doing so for the past three or four years.

Martin C. Goossen called attention to the omission of fruit dealers in the ordinance and asked if it would not be desirable to include them also. Those fruit dealers with whom he had talked were unqualifiedly in favor of being included in the list of those prohibited from opening their stores on Sunday.

Mr. Rush stated that, after a full discussion of the matter, at a previous meeting, when it was decided to proceed to secure the enactment of the ordinance, the Association concluded to include only grocers and meat dealers.

Homer Klap reported the result of an interview with the wholesale grocers of this market on a matter of vital interest to the trade, and moved that the Committee on Trade Interests be requested to take up the work thus outlined and carry it forward to a successful completion. Adopted.

President Winchester called attention to the fact that the Association had been misrepresented by a local grocery broker, and the reading of a letter written by the broker to the American Cereal Co. provoked a somewhat animated discussion, in the course of which A. Rasch moved that the Association proceed to prosecute the man who had made use of the name and prestige of the organization in such manner. Calmer councils prevailed, however, and, on motion of Mr. Rush, the following resolution, expressing the sense of the Association, was unanimously adopted:

Whereas, Our attention has been called to a communication sent to the American Cereal Co. by Wm. J. Thomas, purporting to emanate from the Association; and

Whereas, The endorsement of the officers of the Association was secured by misapprehension of the facts in the case; therefore

Resolved—That we disclaim the action of said Thomas as entirely unauthorized and hereby instruct the Secretary to so notify the American Cereal Co.

A communication from the Detroit Retail Grocers' Association relative to the amendment to the exemption laws was then taken from the table and, on motion, the following resolution was adopted as expressing the sense of the Association on this subject:

Resolved—That we place ourselves on record as unanimously in favor of a complete revision of the present exemption laws, covering property as well as wage exemptions, and that we heartily co-operate in any movement which gives promise of the successful accomplishment of this result.

There being no further business, the meeting adjourned.

Adrian Grocers in Line.

The retail grocers of Adrian have organized a Retail Grocers' Association, which is officered as follows:

President—Martin Gafney.

Vice-President—A. C. Clark.

Secretary—E. F. Cleveland.

Treasurer—Geo. M. Hoch.

Regular meetings are held on the first and third Monday evenings of each month.

Each year about \$50,000 is expended in sprinkling the streets of London with sand, to prevent the horses from slipping.

Cash Prize and Diploma for Best Essay.

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

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

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

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

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

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

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

NATIONAL CASH REGISTER CO.

It is estimated that the cost of vessels now being built at lake ship yards is about \$3,000,000, as compared with \$9,000,000 a year ago.

WANTS COLUMN.

Advertisements will be inserted under this head for two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisements taken for less than 25 cents. Advance payment.

BUSINESS CHANCES.

FOR SALE—STOCK OF GENERAL MERCHANDISE in live bustling town of 1,200; farming trade for fifteen miles around; cash business; sales last year aggregated about \$13,000. Address No. 243, care Michigan Tradesman. 243

FOR SALE OR EXCHANGE—A PROFITABLE manufacturing business; \$14,000 invested in machinery, stock and finished goods. Will sell on easy terms or exchange for stock of merchandise or unincumbered real estate. A 1 chance for a live business man. Good reasons for selling. For particulars address J. S. Mundy, Manistee, Mich. 245

FOR SALE, RARE CHANCE—WELL-ESTABLISHED tea and coffee business located in Grand Rapids, invoicing about \$1,200. Owner going South. Nice place for someone. Decker & Slaght, 74 Monroe street, Grand Rapids. 241

FOR SALE OR EXCHANGE FOR FRUIT OR grain farm, a handsome business, with or without building, well located. Address No. 240, care Michigan Tradesman. 240

FOR SALE—A FIVE COMPARTMENT, glass-divisioned display case. Suitable for coffees, fruits, etc., good as new. Address Box H, Latty, Ohio. 239

HERE IS A SNAP—A NATIONAL CASH Register, also Mosler safe, for sale at a bargain and on easy terms. Address E. L. Doherty & Co., 50 Howard street, Detroit, Mich. 242

FOR SALE CHEAP—STOCK OF SECOND-HAND grocery & fixtures. Address Jos. D-Powers, Eaton Rapids, Mich. 233

WANTED—LOCATION IN GOOD FARMING community for stock of hardware. State if a building can be rented; rent, size of building and location in town; population of town. Address No. 232, care Michigan Tradesman. 232

FOR SALE—BUILDING AND STOCK DRY goods, shoes and groceries. Center small town; splendid farming section; strictly cash business; nearest town ten miles; finely finished living rooms above; stock run two years. Address No. 235, care Michigan Tradesman. 235

FOR SALE—ABOUT \$1,000 STOCK, A-1 DRY goods and shoes for a little cash down; balance, good security. Address No. 236, care Michigan Tradesman. 236

FOR SALE—OLD ESTABLISHED DRUG business; good trade; splendid location; price, \$5,000. Address H. M. Matthews & Co., 74 Sixth St., Grand Rapids. 234

FOR SALE—STOCK OF GROCERIES, invoicing about \$1,200, in a live Michigan city; good trade; nearly all cash. Good reasons for selling. Address Box 165, Big Rapids. 238

FOR SALE—THE WHITNEY DRUG STOCK and fixtures at Plainwell. Stock will inventory \$1,000 to \$1,200; 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 is agent and has the keys to the 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

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 RENT OR EXCHANGE—BRICK STORE, living rooms above, all heated by furnace, in the thriving village of Ewart, Mich. Address R. P. Hollibaugh, Sears, Mich. 226

A PRACTICAL MAN WITH CAPITAL WILL find good investment in a well-established wholesale grocery business by addressing P. P. Misner, Agent, Muskegon, Mich. 203

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 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 WATSONS' drug stock and fixtures, located at Newaygo. Best location and stock in the town. Enquire of Hazeltine & Perkins Drug Co., Grand Rapids, Mich. 186

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.

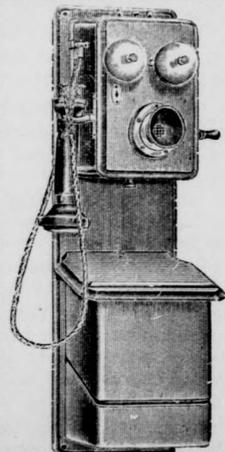
A PRACTICAL TINNER AND STORE ASSISTANT wants a situation; twenty years' experience. Address B. D. Williamson & Co., Morley, Mich. 244

WANTED—SITUATION AS BOOK-KEEPER by a young man of 25. Thoroughly competent and can make himself generally useful in an office. Best of references. Ten years' business experience. Address W., care Michigan Tradesman. 231

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

M. B. WHEELER.
S. D. KOPF.

A. O. WHEELER,
MANISTEE, MICH.



Telephones

Electrical Construction
Electrical Supplies . .

M. B. Wheeler & Co.,
25 Fountain Street,
Grand Rapids, Mich.

We sell phones for private lines,
Write for information and Catalogues.

Representing
MISSOURI TELEPHONE MFG. CO., ST. LOUIS, MO.

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. 22
Lv. G'd. Rapids.	6:45am	10:10am	3:30pm	10:45pm
Ar. Ionia.....	7:40am	11:17am	4:34pm	12:30am
Ar. St. Johns.....	8:25am	12:10pm	5:23pm	1:57am
Ar. Owosso.....	9:00am	1:10pm	6:03pm	3:25pm
Ar. E. Saginaw.....	10:50am	.....	8:00pm	6:40am
Ar. W. Bay City.....	11:30am	.....	8:35pm	7:15am
Ar. Flint.....	10:05am	.....	7:05pm	5:40am
Ar. Pt. Huron.....	12:05pm	.....	9:50pm	7:30pm
Ar. Pontiac.....	10:58am	2:57pm	8:25pm	6:10am
Ar. Detroit.....	11:50am	3:55pm	9:25pm	8:05am

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

GRAND Rapids & Indiana Railroad
Sept. 27, 1896.

Northern Div.

Trav. 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.

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.

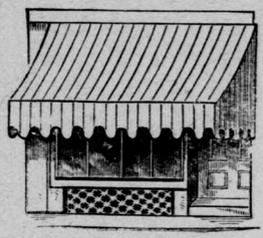
Muskegon Trains.
GOING WEST.
Lv G'd. Rapids..... +7:35am +1:00pm +5:40pm
Ar Muskegon..... 9:00am 2:10pm 7:05pm

GOING EAST.
Lv Muskegon..... +8:10am +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

OUR LINE

of Gents' Jewelry comprises all the latest novelties in Link Sleeve Buttons and Set Studs. New things in Ladies' Belts, Side Combs, etc. See our display before purchasing.
WURZBURG JEWELRY CO.,
GRAND RAPIDS.



Michigan Merchants Know
that we satisfy all in Quality, Fit and Price...
Wiesinger Awning Co., Mfrs.,
2 West Bridge St. Grand Rapids, Mich.

J. A. MURPHY, General Manager. FLOWERS, MAY & MOLONEY, Counsel.

The Michigan Mercantile Agency

SPECIAL REPORTS. LAW AND COLLECTIONS.
Represented in every city and county in the United States and Canada.
Main Office: Room 1102, Majestic Building, Detroit, Mich.
N. B.—Promptness guaranteed in every way. All claims systematically and persistently handled until collected. Our facilities are unsurpassed for prompt and efficient service. Terms and references furnished on application.

IN OUR 24 YEARS How much you have lost by not sending orders to us for our superior quality

SAWS
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.

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.

1897

Millinery "Criterion"
NEW CATALOGUE OF
CORL, KNOTT & CO.,
Manufacturers and Jobbers,
Grand Rapids, Michigan.
Write for it before buying.

1897

KNEIPP MALT COFFEE
A PURE MALT SUBSTITUTE FOR COFFEE
MANUFACTURED BY
KNEIPP MALT FOOD CO.
C. H. STRUEBE, Sandusky, Ohio,
Agent for Ohio, Indiana and Michigan.

SELL THE PEOPLE WHAT THEY WANT
A liquid glue or cement always ready for use.
Does not dry down.
Does not mould or spoil.
IT STICKS

JACKSON LIQUID GLUE
MADE BY JACKSON LIQUID GLUE CO. JACKSON MICH.

TRADESMAN ITEMIZED LEDGERS
Size 8 1-2x14—Three Columns.
2 Quires, 160 pages..... \$2 00
3 Quires, 240 pages..... 2 50
4 Quires, 330 pages..... 3 00
5 Quires, 400 pages..... 3 50
6 Quires, 480 pages..... 4 00
Invoice Record or Bill Book.
80 Double Pages, Registers 2,880 invoices..... \$2 00
TRADESMAN COMPANY
GRAND RAPIDS.

"Not Worth His Salt."
The dealer who sells **DIAMOND CRYSTAL SALT** never gets such a reputation.
See Price Current.
DIAMOND CRYSTAL SALT CO., St. Clair, Mich.

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.

A new factory at Passaic, New Jersey, recently put in operation, turns out more than Two Carloads of



Enameline
 The Modern STOVE POLISH

per day. More than five tons of American tin plate are used every day in manufacturing tin boxes for ENAMELINE. Why? Because it is THE BEST!

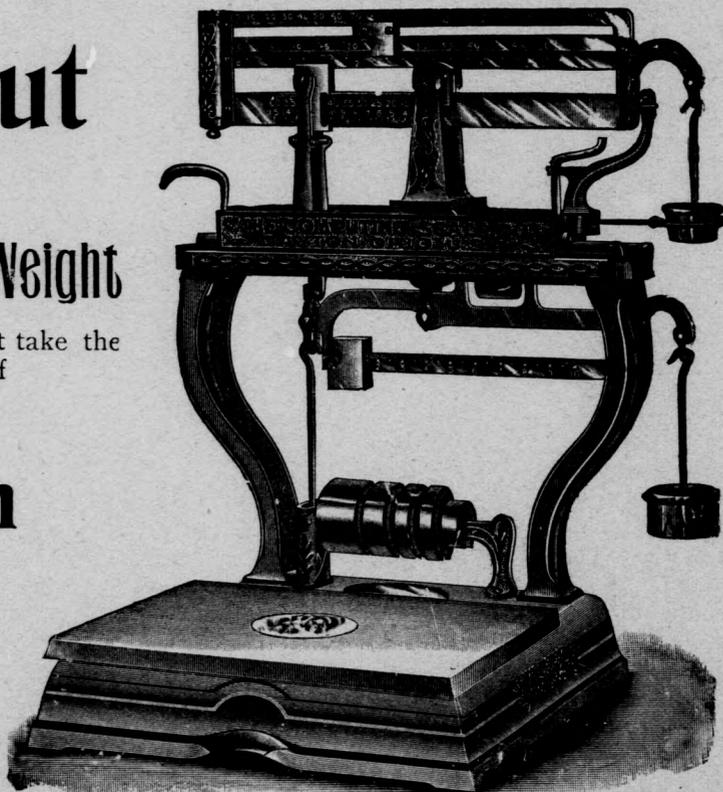
All Talk About



Dayton Money-Weight
 System will not take the
 place of

Using Them

Can't we come in and show you their
 money-making and profit-increasing
 powers; or send you Catalogue?



THE COMPUTING SCALE CO., Dayton, Ohio, U. S. A.