

# MICHIGAN TRADESMAN

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Volume XIV.

GRAND RAPIDS, WEDNESDAY, MARCH 24, 1897.

Number 705

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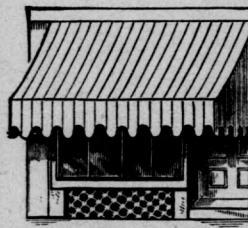
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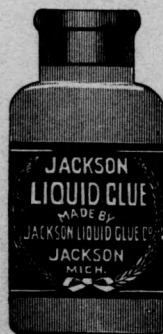
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down.

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mould or spoil.

**IT STICKS**



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Volume XIV.

GRAND RAPIDS, WEDNESDAY, MARCH 24, 1897.

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## THE LAST BLUFF.

### A Million Dollars to Be Expended in Crushing Competition.

The Bell Telephone Co. announced through the Evening Press last Saturday that it has set apart a million dollars for the purpose of crushing the competition of local companies in Michigan, and especially the Grand Rapids exchange, which has practically driven the Bell concern to the wall. In view of this attempted scare and bluff, the record made by the prophets and wise men in the employ of the Bell Co. proves exceedingly interesting at this time, especially when it is remembered that every prediction previously made by the Bell people has failed to materialize and that every bluff has turned out to be a very mild sort of zephyr. Note the different attitudes assumed by the Bell Co.:

1. When the franchise was granted to those interested in the independent telephone movement, the Bell Co. saw only a bluff to the end of securing reasonable rates and foretold that no subscribers could be secured for telephones or for stock and that it had absolutely no fear of the future.

2. Later, when 1,100 subscribers were secured for telephones and sufficient stock was subscribed to warrant organizing a company—in August, 1895—the Bell Co. proclaimed that the Citizens Co. could never build a plant because first-class cables could not be purchased outside the Bell Co.; that proper telephone wire and competent workmen, superintendents and managers were not to be had, and that, even if these obstacles were overcome, no first-class instrument could be secured, as nothing better than the old Blake transmitter telephone was made, except the long distance phone, upon which the Bell Co. held broad patents.

3. When the new company had its construction well under way, the Bell Co. claimed that it would never give service, because no switch board could be bought which would give a decent service to 1,400 subscribers, because the Bell Co. owned all the patents; that a board necessary for 1,400 subscribers would cost over \$30,000 to build; that the new company had expended all its capital and would never issue a directory nor complete its plant.

4. In April, 1896, the plant was so far along that the Bell Co. reduced its rates 50 per cent., still claiming that the new company could not give service and that, if it did, the income at the \$30 business rate and \$20 residence rate would not pay operating expenses.

5. July 1 the new company began a partial service which, although inferior at first, gradually improved, so that, before the end of the first quarter, it was giving very fair service, but a little slow, owing to new operators and a new board. Then it was that the Bell Co. proclaimed that it took two operators to make one connection on the new company's board and only one on its own (while, in fact, the new company had three operators on 200 numbers and the

Bell had three operators on 150 numbers) and that the new company would soon fail, for the board was getting worse and in a short time the service would be so slow as to drive all patrons away.

6. Next the public was informed that the new company would fail because it would be forced, by suits, to abandon the use of apparatus upon which the Bell held patents and on which suits had been started. The public patiently waited, only to learn that as fast as the time of trial approached, the suits were discontinued by the Bell Co.; and it is now stated that not a single suit has been begun on any patent that has been declared to be valid by any court, but on patents that the Bell Co. has never permitted to get before a court for a final hearing; that without question every suit is for the sole purpose of creating fear and doubt in the public mind and without any expectation of securing a decree.

7. Now, when it is generally conceded that the Citizens Co. gives better service than the Bell; that its income does exceed its expenses; that, in spite of wilfully false statements and deliberate misrepresentation, it has succeeded, the old rumors of a "fine building," an "express system," a "million dollar" expense, if necessary to kill off the new enterprise, are industriously circulated.

In view of the fact that the new Detroit company is just beginning to give service to 5,000 subscribers and that nearly every important city in the State already has its independent exchange which is gradually absorbing the business and dissipating the income of the Bell Co., so that its resources are no longer inexhaustible, it will be readily apparent that the Bell Co. is severely crippled, financially speaking, and that the latest announcement is simply a "scare," which will probably prove of no value to the Bell Co. and of no injury to its robust competitors, here or elsewhere.

Why should the Bell Co. expend a million dollars when the Citizens Co.'s entire plant to date has cost less than \$125,000?

\* \* \*

The "million dollar" bluff recalls the statement made by the Bell Co.'s agents when the Citizens Telephone Co. announced that it would furnish telephone service for less than half the rates that had been hitherto charged, to the effect that good telephone service could not be furnished at a less rate than the Bell Co. had been charging; but now that the Citizens Co., starting in without any experience, has demonstrated in less than a year that there is a good profit in the business at its cheap rates, the Bell Co. has come to the conclusion that it has already made so much money out of its exorbitant rates that it can do business now for nothing. What would our citizens think of any other business house or firm who, to crush out competition, offered its business free? The Citizens Co. was organized to do business, giving its service as near actual cost as possible, with a

fair margin of profit to its stockholders; but it has not laid up any money from exorbitant charges to fool away in giving free service. The Bell Co. announces that its free service will continue for a year. It might be pertinent to enquire, for the benefit of those of our citizens accepting free service, how long such service would continue in case the loyal patrons of the Citizens Co. should abandon it and it could not continue in business, and what the rates of the Bell Co. would be in that case, bearing in mind the public statement made by Mr. Berry, the Bell Co.'s local manager, to certain citizens when discussing the movement for a new company, that, "There never can be more than one telephone company here, and you fellows who are doing the kicking will have to bear the loss, with good interest and book-keeping expenses besides."

## GENERAL TRADE SITUATION.

While some disappointment continues that the business revival is not more rapid and pronounced, there is a sufficient steady increase in volume of trade in most lines to satisfy the more conservative, who consider that permanent improvement must be slow and gradual. The changes in prices have not been encouraging in some lines, as in cereals and some iron and steel manufactures, but on the whole advances have been more numerous than declines. Money continues easy at the principal centers and stock movement has been heavier, with a stronger tendency in prices.

The effect of the expected enactment of the tariff bill is less manifest in the woolen goods trade than expected, probably on account of the rapid changes in styles, which prevent much anticipation of the future. Still there has been improvement in activity, and prices have not declined. Cotton has improved in the speculative markets, on account of the great floods in the South, but its manufactures are still dull and featureless.

In the grain trade, wheat seems to have resumed a periodical movement within a small range of changes. There was a small advance last week, which has about been lost again. Changes in the prices of other grains are very slight. The export movement of corn continues very heavy, but that of wheat is considerably less than for the corresponding time last year.

While the ratio of increase in iron and steel manufacture is not as great as that following the collapse of the rail pool there is still a steady increase in many lines. Structural contracts have been quite numerous, and the demand for rails continues large.

The general jobbing trade has been quiet on account of the season being over for spring goods and on account of severe storms in the Northwest and floods in other parts of the country. The leather and shoe trade continues unusually heavy, however. Bank clearings are still light, although somewhat in excess of last week, viz., \$954,000,000. Business failures increased only 4 in number to 231.



### Importance of Time and Caution in Transacting Business.

Written for the TRADESMAN.

More losses undoubtedly occur from a failure to heed the above admonition than business men generally imagine. We are too apt, in these days of haste and activity in all things, to take chances; to look upon our actions as only a lottery, and to have the idea that to use care and consume time in business matters is unworthy a well-educated man and good financier. It is a fact that in business matters women, as a rule, are more careful than men. Generally, they adhere to the maxim, "What is worth doing at all is worth doing well," more especially if money is involved in the transaction; and they will not be hurried. You may hurry a boy or a man, but, depend upon it, you cannot hurry a woman.

During our war for the Union, I was acting for a time as purchasing clerk and cashier for the sutler of the 3d U. S. Regiment of Heavy Artillery stationed inside Fort Pickering, Tennessee. This regiment was recruited for this special station, the rank and file being composed entirely of "contrabands," with white officers—no white men in the regiment below the rank of lieutenant. It was after Columbus and Island No. 10 were taken and held by the Government; and our steamers on the Mississippi floated in safety anywhere above Memphis; and, although the bulk of our supplies for the soldiers were purchased in Memphis, yet a few trips were made to Chicago. Among my stock from the latter city, at one time, I had purchased a \$200 invoice of pocketknives, which were in immediate need of, and which I had ordered sent by express, merely asking that the invoice be receipted. I should have had a receipt from the express company, but by an oversight failed to ask for it. The balance of my goods were shipped as freight. On my return to the fort, I found a letter informing me that the package was at the express office in Memphis, whither I at once went to claim it. To my surprise, I found the goods, weighing some sixty-five pounds, had not been boxed, but were simply wrapped in a few thicknesses of heavy brown paper, but fairly well bound with cord. I found the package had been torn open and about one-fourth of the knives removed, and the parcel had been bunglingly tied again. Producing my invoice of the goods, asked the agent what he proposed to do about the loss. "Only this," he replied: "The package is just as we received it from the steamer. I admit that it looks as if it had been opened in transit, but it could not have occurred while in care of this office; and, unless you receive it, just as it is, we shall return it to the Chicago office, where you must look for damages. You of course have their receipt for the goods, in good order?" I was forced to reply in the negative, and the agent, with an incredulous smile, advised me to take the package and pocket the loss for my carelessness. I took the parcel, stated the case to my employer and charged the deficit to my account. In our final settlement, however, he would not allow me to pay it. Our opinion was that the package had been opened on the boat while in transit, as at that time the river boats were swarming with thieves and gamblers. Peculations—not to call them worse—were all too common in every department during the war—even bank officials were not free from the practice,

although profuse in apologies if caught in the act.

I am ashamed to speak of my own carelessness a second time while with this employer; yet this last was a lesson I never forgot, and it was my last blunder of the kind, as its ghost has loomed up before me in every business transaction since and will not down.

In 1864, there were, at one time, at least ten regiments of infantry and cavalry encamped outside the walls of Fort Pickering, and within the city limits of Memphis, awaiting orders; and several of them were anxiously awaiting the paymaster also. Suddenly, and quite unexpectedly, it was announced that within an hour several paymasters would be on hand and that the boys would all be paid to date. It meant lively business for us, as the 3d U. S. Artillery had received no pay for the past five months. As sutlers were obliged to make their own change, I was told to at once order my horse saddled, and take five or six hundred dollars in bills of large denomination and go to one of the Memphis banks and exchange them for ones and twos. The paymaster would always furnish us with all the fractional paper currency required. No silver coin of any amount was then in circulation. The distance to the bank and return was about three miles. As I anticipated, I found every bank crowded with business, but at last was waited upon and made known my wants. Packages of well-worn greenbacks were brought from a vault, in plain view from the counter. These had narrow bands of stout paper around them, and a pin was pushed through each band and also the entire package of notes, and then bent flat on the opposite side, to hold them securely together. The amount in each was marked on the band with ink, and ranged from ten to one hundred dollars and consisted of one and two dollar notes only. Without removing the pins or bands, I commenced counting the money rapidly. The packages were lying before me on a plain counter having no railing whatever around it. I had counted more than half the money and then, as a precautionary act, went over the same packages a second time, finding the amounts correct, as before. Then, glancing at my watch, I concluded it was foolish to lose any more time counting the balance. So, once more examining the total amount of the sum as noted on the bands, which total I found correct, I said to the clerk, "All right, sir," rolled up the packages, placed them carefully in an inside pocket, mounted my horse and hastened to the Fort, where I learned that I had yet half an hour before taking my station in the paymaster's office. I therefore concluded to count the money in the other packages, and repaired to my own apartment for that purpose. Imagine my dismay when I discovered each and every package I had not examined at the bank short of the amount stated on the band! It is needless to say that I went over the packages carefully a second, a third—even a fourth time, but always finding the sum of my first count. I then removed the pins and bands carefully from them all, to see if any folded notes might not be lying among them, but still found myself short in the total amount.

It is quite superfluous to add that I did not return to the bank with any complaint, nor to ask for any explanation or redress—I just made one simple

entry on the debit side of my own account in the ledger, "Cash to self this date, \$43," and at once took my station in the paymaster's office.

There is another class of individuals who, while taking sufficient time to do business, are exceedingly absent-minded, and on that account commit many errors. I once knew a merchant who, at one time, received a bank draft for quite a large sum, on book account. He made the proper credit entry at once; but, another customer just then engaging his attention, he occupied fifteen or twenty minutes in conversation, entirely forgetting about the draft. Before the day ended he made a thorough search for it, and passed a rather sleepless night endeavoring to recall his every movement after receiving it. The next morning, preparing to sweep out his small office, which was on a raised platform, some bits of paper on the floor arrested his attention. Picking up a few of them, he examined them closely, when the fact was revealed that, while conversing with his customer, he had thoughtlessly torn the draft into more than a dozen pieces, dropping them upon the floor where he stood. But now, finding every one of them, he carefully pasted them together upon a sheet of stout tissue paper and afterwards presented it at the bank, where it was accepted. Moral (obvious): Never contract the habit of tearing in pieces paper of any kind, as it might at some time prove too expensive.

In this rushing age in which we live, both time and caution seem to be disregarded by the majority; therefore, errors in every department of business are all too frequent. There are limits to the capacity of the brain and, when overtasked, it, like the physical frame, fails to do good work. At least one merchant in ten will tell you that he occasionally inadvertently gives or receives too much change, in buying or selling goods. I once gave a grocer a fifty cent piece in payment for ten cents' worth of matches. He quickly threw it in the cash drawer, and handed me ninety cents. As quickly I pushed back fifty cents from it. He glanced at the fifty cent piece with the question, "What shall I give you for that?" "Put it in the drawer," I answered. "I gave you only fifty cents in the first place;" and it was hard to convince the man that it was not I, but himself, who had made the mistake.

One sometimes meets with a person who never(?) makes a mistake. Once only had I the pleasure of such an acquaintance. I purchased goods amounting to \$1.50, and handed the man a five dollar bill. I was watching my horse and buggy at the open door, as the animal was restive, when the merchant called my attention to my change, which he pushed toward me. I saw the edges of three bank notes, and a fifty cent piece was lying upon them. Just then my companion called to me to hurry and, gathering up my change with one hand and crushing it into small compass, I thrust it in my pocket and hurried out. On arriving home, some five miles distant, I thought of my money and, drawing forth the package and smoothing it out, I found two ones and one two dollar note, besides the fifty cent coin. He had supposedly given me three ones and the piece of silver. It was two or three days before I was again in the city, when I at once called upon the merchant and pleasantly said to him, "You may or may not know that you made a mistake in my change

when I bought those brown gloves of you, the other day?" He scowled angrily as I finished the question. "I never make mistakes in change, and thus I never have occasion to rectify any," was the curt reply. "I gave you goods for \$1.50 and three one dollar notes and fifty cents in silver, and you gave me a five dollar bill. I remember it perfectly." "O, well," I pleasantly replied, "it is a small matter—in your favor, as one of the notes was two dollars instead of one." As I walked toward the door I begged pardon for troubling him, and advised him to at once obtain and read the fable of "The Unjust Judge," which he would find in the old Webster's spelling book of sixty years ago. It brought a flush to his hard old countenance if he read it, or at least the last paragraph, wherein the old farmer says to the Judge: "I find the business would have been concluded without an 'if' had you been as willing to do justice to others as to exact it from them."

Once, while in business for myself, on counting the contents of my cash drawer late at night, I found a five dollar gold piece among the specie, for which I could only account by assuming that some one had paid it to me supposing it to be twenty-five cents in silver, as it was so nearly the same in size; and, remembering that during the evening I had had an unusual number of cigar customers who purchased "three for a quarter," I felt confident that this was the solution of the error. Within the next forty-eight hours a gentleman came in and enquired if I had received a five dollar gold piece for which I could not account. "I carelessly paid one for cigars to someone," said he, "supposing it to have been twenty-five cents." "Yes," I replied, "night before last, on counting my cash, I found a five dollar gold piece, which I could only account for on the supposition that I had taken it in for a quarter, as I had no remembrance of receiving such a coin. It is undoubtedly yours, as I recollect that you bought cigars here—you had a companion with you." The man deprecated his carelessness in carrying gold coin promiscuously with silver.

Strange as it may seem, many persons consider errors of the above sort trivial and unimportant, and regard them as marks of the true business man of the present age, and assert that such persons will transact far more business and accomplish more in a given time, therefore reimbursing all such losses with compound interest. Who shall decide?  
FRANK A. HOWIG.

#### Pardonable Ignorance.

A strange story is related of a jurymen who outwitted a Judge, and that without lying. He ran into court in a desperate hurry and quite out of breath, and exclaimed:

"Oh, Judge, if you can, pray excuse me! I don't know which will die first, my wife or my daughter."

"Dear me, that's sad," said the innocent Judge. "Certainly, you are excused."

The next day the jurymen was met by a friend, who, in a sympathetic voice, asked:

"How's your wife?"

"She's all right, thank you."

"And your daughter?"

"She's all right, too. Why do you ask?"

"Why, yesterday you said you did not know which would die first."

"Nor do I. That is the problem which time alone can solve."

The chief want in life is somebody who shall make us do the best we can.



**The Origin of One Retail Grocers' Association.**

Stroller in Grocery World.

There is a good deal of talk nowadays about grocers organizing and lots of it has hard, common sense behind it. The grocers' associations that are, compared with those that ought to be, I don't believe would figure up one to a thousand. I know a considerable number of retail grocers' associations, mostly in the country. Two or three weeks ago I gave a little account of the meeting of one of these, which I attended, and, by the way, I got a letter from the grocer whose guest I was at that meeting, reproaching me for giving the affair such publicity. "I wouldn't have cared," this grocer wrote, "if the account you wrote hadn't been so true to life." I didn't give any names, so I don't reproach myself.

I know another grocers' association that has as a distinctive feature the fact that it was forced into existence by an association of dead-beats. Funny sort of a situation, isn't it? True, nevertheless.

This condition of affairs I ran across in a small town in enlightened Pennsylvania, not far from Pittsburg. I was up there on a business trip not more than a month ago and was resting for the hour which remained before train-time in the store of a grocer whom I have known for years.

We talked about various things, until by and by I asked him:

"By the way, have you not a grocers' association here?"

"Yes," he said, and he laughed.

"What is it?" I asked.

"There's something funny about that association," he said, "and that's why I smiled. I'm the Secretary."

"What's the funny part?" I said.

"Well," he said, "it's a pretty long story, but I'll give it to you in as short a time as I can. The association was organized about ten months ago. Before that there had been several attempts to get up some sort of an association here, but they always failed because the grocers didn't take enough interest in the idea. They're all jealous of each other here, you know. The association never would have been formed at all if the people hadn't been forced into it."

"There's an organization of consumers in this town," he continued, "called the Co-operative Society."

"There's about sixty members and they meet every two weeks and talk over the Government's owning the railroads, and the time when the State or the city will own all the stores and supply goods to the people at cost, and such wild ideas as that. You know the style—faddy and peculiar. It's a funny thing that just forty-eight out of the sixty members are dead-beats. They're noted for getting out of paying their debts whenever they can."

I looked incredulous over the large proportion.

"Fact!" he persisted. "Everybody knows that. We counted 'em up."

"Well, go ahead," I said.

"At one of their meetings this co-operative society got on the subject of merchants' profits and they made up their minds that there was a reform needed. The merchant was getting too big profits—getting rich too fast. So they fixed up a plan to investigate the various branches of trade—groceries, dry goods and hardware. They took up groceries first and got a whole lot of wholesale price-lists—the Lord knows where, I don't! At the meetings where the subject would come up they would bring their grocery bills—most of 'em not paid—and compare 'em with the wholesale list. In lots of things they couldn't make any headway toward learning the cost of the goods, because they didn't know anything about quality, but in others, such as Royal baking powder, coffee, and so on, they got a pretty good line on what the grocer was making as profits."

"Well, when they got that far, they decided what profit they thought a grocer ought to get, which was quite a ways under what he gets. They fixed on

8 per cent. net profit. Very few of the grocers of this place do over \$8,000 worth of business a year, which at 8 per cent. would only give 'em \$640 a year. Well, all the grocers decided that they wouldn't have their profits cut down just yet, but that didn't phase the co-operative society. They passed a bushel of resolutions about it, and decided not to patronize any grocer who charged more than 8 per cent.

"One of the idiots came in here," he said, with a broad smile. "I can see her yet. Miss Almira Forbes is her name. She is an old maid about 55 and thin as a rail. She came in one day with one of them wholesale lists in her hand and ordered a lot of stuff. I remember it came to about \$3, and as near as I remember I was a-calculating to make about 15 per cent. net on it. That was 60 cents, an' little enough."

"When the goods were all wrapped up, the old lady said:

"That will be \$2.73, will it not, Mr. ———?"

"No'm," I says, '\$3.' You see how close the old cat had got to the cost of the goods, so as to be able to figure 8 per cent. profit on it—come within 2 or 3 cents, you see."

"She looked at me a minute, and then said:

"You are charging me an exorbitant profit, Mr. ———, and one which I do not propose to pay. Our co-operative so—

"I didn't wait for her to finish, for I was mad."

"I don't care anything about your society!" I said. "The price of the goods will be \$3, and not a cent less. Take 'em or leave 'em."

"You see, that mayn't have been the way to talk to a woman, but the idea of her coming into my store an' trying to tell me what profit I should make on goods made me mad; and I was hot, too, over her knowing so much about my business as to know so near what I paid for goods."

"What did she do?" I asked.

"She went out without taking the goods, and went around to all the grocers and worked the same scheme, but she couldn't get the goods anywhere at less than the regular price. So many of the society tried it, though, that the grocers made up their minds to organize, and that's the origin of the association. It's in good shape now, but I don't know how long it will be."

"Well, after the grocers got together," I said, "did the society try to meddle with profits any more?"

"You bet they didn't!" said the grocer, "and they didn't take up any other branch, either!"

Better that an association be brought into existence through competition from dead-beats than that it should never be brought into existence at all!

**Confession All Around.**

From the Detroit Free Press.

"I've had lots of experience in prohibition towns, but here's one which happened to me in Kansas," said the Southern drummer, as he lighted a cigar, the train having come to a standstill by a washout. "One of my customers invited me up to his house for supper. When I got to his place he introduced me to his wife and their one son. Before we went down stairs he took me aside."

"Perhaps you'd like a little something," he said, "but don't mention this to the wife or my son."

"I promised and he produced the bottle from a cupboard. When I went down I was chatting with the son, when he gave me a wink and motioned toward a back room. I followed him, and he said:

"Pretty cold walking here, wasn't it?"

"Rather."

"Well, here's something that will do you good, but don't say anything to dad or ma. They're terrible down on this sort of thing."

"With that he produced a bottle from a top shelf in an out-of-the-way cupboard. The supper passed off pleasantly. In the evening, by way of a joke, I shivered and exclaimed:

"My, what a cold I have. I'd give a good deal for a drop of spirits for medicinal purposes."

"I believe there is some in the medicine chest," began the wife, then stopped and blushed.

"I laughed and said: 'Confession is good for the soul. There should be no secrets in such a happy and well-managed little family.' They all looked rather uneasy, and finally laughed and confessed."

**Not So Bad.**

Grocer—Is there any butter in the tub there for Mrs. Styles?  
Grocer's Boy—Only one pound, sir.  
Grocer—That's too bad.  
Grocer's Boy—Oh, I don't know; I guess it's good as you ever send them.

Hodson—There goes a man whose business is a snap.  
Dobson—What does he do?  
Hobson—Makes spring locks.



**The Best Truck On Earth**

For handling Syrup, Vinegar, Molasses barrels, etc.

For particulars address

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**"YUMA"**

The best 5 cent cigars ever made. Sold by  
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Represented in Michigan by J. A. GONZALEZ, Grand Rapids.

**GREEN VEGETABLES**

ONIONS, SPINACH, RADISHES, LETTUCE, CUCUMBERS, TOMATOES, etc.

**APPLES** Any kind \$1.50 to \$2.50 per barrel.

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

**BUNTING & CO.,**

20 & 22 OTTAWA STREET,

GRAND RAPIDS, MICH.

**Engraving**

The rapid increase in the volume of the business of the Tradesman Company in the making of illustrations and printing plates of all kinds has rendered it necessary to greatly enlarge its facilities in this department by the addition of the most modern and complete machinery and apparatus. These additions will serve the interests of the patrons of that department in that the high standard of quality will be more than maintained, and greater promptness and the most reasonable price, compatible with best work will be secured. Plates by all the various processes are made complete on the premises under the careful supervision of the most competent artists and engravers. Correspondence will secure specimens or any information desired.

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



## Around the State

### Movements of Merchants.

Hastings—J. C. Farrell has moved his clothing stock to Clarksville.

Calkinsville—John R. Hess, general dealer, has removed to Clare.

Grawn—H. C. Burt succeeds A. W. Monroe & Co. in general trade.

Mulliken—Geo. Wilcox has embarked in the meat and produce business.

Mason—Howard & Son have sold their grocery stock to F. J. Greve.

St. Johns—Davies, Adams & Co. have opened a new dry goods store here.

Thompsonville—Wm. Wiseman has opened a dry goods and notion store.

Saginaw—Chas. Mertz has purchased the meat business of Fred J. Hoerner.

Hudson—W. S. Baker succeeds Richard Newton in the cigar and tobacco business.

Cadillac—Henry Stickle succeeds H. K. Hilborn in the merchant tailoring business.

Calumet—Kingston & James, meat dealers, have dissolved, J. H. James succeeding.

Shaftsbury—Jas. Harvey and J. P. Shaft will run the Hoag meat market this summer.

Bagley—Henry Wachter is considering the idea of erecting and equipping a cheese factory.

Detroit—Michelsen & Heinsman, furniture dealers, have dissolved, Henry Michelsen continuing.

Vassar—P. L. Varnum, a shoe dealer here for twenty years, has sold his stock to William H. Starke.

Port Huron—W. J. Mulford announces his intention of closing out his furniture stock and retiring from trade.

Petoskey—J. F. Stein and Ben Welling are making arrangements to open a dry goods store in Harbor Springs.

Freeport—Buel Wolcott has sold his interest in the meat market to Albert G. Gosch, who takes possession April 1.

Holland—C. Blom, Jr., has ordered the necessary machinery to enable him to manufacture candy on the factory plan.

Ann Arbor—J. T. Jacobs has sold his stock of boots and shoes to W. J. Aprill, who has taken possession of the same.

Kalkaska—Freeman Park has moved his grocery stock to the building formerly occupied by the Goodrich drug store.

Niles—C. A. Simonds, formerly a boot and shoe dealer here, has removed his stock from Three Rivers to Niles again.

Traverse City—A. J. Johnson has removed to this place from Boyne City and will open a shoe store here about April 1.

Benton Harbor—The Benton Hardware Co. has removed to Mayville, changing its style to the Mayville Hardware Co.

Saginaw—L. Rubin, the jeweler, expects to leave the city about May 1. He thinks he will locate in Connecticut or New Jersey.

Reed City—D. C. and Herbert Harter will open a grocery store and meat market in the building formerly occupied by Samis Bros.

Tawas City—Fannie (Mrs. M. E.) Friedman has sold her dry goods, clothing and furnishing goods stock to Moses E. Friedman.

South Frankfort—Glarum & Classen, general dealers, contemplate the erection of a large store building on a site near their present location.

Rollin—Stephen Fedigan has opened a meat market.

West Bay City—Mohr & Staudacher, hardware dealers, have merged their business into a corporation under the style of the Mohr Hardware Co.

St. Ignace—A. E. (Mrs. S.) Highstone succeeds S. Highstone in the dry goods and millinery business at this place and also at Detour and Pickford.

Coldwater—F. R. Drury, of the late firm of Calkins & Drury, has rented the store adjoining the Arlington on the west and will open a new grocery stock.

Morrice—Henry Alling has purchased the interest of W. O. Morris in the meat market firm of Morris & Alling and will continue the business on his own account.

Benton Harbor—H. T. Hall has purchased the interest of S. B. Abbott in the grocery firm of Hall & Abbott and will continue the business at the same location.

Saginaw—A. Roman has removed his fruit and confectionery store from his old stand, 109 Genesee avenue, to a more desirable location in the Everett house block.

Muskegon—Albert R. Damm has purchased the interest of A. W. Peterson in the hardware firm of Peterson & Damm and will continue the business at the same location.

Ionia—J. H. Canfield has sold his meat market to J. Hudson Benedict and will remove his grocery stock to the H. G. Wright store, recently occupied by W. E. Kelsey.

Vermontville—Lee Marsh, who recently purchased an interest in the Folger meat market, has sold his interest to Mr. Mull, of Eaton Rapids. The new firm will be Folger & Mull.

Benton Harbor—James McDonald has sold his lumber yard to the Stevens & Morton Co. and has purchased the S. M. Austin grocery stock of the McNeal & Higgins Co., of Chicago.

Plainwell—Clayton Granger has purchased and is presiding over the grocery stock of S. B. Smith. He intends to remove the stock to O. B. Granger's store as soon as the necessary arrangements can be made.

Benton Harbor—Young & Harper, of South Haven, have leased the center store in new Newland block and will about April 1 open a merchant tailoring establishment in connection with a line of men's furnishings and clothing.

Bay City—David Altman has given a trust mortgage on his clothing stock to Isaac H. Garson, of Rochester, N. Y., for \$3,811, and for \$2,000 additional for an extension of credit. Local creditors are secured by a mortgage of \$1,495.

Jackson—T. J. Camp is about closing out the carpet business of the Boston Carpet Store, which he has conducted for a long time. He will go into other business. Mr. Camp has been in trade in the Durand block for thirty-five years.

Ann Arbor—D. A. Tinker has sold his stock of men's furnishing goods to Henry W. Holcomb, who will continue the business, removing his present stock at Brooklyn to this place and consolidating it with the stock recently purchased.

Port Huron—Alex. Jacobi, the Huron avenue clothier, has purchased an interest in the business of Arthur Abraham & Co., at Chicago, and will close out his Port Huron business at once. Mr. Jacobi was born in Port Huron and has always resided here. At present he is the owner of the oldest clothing store in the city, having succeeded his father, the late Joseph Jacobi.

Saginaw—Seeley & Parsons have removed their clothing store from their old location on North Washington avenue to the corner of Washington and Genesee avenues, in the building formerly occupied by Mr. Haach, the jeweler.

Benton Harbor—Peter Hansen, the veteran tailor, has sold his stock to Joseph Hansen, who has been engaged in the work with his father for several years. Mr. Hansen will retire from trade, having been engaged in the tailoring business in this city since 1869.

Muskegon—Weller & Reul, shoe dealers, who have been in business continuously for twenty-five years and for twenty-one years located in the place now occupied by the store, have dissolved partnership. Mr. Weller retires and Mr. Reul will continue the business.

Ishpeming—The J. W. Jochim Co., Ltd., will remodel its hardware store, putting in a plate glass front, as well as changing the interior. The store is so filled with goods that a gentleman as large as Mr. Jochim can hardly find a place to sit down. He weighs 300 pounds.

Big Rapids—Affairs have been arranged so that after several weeks' legal sparring, during which the dry goods stock of Eddy & Averill was tied up, Mr. Lester, representing his brother, has obtained possession of the stock and shipped it to Hart, where he will open up and conduct business.

Kalkaska—L. C. Goodrich has discontinued the drug business at this place. The stock will be moved to South Boardman, where a store will be run under the management of O. C. Goodrich, who formerly owned the outfit. The Goodrich drug store has been operated at this place for the past eighteen years, having been the first drug store to locate in this village, and its departure seems like the removal of a landmark from Kalkaska.

### Manufacturing Matters.

Republic—The Frost Logging Co. has finished its season's work.

Bellevue—Peck & Co. have begun the manufacture of brooms.

Bay City—W. J. Daunt succeeds Daunt & Sharp in the carriage manufacturing business.

Saranac—Mercer & Wallington will build a cheese factory on Mr. Mercer's farm at Morrison Lake.

Cadillac—The Cadillac Handle Co. has a pyramid of maple logs at its mill containing 1,500,000 feet.

Bear Lake—Bunton & Hopkins' sawmill is being repaired and will start running as soon as the ice breaks up.

Owosso—The Estey Manufacturing Co. has received two orders amounting to forty-nine suits to be shipped to South Africa.

Frankfort—Daniel Dake, of Traverse City, and L. B. Long, of Manistee, are endeavoring to purchase the plant of the Frankfort Refrigerator Co., with a view of putting it into operation.

Jackson—A. A. Tuttle and M. E. Avery have purchased the Munns & Avery manufacturing plant, and will continue the business of turning out interior finish and fine woodwork.

Barryton—Plato, Renwick & Co. have completed their cut of hardwood at their mill north of here. Their big mill in the village is being put in condition, preparatory to making an early start. They have the finest stock of logs in of any season since they put their mill in here.

Owosso—The Owosso Stave & Hoop Co. has uttered a chattel mortgage to George F. Alderton as trustee, securing the Michigan Hoop Co. for \$10,000. The mortgage covers all of the property of the company at this place, including the mill and the stock now on hand.

Kalamazoo—The St. John Plow Company's plant, under the management of the new proprietors, H. B. Colman, H. B. Fisher and J. B. Algire, is in full operation again after a long silence. Five traveling men will soon be on the road selling the product of the company.

Grand Haven—The Ruby Match Co., which offered to remove its plant to Menominee if given a free site and a bonus, has now modified its terms and asks only that \$6,000 worth of stock be subscribed by Menominee people. If this is done, the factory will locate there and employ fifty people.

Owosso—Pending the outcome of the "cracker war" between the New York Biscuit Co. and the American Biscuit & Manufacturing Co., the Johnson Baking Co. has closed its factory, as the present prices at which crackers and sweet goods are sold are 1 cent per pound less than the cost of manufacture.

Ithaca—Wm. Reed, of Alma, an experienced miller, who has a personal interest in and takes charge of the milling interests of A. W. Wright, at Alma and other points in the State, has consummated a deal for the lease of the Ithaca grist mill, which puts him in immediate possession, and will give him full control of the property.

Port Huron—The business of the Port Huron Cycle & Electrical Co. has been purchased by the Huron Cycle & Electric Co., composed of E. W. Ortenbarger, holding 250 shares; F. W. Yokom, 240 shares, and Geo. E. Yokom, 10 shares. The company's capital stock is \$5,000 and is all paid up. The business will be continued at the old stand.

Belding—Robert M. Wilson has been elected Manager of the Belding Shoe Co., to take the place of E. R. Spencer, resigned, and also Treasurer, in place of E. H. Deatsman. The removal of Mr. Welch from the city made it necessary for Mr. Spencer to look after his shoe store, so that he could not give his attention to the interests of the shoe factory.

Muskegon—Having been unable to make satisfactory arrangements with the creditors of the corporation to continue their connection with the concern at the Heights, Wm. D. and John D. Kelly have severed their connection with the Kelly Bros. Manufacturing Co. and will move to Chicago on April 1. It is understood that several Chicago capitalists have agreed to establish a plant for manufacturing the same class of goods as the Kelly company manufacture here, placing the Kellys in charge.

Kalamazoo—It is understood that the Hatch Cutlery Co.'s plant, now located at Buchanan, will be sold to Kalamazoo parties, who will continue the business under the form of a stock company. Frank Fuller, of Kalamazoo, will probably take the management of the business. H. B. Peck recently went to Buchanan to look the matter over and it is not at all improbable that a big slice of the stock will be over his signature. H. H. Everard will be interested in the company. Mr. Miller, who for the past two years has been the manager of the business, will also take an interest in the enterprise. The Kalamazoo Cutlery Co. will probably be the name of the new enterprise.



Saginaw—Saginaw bids fair to have a name and fame as a manufacturing center for pianos. The Erd piano factory has for some years been one of the recognized industries of the city, and another large plant is to be put in operation shortly. For some time Ed. Germain has been making preparations to engage in the manufacture of high grade pianos at his plant on Genesee avenue. It is understood that these arrangements are now nearly complete, that expert piano mechanics have been secured and that the work of manufacture will begin shortly.

Trout Creek—R. E. Stephenson, the old woods superintendent for the Diamond Match Co., has been putting in logs for the Trout Creek Lumber Co. this winter. He will have finished his contract next week and will break camp. As soon as the Ontonagon River is free from ice, he will drive 120 million feet of logs to Ontonagon to a pull up. They will be railroaded over the C. M. & S. P. Railway to Green Bay, where the Diamond Match Co. has established a new plant. These logs were cut two years ago, after the big forest fire and have lain in the water ever since.

Fenton—The Phillips Manufacturing Co. has asked the city to furnish a right of way for a railroad track about 40 rods in length, to its plant, and remit its taxes for ten years. These demands would amount to about 1 per cent. of the pay roll. The Phillips people claim that they have been offered large bonuses by several towns in the State, one of which they may accept, and move their plant, should not their own town show a disposition to do what is fair and reasonable. A majority of the people seem to be in favor of at least meeting a part of their demands, while others call it a bluff and assert that it will amount to nothing. The story has gained currency that the Phillips company is paving the way to open up an immense department store, which will enter into serious competition with nearly every merchant in the town. The Phillips company promises to greatly improve its plant, and increase its capacity should the town comply with its requests.

#### Flour and Feed.

The market has been somewhat erratic during the past week, influenced by the wide fluctuation and difference between spring and winter wheat. Buyers are gradually beginning to understand the situation and some good orders have been booked by the city mills this week. Enquiries are plentiful and, taken altogether, the market for winter wheat flour has a better tone. The demand from this time on is likely to be steady and winter wheat mills fortunate enough to be able to get a wheat supply near at hand will have all the business they can handle for some weeks to come. Stocks of flour at the seaboard are light and are being rapidly depleted, as well as stocks in the hands of jobbers and retailers at interior points.

Millstuffs are in good demand and prices are well sustained. Feed and meal are slow, with values about the same as last week. Wm N. Rowe.

Wm. Logie (Rindge, Kalmbach & Co.) has returned from the East, where he has been since the first week in March. He went via Washington, participating in the inauguration ceremonies.

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

## Grand Rapids Gossip

Jacob Hendricks, grocer at 320 East Leonard street, has voluntarily surrendered his stock to the Worden Grocer Co. and retired from trade.

David M. Coppock, formerly in the employ of the Grand Rapids Packing & Provision Co., has embarked in the meat business at 204 Grandville avenue.

John Van der Zande has turned his grocery stock at 509 North College avenue over to the Ball-Barnhart-Putman Co. and will engage in agricultural pursuits.

John DeBoe and F. D. Vos, Jr., have formed a copartnership under the style of John DeBoe & Co. and embarked in the manufacture of druggists' supplies at 21 Fountain street.

Miss Belle Dutcher and Miss Carrie Barron have embarked in the millinery business at Fennville under the style of Dutcher & Barron. The stock was furnished by Corl, Knott & Co.

Miss Ola Nichols and Mrs. Crary have formed a copartnership under the style of Nichols & Crary and opened a millinery store at Big Rapids. Corl, Knott & Co. furnished the stock.

Will D. Tuxbury, for twelve years storekeeper for the Sullivan Lumber Co. at Sullivan and Wallin, has opened a grocery store at Thompsonville. The Olney, Judson Grocer Co. furnished the stock.

The Hazeltine & Perkins Drug Co. is remodeling and enlarging its office. The office and salesroom will occupy the front portion of three stores when the improvements now under way are completed.

John Hulst and Henry Berens have embarked in the dry goods and grocery business at Oakland under the style of Hulst & Berens. The dry goods have not yet been purchased, but the Olney & Judson Grocer Co. has the order for the groceries.

Albert Frick, who for the past sixteen years has been connected with Desenberg & Schuster, of Kalamazoo, in the capacity of clerk, has embarked in the grocery business at that place at the corner of Park street and Park place. The Olney & Judson Grocer Co. furnished the stock.

#### The Grocery Market.

Sugar—The market is without quotable change, but is strong at quotations. The demand is moderate, all orders being accepted by the refiners subject to delay.

Tea—The tea market seems to manifest more strength and activity, probably in sympathy with the general reawakening of all branches of business. All grades of tea are sharing in the activity and are growing more and more firm. Dealers report a growing disposition to buy in larger quantities, which will be a welcome relief from the hand-to-mouth purchases which have characterized the tea market for several months. Prices have not changed during the week, but anything desirable will sell quickly at very firm figures.

Coffee—Receipts at Rio and Santos have continued larger than had been anticipated, in fact, more than double the quantity that should normally be, as compared with the maximum estimate of the crop. It seems reasonable, there-

fore, that when they do fall off it will be very gently, and the present depression of the market will be quickly reversed. Javas are in strong position and there has been a good jobbing demand at the advance. Maracaibos remain firm, with some demand for desirable lots.

Provisions—There has been considerable animation in the provision trade the past week. While the supply of product is liberal and the offerings free, there has been a good speculative interest shown, and large distribution of product. Prices have been considerably advanced and a more confident feeling prevails in the trade. The large visible supply of lard is an element which is calculated to prove more or less a hindrance to an advancing tendency in other products. The total stocks of this article far exceed the supply of any previous year in March. It is evident, however, that the consumption is exceptionally large, and may keep pace with the current manufacture during months to come. Last year there was a gain each month from November until August, during which time the increase amounted to 380,000 tierces, the total reaching 596,000. Of the increase mentioned 151,000 tierces represented the period up to March 1. This year the gain during the same period was but 42,000 tierces, while the manufacture was not lessened. This is suggestive of an encouraging outlook for this article. The visible supply on March 1 was 522,000 tierces. The low price of corn may be expected to have some influence on prices of hogs and product—and prices of corn can hardly be expected to be much advanced until some stimulating influence may be available from conditions attending the coming crop, in the way of lessened acreage or discouraging start for the crop, or both. These are questions, of course, belonging wholly to the future. With full acreage and bright promise for the new crop, it could hardly be expected that much advance in prices would be developed, in view of the understood large surplus of this grain beyond any possible demand this season.

Dried Fruits—Peaches are holding their own very well, and there is a good demand for low and medium grades. The price is unchanged. Currants have advanced  $\frac{1}{4}$ c on the cleaned variety, by reason of the fact that holders have been selling under the cost of importation. Raisins are still unusually quiet and are not selling well. The price is not high and there should be a good demand. The statistical position of raisins would unquestionably justify higher prices, especially if there is a good demand.

Canned Goods—The tomato market is only fairly active. It has been somewhat depressed by the offering of large blocks of old goods from Coons Bros.' failure, which has been held until this time by the banks. This has produced a noticeably easier tendency, and prices are fully 5c under the price which ruled some time ago. Corn is extremely quiet, with easy prices. None is selling, however, except a few high grades. Peas have been in better enquiry during the week. Second grades early Junes are practically all cleared up in Baltimore. Peaches are dull, with only a few Californias selling.

Rice—The rice market at present presents a radically different phase from a year ago, when there was a rice glut, and rice sold in a jobbing way at  $1\frac{1}{2}$ c per pound. The domestic rice market

is decidedly stiff and prices are getting higher all the time. The reason for this is the great scarcity of low and fancy grades. The stock of medium grades is better, but even it is comparatively small, compared with last year. As the result of the scarcity nearly all the Southern rice mills are closed, and holders are holding back their stock for higher prices and also for the disposal of the tariff act, which places a duty of 2c per pound on foreign rice, as against  $1\frac{1}{2}$ c under the present tariff. This will stiffen the home market, because it will bring imported rice, which is better looking but of inferior keeping quality, on a parity with domestic rice. Under the Wilson tariff the foreign rice could be sold for less money than that raised in this country.

Fish—Trout have advanced 25c. Other lines are nominally unchanged, except family white fish, which have declined.

Yeast—The Northwestern Yeast Co. announces that on and after April 1 its brands will be placed with the jobbing trade on the factor plan. Goods will be placed only through regular selling agents and will continue to be the property of the company until disposed of, all goods consigned being subject to the orders of the company. Factors will be paid a commission, which will be determined by the price at which the goods are to be sold. Goods must be paid for every fifteen days and commissions will be paid the jobber every three months.

#### The Grain Market.

Wheat has taken an upward turn since our last communication and Toledo has tried hard to touch the dollar mark. It has been very successful thus far, owing to the scarcity of winter wheat. Chicago bears try hard to pound the market down by putting out long lines, and succeed in doing so many times, especially when the longs sell out, which has a temporary effect on the market. Owing to the strong statistical situation, wheat cannot be kept down. The visible again showed a decrease of 1,010,000 bushels. The exports were light, but the decrease shows that the home consumption is about normal. The receipts in the Northwest were also light, being about one-half what they were one year ago. The amount on passage decreased and the world's supply will probably show another 5,000,000 bushel decrease. Now, if the decrease is so much at present, what will it be when navigation opens? It is reported that 5,000,000 to 7,000,000 bushels will be shipped from Chicago and Duluth as soon as the boats get to running. With these facts in view—notwithstanding that wheat is a little depressed just at present—we firmly believe there will be a radical change for the better within a very short time.

Corn remains unchanged, while oats have gained 1c per bushel. Should this wet weather continue, it will cause a delay in preparing the ground for both of these cereals, so at present the outlook is not the most promising for these grains.

The receipts during the week were 36 cars of wheat and 1 of corn. The receipts of wheat here are smaller than ever, owing to the bad roads. Local millers are paying 84c for wheat to-day.

C. G. A. VOIGT.

A carrier is liable, in the absence of statutory law to the contrary, until notice to the consignee of the arrival of the goods, and reasonable time to inspect and remove them.



## Bicycles

News and Gossip of Interest to Dealer and Rider.

The outdoor riding season will open next month with the inauguration of club runs and tours. While the weather and the condition of the roads permitted riding throughout the winter months, there are many enthusiasts who put their wheels away with the approach of December until April. This season a large increase of the number of riders is expected. During the winter months the clubs have received large additions to their memberships, and parties of women have formed cycling clubs, so that an active year is anticipated. The local dealers are all preparing for a big season. It is expected that the craze for bargain wheels will subside, and that riders this year will select good, reliable makes. The activity and growing strength of the local cycling associations indicate a remarkable season.

Complaint is frequently made by women riders that the lacing of the dress guards on the rear wheel of the drop frame models often breaks, becomes detached, and requires constant attention. Various colored cords of good thickness are used for this lacing, but they do not stand the wear and tear. A rider who has devoted some attention to some good substitute for the cord lacing recommends thin wire. The cord, in addition to liability to break from rough usage or undue strain, will also rot and wear away at the eyeholes of the mud guard. Rain and the wear of a skirt over the cords help to impair their strength. It is suggested that a good substitute for the cord, which is both strong and able to withstand rust, is thin insulated wire. This wire put on the guards is more serviceable in every respect and does not detract any from the appearance of the wheel.

The Irish Cyclist says: "Cyclometers, like photographs and figures, can be made to lie. As usual, the cute Yankee comes out on top in the art of deception, and the following method of putting up big mileages will appeal to some of the cyclometer liars of our own country. The rider in question announced his intention of doing a long ride, and when he came back some time after, his cyclometer faithfully attested to the fact that he had conscientiously performed the feat. Subsequently, however, it leaked out that he had only ridden a very small part of the journey, and had made his cyclometer record in this fashion: Between each pair of spokes he placed little sheets of pasteboard, and on going into an inn for refreshments he turned his machine upside down. The wind, catching the pasteboard sails, drove the wheel around with great velocity, and so multiplied his real mileage considerably. This is a much easier system than the old fashioned plan of sitting down and spinning the wheel with one's hands."

Racing men are interested to know what disposition Chairman Mott of the L. A. W. Racing Board will make of the suggestion of ex-Chairman Gideon to send L. A. W. representatives to the international championship races in Scotland this year. American riders have been poorly represented in the world's championship meeting every year, and it is felt that the L. A. W., controlling racing and deriving revenue

from the sport, should devise some means this season to send representatives to the championship meeting. It was the sentiment of the old Racing Board that America should be so represented.

In order to send an American team to Scotland to take part in the big meet, several obstacles confront the league. Unfortunately the national meet of the L. A. W., where its championship races are run, is generally held at the same time that the international races take place abroad. This circumstance prevents the selection of national champions to go abroad. To select riders for such a trip on their '06 form would not be considered just, so that if it is decided to send representatives to Scotland some special invitation races must be held in this country early in July, to choose the fastest riders. The question of the expense of such a team is easily disposed of. Some members of the L. A. W. declare that sending a team to Scotland will cost too much money. It is quite true that a team cannot be sent without expense, but then, when the Racing Board declared a profit of over \$2,000 last season, after defraying all expenses, it seems natural that the income from racing this year will be larger and that an appropriation of the money received from sanctions could be made for a foreign team.

If the L. A. W. decides to send representatives to the international meeting, racing will receive a big boom in this country, as the desire among the amateur and professional riders to make the team will provoke the closest kind of competition. The question of a foreign team is being widely discussed, and it has been suggested that, in the event of the L. A. W. declining to assume the cost of such an experiment, the money could be raised by subscription. Such a plan is feasible, but in view of the fact that the L. A. W. governs racing and derives a revenue from its management, it does not seem right to allow any of the riders to be sent abroad on subscription money.

A syndicate has been formed in Denver in the interest of a most novel enterprise connected with cycling. The plan is to build a 1,000-mile bicycle tourist circuit in the mountains, starting from Denver and extending to Estes Park, seventy-five miles distant, said to be one of the prettiest natural parks in the world. From there it is proposed to circle west and south to Manitou, via the Ute Pass, returning to Denver by way of Manitou Park and South Platte. The plan includes the building of cabins about twenty miles apart, and hotels about seventy-five miles apart, one of which is to be a sanitarium.

How the Earth Is Divided.

Teacher—Children, how is the earth divided?

Johnnie Uptodate—Between the Sugar Trust, the Coffee Trust, the Beef Trust and the Standard Oil Co.

One-half of the men who have won wealth do not possess it; it possesseth them.

**Office Stationery**  
LETTER, NOTE AND BILL HEADS  
STATEMENTS, ENVELOPES, COUNTER BILLS.  
**TRADESMAN COMPANY**  
GRAND RAPIDS

### The Hardware Market.

General Trade—We have but little of interest to note in this line, as the volume of business is not up to what dealers would like to see it. We find this complaint quite general with the retailer as well as the jobber. With good weather dealers look forward to a fair increase, although no boom for the spring is anticipated. Prices in all lines are stationary, except in wire and nails, and they are a little uneasy, owing to the large volume of orders now in with the different mills. In some lines we regret to say the tariff agitation is cutting a small figure, but, as the result of any fixed tariff policy is still far in the distance, we hardly think dealers are justified in buying beyond their present wants.

Wire Nails—Prices are firm and the demand is large. As a rule, we think more orders have been placed with the mills for spring shipments than for several years back and the result is a delay in filling orders. All spring orders are usually placed for March 1 or April 1 shipment and one mill recently wrote a jobbing friend of ours: "We have more orders on our books for March 1 shipment than we could load in ten days if we had the material all ready." This we find is the general situation, but as


all the mills are running full time, both night and day, it is hoped by April 1 that the bulk of the orders will be pretty well cleaned up. Prices are quite firm at \$1.50 at mill and \$1.75 @ 1.65 from stock.

Barbed Wire—In sympathy with nails, and being an article largely placed for early spring shipments, the mills are flooded with orders. They are doing their utmost to keep up with the pressure and hope soon to see daylight ahead. The price remains stationary, although there is a rumor that manufacturers are trying to fix up another agreement and try and maintain prices at a living profit. It is doubtful if they succeed.

Bar Iron—No change to note. Prices are firm.

Lead Pipe—Has advanced 10c per 100 pounds—all owing to the advance in pig lead.

Most of the industrial exhibitions held last year were financial failures. The Berlin exhibition proved a great disappointment, and the loss incurred was very heavy. That of Nizhni Novgorod, although successful in some ways, left a large deficit, and the same is to be said, although to a less extent, of the National Hungarian Exhibition at Budapest.




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No bicycle can be better made, better equipped, better finished, than the **Clipper Light Roadster**. It's the best that 8 years experience, almost unlimited capital, and organized labor can produce.

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## QUEER TRIO OF FRAUDS.

## Railroads Swindled by a Mother and Her Two Daughters.

From the New York Sun.

The ingenuity exhibited by some people in getting money by ways that are irregular or criminal has always been a subject of comment and even of wonder. For instance, only a few months ago, an old man was arrested and sent to jail for counterfeiting United States notes of high denominations with pen and ink. His work indicated the possession of a degree of skill which, had it been exercised in any legitimate calling, would certainly have brought in more money than the man ever made out of his counterfeiting operations. One of the best engravers on steel now living is serving a long term in Sing Sing prison for lending his skill to the production of counterfeit notes, although until he became untrustworthy he was always able to make large earnings by working for the United States or the bank note engraving companies.

So with the men who make burglars' tools and with the clever men who use such tools, especially for safe breaking. The ingenuity which forgers and allied swindlers often use to cover their operations or to develop the necessary preliminary confidence in the minds of their victims is another source of wonder. No one but a novelist or a swindler could have conceived the involved chain of plausible lies which Stephen W. Dutton told to Miss Godfrey and her mother while he was arranging to swindle them out of \$50,000 worth of Washington real estate. Dutton's mind was so perverted that he seemed even to believe many of these stories himself, and told them as facts to his lawyer, so that upon more than one occasion during the trial, which resulted in his conviction, his lawyer would follow out some line of questioning which would end in an injury to Dutton's own case, simply because Dutton had lied to him.

The peculiar abilities exhibited by people like Dutton, and by bunco workers and green goods men, may not be so easy to market in the ordinary business world as those of the manually skillful, but still it seems as if the world ought to be able to put them to use. Meantime, the possessors of such abilities, finding no legitimate market for them, put them to uses which force the world at large to take strong protective measures. Probably as dangerous a lot as there is of swindlers of this kind includes the persons who defraud insurance companies and collect damages from transportation companies and others for personal injuries which they claim to have received as the result of some lapse of duty on the part of the defendant company or its agents. It has become almost an axiom that "a jury has no mercy for a corporation," and for this reason transportation companies, whether they own steam railroads, trolley roads, or horse car lines, avoid getting into the courts as much as possible by making settlements in private for injuries for which they are said to be responsible. It is evident that where a claimant has lost an arm, a leg, a hand, a foot, or an eye, or, in fact, suffered any actual mutilation, there is little chance of fraud, for few persons would be willing to suffer such a loss for the money that could be obtained thereby. For this reason the accident insurance companies are not so easily victimized as are the transportation companies, for their policies are more specific as to what injuries shall call for payment than is the common law. The common law holds every person and corporation responsible for all the injury which he or it may accomplish, whether it be to the physical form of the victim or to his nervous or mental functions. This affords an opportunity which has been taken advantage of by a great number of persons; and even the expert physicians who have made a special study of the subject declare that it is next to impossible to separate with certainty the real sufferers from the swindlers.

To the unsympathetic claim agent, whose business it is to settle with injured persons at the earliest moment and for the smallest amount of money possible, it does not seem within the realm of possibility that a strong man could be made into a helpless invalid almost in an instant, and this without receiving serious physical injury. Yet that such a thing is entirely possible every physician will testify, and New Yorkers have one prominent case in evidence of this which almost every one remembers. It is that of Policeman Griffenhagen, who heroically stopped a team of runaway fire horses in Union Square during the great Columbian parade in 1892. Griffenhagen has never been able to do police duty since, and has been retired upon half pay. The Police Commissioners could hardly believe that he was not feigning until they had the most positive assurances from physicians that he was a wreck from nervous prostration, the result of the tremendous strain upon his whole system in the moment when he was stopping the maddened fire horses from dashing into the crowd of spectators in Union Square.

The uncertainty of the Police Commissioners in this case will suggest at once to the reader the field in which successful swindlers work in getting money from railroads and other corporations and from property owners. Who can tell whether a headache or a backache is assumed or not? And yet even the temporary sufferer from these common ailments knows that they readily unfit a person for any useful work, and no juror would withhold sympathy or money damages from the person who had become a chronic sufferer from one of these ailments as the result of some one's carelessness. The more decided the symptoms of nervous disorder the larger the damages would naturally be, and it is in simulating some of the more serious of these troubles that swindlers sometimes find a paying field. In a recent treatise upon such cases Dr. Pearce Bailey, of this city, speaks of three remarkable simulators who succeeded in deceiving many doctors and in getting money from half a dozen railroads before they were decided to be frauds.

These simulators were named Freeman. The family consisted of the father and mother and eight children. They were Polish or English Hebrews. Only the mother, Mary Freeman, and her daughters, Jennie and Fannie, were concerned in swindling the railroads. Jennie began the attack upon the railroad purse in January, 1893. She was the eldest daughter and was then about 20 years old. Her sister Fannie took up the game in April, 1894, and then both kept at it, with the aid of the mother, until they were exposed and forced into a confession of fraud at the beginning of 1895. In that time Jennie had collected five claims for damages, Fannie had collected two claims, and the mother one. Fannie had a claim pending which led to the exposure. Both young women, it was found afterward, had been arrested at times for theft.

On January 9, 1893, there was a collision between two cable cars on the line of the Chicago City Railway Company. Jennie Freeman asserted that she was one of the persons injured in it, and that she was completely paralyzed from her thighs down. It was asserted that she was likely to be a cripple for life. Physicians examined her, and, although the doctor who represented the railroad company was suspicious, she simulated all the symptoms of paralysis so perfectly that the company concluded to pay rather than to fight. Jennie Freeman declared that she had absolutely no sensation below her waist, no power to move her legs, and no control of any of the muscles below the waist. She withstood all the tests which the physicians applied to her. Pins were stuck into her at unexpected moments, attempts were made to surprise her into some movements which would show control of the muscles, and combinations of these methods were tried, but all in vain. Not a cry nor a twitch of a muscle followed the jabbing with

pins, and her legs lay apparently inanimate or fell like logs when the physicians lifted them and suddenly let them go. The company paid Jennie \$500, and a few days after the money had been paid she recovered.

The next demand that Jennie made upon a railroad was in October, 1893, when she had come to New York. She declared upon this occasion that she had been severely hurt on the Second avenue elevated road at the curve at Twenty-third street by being thrown against a car door while the train was rounding the curve. Her injuries were again successfully simulated, and the elevated railroad company gave her \$125 damages and paid her doctor bill of \$100.

On April 20, 1894, Fannie Freeman began operations. She chose Boston for the scene. She slipped on a banana peel in a West End street car, or said she did, and fell upon her back. She had marks of scrapes along her spine, and she declared that she was paralyzed from her waist down, just as Jennie had been. She had learned her lesson so well that the West End Company paid her several hundred dollars damages.

The business was apparently good, and a month later, in May, Jennie met with an accident again. She was also in Boston, and she declared that she had slipped on a banana peel and injured her spine by falling against the end of a seat in the Prospect street station of the Boston & Maine Railroad Company. She got \$125 damages. On June 6 Fannie made a claim against the New York, New Haven & Hartford Railroad as the result of slipping upon a banana peel in its Boston station. She was as badly paralyzed as before, apparently, but she recovered without even the salve of damages when the same physician came to examine her in behalf of the railroad as had attended her in the West End street car case. He recognized this time that she was a fraud. That put an end to the Boston operations, and the Freemans went back to Chicago.

Before the end of a month, on June 28, Jennie was again apparently paralyzed below her waist, and was asking damages from the Illinois Central Railroad. She declared that she had been injured this time by being thrown violently against the back of a seat through the too sudden stopping of a train. The doctors found a sore on her back just over the backbone and above her corsets, and her simulation of paralysis was again so perfect that the railroad

was glad to settle with her for \$200, and did so.

None of the family got hurt again for nearly three months, and then it was Jennie. On Sept. 10 she alleged that she had been thrown from her seat in one of the West Chicago Street Railway Company's cars, and so injured that she was paralyzed from the waist down. She must have grown careless in her work of simulating paralysis, for the claim agent recognized the fraud and refused to pay. The very next day the mother made a claim on the Chicago Street Railway Company for damages for injuries, which she said she had received to her right arm by the sudden starting of a car, and these injuries were so well simulated that the company paid her \$100 in settlement.

Fannie Freeman made the final claim that wound up the family's career in this kind of frauds, so far as is known. Her mother made a demand in her behalf upon the Chicago, Rock Island & Pacific Railway Company for damages for complete paralysis below the waist, as a result of Fannie's having slipped and fallen on her back in one of the company's cars on Dec. 24, 1894. The story of how the fall occurred aroused suspicion, and the young woman failed in one of the tests of her alleged inability to control the muscles of her legs. Her attention having been diverted for a moment when the doctors were lifting her legs, they let go of one of them, and Fannie forgot to let it fall. It remained upheld in the air, contrary to the rules of all genuine paralysis.

Even with this, the doctors were unable to declare positively that the woman was shamming; so a trap was laid, and a room on the floor above and directly over the Freemans' rooms was secured and a peep-hole made in the floor. Watchers were posted at this peep-hole, and it did not take long to secure positive evidence of fraud. When there was no danger of interruption Fannie Freeman was seen to get up and move about as freely as any other member of the family. As a result of the evidence thus procured, Mary Freeman and the two daughters were obliged to admit the attempted fraud under oath, and as the symptoms and circumstances in each of the other cases were practically the same, this exposure carried with it a presumption that there had never been anything but fraud in any of the claims.

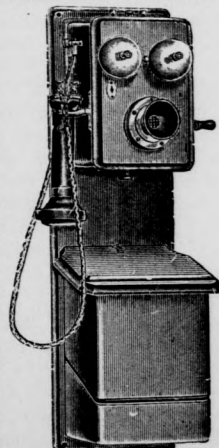
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E. A. STOWE, EDITOR.

WEDNESDAY, - - - MARCH 24, 1897.

INCOMPETENT WORKERS.

Now that women have demonstrated their right to earn their own support in any profession and pursuit, if it so pleases them, they are forced to confront the practical side of the question. It is no longer a theory, but a condition, and for the first time they realize the enormous difference between a yearning for independence and the difficulty in achieving it.

In a way the situation is a peculiarly difficult one. For ages women have been indulged in the utmost incompetence, even in work that was especially their own. They have cooked, not by settled rules that must produce certain results, but with a pinch of this, and a dash of that, and seasoned to suit the taste, which sometimes was a success and sometimes a failure. They have sewed by guess work, and measured by the eye, and no one expected them to really know what they were trying to do. Now, with all this traditional and inherited incompetency, they are entering the business world to compete with men, at a time when excellence in every line and ability and especial training are demanded as never before—when one might well say, indeed, there is no place except for experts.

The great bar to women's success in every line is the amateurish character of their work. This has been only partially accounted for on the ground that working women have one eye on their occupation and the other roving around in search of a husband. Doubtless this is true of many young girls, but many working women are already provided with husbands to support, and the incompetency of their work needs some other explanation. For when all is said, it must be admitted of the great majority of women that they do not strive to master the details of their work, but go through life doing a thing as if they had never done it before and never expected to be called upon to do it again. This is true, not so much of the professions, where a woman must fight for every inch of ground she occupies, but of work that we are accustomed to consider peculiarly women's work. It is incredible, for instance, that a woman should make bread every day for forty years and never learn how to make a good loaf, or that one should make beds for a living and yet never

master the art of tucking a sheet in so it will stay.

The papers are continually recommending women in need of earning a livelihood to take up flower growing or chicken raising or some of the pursuits that can be carried on at home. Often a woman will say: "Oh, there's no money in that; I have tried it." Investigation will show that she perhaps set a hen or two, and went off for a visit or something of the kind. Of the careful attention to detail, of the complete mastery of the subject that would have insured success, and without which any undertaking is a fore-doomed failure, she gives never a thought.

Women are still very young in the business world and have much to learn. The first great lesson is that there is no place for incompetent work. We praise the dauby flowers a rich woman paints on a plaque, or the simple lines of a society girl who writes verses. That is one thing. It is another when they want us to pay out good money for them. Then we assess the crude work at its true value. The inexorable laws of trade will not be changed because of a woman's sex. If she wants to succeed she must put away amateurishness and learn how to do good work. For that, from man or woman, the world is willing to pay.

MR. REED'S UKASE.

One cannot fail to admire the boldness and self-poise and nerve of the Hon. Thomas B. Reed, however much the speaker's methods or political convictions may fail of winning the observer's approval—there is something about a fearless and strong-willed man to win popular respect, no matter what may be the occasion of the exhibition of these qualities.

There will be no general legislation during the extra session of Congress, that is to say, legislation involving any and all questions, because Mr. Reed has said there shall not be. Members may introduce resolutions and bills; they may fume and fret and threaten; the Speaker may be characterized as a czar—but he has issued his ukase and there is no one to dispute his power. No legislation is possible without committees, and Mr. Reed will appoint none of the regular committees except those handling the tariff and the appropriations. The action is not only unusual and bold, but it shows what power is possessed by the Speaker of the House. He not only appoints the committees, but he can take his time about it and thus block legislation.

The Senators, however, are proceeding as if there were no other branch of Congress than their house. Over 500 bills and resolutions have been introduced in the Senate since the extra session began and the easy-going Senators will proceed in their usual leisurely way to consider all of them. Their action will have no effect on Reed or the Lower House. Such measures as go over from the Senate will sleep peacefully on the Speaker's table until the czar decides that the regular legislative machinery may again be put in motion. Great, indeed, is the House, but greater still is its master!

The United States Brewers' Association has determined to lock out all union brewery employes in New York on and after April 5. This is a most cruel proceeding. These men want beer, and they cannot agree long enough to run a brewery for themselves.

THE RUSH OF THE IMPORTERS.

Aside from the fact that the high duties to be imposed by the new tariff bill will naturally cut down receipts from many lines of imports and disappoint the framers of the measure, in the matter of revenues, the first year of the operation of the bill has another obstacle to its promised success to contend against.

The immense quantities of goods, wares and merchandise of every description that have been left in the bonded warehouses until such time as the importers might want them and feel disposed to pay the duties upon them have been taken out more rapidly during the past week than at any time in our history for a corresponding number of days. This haste to take advantage of the present duties is due, of course, to the certainty of higher duties presented under the proposed law. The Sugar Trust has taken its entire stock of sugar out of bond and the entire amount of tobacco will be withdrawn. Big withdrawals of linens were reported and, in fact, applications were presented of everything on which the duties are likely to be raised. In one day the revenue receipts were nearly \$3,000,000. In addition to this scramble over the goods in bond, it is said the imports for the next month or two, or before the Dingley bill can take effect, will be unprecedented.

The result can be easily seen. The country will be stocked, so far as possible, with foreign imports before the new law goes into operation and, until this surplus is exhausted, the revenue receipts will be very meager. The main reason urged for rushing the Dingley bill through in an extra session, to give immediate relief, will thus be defeated or only realized in an indirect way to the credit of the Wilson bill. The same conditions that have prevailed for the past year, therefore, may be expected to continue for another year at least. After that the Dingley bill will go on trial. In the meantime it is reported that the requirements of importers for money to pay duties are resulting in a notable expansion of loans by the banks, thus getting more money into circulation.

QUEEN VICTORIA'S JUBILEE.

On June 20, of the present year, Queen Victoria will have completed the sixtieth year of her reign. Already in September last she had reigned longer than any previous English sovereign; hence, measured merely by length of years, the reign of Victoria has been most remarkable, and it is not at all to be wondered at that the people of England and of the entire British Empire should have determined to celebrate the sixtieth anniversary of the Queen's accession with unprecedented splendor befitting so uncommon an event. The reign of Victoria has been remarkable in many other ways, however, than in mere length of years. Never probably before was the crown of a great country more honorably worn, and there is no doubt whatever that this long reign has been the most glorious period in English history. The Victorian Age has, in fact, witnessed the most marvelous development, not only in all the arts of civilization, but also in the wealth and power of all the leading nations. A single reign which has witnessed the development, from the crudest beginnings, of railroads, steamships, the telegraph, electricity, and the press, to the present perfection which all have attained,

has encompassed what no other single epoch in the world's history has evolved.

While, therefore, the people of England have every possible reason for celebrating what they patriotically call the Diamond Jubilee of their Queen, and the various colonies throughout the British Empire have equal cause for enthusiastically joining in the celebration, the people of all enlightened nations will also watch with keen interest the festivities, because they cannot fail to realize that, during the official career of this noble woman as ruler of one of the leading powers of the earth, all that has been great and glorious in the history of the Nineteenth Century has taken place.

The correspondence from London for several weeks past has teemed with accounts of the preparations which are being made to celebrate the anniversary. A splendid pageant and extensive fetes will take place, and it is said that houses along the proposed route of the procession are being rented at high figures and that windows and points of vantage are being held at enormous prices.

One of the features of the pageant will be the presence of detachments of troops from every colony and dependent state in the British Empire. These colonial troops will be formed into a division, and will, of course, display all the peculiarities of uniform and equipment belonging to their respective services.

The festivities which took place in Moscow last year on the occasion of the coronation of the Czar promise to be eclipsed in London during the coming summer, and there is no doubt but the occasion will be a more memorable one and will elicit more widespread interest.

The amendment to the peddling law is now before the House of Representatives, having received a favorable report at the hands of the committee to which it was referred when it was originally introduced. The measure is known as the Mayer-Belknap Bill, (House Bill No. 383-133), the original draft introduced by Mr. Mayer at the request of the Michigan Retail Grocers' Association having been amended to meet the ideas of Representative Belknap, who fathered a similar measure. The amendments are not material, being of minor importance and without especial significance, and the Tradesman suggests that every merchant who is interested in the success of the measure improve the opportunity by immediately writing his Senator and Representative, urging their active co-operation in securing the enactment of the amendment.

Only eight days remain in which to enter essays in competition for the \$25 cash prize offered by the National Cash Register Co. for the best treatise on "How to Successfully Conduct a Retail Grocery Store." The offer is a liberal one and the Tradesman hopes to see many merchants avail themselves of this opportunity to secure a prize worth having.

Free soup kitchens are falling into disfavor in the Eastern cities as a means of relieving the pressing necessities of the poor. Thin as the charity is, it is said to be strong enough to encourage vagrancy and give rise to no end of imposition.

One party cannot rescind a contract without the assent of the other.



**BURNING CORN FOR FUEL.**

Corn is very abundant and very cheap in Nebraska at this time and in some parts of that State it is being burned for heating purposes. It should be remembered that Nebraska, except along the margins of the streams, is bare of forest, and wood for fuel is not to be had. Coal is the article commonly used, and, although it is mined in the State, it has to be hauled long distances to many localities; hence in many cases corn is found to be cheaper than any other heating material available.

In order to ascertain the actual relative qualities and costs of corn and coal for burning, some important experiments have been made recently at the Nebraska State Agricultural and Mechanical College at Lincoln.

To make the test, a good grade of yellow dent corn, on the ear, of last year's crop, and not thoroughly dry, was burned under the boiler used to supply power for the department of practical mechanics, and the amount of water evaporated by the burning of a known quantity of corn was noted. The test lasted nine and one-half hours, and 5,232 pounds of corn and cob were consumed. The next day the same boiler was heated with screened Rock Springs nut coal and the amount of water evaporated was recorded.

The data thus obtained show that one pound of coal evaporated 1.9 times as much water as one pound of corn. In other words, 1.9 times as much heat was liberated in burning one pound of coal as in burning one pound of corn. From this it will be seen that coal, weight for weight, has nearly twice as much heating power as corn; but the relative values as fuel depend on the relative costs of the two articles.

The coal used cost, at Lincoln, \$6.65 per ton. With coal selling at this price, and worth 1.9 times as much for fuel as an equal weight of corn, the fuel value of the latter would be \$3.50 per ton, or 12.25 cents per bushel. The value of corn of equal heating power, as compared with a ton of coal, may be seen in the following table:

Corn per bu.	Coal per ton.
9 cents.....	\$4 87
10 cents.....	5 41
11 cents.....	5 95
12 cents.....	6 49
13 cents.....	7 11
14 cents.....	7 57
15 cents.....	8 11

With corn at 9 cents a bushel, \$4.87 would buy enough to furnish as much heat as a ton of coal. With corn at 12 cents a bushel, and coal at \$6.65 a ton, there would be still some advantage in burning corn; but above 12 cents the coal would be cheaper. So long as there is any pecuniary economy in burning corn, it is entirely proper and justifiable to do so. The matter is important as well as interesting and the Lincoln experiment is of value.

**BONA FIDE CITIZENSHIP.**

Our troubles with the Spanish government and Spanish authorities in Cuba over the question of American citizenship ought to lead to a speedy improvement in our naturalization laws, so that these vexatious issues may not arise to plague and possibly involve us in war in the future where the matter of citizenship is not beyond dispute.

The Spanish government, naturally resents the assertion of American citizenship where a Cuban has come over to the United States, taken out his first papers and gone back to Cuba to live or to join the insurgent army and claim protection under the American Government when arrested. The first papers

are not taken out with a view to becoming an American citizen in fact, but to obtain the aid of the American Government in time of trouble abroad. Germany has been vexed also by the presence of actual citizens there and natives who have been over here to get their first papers, or obtained their second papers without any residence here, in order to avoid military service at home. It is an abuse of American hospitality and an unfair use of our liberal laws, and we cannot undertake to defend these people always.

The privileges and immunities of American citizenship ought not to be conferred with the first papers, issued upon a mere declaration of an intention to become an American citizen and a renunciation of former allegiance. These privileges ought to follow only after the second papers have been obtained and these final certificates of citizenship should not be issued until indisputable proof has been made of actual residence, continually, in this country for a number of years, five or six, after the first declaration of intention. In other words, the final papers ought to be conclusive of actual, bona fide citizenship. Then the citizen ought to be protected promptly and with all the power of the Government. We should allow no government to question the citizenship of a man with our final certificate, but we should allow no man to obtain that evidence of citizenship for other purposes than legitimate ones. Possibly if such a policy were adopted we should find fewer applications for naturalization papers, or else we would find fewer dangerous birds of passage and more bona fide resident citizens in the various states.

The long-talked-of project of a railroad connecting North and South America is being revived. The negotiations between Mexico and Guatemala, which were interrupted two years ago by the strained diplomatic relations of the two countries, have been resumed, and Mexico has just appointed a commission to act with a similar commission to be appointed by Guatemala. It will be the duty of the joint commission to select a feasible route for the proposed road.

The city of Paris has a wonderful system for teaching her mendicants the nobility of labor. The municipality maintains extensive establishments where the poor are permitted to earn by congenial labor all the comforts of a model home. The city not only enables them to earn food and shelter in homes that represent the highest type of cleanliness and sanitation, but she strips each unfortunate of his rags and tatters and puts him in clean raiment.

It is said our rich visitors to Europe bring back goods to the extent of \$75,000,000 in value annually upon which no duties are paid. These goods are mostly in wearing apparel and the clothing makers in New York are feeling the effect of this polite style of smuggling.

Dr. Depew is now denying that he ever had any designs on the court of St. James and insists that he would rather be a railroad president than anything else he can think of just at this time. It is a charm about Dr. Depew that he is always preaching a cheerful philosophy.

The only true way to begin reform is to find the source of error.

**JANE CRAGIN.**

**Alta Vista Speculations as to Cy's Relation to Jane.**

Written for the TRADESMAN.

The preparation of Cy's apartments for their early-coming occupant had hardly begun before the guests at the Alta Vista began to talk about it. Was he a cousin? Was he a brother? Or, "was he a nearer one yet and a dearer one than any other?" Only the last condition was at all plausible. Why, if it were otherwise, should Miss Cragin care what kind of quarters the man had, and whether there were pictures on the walls, a luxurious easy-chair and a silver smoking-set with his name engraved on it? Why, pray tell?

So the interest deepened until feminine curiosity got the better of womanly judgment; and even Marjory Marchland could not refrain from "wondering" what all this solicitude signified, simply for "a friend," as she saw Miss Cragin, with head bent to one side, giving the desired pose to the fragrant roses.

"Does it mean all that, Miss Cragin, and aren't you almost ready for 'congratulations?' Tell me when the time comes, so that mine may be, if not the first ones, still among the first;" and the beautiful brown eyes of Miss Marchland looked expectantly into Jane's face for Cupid's unmistakable signs.

"What does it mean?" "Congratulations?" "O, I see. It means that Cy—Mr. Huxley—who will be here this evening, a man with whom I am and have been intimately associated in business, is coming to spend his summer vacation in Colorado; and I, knowing his likes and dislikes and wanting him to have a good restful time, am looking out for his personal comfort. He is a good friend; I like him; and I am only doing for him what he would do for me if he had come here first. The 'congratulations' are not yet in order; but, Miss Marchland, for the last four or five years, everybody who knows us has decided that sometime they will be, and has them all ready to forward at a moment's notice. Were they at all perishable, they would have spoiled ages ago.—There! doesn't that deep rich red give the finishing touch to it all? Red is Cy's favorite color, although he never wears it—not even in a necktie. The room looks pretty, doesn't it? After his long, tiresome journey it will look like a haven of rest; and that's what I want it to be. The first thing he will do will be to run to this red rose; and from that he will go straight to the easy chair. After that we must all take him in hand and make him think that Colorado Springs is only another way to spell Paradise! I shall expect great help from you, Miss Marchland, in bringing about this change in orthography. Miss MacDonald and Miss Birkenmayer, who make up the party this evening, have pledged themselves to the same thing; and, with such helpers, the result is already assured. I think I'll leave the windows open until sunset; that will keep the temperature where it belongs."

"Well," commented Miss Marchland, as she went to meet the ladies anxiously awaiting her return in Miss MacDonald's room at the other end of the hall, "that theory is exploded; but I must say it's the most remarkable instance of the kind that I have ever seen; and, if the room as it stands is anything of an index of the man who is to occupy it, I for one shall be glad to teach him—how to spell Paradise!" and Miss

Marchland laughed merrily. "It's a plain case of being 'a sister,' 'only that and nothing more,' girls; and I for one am glad of it, not only on Dr. Day's account, but on our own. We shall all have something to hope for during the summer, if not to live for. Miss Fannie, is it your best gown this evening; and, Miss MacDonald, is the Queen of Scots to appear in royal robes at the feast?"

While this conversation was going on in the rooms above, there were three gentlemen discussing the same "subject" on the shady veranda below.

"Looks to me like a gone case," said the Chicago lawyer, as he leaned back in his chair and watched the curl of delicious blue rising lazily from his lips, and he looked surreptitiously at Captain Walker. "It doesn't hold to reason—now does it?—that a woman like Miss Cragin should go to all this fussing for her brother or a man whom she has promised to be a sister to. Pictures and posies and easy chairs and a supper—thunder! you needn't talk to me! I know—"

"There you go, Smith, as usual. I don't see as there's anything odd about it. She's known him for years—that's what she says; and I should think that any woman who is always looking out for other people's comfort as Miss Cragin is would want to do exactly what she's done. That's what my wife would do for me, if she had come out here first, and knew that I was coming; that's what that little Ohio girl would do for you, Smith, under the same circumstances. But, all there is to it," Smith went on, "he must be a mighty nice feller or Miss Cragin wouldn't think so much of him. I don't suppose she's said so much to either of you two about him as she has to me," a statement which pulled the corners of the Captain's mouth out of plumb, "but for the last week she hasn't been able to talk to me about anything or anybody else. It's been, 'Do you suppose he'll like this?' and 'How do you think Mr. Huxley will like that?' until I'm getting a little bit weary; and, when she asked me to go down to the train with her to-night and meet him, I 'pretty nigh' collapsed. I thought that was the Doctor's part, and I said so. But it was no go. I'm almost sorry I told her of my engagement to 'the little Ohio girl,' for if I hadn't, I'd show this old lover of hers that he wouldn't find any plain sailing this summer among the Rockies. I've one good joke on him, however: Miss Cragin asked me to buy her some cigars for the silver set—some Colorado-made, you know—and I had the man make 'em up with Havana wrappers and some of the doggonedest filling that he could find anywhere! You bet your boots, the Doctor'll have a sick man on his hands before to-morrow night; the fellow'll smoke half a dozen of 'em before he goes to bed—'for Jane's sake,' you know!" and, with a laugh, the speaker and the Captain went to have a game of billiards, leaving the Doctor silent but in the brownest sort of a brown study.

RICHARD MALCOLM STRONG.

A souvenir collector lives in Brooklyn whose weakness is for bills of fare. There are over 4,000 in his collection, and it embraces everything in the menu line from the cracked slate of a mining camp dugout to the lists of entrees with which Queen Victoria regaled her subjects on jubilee day and the Czar gorged his starving subjects on his coronation festival.



Tea That Sells for \$180 a Pound.  
From the Minneapolis Commercial Bulletin.

"Tea at \$180 a pound would seem to be the quintessence of good tea," said a well-known Minneapolis tea taster. "I will not say there is a very great demand for this tea, but it is nevertheless a fact that there is a tea which has been sold at auction, in Liverpool I think, for the fabulous price of \$180 per pound. The tea is called the white tea of Persia. How it gets that name I have never been told. The story is that it was originally picked for the Shan of Persia; but my idea is, that, aside from the price, he would want a better tea than can be brewed from the white tea. When tea is picked the stem is taken in the left hand and, with the thumb and first two fingers of the right, the first three to five leaves are stripped off the stem. These "first pickings" are covered with a beautiful silky fibre, giving it a velvety appearance that is not found on the leaves of the teas that are picked later, for it is destroyed in the rolling and firing. The orientals at one time made no discrimination between the crops of teas, and the good tea of the first crop usually went into the bulk with the poorer grades. But after a time some observing pigtail discovered that a tepid tea brought a better price than they had been getting, and these fine, silky leaves were sifted out before firing. Now, the top leaf grown on a stem is the youngest. So with this Persian white tea. The fine, white leaf that makes up the pound that sells for \$180 is a leaf the sun never shines on. It is the product of one night's growth. In the morning the planter's laborers gather from the top of each stalk one little, fine leaf not a quarter of an inch long—the finest, most delicate, tender, beautiful, and yet valueless, as far as taste is concerned, in relation to other leaves on the plant. I say valueless, because there is no mortal with sense of taste fine enough to discern a hundred and eighty dollars' worth of good qualities in a pound of this tea.

"Personally, I have not had much experience in drinking tea at \$180 a pound, but I judge from what I found when I tasted it some time ago. The tea is not fired in the ordinary way. It is simply dried. The object of raising it is simply an advertisement. If a merchant told a newspaper he had tea in his stock that cost him \$180 a pound, how long would it be before it was known all over the country? And it would be a great advertisement for his business to have it known that he owned the highest priced tea in the world. The fact that it costs such a price is because it represents such an enormous amount of labor spread over considerable time in picking. The value of the tea as a drink is probably not worth much. I remember, at the time I tasted it, that I could make a blend of some teas that would make a better drink than the white tea.

"There is a professional man in this city who, year after year, used to buy his tea in original chests, at prices ranging from \$1.75 to \$2.25, according to the fluctuations of the market. The wholesaler who supplied him bought the tea from an importer who only brought over a limited quantity, which he supplied to probably not more than a dozen gentlemen in the Northwest, who wanted to drink the best tea, something that no one else could have. One year the wholesaler's supply gave out before the new crop came in, and he came to me with a sample. I made a blend of teas I had and sold it to him for 60 cents, and, do you know, that gentleman never knew he was not getting the same tea he had been used to. There was also a Chicago firm that sold a grade of tea to a Minneapolis lady for \$2 a pound, which was the same tea that I handled for 65 cents a pound. We both purchased it from the same importer, and yet she could never use my tea; she said it must be an imitation. I have cited these instances simply to show you that it is oftentimes more the price of the tea than its real value that induces some people to buy. People are apt to

think because the price is high the quality must be good, which, as you see from the story of the white tea, and these two instances, is absurd."

#### The Two-Story Store.

Correspondence Dry Goods Chronicle.

The first point to decide in planning a two-story store is where to locate the stairway so as to be most convenient, of course with an eye to as little waste of room as possible. This stairway should be located as far front as possible in this case, so that in event of putting men's wear on the second story, the stair may be of easy access.

In shelving the store, make the shelves deep enough to take goods endways, and not more than six feet from floor to cornice, and high enough between shelves to take two full bolts of double fold dress goods, probably twelve inches. In framing for shelving leave no sharp corners to come in contact with goods. Use no heavy cornice, solid uprights or supports for shelves; leave it open between spaces so that goods may slide free and uniform when slanted on the shelves.

Have your fixtures simple, plain and smooth, and in a small store it is best to have shelving of uniform proportions throughout, so that stocks may be readily and conveniently changed when desired.

Low counters are generally handiest and best in sections, so that they may be readily moved; when raised on casters they are easily swept under and no dirt accumulates. Thirty inches is high enough when one is accustomed to them. Tables will take the place of counters in the clothing department, and if your men's furnishing is kept here a base shelf of twelve inches extra width will take up less room, show goods as well and leave clerks free to go and come and occupy little room.


Above all, don't go about the store furnishing in a half-hearted way; it is poor economy to deny yourself in these particulars. Upright show cases, or, in other words, shelving with glass doors, are best for hats. No need to dwell on this; any first-class outfitting store will furnish a good example. I would advise a little trip to some progressive city and a good look around before fixing on any general scheme. Many good points will thus be discovered.

#### Lawless Labor Combinations.

The New York Court of Appeals has just handed down a decision in a case in which the practice of labor organizations to compel workmen to join those organizations, on penalty of being deprived of work, is declared to be flatly illegal. The case has been in the courts nearly seven years, and has attracted the attention of employers and organized employes all over the country.

The plaintiff sought to obtain damages against the defendants for having "confederated and conspired together" to take away his means of earning a livelihood and prevent him from obtaining employment. This decision will be a damper to the enthusiasm of "walking delegates" connected with labor organizations. The court says that public policy and the interests of society favor the utmost freedom in the citizen to pursue his lawful trade or calling, and if the purpose of an organization or combination of workmen be to hamper or to restrict that freedom, and, through contracts or arrangements with employers, to coerce other workmen to become members of the organization, and to come under its rules and conditions, under the penalty of the loss of their positions and of deprivation of employment, then that purpose seems clearly unlawful, and militates against the spirit of our Government and the nature of our institutions.

Fruit importers of the East and lemon-growers in Sicily are becoming alarmed at the prospects presented by California. A prominent importer of New York City is quoted as saying: "At the longest, foreign fruits have but three years' more chance in the American markets."

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.



## Flower Time

is here. Winter flours are in good demand. Especially the household favorite,

# LILY WHITE

This is a very white, pure flour, as its name implies. It is a native of Michigan. At the same time it has become popular not only in Michigan but in several other states. A great many families have adopted it as their family flour, and they will have no other. A great many grocers have it for sale because these families come after it time and time again and—buy their groceries where they buy their flour. A great many grocers who have introduced it in their town continue to sell it for the same reason. Do you need a trade winner? We suggest "Lily White."

## VALLEY CITY MILLING CO.,

GRAND RAPIDS, MICH.



From South Bend to Otsego—Incidents En Route.

Kalamazoo, March 15—Rested and refreshed by a week's respite at home, I started out on the warpath last Monday, making my first stop at South Bend, a city of factories; the population, largely composed of Poles and Bavarians—a people who, while living frugally, do buy and pay for a comfortable living, which keeps in circulation the money they earn and makes the cry of "poor trade" unheard in this city. It is here the Studebakers and Olivers live and here they accumulated the vast wealth which makes their names known the world over. The Oliver House, the mention of which will, I am sure, send a shudder over everyone who has been so unfortunate as to have stayed there, stands a monument to some one's shortsightedness, to say the least. As I groped my way through its dingy halls, stumbling over frequent holes in what was once a carpet into a tiny hole of a room, with cracked mirror and a bed filled with potatoes—I verily believe—I thought if every man who grumbles at our good Michigan hotels could have just one day in this place, it would insure our landlords against all future kicks. I was told that Mr. Studebaker has promised a new hotel this year. My prayers are in his behalf, if he will.

The Grand Trunk Railway brought me once more into Michigan, Cassopolis being my first stop. I am inclined to believe this little town is most beautifully located, but as upon each of my six visits here it has rained torrents, my views may be slightly dampened. I know there is a beautiful lake to which numbers of people come every summer; there is a new hotel which is a credit to the town; there are six or seven good grocery stores, notably that of C. E. Voorhis, who now occupies a fine new store, and those of Geo. C. Underhill & Co. and Peter F. Stellier, who keep what I call "slick stores."

Then comes Marcellus, where lives the celebrated Riley, who deals in spooks and spirits. I have very much desired to witness one of his demonstrations, but upon being told that he had on several occasions predicted the death of traveling men who had visited him and that in every case he had fixed the date correctly, I decided not to risk it. I presume I must die some day, but I don't care to have Riley say when I shall make my exit.

Schoolcraft—what can I say of this place except that it is Schoolcraft? I am reminded of the story told of one of our eminent divines, noted alike for his absolute truthfulness and his great kindness. Some occasion brought him into a roomful of mothers, each accompanied by one or more of her darlings. As he passed among them, he had some word of compliment or praise for each of the children, until he came to one so painfully homely that no compliment seemed possible; but his kindly heart found a way out of the difficulty and he said, "Well, this is a baby, isn't it?"

Next comes Vicksburg—the towns are so thick in this part of the country and one can make so many in a day that he feels somewhat as the man did whose experience I heard told yesterday. It seems he was returning home from lodge. It was late and the night was dark. Somewhat uncertain he stumbled along until he came to one of these zig-zag rail fences, over which he climbed. Walking a few yards, he struck the other side of the angle and climbed over again. A few yards more brought him to the next, over which he also climbed. When he had repeated this a dozen or more times he was forced to stop to catch his breath and was overheard to say, "Well, there's an awful lot of rail fences along here, or else I am traveling at a terrific rate of speed."

Plainwell, a busy community a few minutes' ride north of Kalamazoo, on the G. R. & I., is my next stopping place; and, although my stay is brief, I always feel in a brighter mood after visiting the well-kept, up-to-date stores of C. B. Olds, Machemer & Son and Wm. A. Lasher. Young Clayton Granger has just embarked in the grocery

business and I predict for him a successful career. He is young, bright, and courteous and has my best wishes.

A freight train brought me on to Otsego. In this town is located the Bardeen paper mills, the largest in the State. Having an hour left after "seeing the trade" I asked for an invitation to go through the mills, which was most cordially extended by Mr. Bardeen, who introduced me to Mr. Hodges, whom he said was the best looking man about the place and would show me through. Certain it is, he was most courteous and took the greatest possible pains to explain everything to me. He was good-looking, too.

I was first shown the rag warehouse, which was filled with thousands of bales of rags from Chicago, Cincinnati—and even Paris, which rather astonished me. In reply to my question as to why rags are imported, Mr. Hodges informed me that it is because Europe cannot consume all the rags produced. I am glad to know we are not the raggedest people on earth.

From the warehouse we went to the sorting room, where many women and girls were employed in sorting out the different fabrics and colors—the satin, the cotton, the woolen—all black goods from which it is not possible to extract the color being put into different barrels, the buttons, hooks and eyes, all pins or other hard substances being first removed. The rags which are too coarse or unfit to use for the fine book and letter paper made by this mill are sold to other mills which make lower grade papers.

One would hardly look for a bit of romance in a rag warehouse, but I was told that old love letters by the bale find their way here. I began at once searching for one. At first I found a bundle of invoices dated April, 1867, all marked "paid," folded carefully and endorsed by a hand that may now be folded in the last sleep; then a bundle of checks which had been drawn by a Boston firm in 1871, amounting in one month to nearly \$75,000—a firm now extinct and forgotten; a lot of postal cards; some telegrams, bearing their messages of long ago; and, after long search, a little note dated Aug. 3, 1877. It read thus:

Dearest Little Kittie: You will forgive me for having disappointed you last night, but really, dear, I felt I must work. You see our wedding is so near and there is so much to do to make ready for the sweet new life, I dare not run the risk of spoiling the future to gain a present pleasure. Soon, dear, you will have me all the time, and I know you will be brave and wait. I will run in on my way to supper to get a glimpse of my Kittie. HARRY.

A vision showed me the Kittie and Harry of to-day, quite middle aged, prosperous and contented, a family of dutiful children about them, and Harry the same ardent lover of twenty years ago. He was faithful to duty then and I feel sure fails not now.

Large quantities of official documents which are no longer required are sent here from the departments at Washington and an official with them, to see that they go at once into pulp, where they can do neither harm nor good.

After careful sorting, the rags are subjected to a bath or bleach of chloride of lime and blue vitriol, which kills all the color in them. They are then fed into a machine which chops them into tiny bits and then into a mammoth cauldron, where torrents of water are constantly pouring, while the rags are turned and twisted until all the color has disappeared and nothing remains but a fine white pulp, which is drained, then through devious troughs and wonderful machines to the mixer, where are added the other ingredients to make the kind of paper desired. It is then ready for the mills. In the mill called No. 1 there are two complete machines, one 84 and the other 110 inches wide, each having twelve ponderous steel rollers, which are heated. Around these runs a canvas belt of nearly the width of the rollers. Onto this belt is poured at the first roller the prepared pulp, first reduced to a liquid state, in which the

fiber is barely discernible. At about the third roller one sees this fiber begin to knit or come together in a dim, whitish substance; at perhaps the fifth it looks like fine white gauze; from there it increases rapidly in consistency and firmness until, from the twelfth roller, it comes off perfect paper. Here it is either cut into sheets or put onto rolls, as required by the order. If colored paper is desired the dyes are mixed with the pulp. It is interesting to see the girls count the sheets. With the right hand they throw back the corner of a great bundle in the most dextrous fashion, while they thrust the fingers of the left hand between each fourth sheet, making twenty to the count. This they do with such lightning rapidity that it made me giddy to watch them.

The offices of the company are superb, being built of stone in artistic design. The interior is finished in quartered oak. The floors are polished and thickly strewn with rich rugs. All the appoint-

ments are elegant and tasty, making a place where work must be a delight.

In answer to my enquiry as to whether anyone had ever contracted any disease from contact with the rags, I was answered, "Never," which proves that our fears of contagion are most often groundless. It had always seemed incredible to me that the vile rags picked from the city alley could by any process become this beautiful white sheet of paper upon which I now write.

EMMA L. ALLEN.

Referred to the Walking Delegate.

The man who has the ability to give others employment is a blessing to society and worthy of respectful treatment. And the man who is willing and anxious to work is also worthy of the kindest words that can be said about him. The man who won't work when he has an opportunity is not good enough to be boarded and housed at the public expense.

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.,  
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ARMOUR'S WHITE:

Absolutely pure snow white Floating Soap, 10 oz. and 6 oz. cakes. Nothing finer made.

ARMOUR'S LAUNDRY:

A guaranteed pure neutral Laundry Soap, 12 oz. oval cake, fits the hand.

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Best Soap made for all Family purposes, 16 oz. solid cake of Pure Soap.

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12 oz. square cake pure Laundry Soap. There is comfort in its use.

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10 oz. Wrapped Cake Floating Laundry Soap. "It's a wonder and a winner."

ARMOUR'S KITCHEN BROWN:

A pound bar of good Scouring Soap.

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A Soap of wonderful cleansing and lasting properties. Cut in pound bars.

ARMOUR'S WASHING POWDER:

Superior to all washing compounds, elixirs, etc. It is the perfection of quick acting, labor saving "cleansers."

ARMOUR SOAP WORKS, Chicago,  
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## Hardware

### Should Hardware Dealers Handle Bicycles?

In treating the subject of bicycles from the retail hardware dealer's standpoint, it becomes necessary, first, to consider that we live in America, and that the American people are a practical people.

It is not practical for a business man of good judgment to undertake to make a success of an exclusive bicycle store in a small town or city of less than 15,000 inhabitants. We must also consider that in the United States, if the exclusive store were confined to cities of over 15,000 inhabitants the distribution of wheels would be very small, and the farmer boys and business men of rural districts, of which myself and the President of this Association are a part, would be deprived of the luxury, as well as the convenient and healthful exercise afforded us by the use of the wheel.

The retail hardware dealer is peculiarly fitted for handling bicycles. Statements of this kind have come to be regarded in the light of truisms. If the reports of the largest jobbers and manufacturers are to be believed, 75 per cent. of the bicycles sold in the United States are distributed by the retail hardware dealers.

E. C. Simmons, President of the Simmons Hardware Co., of St. Louis, says: "We find that the retail hardware dealers are our best distributors, because of a general proposition—they are men of good common sense, practical to the highest degree, and most of them of a mechanical turn of mind."

This latter quality is recognized by the purchaser of a wheel. It seems that natural instinct leads the would-be purchaser to the hardware store for his intended purchase, and he is disappointed if he does not find the wheel on sale at the hardware store. He knows that by reason of its construction it should be found there, and not in the drug store, dry goods or jewelry store, as is sometimes the case. It is foreign to the class of goods handled by this class of trade, and is to-day, and should be, found in the hardware store.

When the item of bicycles entered the field of commerce, the natural question that arose in the minds, not only of the manufacturers, but also of the general public, was: "To what line of goods or to what branch of business did they naturally belong, or where would they eventually gravitate?" It seemed particularly evident that they should finally be considered a part and parcel of the hardware business, with perhaps the exception of very large cities, where the trade in bicycles and the accompaniments of same were in sufficient demand to justify an exclusive cycle store. Therefore, it seems that there is no other logical reasoning excepting to say that, in the natural law of gravitation, they have finally landed where they belong—in the retail hardware store. The reason that that is the most fitting place is that the wheel is manufactured of steel and kindred metals; that it is a piece of mechanism, delicate in construction, intricate in its details, closely connected with mechanics in its formation, and hence should be kept in connection with mechanical arts.

Almost every hardware store has something more or less partaking of the nature of the mechanical department—either a tin shop, a small tool shop, or

in some sense, a machine shop or repair department—for the purpose of fixing door locks, making keys, or adjusting the thousand and one things which belong to the mechanical arts, and which are liable to get out of line and need repairs.

Bicycles are almost necessarily, by reason of their extremely light weight and construction, subject to many ailments requiring the need of the physician (the mechanic), and, of course, it is better that they should be kept in the "doctor's shop" than in some place in which mechanical arts and appliances are strangers.

Further than that, many of the sundries of bicycles are but a part and parcel of the regular hardware trade, which makes them eminently more fitting as a portion of that department of commerce than any other. The bells are, after all, but bells, and bells have, from time immemorial, been kept and sold by hardware dealers. The tool bag contains sundry things which have always been kept in a complete hardware stock, although perhaps the peculiar construction of those kept in the bicycle tool bag slightly differs from those regularly dealt in by the hardware dealer. The cyclometer and lamp are also of necessity a part and parcel of the hardware business, being combined with metal; while washers, sprockets and pedals are exceedingly close, in their manufacture and uses, to many items ordinarily found in hardware stores.

As a hardware business is somewhat of a rough trade, in the sense that nails, barbed wire, rope, etc., are not very pleasant things to handle, it seems more fitting that the bicycle—which oftentimes is brought in in a bruised and damaged condition, sometimes bent double from a collision, and almost always full of mud and dirt—would feel more at home in a hardware store than it would in a shoe shop or in a dry goods store, or, in fact, in any other line of business than hardware.

These facts would carry out the idea that there is no other place so suitable for the bicycle as its permanent abode (in the sense of merchandise) as the hardware store. The best reason for the hardwareman to carry these goods in stock and deal in them is the fact that they pay a reasonably good profit, and because they add another item to a business which, at best, is but a little "picayune" trade, and anything that could be added that could be legitimately classed as belonging to this line is a very desirable thing, and especially so because, when a nut or a screw is lost from the bicycle and a new one is wanted to replace it, it seems but natural that the rider of the wheel should turn his steps towards that "curiosity shop" of the present age called a "hardware store."

The experience, however, of the past year develops that bicycles are not always profitable goods, because there have been many exclusive dealers in the wheel who have succumbed to the inevitable, and, financially speaking, "turned their toes up to the daisies" long before the close of the year 1896. This comes largely, not from the fact that bicycles do not pay a very liberal profit, but further, that they are sold on time (which is a mistake), and they have been made the medium of a system of time payments, which has, in many cases, been disastrous to the dealer. It is almost invariably true that any new article like this which comes into the market all of a sudden, so to speak, has

an interesting experience, and many are the scars that are left behind by contact (as dealers) with these goods, so that now it has come to be almost a matter of the "survival of the fittest," and that is to say that the hardware dealer who is in a position to handle wheels with the least expense and in a conservative manner, without too much risk in the way of dangerous credits, will eventually come out on top.

The bicycle is as important a factor to the hardware trade as have been vapor stoves, refrigerators or ordinary heating or cook stoves, providing they have been properly handled. This statement is not mere conjecture, but is an actual fact, based upon the experience of some of the largest dealers in this country, and especially those who have handled wheels for the past five years in connection with the general stock of hardware, stoves and house furnishing goods.

Another interesting feature in this connection is that the bicycle is a seasonable article, in a sense—and there are many seasonable articles in the hardware trade—and seems to fill in its space in the line of goods handled by the hardware dealer, which makes it a particularly valuable addition to his assortment of goods. The bulk of the

trade on wheels comes in March, April and May, just a little earlier than the demand for vapor stoves, refrigerators, baby carriages, screen doors, wire cloth, etc., which makes it a good time for the hardware dealer, because he is not so very busy at that period of the year, as perhaps he is at others; whereas in the fall, when there is but little, if any, bicycle trade, he is busy with his heating stoves and winter goods.

## 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,**

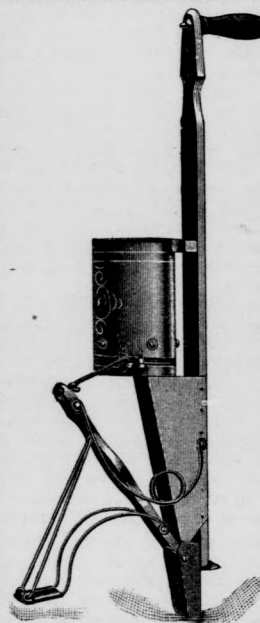
Manufacturers and Jobbers of

**Pieced and Stamped Tinware,**

260 S. Ionia St.

Grand Rapids, Mich.

... Telephone 640 ...



## The American Corn Planter

Made by

**Sheffield Mfg. Co.**

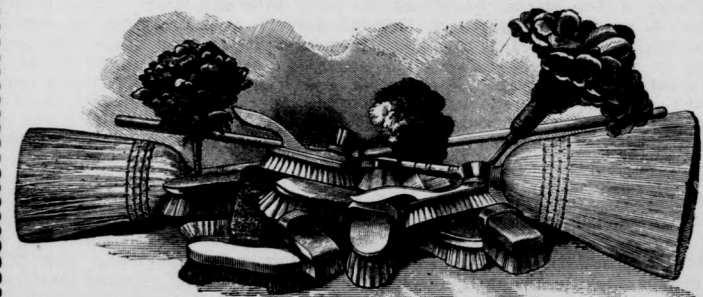
We are agents for  
Western Michigan.

**Foster, Stevens & Co.**

Write for Circulars  
and Prices.

DETROIT BRUSH WORKS

**L. CRABB & SON, Proprietors**



30 and 32 Ash Street, Detroit, Mich.



It is a well-recognized fact that the average hardware dealer is of a mechanical turn of mind. It makes him particularly fitted to become a repairer of the wheel, so that at the present day a very large proportion of hardware dealers are more or less repairers of bicycles, and some of them quite experts, which prevents the necessity of their employing a man at high price wages, who would, perhaps, have to be kept all the year around without the reasonable expectation of being busy more than one-half of the year in repairing wheels. The more the dealer becomes acquainted by personal contact, especially in the way of repairs, with bicycles, the less they seem to him complicated and the less difficulty does he have in making the necessary repairs and keeping them in first-class condition, and besides, almost every day the subject seems to expand and appear more simple, and does so necessarily by the very reason of its construction, which is simplicity itself.

Another important thought in connection with the subject is that when the dealer sells a bicycle he sells something of value, say from \$35 to \$75 each, and sometimes \$100 each, whereas the bulk of the goods he sells are very small items, and perhaps the same time expended in the sale of the wheels would, in the ordinary course of his business, not sell more than \$5 worth of goods, on which the percentage of profit would be but little more than it would be on a bicycle representing in value ten times as much money.

Connected with bicycles come the almost endless variety of sundries, and as their name is legion, just so do they give opportunity to the dealer who helps to make his store attractive by brightening it up with things that are more fascinating to the eye and taste than the more prosaic and heavy goods which are commonly classed under the head of bolts and screws, iron and nails. The dealer who lays in a large and complete assortment of bicycle sundries early in the season is, in the opinion of the speaker, a wise man, if he expects to deal in wheels. Bicycle sundries are examined frequently months before they are purchased, and frequently in the dull days of winter the would-be or expectant purchaser takes delight in going to the hardware store and again looking over the new bicycle lamp, or the latest style of sweater, or perhaps the most improved cyclometer.

The first thing to do in connection with the handling of business is to be careful in your selections and see that your stock embraces an excellent variety of first-class, desirable wheels, having some of the lowest priced as well as those of medium and higher prices. Then with proper energies devoted to pushing the sale, and especially of the better machines, there is but little difficulty in making your house known, before many seasons have passed, as being thoroughly reliable and first-class headquarters for wheels and bicycle sundries.

The hardware dealer who does not handle a line of sporting goods is doing an injustice to himself and the community in which he lives. The bicycle is recognized by the sporting world as being an important article in the line of sporting goods; hence no stock of sporting goods can be complete without the addition of the wheel.

This leads to the demand for other goods which come under the head of gymnastic and athletic sporting goods,

and goods that are devoted to physical development, which line is being constantly increased, to the great benefit of the human family. A wonderfully large business is done in this line of goods, and the trade for them is increasing all over the land. The dealer who fails to recognize the influence that the bicycle has upon this class of goods is blind to his own interest. The store which formerly kept hardware exclusively should now become a store of athletic goods, which would include baseballs, fishing tackle, golf and tennis goods and the various things in the way of exercise for home gymnasiums and things of that character.

Man cannot live by bread alone, neither can the physical man thrive and develop to the fullest extent by ceaseless toil, and especially indoor toil. To be thoroughly healthy in mind and body, one must have seasons or hours of relaxation—sport, out-door exercise; hence, the dealer who encourages this by keeping a good stock and by being ready to supply the demand confers, in a certain sense, a benefaction upon the community in which he lives. The need for these goods exists for the young and old, and should be encouraged and fostered to the fullest extent that is possible. A dealer should endeavor to educate his friends by precept and example, and also by keeping a good assortment of such things in the use of health-giving implements for exercise. In the very nature of his occupation, and the class of goods he deals in, he should be the most wide-awake, earnest "hustler" in his "burg," and after a while he will be surprised to find that he is looked up to as an oracle on these subjects—that points of difference in athletic sports and in physical development will be left to him to decide, and he will be the arbitrator of many discussions connected with subjects on this and of a kindred nature.

It is hardly necessary to say that every dealer in bicycles should also be a rider of the wheel—he should take an active interest in it himself—he should know from his own experience the good points of the wheel he has to sell. Almost any man who chooses can learn to ride, and no man can be so good a salesman of the bicycle if he does not ride a wheel as he can if he is a reasonably good rider. Such a practical display of interest in the article tends to broaden your acquaintance, to confirm and strengthen the confidence of your friends and customers and to better qualify you to handle the goods both as a buyer and a seller, and especially the latter.

The influence upon the general business must not be overlooked in the consideration of a subject like this. Every person who enters your store, who is brought there to look at something you have, may be a customer for some other article you deal in; in other words, every customer who comes to see a bicycle, or to have one repaired, who comes to look at your bicycle sundries, or to ask some question in connection with the wheel, may become a purchaser of your hardware or cutlery, and in that sense the addition of the wheel to the line of goods handled by the hardware dealer is of more importance, and perhaps the most valuable that has been made within the last quarter century.

JAMES G. REID.

Drudgery is as necessary to call out the treasures of the mind as harrowing and planting the treasures of the earth.

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.....	95
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel 7/8 advance.....	55
PLANES	
Ohio Tool Co.'s, fancy.....	@50
Scloia 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 80
Common, polished.....	70& 5
RIVETS	
Iron and Tinned.....	60
Copper Rivets and Burs.....	60
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27 10 20	
"B" Wood's patent planished, Nos. 25 to 27 9 20	
Broken packages 1/2c per pound extra.	
HAMMERS	
Maydole & Co.'s, new list.....	dis 33 1/2
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30c list 70
Blacksmith's Solid Cast Steel Hand 30c list 40&10	

HOUSE FURNISHING GOODS	
Stamped Tin Ware.....	new list 75&10
Japanese Tin Ware.....	30&10
Granite Iron Ware.....	new list 40&10
HOLLOW WARE	
Pots.....	60&10
Kettles.....	60&10
Spiders.....	60&10
HINGES	
Gate, Clark's, 1, 2, 3.....	dis 60&10
State.....	per doz net 2 50
WIRE GOODS	
Bright.....	80
Screw Eyes.....	80
Hook's.....	80
Gate Hooks and Eyes.....	80
LEVELS	
Stanley Rule and Level Co.'s.....	dis 70
ROPES	
Sisal, 1/2 inch and larger.....	6
Manilla.....	9
SQUARES	
Steel and Iron.....	80
Try and Bevels.....	
Mitre.....	
SHEET IRON	
Nos. 10 to 14.....	com. smooth. com.
Nos. 15 to 17.....	\$3 30 \$2 40
Nos. 18 to 21.....	3 30 2 40
Nos. 22 to 24.....	3 45 2 60
Nos. 25 to 26.....	3 70 2 80
No. 27.....	3 80 2 90
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.	
SAND PAPER	
List acct. 19, '86.....	dis
SASH WEIGHTS	
Solid Eyes.....	per ton 20 00
TRAPS	
Steel, Game.....	60&10
Oneida Community, Newhouse's.....	50
Oneida Community, Hawley & Norton's 70&10&10	
Mouse, choker.....	per doz 15
Mouse, delusion.....	per doz 1 25
WIRE	
Bright Market.....	75
Annealed Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 15
Barbed Fence, painted.....	1 80
HORSE NAILS	
Au Sable.....	dis 40&10
Putnam.....	dis 5
Northwestern.....	dis 10&10
WRENCHES	
Baxter's Adjustable, nickelled.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	80
Coe's Patent, malleable.....	80
MISCELLANEOUS	
Bird Cages.....	50
Furms, Cistern.....	50
Screws, New List.....	85
Caster, Bed and Plate.....	50&10&10
Dampers, American.....	50
METALS—Zinc	
600 pound casks.....	6 1/2
Per pound.....	6 1/2
SOLDER	
1/2@3/4.....	12 1/2
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
TIN—Melyn Grade	
10x14 IC, Charcoal.....	\$ 5 75
14x20 IC, Charcoal.....	5 75
20x14 IX, Charcoal.....	7 00
Each additional X on this grade, \$1.25.	
TIN—Allaway Grade	
10x14 IC, Charcoal.....	5 00
14x20 IC, Charcoal.....	5 00
10x14 IX, Charcoal.....	6 00
14x20 IX, Charcoal.....	6 00
Each additional X on this grade, \$1.50.	
ROOFING PLATES	
14x20 IC, Charcoal, Dean.....	5 00
14x20 IX, Charcoal, Dean.....	6 00
20x28 IC, Charcoal, Dean.....	10 00
14x20 IC, Charcoal, Allaway Grade.....	4 50
14x20 IX, Charcoal, Allaway Grade.....	5 50
20x28 IC, Charcoal, Allaway Grade.....	9 00
20x28 IX, Charcoal, Allaway Grade.....	11 00
BOILER SIZE TIN PLATE	
14x56 IX, for No. 8 Boilers, } per pound... 9	
14x56 IX, for No. 9 Boilers, }	

WM. BRUMMELER & SONS, GRAND RAPIDS,

Pay the highest price in cash for

MIXED RAGS, RUBBER BOOTS AND SHOES, OLD IRON AND METALS.

Drop them a postal "Any Old Thing." for offer on...

Every Dollar

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

Tradesman Company, GRAND RAPIDS.



## Shoes and Leather

### The Curse of Job Lots—Proposed Remedy Therefor.

The greatest curse, in my mind, to the shoe trade is the advertising of bargains and job lots by the retailers and the department stores. Take a shoe legitimately marked down (and many so-called mark-downs are far from genuine) from \$6 to \$4. The shoe store is trying to build up a good trade and retain the patronage of old customers while striving to obtain new ones. The old customer comes in and one of the clerks shows him this \$6 shoe for \$4. He takes it and goes home satisfied. But the next time he calls he wants the same shoe or its equal for \$4, and goes across the street because he cannot get it.

On the other hand, take a mark-down that is not legitimate. The old customer comes in and gets something and goes home; but he is not satisfied, and will never return.

It matters not which way you look at it, the so-called bargains or mark-downs are the worst curse a man has to face in building up a business. Now these mark-downs are forced upon us by the innumerable changes in styles, brought about, I believe, by a combination of last manufacturers. There has been so much agitation on the subject lately that shoes are now getting to be more on the common-sense idea. But even this, I fear, is forced by last manufacturers, in order to get rid of the extreme pointed lasts that were formerly so prevalent.

No, our trade does not demand these changes. I have already advanced an idea to some of my fellow-buyers that may possibly eradicate this evil. It may be, as this is an age for organization all along the line, it would prove a good idea for us buyers to get together. If we could gather in Boston or New York City once each season, how much better it would be for the whole trade. At present the boys are almost afraid to meet each other face to face. We certainly do meet in the performance of the work we are engaged in, but by our standing aloof from each other we force the other fellow to buy goods that he could very well do without.

The manufacturer comes along and says the other fellow is buying a certain toe, and we, trying to keep in the swim, follow suit, thus buying goods that are not necessary. Here lies the success or failure of the buyer—that is, the amount of stock he carries, for the complaint in department stores is not that we are not making money enough, but that we carry too much stock, or involve too much capital to make that amount. The house says: "Here is a department that has made so much money and carried so much stock, while here is the gents' furnishings department that has made so much money and carried so much stock." And it turns down the poor shoe buyer, never taking into consideration the necessities of that department.

Carry the simile a little further. A buyer for men's furnishings can go out and buy six umbrellas, and he has two of each kind, or three kinds; and the same way with collars and neckties. But the poor shoe buyer is perforce obliged, in order to have the widths and sizes, to carry 60 pairs of shoes, to give him one pair on each size. Then we must order at least three pairs on a size (the closest you can figure it,) be-

cause it takes from four to six weeks before you can again get the goods.

Then you must watch these goods very closely, because at the end of the season you have at least fifty pairs which are by this time summer shoes. In comes the manufacturer with his new samples, and I ask him for odd sizes to fit in with my fifty pairs, and he says, "Oh, those are out of date. I can't give you any more of those goods, as the lasts have changed," and they have to be put into the mark-down sale in order to get rid of them. There is your profit gone to the bargain counter, and the house is inclined to change managers.

Now, then, I say that we buyers ought to get together for our mutual protection and the protection of the whole trade, for, if a few of the leading buyers would get together and agree to the purchase of a certain toe, we could make that toe go, and absolutely make it the style. This would give the shoe manufacturer just the idea he wants. If we would agree to buy only a certain toe, then he would be able to put only that toe into his samples, with perfect confidence that that toe, and only that one, would be the line that would sell.

Then, again, we could help the manufacturer and leather dealer in the matter of colors. If we should state that we will buy only two colors, the manufacturer need not get out so many samples, and the leather manufacturer could tan his product with the surety that it would be sold.

Besides these points, which I say are of vital importance to ourselves and our respective houses, we could improve many other matters which are all the time distressing us. Every buyer or manager has different ideas, and the one coming after the other avoids many of his predecessor's mistakes. We could ask each as to what should be done in a certain case, and thus make it much easier for the whole body.

That this subject is of vital importance also to the manufacturers is shown by the fact that one of my friends among the latter recently told me that he made \$9,000 last year, but that he was obliged to put \$7,000 of it into new lasts, and virtually had to throw his old lasts into the furnace.

ANDREW H. BELL.

## 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 KLAFF; 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. PARTIDGE.

### 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.

### Adrian Retail Grocers' Association

President, Martin Gafney; Secretary, E. F. Cleveland; Treasurer, Geo. M. Hoch.

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

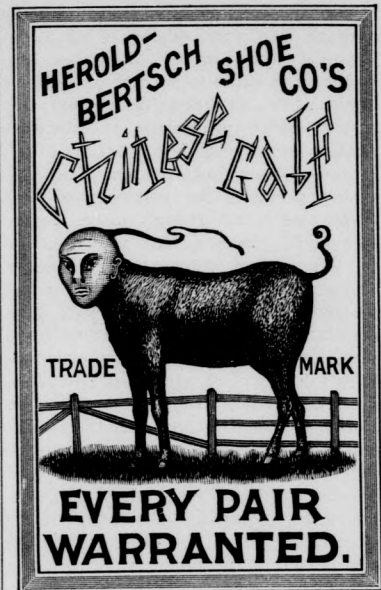
Once a year we clean out all the odds and ends—broken sizes—broken lots—shoes where there's probably but one pair of a size or two pair of a style—this is our time of year—we clear them out at ridiculous prices even for these times—of course the store will be crowded—but that's a pretty good sign that you'd better be there.—Drexel Shoe Co., Omaha, Neb.

Girls' and boys' shoes. A matter of life and death—shoes. Strong language—but isn't it true? It's their absolute dependableness that makes the "Iron-clad" shoes so valuable. They cost more, at first—but if you haven't used them, you don't know what economy in shoes is possible.—Gimbel Bros., Philadelphia, Pa.

Our enormous outlet enables us to gather at intervals great stocks of shoes at much under current prices.—Hence our sensational value-givings are simply the result of concentrated effort and continually increasing business.—Tomorrow's offering is the best we've yet made.—Our shoe manager finds it pretty hard work to beat his own record for underselling, but he has done it this time for sure.—Abraham & Straus, Brooklyn, N. Y.

The shoe bargains are moving out with a rush! Another week like the last and sizes will be broken on all these lots—the shoes have no fault; the whole story is that we sell them to get room for the spring shoes now coming every day from the hands of our own shoemakers.—P. T. Hallahan, Philadelphia, Pa.

A pretty shoe on a pretty woman is a great attraction. You can buy shoes cheaper here on "The Hill" than any other place in Newark. The reason for this is the difference in the store rents and general expenses. The consumer gets the benefit. We sell honest goods at the lowest possible price.—Lowy Bros., Newark, N. J.



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.

## 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.

# DISCOUNT

on GOODYEAR GLOVE RUBBERS.  
25 and 5 off list. Don't fail to contract for the best rubber made. Special Prices on Specialties.

## HIRTH, KRAUSE & CO.



**Clerks' Corner**

**Beware of the "Just as Good" Phrase.**  
Clerks' Corner in Shoe and Leather Gazette.

Not long ago the Clerks' Corner Man was in a city shoe store when a man entered and asked where he could find a certain make of shoe. This shoe is made by an Eastern firm and sold through its own stores exclusively. As it happens, the firm has no store in St. Louis. The clerk to whom the enquiry was addressed replied to the query with the statement that the shoes could not be obtained in St. Louis. That was all he said; he made no attempt to make a sale. After the visitor had gone he observed, "I couldn't sell that man. He wants that shoe and no other." The Clerks' Corner Man presumes this was a correct view of the case, but he would have made an attempt. He would have shown some goods and secured the man's attention for a few moments anyhow. It might have been impossible to make a sale, but it would have been likely to bring the man in again when he wished a different kind of shoe.

This verges on the "just as good" question. Some claim that if a customer asks for a certain article not carried in stock in that particular brand, but in others, it is not policy for the clerk to urge a sale, but to direct the customer to a place where the desired article is for sale. This may be a good plan, but the writer doubts if one out of ten merchants will agree with it. Most merchants are anxious to sell all the goods they can. That's what they're there for. If there's a customer in sight they want to get him. The clerk is expected to sell that customer and if he were heard to say, "No, sir, we don't keep Pegge & Solum's shoes. Mr. Heele, down the street on the other side, carries them, though, and I presume you can find what you want there; if not, come back," there would probably be a vacancy in his immediate vicinity instanter.

It's a clerk's business to do what his employer wants him to do and if that which is wanted done is not in harmony with the clerk's understanding of the right and against his principles he should resign. If the merchant wants the clerk to sell sheepskin for solid calf he should refuse absolutely or carry out the merchant's wishes to the letter. Same way with the matter of selling a customer one thing when another is asked for. The clerk should do as the employer wants him to do and it is likely that the employer wants him to sell 'em if he can. It is not a good idea, however, to say it is "just as good." People don't like that "just as good" phrase. They don't believe it. Tell them what you have. If it is as good as anybody's, and you can stand back of it, do so. If it's as good as anything in its class on the market don't be afraid to affirm it. Put it rather that "there is nothing better" than that "this is just as good," and with most people it is more convincing. "Just as good" smacks too much of imitation.

Every clerk should be able to wait on ladies as readily as on men and vice versa. Working in country stores they can easily train themselves for both trades, but in the cities in large stores, where the women's and men's stocks are separated and the clerks in one department rarely get into the other side, many clerks know almost nothing about the stock they are not in. They follow one branch of the trade, either men's or women's, and no matter where employed they can always be found in their particular stock.

Not long ago a young lady friend of the writer visited a certain retail store to purchase a pair of shoes. A clerk who was waiting on another lady tried to attend to her also, but without satisfactory results, she not being content with this sort of attention. Not being able to get any of the clerks in the women's department, all being busy, he called a

salesman from the men's stock to wait on the young lady. The new candidate's efforts were well meant, but his inexperience was so evident that the young lady and the friend with her were more amused than convinced by his struggles. He didn't know how to lace or unlace a lady's shoe; didn't know how to take hold of it. He was embarrassed and so plainly rattled that he was worse than useless. In addition, he didn't know the stock. Of course he made no sale.

**Difficult to Affiliate at Marquette.**  
From the Marquette Mining Journal.

Is a grocers' association a long-felt want?  
The grocers, some of them at least, have been talking for a long while about the need of a trade organization, which they think would correct many abuses, not the smallest of which is the dead-beat nuisance, but when it comes to getting together and forming an association they are not there.

Two efforts have been made to get enough of them together to start the association, and each has been a failure. At the first meeting, held in the city hall a week ago last night, there were three representatives of the business on hand. This was too small a number to organize, so the meeting was postponed for one week, and the grocers were called to meet again last night at the same place. Only one grocer was there. After a few minutes, waiting he gave up in disgust and went away.

There is said to be a feeling among some of the grocers that a mistake was made in forming the association openly. They think it would have been better to have formed a secret organization, and say that if their customers knew they went into the open one they would think it was a scheme to combine and raise prices. The more liberal representatives of the trade laugh at this idea.

**And That Is Life!**

A crust of bread and a corner to sleep in,  
A minute to smile and an hour to weep in,  
A pint of joy to a peck of trouble,  
And never a laugh but the moans come double;  
And that is life!

A crust and a corner that love makes precious,  
With the smile to warm and the tears to refresh us;  
And joy seems sweeter when cares come after,  
And a moan is the finest of foils for laughter;  
And that is life!

PAUL LAWRENCE DUNBAR.

**Current Miseries.**

"I have just passed a bad quarter of an hour."

"Well, I have just passed a bad quarter of a dollar."

**A Man of Mark.**

"There goes a man who is one in a thousand."

"What gives him such distinction?"  
"He is clerk in a department store."

A doctor sent back a coat that didn't fit him to his tailor. A few days afterward they met at a funeral, when the tailor, pointing to the coffin, solemnly said: "Ah, doctor, you're a fortunate man; you never have any of your bad work returned on your hands!"

The poor laborers in the Sicilian sulphur mines compel their naked children from the tenth year, to assist them in their hard work, their only food being coarse bread dipped in oil.

The Oklahoma Legislature has enacted a law fixing the legal rate of interest at 7 per cent. and making anything over 12 per cent. usury, with forfeiture of interest.

Experiments have been made in a Cincinnati hospital which show that the veils now so much worn by women are often the cause of headaches and serious injury to the eyes.

Nearly 4,000,000 women, or 18 per cent. of all women in the United States, were in 1890 engaged in earning their own living in some trade or employment.

The man who can endure everything is either a saint or a cur.

**Some Obsolete Hardware Industries.**  
From the Hardwareman.

It is curious and interesting to note how the scientific discoveries and appliances of the last half century have elbowed out of existence many an industry which depended for its life on the continuance of old-fashioned usages. Of these now practically obsolete industries a few in the hardware line may be noted:

Fifty years ago the making of candle snuffers formed quite a conspicuous part in the steel industry of Birmingham and Wolverhampton. No household was without a supply of these essential articles in the days of the miserable old method of lighting by the aid of "farthing dippers." With the improved methods of illumination now in vogue, the industry has become practically extinct, for where candles are used for lighting a house they are no longer of the imperfect quality which require periodical snuffing. With the disappearance of the snuffer has also vanished the snuffer tray, once made by thousands at the japan factories in Wolverhampton and Bilston.

Steel shoe and garter buckles, round, square, oval and cut, formed a conspicuous feature of Walsall industry a century ago, and they were also largely made in Birmingham and Wolverhampton until the fashion in shoes so completely changed as to abolish the use of latches.

Tea caddies, once prominent among the productions of jappanned ware makers in the Midlands, are now made only in very small quantities, owing partly to the reduced price of tea (which formerly was so valuable as to be kept under lock and key), and partly to the improved methods of parcelling now adopted.

Sugar nippers were essential to a household in the good old days when white sugar was retailed, not as now in lumps, but in the form of a loaf. Every housewife had to nip from the loaf, which was shaped like a pyramid, pieces of sugar of the size convenient for use. The disappearance from the retail grocer's shop of the sugar loaf has killed the trade for sugar nippers, and the industry which once flourished extensively in Birmingham is now extinct.

The coppermiths no longer include the good old-fashioned warming pan in the category of their wares, but in olden times when bedrooms were in winter like chambers of ice, owing to defective heating arrangements, the warming pan was a necessary article in the equipment of every well-regulated household, and a very extensive trade in their manufacture was carried on in Birmingham.

Snuff boxes were in the days of the Georges very largely made in Birmingham, and a snuff boxmaker at the corner of St. Paul's Square, until a comparatively recent period, advertised himself as "snuff boxmaker to his late Majesty King George IV." Snuff taking has been going greatly out of fashion since the commencement of the Victorian Era, and it is now so rare that the snuff box trade is practically one of the extinct industries.

No one is truly rich who has not wealth of love, wealth of sympathy, wealth of good-will for men. No one knows what luxury is who has not enjoyed the luxury of doing good. No one has real happiness who has not the happiness of making others happy.

The construction of the new French Transatlantic cable, which is to be laid during the ensuing summer from Brest to New York, is rapidly approaching completion. It will have a length of 3,250 nautical miles.

**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.

**Pingree NEVERSLIP**  
PATENTED FEB. 27 1890  
This stamp appears on the Rubber of all our "Never Slip" Bicycle and Winter Shoes.

**DO YOUR FEET SLIP?**

The "Never Slip" gives elasticity and ease to every step taken by the wearer. It breaks the shock or jarring of the body when walking, and is particularly adapted to all who are obliged to be on their feet. None but the best of material used in their makeup. Every walking man should have at least a pair.



PINGREE & SMITH, Manufacturers.

**New Prices on Rubbers**

LYCOMING, 25 and 5 off.  
KEYSTONE, 25 and 5 and 10 off.

These prices are for present use and also for fall orders. Our representative will call on you in due time with our specialties in

**Leather Goods, Felt Boots,  
Lumbermen's Socks . . .**

and a full line of the above-named rubber goods, and we hope to receive your orders.

**Geo. H. Reeder & Co.,**  
19 South Ionia St.,  
Grand Rapids, Mich.

**MICHIGAN BARK & LUMBER CO.,**  
527 and 528 Widdicombe 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.



## BEHIND THE COUNTER.

How the Clerk Outwitted the Old Dragon.  
Written for the TRADESMAN.

If there was one shopper more than another that the clerks in the dress goods department hated to see, it was Mrs. Shute—so much so that, when she took a seat at any of the counters with her air of "Now bring your goods here," the man who was then busy with another customer counted himself "among the fortunate;" but woe betide the poor fellow who had to go forward and display the goods to Mrs. Shute.

She was, always attired in a neat-fitting, plainly-made gown of cheap material, and she always wanted to see goods of the most expensive kind.

During the last three years she had visited one or another of the dress goods counters at least three times a month and, so far, had never been known to buy a cent's worth. She was a little different from the average professional shopper, who is satisfied when she has seen a dozen or more of the choicest patterns and secured a sample of the most expensive ones. Mrs. Shute would seat herself comfortably on a stool, which was sure to be at the farther end of the counter from where the goods were which she wanted to see. Then, in a deliberate and carefully-modulated voice, with just that little something in its tone which always arises the ire of a capable and conscientious clerk, she would say, "Now, young man, I want you to show me the nicest goods you have for a tailor-made gown, for I must have a new dress."

The young man who was so unlucky as to have to listen to this request would begin by taking down from the shelves nearest Mrs. Shute some of the cheaper dress goods, displaying them in the best possible light, to be rewarded by Mrs. Shute's looking, not at the goods which he was deftly draping and turning, but at the goods still reposing on the shelves, and only by placing himself so as to obstruct her view could he secure her attention.

"Really now, sir, you're not foolish enough to pretend that that stuff is for tailor-made gowns. Why, it ain't fit to line a comfort, let alone anything else! I want to see something worth making up!"

Thinking of the distance from the farther end of the counter where the fine goods were to where Mrs. Shute was sitting, the clerk would have it on the end of his tongue to ask her to step down to the other end of the counter, but, happening to catch Mrs. Shute's eye, he would conclude to carry the goods to her. So piece after piece of fine cloth would be placed on the counter before her. But all to no purpose. One pattern was too dark, another too light. This one was too thick and that one too thin, until the counter was piled high from one end to the other with disordered goods and the shelves looked as if a cyclone had struck them.

Although none of the goods would meet with her approval, Mrs. Shute would insist upon having samples of them, and the clerk who had spent so much time and labor would realize that both had been in vain. Meekly he would give her the desired samples, although he would well know that she had never yet been known to bring back any of the many samples which she had received and order from them. This, as said, had been going on for about three years. Every one of the seven men in the dress goods department had time and again tried his level best to

suit the woman, until they were all convinced that she either could not or would not be suited, and that it was an injustice to other customers, who wanted to buy, to waste time with her. So Mrs. Shute had finally come to be regarded as a nuisance.

It was just a half hour to closing time on a hot, dusty July afternoon. Ed. Wright and Peter Burley had cleared up their counter, straightened the goods in the fixtures and were leaning against the shelves, when Mrs. Shute came around the corner and stopped at their counter. Burley, who had seen her first, suddenly remembered that he had an errand on the second floor and made his escape. Poor Wright was awakened from a day-dream in which he had been indulging by hearing a loud rapping on the counter and a sharp voice saying, "Say, there! will you wait on me?"

Caught "a-napping," Wright confusedly murmured, "O, yes, with pleasure. What can I show you, Mrs. Shute?"

Somehow Wright's manner must have expressed indifference, for Mrs. Shute continued in her disagreeable tone, "Seems to me you clerks here don't like to wait on me."

"Why—er—now that you mention it—er—Mrs. Shute, I—I believe that's so."

Having said this much, he was convinced that it would not do her any harm, and might possibly do her a great deal of good, to tell her a few plain facts—at least, he knew it would ease his mind and probably rid him of the annoyance of ever waiting on her again.

"O, well, if I should just mention this fact to your employer," she said, "I might get better attention."

"Yes, I think it might be a good plan," Wright averred, taking down a piece of medium-priced dress goods and displaying it on the counter before her. "But the fact remains, Mrs. Shute. Now, you are a sensible woman, and you can't help knowing that, for the last three years or so you have been—yes, I may say so," displaying another dress pattern, "a nuisance to the clerks in this department.—We offer this cloth to-day at 85 cents. The regular price is \$1.25."

The piece of purple poplin on the shelf immediately in front of Mrs. Shute couldn't hold a candle to the color of her face at that moment. Wrath made her speechless.

Taking no notice of his customer's anger, Wright continued: "This is another of our bargains—\$1.50 grade for \$1.05.—Now you know, Mrs. Shute, when you first began coming here to look at dress goods, you received the best of attention. Every clerk in the department did his best to please you, but only to have you ask for a sample. Why, we have given you samples enough to reach across the county! Now, in fairness, Mrs. Shute, can you blame them or me if we show indifference when you come to our counters?"

"I think you are the most impudent young man that I ever set eyes on!"

"Yes, I suppose I am; but you must remember that you began this by saying that we don't like to wait on you. Of course, I could scarcely tell you that your statement was true without giving you the reasons; and you will pardon me, I know, when I tell you that I never would have said to you what I have if I had not been convinced that you are a woman of sense. The ordinary woman would have bolted straight for the office before I had got this far. Now, Mrs.

Shute, if you think you have a grievance, you will find the office on the second floor—but Mr. Jarvis usually goes home before this time; but, if you want to buy a dress you will have just time, for the store closes in fifteen minutes."

"Well, young man, I didn't think there was anybody in the city who dared to talk to me as you have done. Still, I will admit that you have spoken the truth—although I think, if you had been properly brought up, you never would have been guilty of such a breach of good manners. Now show me your goods, and, if you can talk half as well about their merits as you have talked about my lack of them, the chances are you'll sell me a dress. And, while I'm looking at the goods, I'll decide whether I'll report you to Mr. Jarvis."

Wright took down several pieces of goods, among which was a piece of fine French covert cloth at \$2 a yard, which he saw struck Mrs. Shute's fancy at once.

"Now, are you sure that it's all wool?"

"Yes, madam; and, if you have it properly sponged before it is made up, you will have a dress that will give you good satisfaction."

"Well, I'll take six yards. Send it to the address on this card. Here's your money; and, as I see you're afraid I shall keep you after six o'clock, I won't look at anything else to-night. I am coming in next week to look at some black goods; and, because I want you to wait on me, I would like to know your name."

Wright handed her his card. Reading the name aloud, she remarked, as she left the counter, "Well, he's right in more ways than one."

Mrs. Shute had scarcely disappeared before the young man was surrounded by the clerks from the other counters of the dress goods department, who had been quietly watching the encounter. Even Mr. Fanning, the manager, came forward to offer his congratulations, and doing it in a most substantial manner by giving Wright a premium for making the sale.

MAC ALLAN.

## Novel Umbrella Handles.

Umbrellas are displaying quite as many departures in style as articles of attire supposed to be more distinctly modish. The latest edict is that the umbrella must always match the gown, and tailor-made women are having umbrellas made up in just the shade of their street gowns—a costly fancy, but surely a pretty one to be commended for those who can afford it. A purple tailor gown requires an umbrella of purple silk, lined with silk of pale canary color, for the lining of the new umbrella is always of a different shade. A green gown demands an umbrella of sapphire, lined with turquoise, and so on.

In the matter of handles there are still greater novelties. The jeweled ones are more elaborate than ever, but newer than these is the handle made to represent the head of an animal. Faddish women are greatly taken with the heads, which represent the heads of dogs and cats, and which are always after a strikingly realistic fashion.

Daintier, perhaps, are the handles made in the form of small bonbonieres, which the younger women are particularly pleased with. It is said to be very diverting, when one is left alone with one's umbrella, to be able to open the handle and extract a sweetmeat.



1897

1897

MILLINERY

"CRITERION"

NEW CATALOGUE OF

CORL, KNOTT &amp; CO.,

Manufacturers and Jobbers,

Grand Rapids, Michigan.

Write for it before buying.

1897

1897

DON'T GET WET

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

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



## Commercial Travelers

### Michigan Knights of the Grip.

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

### Michigan Commercial Travelers' Association.

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

### United Commercial Travelers of Michigan.

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

### Michigan Commercial Travelers' Mutual Accident Association.

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

### Lake Superior Commercial Travelers' Club.

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

### Relation of the Traveling Man to His House and His Trade.

At such times as the present, when competition is sharp and manufacturers and jobbers are claiming there is no money to be made, the relation of the traveling man to the trade he visits are a very important factor in the success of the business of his employer. The successful traveling man occupies a three-fold position: Employed ostensibly to sell goods, he is not only expected to do this, but is also expected to see that the purchaser settles his bills according to contract—and he is also expected to heal in a satisfactory manner any differences which may occur between the dealer and the jobber; so that the successful traveler must be a good salesman, a fair accountant, and a diplomat.

\* \* \*

To be a successful traveling man today he must act toward all with whom he comes in contact as a gentleman; he must keep himself informed as to the current topics of the day, ready at all times to give his opinion when asked for it, but not forcing his opinions on the public, who may not be interested in what he has to say. He should pay attention to his appearance when calling on his trade, and he will find that it pays to do this. Call to mind the salesmen of your acquaintance who appear to have been successful, and with but few exceptions they are men who have a high regard for their personal appearance, and no matter in what sort of company they are thrown they always feel perfectly at ease.

\* \* \*

In your intercourse with your customer act toward him as if he were your personal friend. Be genial at all times, but do not indulge in undue familiarity. Remember that you expect to call on him again and sell him another bill; so make him no promises that you do not expect to fulfill to the letter, and teach him by your conduct toward him that your word can be relied upon at all times. Do this and you will gain his confidence; he will always be glad to see you, and will speak of you among his acquaintances as a man who can always be depended upon to do what is right. We all know that there is the dealer who thinks that his dollar should buy a little more than the other man's dollar. Let him think so if he chooses and don't try to persuade him that it should not, but make it your business to sell him your goods at the same price the other fellow is paying for them.

\* \* \*

Again, we find other dealers who are

willing to pay the same price others are paying for the same goods, but when settlement time comes they have some complaints to make, and make demand on the firm that the man who made the sale be sent to make the settlement. Now comes the time to prove of what material the traveling man is made. If he made a favorable impression on the dealer when he made the sale, he will not have much trouble, but if to the contrary, he has a job on his hands. He must think first of his firm, who are paying him a salary, who know that the goods are all right, and who expect him to get all that is due them, and he must next think of the dealer, who, although he may be a troublesome man to handle, still sells lots of goods, and pays for them, and the salesman wants to continue to sell him.

\* \* \*

Most of the trouble between the jobber and the dealer is caused by the salesman not being particular in taking orders and making contracts. In his anxiety to secure an order, promises are made which are not mentioned in the contract and which are not authorized by his employer, and when such promises are not complied with the dealer loses confidence in the salesman and he is placed in an unenviable position with his employers when they hear of it. Often, in his hurry to catch a train, orders and contracts are not made out in proper form, and are sent to the house without being carefully examined, thereby often causing much trouble and delay in the shipment of the goods. The trouble with most of us is that we lack system. No wholesale dealer can hope to succeed unless his business is conducted in a systematic, painstaking manner. No salesman can hope to succeed and hold a good position unless his part of the work is conducted on the same lines.

### Gripsack Brigade.

Thos. Hilton, the blank book boy with a bass voice, is doing the copper country.

Norway has followed Sweden's example and placed a tax of \$26.80 a month on commercial travelers, with a maximum penalty of \$134 for failure to procure the required certificate.

M. Jacobs, who has represented Jackson, Lee & Co., of Toledo, in Southern Michigan territory, has engaged with the Elbridge & Higgins Co., of Columbus, and will travel in Ohio territory.

A. B. Baldwin, formerly manager for the hardware concern of E. Garnish (Ashland, Wis.), has taken a grip and will represent the Marshall-Wells Hardware Co. (Duluth) in the Upper Peninsula.

Frank C. Burke, who has traveled in Southwestern Michigan in the grocery line for the past twelve years, has retired from the road permanently and engaged in the hotel business at Kankakee, Ill.

D. N. White, of Petoskey, who has been on the road for the McNeil & Higgins Co., of Chicago, for some time in Western Michigan territory, has retired. His trade will be looked after by John Garvey, Jr.

Backward, turn backward, O Time, in your flight;  
Feed me on gravel again just for to-night,  
For I am so weary of celluloid steak,  
Petrified doughnuts and vulcanized cake,  
Oysters that sleep in a watery bath,  
Butter that's strong as Goliath of Gath;  
For I am so weary of paying for what I don't eat,  
Chewing up leather and calling it meat.  
Backward, turn backward, for weary I am;  
O for a whack at my grandmother's jam.  
Let me drink milk that has never been skimmed.  
O for a piece of the old-fashioned pie—  
Then I'd be ready to curl up and die.

Geo. F. Owen has mailed a circular letter to the members of the Michigan Knights of the Grip, inviting them to become members of the Michigan Commercial Travelers' Mutual Accident Association on exceptionally favorable terms. Judging by the returns already received, several hundred of the boys will avail themselves of this opportunity.

Richard Mansfield was a commercial traveler for a Boston dry goods house, and in his long journeys through rural districts looking for trade he whiled away the time by reciting pieces of poetry. The young drummer was so well pleased with his elocution in these selections that he threw aside his sample boxes and went on the stage, where he had little success until one night at the Union Square, when an accident allowed him to play the part of Baron Chevrial in "A Parisian Romance." That made him famous, and since then he has lost \$80,000 on "Richard III," changed his managers every year and established his reputation as the most erratic gifted actor of modern times.

### The Successful Salesman.

The successful salesman is a man who is thoroughly posted on the line of goods he is trying to sell.

Who makes a study of his business. Who is up-to-date in knowledge of styles and prices.

Who is capable of explaining the difference in values so that his customers can comprehend his meaning and depend upon his judgment.

Who is competent to enter into a discussion regarding the process of manufacturing the article he is trying to sell, but who persistently refuses to argue the matter with a customer, except in very rare cases.

Who does not lead his customers to think that he (the salesman) is a "bureau of information" and that his life depends upon his airing all this vast store of knowledge.

Who in serving his customers is not distracted by the efforts of any other salesman.

Who enters honestly into the plans of his customers and desires to assist them in using the best economy.

Who has sufficient judgment to know how to approach and deal with new customers.

Who does not meet his customers with a gushing effusion that will overwhelm them, nor yet with a sour or crabbed diffidence that will freeze them.

Who will keep his customer in a comfortable state of good nature and in no way provoke his displeasure.

Who will hide his own opinions behind those of his customer, using them only as the occasion demands, magnifying to the greatest extent the marks of good judgment displayed by the customer (if such marks are apparent).

Who will studiously avoid trying to over-persuade the customers, unless he is confident it will mutually benefit them in the future.

One who can smile when his customer suggests that "what he's there for" is to show goods and also demonstrate that he is also there to sell goods.

One who will make up his mind that he will encounter all sorts of customers, and that it is as useless to try to avoid the troublesome ones as it is impossible to secure the good ones, and will treat them all with the greatest courtesy.

One who will make a study of dealing with professional buyers and will learn how far to allow such to impose upon him before "shaking" them, and how best to "shake" them that their long tongues should not injure him.

One who can hold his temper in the hour of defeat, can submit gracefully to the inevitable and release a customer with alacrity after having loaded him with arguments and suggestions that will haunt him like a nightmare, until, in sheer desperation, he leaves his com-

petitors and returns to deal with the man who is "onto his job."

One not afraid to show goods, but is willing to "earn his bread by the sweat of his brow."

One not handicapped by being unable to make as low a price as any other person.

One who will leave his customers so thoroughly impressed with his gentlemanliness, integrity and business ability that they will want to deal with him again.

One who will educate himself for his business through schools, through trade journals, by observation, and with his education apply his good common sense to the practical work of selling goods.

A note without grace made payable at a bank, and placed there for collection, may be sued on after banking hours of the day it falls due, if such hours are known to the maker.

Where goods are sold by a salesman by sample, and when delivered are not in accordance with same, the salesman has apparent authority to arrange for their return to his principal.

## COLUMBIAN TRANSFER COMPANY

CARRIAGES, BAGGAGE AND FREIGHT WAGONS

15 and 17 North Waterloo St.,

Telephone 381-1

Grand Rapids.

## NEW REPUBLIC

Reopened Nov. 25.

FINEST HOTEL IN BAY CITY.

Steam heat, Electric Bells and Lighting throughout. Rates, \$1.50 to \$2.00.

Cor. Saginaw and Fourth Sts.

GEO. H. SCHINDHETT, Prop.

## THE WIERENGO

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

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

## Commercial House

Iron Mountain, Mich.

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

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

## Loss or Gain?

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

### Any Man

or woman can sell more goods after getting

## Tonsorial Work

at FRED MARSH'S,

23 Monroe Street, Grand Rapids.

**BEST**

**10 CENTS**

**GREEN SEAL**

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

### MICHIGAN STATE BOARD OF PHARMACY.

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

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

Coming Examination Sessions—Star Island (Detroit), June 28 and 29; Sault Ste. Marie, Aug. —; Lansing, Nov. 2 and 3.

### MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

President, G. C. PHILLIPS, Atmada.  
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### Preparing for the Board.

From the Pharmaceutical Era.

The board of pharmacy examination is the ordeal to which the student of pharmacy looks forward with apprehension. In his studies he ever has in mind the question whether this or that will be of assistance when he is brought to the test. The examination opens or closes the door to a life's vocation which he has deliberately chosen, and it is perfectly natural that he should regard it with this feeling of trepidation. He is vitally concerned, then, in the problem of preparation for the examination and finds it important that this preparation be of the proper character.

There are candidates whose only purpose is to "get through," who do not value knowledge for its own sake, and who little care what be the nature of their preparation provided it, by hook or crook, will serve to push them through the gate. This class want a short-cut to the goal, and as a rule are never successful in the race of life. The short-cut is a broken reed, as they find sooner or later. For this class we have little of advice, but for the young man who earnestly desires to qualify himself for the practice of pharmacy a few words of direction are cheerfully offered. What follows may, therefore, be taken in reply to the many letters continually coming to us enquiring how to study pharmacy, how to prepare for the board of pharmacy test, what books to secure, and other queries of related character. All these may be covered in a general answer:

We must begin with the axiom that there is no royal road to learning. Hard work and thoroughness are the requisites and concomitants of success. In pharmacy, as in all other callings, it is necessary that the foundation be well laid. A good general education should be obtained. The lack of this is the great defect with which the colleges of pharmacy have to contend. Defects in this preliminary education cannot be remedied in after life; they render the acquisition of special, professional, scientific knowledge extra difficult, and frequently impossible. So lay the foundation well. Mathematics is particularly serviceable, not only by reason of the mental training it imparts, but because it is of direct and constant application in pharmacy. The ability to think in numbers, to reason in proportion and percentage, is the sine qua non in all science. Dr. Prescott says, "It is of the first consequence that the student be not illiterate in his own tongue," and he urges that the young man get through the full work of the ordinary high school course, the best that is afforded, if it be possible. Grammar and penmanship, Latin and German, physics and botany, are branches to be specially considered. The more preliminary education the student has the better able will he be to understand and apply the principles of the special studies which he is later to take up in his preparation for the special profession of pharmacy.

But we will suppose that he is ready to begin his pharmacy course, and that, being debarred from college privileges, he must prosecute his studies alone, and with the facilities closest to his hand.

Let him lay down for himself the guiding rule that his general reading and his study of theories and principles must be supplemented by the actual application of the facts presented, in the way of experiment in chemistry, in manufacturing pharmacy, and in familiarizing himself, through his several senses, with the physical characteristics of the drugs and medicines he is to handle. There are three main branches of study: Pharmacy proper, chemistry and materia medica, and under one or the other of these may be included the minor special or complementary branches which must not be neglected. The competent pharmacist is expected to be versed to greater or less extent in toxicology, urine analysis, pharmacognosy, botany and the like.

The student cannot get along without books, but he can easily do good work with but a small number of books. Each of the three branches may be roughly divided into the theoretical and practical. The first book the student should secure is the latest edition of one of the Dispensatories. This will serve him as a reference and text-book in pharmacy, chemistry, materia medica, therapeutics, etc. In pharmacy proper, beside the Dispensatory he will find useful Remington's, Coblentz', or Caspari's work, and must, of course, possess the United States Pharmacopoeia. But equal in importance, perhaps even more necessary, is a good, wide-awake, up-to-date pharmaceutical journal. We cannot dwell too insistently upon the advisability of subscribing for one or more of these publications. Of supplementary works in pharmacy the student cannot have too many, and the greater the library he possesses the better will be his facilities for doing good work. The pharmacopoeias of England, Germany and France and a number of good formula books should be secured, if possible.

In chemistry, get Attfield's or Fowner's chemistry, for the theoretical work, and for practical laboratory training, Douglas & Prescott's "Qualitative Analysis." In the several branches of botany, materia medica and therapeutics, the selection of books depends largely upon individual uses and preferences, but there should be one or two secured in each branch, in addition to the Dispensatory. Having secured his books, the question obtrudes, How should they be used, or how shall the young man study? We recommend to all, for an answer to this question, a careful perusal of the papers published in the series of articles on The Study of Pharmacy, presented in the pages of this journal throughout the entire year of 1895; particularly some of the earlier papers in that series. In the January 31st issue, for instance, there is presented much good advice to the student beginning his work. System should be the watchword. The young man should so arrange his time, especially if employed in a store, that he can devote an hour or a number of hours each day to a particular task in study. Supplement the mental training and the acquisition of information through reading and memory by the training of the special senses through practical application of the facts brought out in the reading and studying. Thus, if in pharmacy the student is told by his text-book how to make a certain preparation of ipecac, he should learn all he possibly can about ipecac, from the Dispensatory, botany and materia medica, and by securing a sample of the drug itself. Learn its physical characteristics, its appearance to the eye, under the microscope, subject it to treatment with reagents and solvents, test the products, make the preparations prescribed by the Pharmacopoeia, and in all these and other ways learn to know ipecac from A to Z. Equally in chemistry, if told that hydrogen is a gas, inflammable, etc., make some hydrogen by the process described; try to see if it will burn, etc. When the Pharmacopoeia gives a test to distinguish an impurity of sulphate in a chloride, perform the experiment. In botany become personally familiar by gathering and examining the plants studied,

The whole trend of modern theories of education is toward the practical, manual training. By this training facts become fixed in the mind, the whys and wherefores thereof are plainly established, and the student is not taught to learn by rote, parrot-like, but he knows what he learns and can apply it. System and practice should be the invariable rule with all students. Hard and fast lines of procedure which shall fit individual cases cannot be laid down, but the student will find that, as he prosecutes his studies regularly and in order, each fact gained leads to another, which, in turn, opens new avenues of information and research, leading naturally in logical sequence to new facts. If the student wants knowledge for its own sake, and only incidentally and secondarily, that he may pass a board of pharmacy examination, he will find that this thoroughness will pay, and that good work brings its own reward in satisfaction of mind and in the attainment of working information of everyday and all-days application.

### The Drug Market.

Acids—Oxalic, higher. Several other acids are unsettled and irregular, owing to the proposed duty changes, and some holders are no longer in the market. Some of the principal varieties thus affected are carbolic, benzoic, gallic and salicylic.

Arsenic—Powdered white, easy, on account of large stocks and small demand.

Balsams—Copaiba, quiet and unsettled. Tolu, being scarce, is strong, and the tendency is upward. Peru, strong; demand fair.

Bismuth Preparations—Market steady. Cocoa Butter—Market quiet, but there is a firmer feeling, the proposed higher duty being the *raison d'être*.

Cassia Buds—Very strong, the limited stock being closely concentrated.

Cocaine—Market quiet, but firm, owing to the recently improved foreign market, and holders are not anxious sellers.

Codeine—Tone of the market is stronger, influenced by the steady upward movement in opium. Manufacturers advanced quotations twice during the past week, making prices 30c higher than at last issue.

Cod Liver Oil—The recent cables from London reporting a reaction have tended to check the decline.

Colocynth Apples—Steady.

Cream Tartar—Consuming demand moderate. There seems to be a disposition to cut down orders and higher prices are anticipated.

Essential Oils—An unsettled feeling is exhibited, due to the proposed changes in the new tariff bill, and holders are operating with great caution. Bergamot, cinnamon, almond, cassia, citronella, lemon, lemongrass, limes, lavender, almond, myrrane, orange, rose and rosemary being among the leading varieties affected. Peppermint, easy.

Gums—Asafoetida, fairly active and firm. Camphor, market stronger, in

sympathy with the higher markets abroad for crude.

Herbs, Sweet—Market seasonably dull, but the tariff agitation makes prices firmer.

Juniper Berries—The limited supply of prime quality is being firmly held.

Lycopodium—Does not appear in either the dutiable or the free list of the new tariff bill, but demand continues fair, nevertheless, and quotations are maintained.

Mercurial Preparations—The market has advanced and the undertone is strong, influenced by the firmness in quicksilver.

Morphine—Market very strong, due to the recent radical advance in opium, and quotations are higher.

Naphthaline—Demand fair, market firmer—duty agitation.

Opium—During the current week, consuming demand has improved materially, and values have been further advanced. The indications are that the proposed duty of \$1 per pound will be imposed. Primary markets are stronger and still higher prices are looked for.

Quicksilver—Market strong and active and values have experienced another advance.

Quinine—London cables report an active demand and upward-tending prices, but no prices are quoted. There is a strong local market and stock as to second hands is firmly held.

Roots—Jalap, easy. Golden seal, firmer, and values are higher at the hands of principal holders. All varieties of rhubarb are showing increasing firmness, say cable advices, and the local market is correspondingly strong.

Seeds—A variety of seeds are a trifle higher in price—proposed changes in the tariff law again responsible—and one or two have gone up on account of scarcity; but the changes are only fractional, and the general market is not characterized by any great degree of activity. Canary, steadier, with somewhat better demand, holders showing less desire to sell, in expectation of a higher import cost under the tabulated changes in the tariff. Natural coriander, higher. Cummin, advanced; cause, scarcity—same is true of Italian fennel. Russian hemp is a shade easier. Mustard, declined, owing to small demand. Rape, very firm.

Sponges—Quiet, with considerable uncertainty as to the proper meaning of the clause regarding sponges in the new tariff bill.

### The Landlord's Observations.

Bacon—My partner and myself want a wooden partition across the store.  
Builder—Well, I guess if you put your heads together you can accomplish it.

Be careful where you step and the little ones that are following you will stumble less.

### 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.



**Morrison, Plummer & Co.,** Wholesale Druggists, Chicago, Cigar Department.



WHOLESALE PRICE CURRENT.

Advanced—Balsam Tolu, Gum Opium, Gum Opium po, Morphia, Oil Citronella, Cream Tartar.  
Declined—Balsam Copaiba.

<b>Acidum</b>	Conium Mac..... 35@ 65	Scilla Co..... @ 50
Aceticum..... 8@ 10	Copaiba..... 1 20@ 1 30	Tolutan..... @ 50
Benzolcum, German 75@ 80	Cubeba..... 90@ 1 00	Prunus virg..... @ 50
Boric..... @ 15	Exechthitos..... 1 20@ 1 30	
Carbolicum..... 27@ 39	Erigeron..... 1 50@ 1 60	<b>Tinctures</b>
Citricum..... 44@ 46	Gaultheria..... @ 75	Aconitum Napellis R 60
Hydrochlor..... 36@ 10	Geranium, ounce..... @ 75	Aconitum Napellis F 50
Nitrosum..... 36@ 10	Gossippi, Sem. gal. 50@ 60	Aloes..... 60
Oxalicum..... 10@ 12	Hedema..... 1 00@ 1 10	Aloes and Myrrh..... 60
Phosphorium, dil. @ 15	Junipera..... 1 50@ 2 00	Amica..... 60
Salicylicum..... 45@ 50	Lavendula..... 90@ 2 00	Assafoetida..... 50
Sulphuricum..... 13@ 15	Limonis..... 1 20@ 1 40	Atrope Belladonna..... 60
Tannicum..... 1 40@ 1 60	Mentha Piper..... 1 60@ 2 20	Aurant Cortex..... 60
Tartaricum..... 34@ 36	Mentha Verid..... 2 65@ 2 75	Benzoin Co..... 50
	Morrua, gal..... 1 50@ 1 60	Barosma..... 50
<b>Ammonia</b>	Myrica..... 4 00@ 4 50	Cantharides..... 75
Aqua, 16 deg..... 4@ 6	Picis Liquida..... 10@ 12	Capsicum..... 50
Aqua, 20 deg..... 6@ 8	Picis Liquida, gal. @ 35	Cardamum..... 75
Carbonas..... 12@ 14	Ricina..... 99@ 1 04	Cardamum Co..... 75
Chloridum..... 12@ 14	Rosmarini..... @ 1 00	Catechu..... 1 00
	Rosae, ounce..... 6 50@ 8 50	Cinchona..... 50
<b>Aniline</b>	Succini..... 40@ 45	Cinchona Co..... 60
Black..... 2 00@ 2 25	Sabina..... 90@ 1 00	Columba..... 50
Brown..... 80@ 1 00	Santal..... 2 50@ 7 00	Cubeba..... 50
Red..... 45@ 50	Sassafras..... 50@ 55	Cassia Acutifol..... 50
Yellow..... 2 50@ 3 00	Sinapis, ess., ounce. 1 40@ 1 50	Cassia Acutifol Co 50
	Tiglli..... @ 65	Digitalis..... 50
<b>Bacca.</b>	Thyme..... 40@ 50	Ergot..... 50
Cubese..... po. 18 13@ 15	Thyme, opt..... @ 1 60	Ferri Chloridum..... 35
Juniperus..... 6@ 8	Theobromas..... 15@ 20	Gentian..... 60
Xanthoxyllum..... 25@ 30		Gentian Co..... 60
	<b>Balsamum</b>	Guaiaca..... 50
	Copaiba..... 60@ 65	Guaiaca ammon..... 60
	Peru..... @ 2 60	Hyoscyamus..... 50
	Terabin, Canada..... 40@ 45	Iodine..... 75
	Tolutan..... 80@ 85	Iodine, colorless..... 75
		Kino..... 50
	<b>Cortex</b>	Lobelia..... 50
	Abies, Canadian..... 18	Myrrh..... 50
	Cassia..... 12	Nix Vomica..... @ 75
	Cinchona Flava..... 18	Opil..... @ 50
	Euonymus atropurp 30	Opil, camphorated..... 50
	Myrica Cerifera, po. 20	Opil, deodorized..... 1 50
	Prunus Virgini..... 12	Quassia..... 50
	Quillaia, gr'd..... 12	Rhatany..... 50
	Sassafras..... po. 18 12	Rhel..... 50
	Ulmus..... po. 15, gr'd 15	Sanguinaria..... 50
		Serpentaria..... 50
		Stromonium..... 60
		Tolutan..... 60
		Valerian..... 50
		Veratrum Veride..... 50
		Zingiber..... 20
		<b>Miscellaneous</b>
		Ether, Spts. Nit. 3 F 30@ 35
		Ether, Spts. Nit. 4 F 34@ 38
		Alumen..... 24@ 3
		Alumen, gro'd. po. 7 30@ 4
		Annato..... 40@ 50
		Antimoni, po..... 40@ 5
		Antimoni et PotassT 55@ 60
		Antipyrin..... @ 1 40
		Antifebrin..... @ 15
		Argenti Nitras, oz @ 55
		Arsenicum..... 10@ 12
		Balm Gilead Bud..... 38@ 40
		Bismuth S. N..... 1 40@ 1 50
		Calcium Chlor., is. @ 9
		Calcium Chlor., 1/2s. @ 10
		Calcium Chlor., 1/4s. @ 12
		Cantharides, Rus. po @ 75
		Capsici Fructus, af. @ 18
		Capsici Fructus, po. @ 15
		Caryophyllus, po. 15 10@ 12
		Carmine, No. 40..... @ 3 75
		Cera Alba, S. & F. 50@ 55
		Cera Flava..... 40@ 42
		Coccus..... @ 40
		Cassia Fructus..... @ 33
		Centaria..... @ 10
		Cetaceum..... @ 45
		Chloroform..... 60@ 63
		Chloroform, squibbs @ 1 35
		Chloral Hyd Crst..... 1 15@ 1 30
		Chondrus..... 20@ 25
		Cinchonidine, P. & W 20@ 25
		Cinchonidine, Germ 15@ 22
		Cocaine..... 3 55@ 3 75
		Corks, list, dis. pr. ct. @ 65
		Creosotum..... @ 35
		Creta, po..... bbl. 75 @ 6
		Creta, po..... @ 5
		Creta, precip..... @ 11
		Creta, Rubra..... @ 8
		Crocus..... 30@ 35
		Cudbear..... @ 24
		Cupri Sulph..... 5@ 6
		Dextrine..... 10@ 12
		Ether Sulph..... 75@ 80
		Emery, all numbers @ 9
		Emery, po..... @ 8
		Ergota..... po. 40 30@ 35
		Flake White..... 12@ 15
		Galla..... @ 23
		Gambier..... 8@ 9
		Gelatn, Cooper..... @ 60
		Gelatn, French..... 35@ 60
		Glassware, flint, box 60, 10x10..... @ 60
		Less than box..... @ 60
		Glue, brown..... @ 12
		Glue, white..... 13@ 25
		Glyceria..... 16@ 28
		Grana Paradisi..... @ 15
		Humulus..... 25@ 55
		Hydraag Chlor Mite @ 80
		Hydraag Chlor Cor. @ 70
		Hydraag Ox Rub'm. @ 90
		Hydraag Ammoniat @ 1 00
		Hydraag Unguentum 45@ 55
		Hydrargyrum..... @ 65
		Ichthyobolla, Am. 1 25@ 1 50
		Indigo..... 75@ 1 00
		Iodine, Resubl..... 3 80@ 3 90
		Iodoform..... @ 4 70
		Lupulin..... @ 2 25
		Lycopodium..... 50@ 55
		Macis..... 65@ 75
		Liquor Arsen et Hy- @ 27
		drag Iod..... @ 12
		Liquor PotassArsinit 10@ 12
		Magnesia, Sulph..... 2@ 3
		Magnesia, Sulph, bbl 1@ 1 1/2
		Mannia, S. F..... 50@ 60
		Menthol..... @ 8 00

Morphia, S.P. & W..... 1 95@ 2 20	Sinapis..... @ 18	Linseed, pure raw... 31 34
Morphia, S.N.Y. Q. & C. Co..... 1 85@ 2 10	Sinapis, opt..... @ 30	Linseed, boiled..... 33 36
Moschus Canton..... @ 40	Snuff, Maccaboy, De Voes..... @ 34	Neatsfoot, winter str 65 70
Myristica, No. 1..... 65@ 80	Soda Boras..... 6 @ 8	Spirits Turpentine... 34 38
Nix Vomica..... po. 20 @ 10	Soda, Bi-Carb..... 2@ 28	
Oc Sepia..... 15@ 18	Soda, Carb..... 1 1/2@ 2	<b>Paints</b> BBL. LB
Pepsin Saac, H. & P. D. Co..... @ 1 00	Soda, Bi-Carb..... 3@ 5	Red Venetian..... 13 2 @ 28
Picis Liq. N.N. 1/2 gal. doz..... @ 2 00	Soda, Ash..... 3 1/2@ 4	Ochre, yellow Mars. 13 2 @ 24
Picis Liq., quarts..... @ 1 00	Soda, Sulphas..... @ 2	Ochre, yellow Ber. 13 2 @ 23
Picis Liq., pints..... @ 85	Spts. Cologne..... @ 2 60	Putty, strictly pure. 2 1/2 @ 23
Pil Hydrarg..... po. 80 @ 50	Spts. Ether Co..... 50@ 55	Vermilion, Prime American..... 13@ 15
Piper Nigra..... po. 22 @ 30	Spt Myrcia Dom..... @ 0 00	Vermilion, English. 70@ 75
Purix Alba..... po. 35 @ 30	Spts. Vini Rect. bbl. @ 2 37	Green, Paris..... 13 1/2@ 19
Plumbi Acet..... 10@ 12	Spts. Vini Rect. 1/2 bbl @ 2 42	Green, Peninsular... 13@ 18
Pulvis Ipeacac et Opil 1 10@ 1 20	Spts. Vini Rect. 10gal @ 2 45	Lead, Red..... 5 1/2@ 6
Pyrethrum, boxes H. & P. D. Co., doz..... @ 1 25	Spts. Vini Rect. 5gal @ 2 47	Lead, white..... 5 1/2@ 6
Pyrethrum, pv..... 30@ 33	Less 5c gal. cash 10 da's. 1 40@ 1 45	Whiting, white Span @ 70
Quassia..... 8@ 10	Sulphur, Subl..... 2 1/2@ 3	Whiting, gliders..... @ 30
Quinia, S. P. & W..... 26@ 31	Sulphur, Roll..... 2@ 2 1/2	White, Paris Amer. @ 1 00
Quinia, S. German..... 20@ 29	Tamarinds..... 8@ 10	Whiting, Paris Eng. cliff @ 1 40
Quinia, N. Y..... 24@ 29	Terebenth Venice..... 28@ 30	Universal Prepared. 1 00@ 1 15
Rubia Tinctorum..... 13@ 14	Theobromas..... 42@ 45	
Saccharum Lactis pv 24@ 26	Vanilla..... 9 00@ 16 00	<b>Varnishes</b>
Salaicin..... 3 00@ 3 10	Zinci Sulph..... 7@ 8	No. 1 Turp Coach... 1 10@ 1 20
Sanguis Draconis..... 40@ 50		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 Turk Damar. 1 55@ 1 70
Siedlitz Mixture..... 20 @ 22		Jap. Dryer, No. 1 Turp 70@ 75
	<b>Oils</b>	
	Whale, winter..... BBL. GAL. 70 70	
	Lard, extra..... 40 45	
	Lard, No. 1..... 35 40	

# 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.**


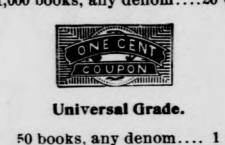


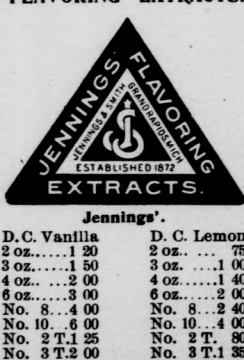
# GROCERY PRICE CURRENT.


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.

<b>AXLE GREASE.</b>	
Aurora, doz.	gross 55
Castor Oil	7 00
Diamond	5 50
Frazer's	9 00
IXL Golden, tin boxes	75
Mica	8 00
Paragon	6 00
<b>BAKING POWDER.</b>	
<b>Absolute.</b>	
1 lb cans doz	45
1 lb cans doz	85
1 lb cans doz	1 50
<b>Acme.</b>	
1 lb cans 3 doz.	45
1 lb cans 3 doz.	75
1 lb cans 1 doz.	1 00
<b>El Purity.</b>	
1 lb cans per doz	75
1 lb cans per doz	1 20
1 lb cans per doz	2 00
<b>Home.</b>	
1 lb cans 4 doz case	35
1 lb cans 4 doz case	55
1 lb cans 2 doz case	90
<b>JAXON</b>	
<b>Our Leader.</b>	
1 lb cans.	45
1 lb cans.	75
1 lb cans.	1 50
<b>Peerless.</b>	
1 lb. cans	85
<b>BASKETS.</b>	
	
Standard Bushel	Per doz 1 25
Extra Bushel	1 75
Market, bamboo del'ry.	3 50
1 bushel, bamboo del'ry.	4 00
1 bushel, bamboo del'ry.	5 00
Iron strapped, 50c extra.	
Diamond Clothes, 30x16.	2 50
Braided Splint, 30x16.	4 00
<b>BATH BRICK.</b>	
American	70
English	80
<b>BLUING.</b>	
<b>CONDENSED PEARL BLUING</b>	
1 doz. pasteboard Boxes	40
3 doz. wooden boxes	1 20
<b>BROOKS.</b>	
No. 1 Carpet	1 90
No. 2 Carpet	1 75
No. 3 Carpet	1 50
No. 4 Carpet	1 15
Parlor Gem	2 00
Common Whisk	80
Fancy Whisk	80
Warehouse	2 25
<b>CAKE FROSTING.</b>	
Nacretino, per doz.	2 25
Two doz. in case assorted flavors—lemon, vanilla and rose.	
<b>CANDELS.</b>	
8s.	7
16s.	8
Paraffine	8
<b>CANNED GOODS.</b>	
<b>Planitow Peas.</b>	
Lakeside Marrowfat	1 00
Lakeside E. J.	1 30
Lakeside, Cham. of Eng.	1 40
Lakeside, Gem, Ex. Sifted	1 65
<b>CHOCOLATE.</b>	
<b>Walter Baker &amp; Co.'s.</b>	
German Sweet	22
Premium	31
Breakfast Cocoa	42
<b>CLOTHES LINES.</b>	
Cotton, 40 ft, per doz.	1 00
Cotton, 50 ft, per doz.	1 20
Cotton, 60 ft, per doz.	1 40
Cotton, 70 ft, per doz.	1 60
Cotton, 80 ft, per doz.	1 80
Cotton, 90 ft, per doz.	2 00
June, 72 ft, per doz.	95

<b>CHEESE.</b>	
Acme	@ 11
Amboy	@ 11 1/4
Gold Medal	11
Ideal	@
Jersey	@
Lenawee	@ 11 1/4
Riverside	@
Sparta	@
Brick	@
Edam	@ 10 1/2
Leiden	@ 7 1/2
Limburg	@ 15
Pineapple	@ 43
Sap Sago	@ 18
<b>Chicory.</b>	
Bulk	5
Red	7
<b>CATSUP.</b>	
Columbia, pints	4 25
Columbia, 1/4 pints	2 50
<b>CLOTHES PINS.</b>	
5 gross boxes	45
<b>COCOA SHELLS.</b>	
20 lb bags	2 1/2
Less quantity	3
Pound packages	4
<b>CREAM TARTAR.</b>	
Strictly Pure, wooden boxes	35
Strictly Pure, tin boxes	37
<b>COFFEE.</b>	
<b>Green.</b>	
Rio	17
Fair	18
Good	19
Golden	20
Peaberry	22
<b>Santos.</b>	
Fair	19
Good	20
Prime	22
Peaberry	23
<b>Mexican and Guatemala.</b>	
Fair	21
Good	22
Fancy	24
<b>Maracalbo.</b>	
Prime	23
Milled	24
<b>Java.</b>	
Interior	25
Private Growth	27
Mandehling	28
<b>Mocha.</b>	
Imitation	25
Arabian	28
<b>Roasted.</b>	
Clark Jewell-Wells Co.'s Brands	
Fifth Avenue	30
Jewell's Arabian Mocha	30
Wells' Mocha and Java	28
Wells' Perfection Java	28
Sancabo	20 1/2
Valley City Maracalbo	20 1/2
Ideal Blend	17
Leader Blend	15
<b>Worden Grocer Co.'s Brands</b>	
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
<b>Package.</b>	
Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases.	
Arbuckle	13 50
Jersey	13 50
McLaughlin's XXXX	13 50
<b>Extract.</b>	
Valley City 1/4 gross	75
Pell's 1/4 gross	1 15
Hummel's full 1/4 gross	85
Hummel's tin 1/4 gross	4
<b>Kneipp Malt Coffee.</b>	
1 lb. packages, 50 lb. cases	9
1 lb. packages, 100 lb. cases	9
<b>CONDENSED MILK.</b>	
4 doz in case.	
Gail Borden Eagle	6 75
Crown	6 25
Daisy	5 75
Champion	4 50
Magnolia	4 25
Challenge	3 50
Dime	3 35

<b>COUPON BOOKS.</b>	
	
<b>Tradesman Grade.</b>	
50 books, any denom.	1 50
100 books, any denom.	2 50
500 books, any denom.	11 50
1,000 books, any denom.	20 00
<b>Economic Grade.</b>	
50 books, any denom.	1 50
100 books, any denom.	2 50
500 books, any denom.	11 50
1,000 books, any denom.	20 00
	
<b>Universal Grade.</b>	
50 books, any denom.	1 50
100 books, any denom.	2 50
500 books, any denom.	11 50
1,000 books, any denom.	20 00
<b>Superior Grade.</b>	
50 books, any denom.	1 50
100 books, any denom.	2 50
500 books, any denom.	11 50
1,000 books, any denom.	20 00
<b>Coupon Pass Books.</b>	
Can be made to represent any denomination from \$10 down.	
20 books	1 00
50 books	2 00
100 books	3 00
250 books	8 25
500 books	10 00
1000 books	17 50
<b>Credit Checks.</b>	
500, any one denom'n.	3 00
1000, any one denom'n.	5 00
2000, any one denom'n.	8 00
Steel punch.	75
<b>DRIED FRUITS—DOMESTIC</b>	
<b>Apples.</b>	
Sundried	@ 3 1/4
Evaporated 50 lb boxes	@ 4
<b>California Fruits.</b>	
Apricots	9 @ 10 1/4
Blackberries	@
Nectarines	6 @
Peaches	7 1/4 @ 9
Pears	8 @
Pitted Cherries	@
Prunelles	12
Raspberries	@
<b>California Prunes.</b>	
100-120 25 lb boxes	@ 3 1/2
90-100 25 lb boxes	@ 4 1/4
80-90 25 lb boxes	@ 4 3/4
70-80 25 lb boxes	@ 5 1/4
60-70 25 lb boxes	@ 6 1/4
50-60 25 lb boxes	@ 7
40-50 25 lb boxes	@
30-40 25 lb boxes	@
1/2 cent less in 50 lb cases	
<b>Raisins.</b>	
London Layers 3 Crown	1 60
London Layers 5 Crown	2 50
Deshias	3 25
Loose Muscatels 2 Crown	5
Loose Muscatels 3 Crown	6
Loose Muscatels 4 Crown	7
<b>FOREIGN.</b>	
<b>Currants.</b>	
Patras bbls	@ 4 1/2
Vostizzas 50 lb cases	@ 4 1/2
Cleaned, bulk	@ 5
Cleaned, packages	@ 6 1/2
<b>Peel.</b>	
Citron American 10 lb bx	@ 14
Lemon American 10 lb bx	@ 12
Orange American 10 lb bx	@ 12
<b>Raisins.</b>	
Ondura 28 lb boxes	6 1/2 @ 8
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 1/2

<b>FARINACEOUS GOODS.</b>	
<b>Farina.</b>	
Bulk	3
<b>Grits.</b>	
Walsh-DeRoo Co.'s	2 00
<b>Hominy.</b>	
Barrels	2 25
Flake, 50 lb. drums	1 00
<b>Lima Beans.</b>	
Dried	3 1/2
<b>Macaroni and Vermicelli.</b>	
Domestic, 10 lb. box	60
Imported, 25 lb. box	2 50
<b>Pearl Barley.</b>	
Common	1 1/2
Chester	2
Empire	2 1/2
<b>Peas.</b>	
Green, bu.	80
Split, per lb.	2 1/4
<b>Rolled Oats.</b>	
Rolled Avena, bbl.	3 30
Monarch, bbl.	2 80
Monarch, 1/2 bbl.	1 55
Private brands, bbl.	2 75
Private brands, 1/2 bbl.	1 50
Quaker, cases	3 20
<b>Sago.</b>	
German	4
East India	3 1/4
<b>Wheat.</b>	
Cracked, bulk	3
24 2 lb packages	2 40
<b>Fish.</b>	
<b>Cod.</b>	
Georges cured	@ 4
Georges genuine	@ 4 1/2
Georges selected	@ 5
Strips or bricks	5 @ 8
<b>Halibut.</b>	
Chunks	10
Strips	9
<b>Herring.</b>	
Holland white hoops keg	65
Holland white hoops bbl.	8 00
Norwegian	
Round 100 lbs.	2 50
Round 40 lbs.	1 30
Scaled	13
<b>Flackerel.</b>	
No. 1 100 lbs.	11 00
No. 1 40 lbs.	4 70
No. 1 10 lbs.	1 25
No. 2 100 lbs.	8 00
No. 2 40 lbs.	3 50
No. 2 10 lbs.	95
Family 90 lbs.	
Family 10 lbs.	
<b>Sardines.</b>	
Russian kegs.	55
<b>Stockfish.</b>	
No. 1 100 lb. bales	10 1/2
No. 2 100 lb. bales	8 1/4
<b>Trout.</b>	
No. 1 90 lb.	5 00
No. 1 10 lb.	4 50
No. 1 1 lb.	4 50
No. 1 8 lb.	55
<b>Whitefish.</b>	
No. 1 No. 2 Fam	
00 lbs	6 75
40 lbs	3 00
10 lbs.	83
8 lbs.	69
57	29
<b>FLAVORING EXTRACTS.</b>	
	
<b>Jennings'.</b>	
D. C. Vanilla	D. C. Lemon
2 oz. 1 20	2 oz. 75
3 oz. 1 50	3 oz. 1 00
4 oz. 2 00	4 oz. 1 40
6 oz. 3 00	6 oz. 2 00
No. 8 4 00	No. 8 2 40
No. 10 6 00	No. 10 4 00
No. 2 T. 1 25	No. 2 T. 80
No. 3 T. 2 00	No. 3 T. 35
No. 4 T. 2 40	No. 4 T. 50

<b>Souders'.</b>	
Oval bottle, with corkscrew. Best in the world for the money.	
	
<b>Regular Grade Lemon</b>	
2 oz.	75
4 oz.	1 50
<b>Regular Vanilla.</b>	
2 oz.	1 20
4 oz.	2 40
<b>XX Grade Lemon.</b>	
2 oz.	1 50
4 oz.	3 00
<b>XX Grade Vanilla.</b>	
2 oz.	1 75
4 oz.	3 50
<b>GLUE.</b>	
Jackson Liquid, 1 oz.	65
Jackson Liquid, 2 oz.	98
Jackson Liquid, 3 oz.	1 30
<b>GUNPOWDER.</b>	
<b>Rifle—Dupont's.</b>	
Kegs	4 25
Half Kegs	2 40
Quarter Kegs	1 35
1 lb cans	30
1/2 lb cans	18
<b>Choke Bore—Dupont's.</b>	
Kegs	4 00
Half Kegs	2 25
Quarter Kegs	1 25
1 lb cans	34
<b>Eagle Duck—Dupont's.</b>	
Kegs	8 00
Half Kegs	4 25
Quarter Kegs	2 25
1 lb cans	45
<b>HERBS.</b>	
Sage	15
Hops	15
<b>INDIGO.</b>	
Madras, 5 lb boxes	55
S. F., 2, 3 and 5 lb boxes	50
<b>JELLY.</b>	
15 lb palls	30
17 lb palls	34
30 lb palls	60
<b>LYE.</b>	
Condensed, 2 doz	1 20
Condensed, 4 doz	2 25
<b>LICORICE.</b>	
Pure	30
Calabria	25
Sticky	14
Root	10
<b>MINCE MEAT.</b>	
Ideal, 3 doz. in case	2 25
<b>MATCHES.</b>	
Diamond Match Co.'s brands.	
No. 9 sulphur	1 05
Anchor Parlor	1 70
No. 2 Home	1 10
Export Parlor	4 00
<b>MOLASSES.</b>	
<b>New Orleans.</b>	
Black	11
Fair	14
Good	20
Fancy	24
Open Kettle	25 @ 25
Half-barrel 2c extra.	
<b>PIPES.</b>	
Clay, No. 216	1 70
Clay, T. D. full count	65
Cob. No. 3	1
<b>POTASH.</b>	
48 cans in case.	
Babbitt's	4 00
Penna Salt Co.'s	3 00
<b>PICKLES.</b>	
<b>Medium.</b>	
Barrels, 1,200 count	3 40
Half bbls, 600 count	2 20
<b>Small.</b>	
Barrels, 2,400 count	4 40
Half bbls, 1,200 count	2 70

<b>RICE.</b>	
<b>Domestic</b>	
Carolina head	6 1/4
Carolina No. 1	5
Carolina No. 2	4 1/4
Broken	3
<b>Imported.</b>	
Japan, No. 1	5 1/2
Japan, No. 2	5
Java, No. 1	4 1/2
Table	5 1/4
<b>SALERATUS.</b>	
P	



SOAP.

Table listing laundry items and prices: Armour's Family, Armour's Laundry, Armour's Comfort, etc.

JAXON

Table listing Jaxon soap products: Single box, 5 box lots, 10 box lots.

Table listing JAS. S. KIRK & CO.'S BRANDS: American Family, Dome, Cabinet, etc.

Table listing Lantz Bros. & Co.'s Brands: Acme, Cotton Oil, Marselles, etc.

Henry Passolt's Brand.



Table listing single box, 5 box lots, 10 box lots for Atlas Soap.

Schulte Soap Co.'s Brand.

Table listing Schulte's Family, Clydesdale, No Tax, etc.

Thompson & Chute's Brand.



Table listing single box, 5 box lots, 10 box lots for Silver Soap.

Wolverine Soap Co.'s Brands.



Table listing single box, 5 box lots, 10 box lots for Wolverine Soap.

STARCH.

Table listing Kingsford's Corn, Kingsford's Silver Gloss, Diamond, etc.



Table listing 40 1-lb packages, 20 1-lb packages for Kingsford's Corn.

Table listing 40 1-lb packages, 6-lb boxes for Kingsford's Silver Gloss.

Table listing 64 10c packages, 128 5c packages for Diamond starch.

Table listing 20-lb boxes, 40-lb boxes for Common Corn starch.

Table listing 1-lb packages, 3-lb packages for Common Gloss starch.

Table listing 40 and 50 lb boxes, Barrels for Common Gloss starch.

STOVE POLISH.



Table listing No. 4, 3 doz in case, No. 6, 3 doz in case.

SUGAR.

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

Table listing various sugar products: Cut Leaf, Domino, Cubes, XXXX Powdered, etc.

TABLE SAUCES.

Table listing Lea & Perrin's, Halford, Salad Dressing, etc.

TOBACCOS.

Table listing Clark-Jewell-Wells Co.'s brand, New Brick, Morrison, etc.

Table listing H. & P. Drug Co.'s brand, Quintette, G. J. Johnson Cigar Co.'s brand.

S. C. W. VINEGAR.

Table listing Leroux Cider, Robinson's Cider, etc.

Table listing No. 0, per gross, No. 1, per gross, etc.

Table listing No. 2, per gross, No. 3, per gross.

Fish and Oysters

Table listing Whitefish, Trout, Black Bass, Halibut, etc.

Table listing Live Lobster, Boiled Lobster, Cod, Haddock, etc.

Table listing No. 1 Pickerel, Pike, Smoked White, Red Snapper, etc.

Table listing Col River Salmon, Mackerel.

Table listing Oysters in Cans, F. H. Counts, F. J. D. Selects, etc.

Table listing Oysters in Bulk, Counts, Extra Selects, etc.

Table listing Shell Goods, Oysters, per 100, Clams, per 100.

Candies.

Table listing Standard, Standard H. H., Standard Twist, Cut Leaf.

Table listing Extra H. H., Boston Cream, Mixed Candy.

Table listing Competition, Standard, Leader, Conserve, etc.

Table listing Lozenges, plain, Lozenges, printed, etc.

Table listing Lemon Drops, Sour Drops, Peppermint Drops, etc.

Table listing H. M. Choc. Drops, Gum Drops, etc.

Table listing A. B. Licorice Drops, Licorice Drops, etc.

Table listing Cream Bar, Molasses Bar, etc.

Table listing Hand Made Creams, Plain Creams, etc.

Table listing Decorated Creams, String Rock, etc.

Table listing Burnt Almonds, Wintergreen Berries, etc.

Table listing No. 1 wrapped, 2 lb. boxes, No. 2 wrapped, 3 lb. boxes, etc.

Fresh Meats.

Table listing Carcass, Fore quarters, Hind quarters, etc.

Table listing Dressed, Loins, Shoulders, Leaf Lard, etc.

Table listing Carcass, Spring Lambs, etc.

Table listing Carcass, Veal.

Crackers.

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

Table listing Seymour XXX, Seymour XXX, 3 lb. carton, etc.

Table listing Soda XXX, Soda XXX, 3 lb. carton, etc.

Table listing Square Oyster, Sq. Oys. XXX, 1 lb. carton, etc.

Table listing Animals, Bent's Cold Water, Belle Rose, etc.

Table listing Frosted Honey, Graham's Crackers, etc.

Table listing Ginger Snaps, XXX, Ginger Snaps, XXX city, etc.

Table listing Jumbles, Honey, Molasses Cakes, etc.

Table listing Pecans, Med., Pecans, Ex. Large, etc.

Table listing Fancy, H. P., Game Cocks, Fancy, H. P., Flags, etc.

Table listing Choice, H. P., Extras, Choice, H. P., Extras, Roasted, etc.

Grains and Feedstuffs

Table listing Wheat, Winter Wheat Flour, Local Brands, etc.

Table listing Patents, Second Patent, Straight, Clear, etc.

Table listing Graham, Buckwheat, Rye, etc.

Table listing Spring Wheat Flour, Olney & Judson's Brand, etc.

Table listing Ceresota, Ball-Barnhart-Putnam's Brand, etc.

Table listing Grand Republic, Worden Grocer Co.'s Brand, etc.

Table listing Laurel, Lemon & Wheeler Co.'s Brand, etc.

Table listing Parisian, Bolting, Meal, etc.

Table listing Feed and Millstuffs, St. Car Feed, etc.

Table listing Winter Wheat Bran, Winter Wheat Middlings, etc.

Table listing The O. E. Brown Mill Co. quotes as follows: Car lots, Less than car lots, etc.

Table listing New Corn, Car lots, Less than car lots, etc.

Table listing Oats, Car lots, Carlots, clipped, etc.

Table listing Hay, No. 1 Timothy carlots, No. 1 Timothy, ton lots, etc.

Fruits.

Table listing California Seedlings, 96-112, 125-150-176-200, etc.

Table listing California Navel, 96, 112, 126, 150-176-200, etc.

Table listing Lemons, Strictly choice 300s., Strictly choice 300s., etc.

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

Table listing Foreign Dried Fruits, Figs, Choice Layers, etc.

Table listing Dates, Persians, H.M., B., 60 lb cases, new Dates, Sairs 60 lb cases, etc.

Table listing Nuts, Almonds, Tarragona, Almonds, Ivaca, etc.

Table listing Brazil new, Filberts, Walnuts, Grenobles, etc.

Table listing Walnuts, Calif No. 1, Walnuts, soft shelled, etc.

Table listing Table Nuts, fancy, Table Nuts, choice, etc.

Table listing Pecans, Med., Pecans, Ex. Large, etc.

Table listing Hickory Nuts per bu., Ohio, new, etc.

Table listing Cocosnuts, full sacks, Butternuts per bu., Black Walnuts per bu., etc.

Table listing Oils, Eocene, XXX W.W. Mich. Hdt, etc.

Table listing High Test Headlight, D. S. Gas, etc.

Table listing No. 1 per gross, No. 2 per gross, No. 3 per gross, etc.

Provisions.

Table listing Swift & Company quote as follows: Barreled Pork, Mess, Bacon, etc.

Table listing Dry Salt Meats, Bellies, Briskets, etc.

Table listing Smoked Meats, Hams, 12 lb average, Hams, 14 lb average, etc.

Table listing Lards, In Tierces, Compound, Kettle, etc.

Table listing Sausages, Bologna, Liver, Frankfurt, etc.

Table listing Beef, Extra Mess, Boneless, Rump, etc.

Table listing Pigs' Feet, Kits, 15 lbs, 1/4 bbls, 40 lbs, etc.

Table listing Tripe, Kits, 15 lbs, 1/4 bbls, 40 lbs, etc.

Table listing Casings, Pork, Beef rounds, Beef middles, etc.

Table listing Butterine, Rolls, dairy, Solid, dairy, etc.

Table listing Canned Meats, Corned beef, 2 lb, Roast beef, 2 lb, etc.

Table listing Deviled ham, Potted tongue, etc.

Table listing Hides and Pelts, Perkins & Hess pay as follows: Green, Part cured, etc.

Table listing Sheep, Shearlings, Pelts, Lambs, etc.

Table listing Old Wool, Mink, Coon, Skunk, etc.

Table listing Muskrats, spring, Muskrats, winter, etc.

Table listing Badger, Cat, Wild, Cat, House, etc.

Table listing Electric, No. 2, Lime (65 doz), No. 2, Lime (70c doz), etc.

Table listing Electric, No. 2, Lime (80c doz), No. 2, Flint (80c doz), etc.

Table listing Oil Cans, 1 gal tin cans with spout, 1 1/2 gal galv iron with spout, etc.

Table listing Lanterns, No. 0 Tubular, No. 1 B Tubular, etc.

Table listing Lamp Wicks, No. 0 per gross, No. 1 per gross, etc.

Table listing Lamp Wicks, No. 2 per gross, No. 3 per gross, etc.

Table listing Lamp Wicks, No. 4 per gross, No. 5 per gross, etc.

Table listing Lamp Wicks, No. 6 per gross, No. 7 per gross, etc.

Table listing Lamp Wicks, No. 8 per gross, No. 9 per gross, etc.

Table listing Lamp Wicks, No. 10 per gross, No. 11 per gross, etc.

Table listing Lamp Wicks, No. 12 per gross, No. 13 per gross, etc.

Table listing Lamp Wicks, No. 14 per gross, No. 15 per gross, etc.

Table listing Lamp Wicks, No. 16 per gross, No. 17 per gross, etc.

Table listing Lamp Wicks, No. 18 per gross, No. 19 per gross, etc.

Crockery and Glassware.

Table listing Akron Stoneware, Butters, 1/2 gal, per doz, etc.

Table listing Milkpans, 1/2 gal. flat or rd. bot., doz, etc.

Table listing Steppans, 1/2 gal. fireproof, bail, doz, etc.

Table listing Jugs, 1/2 gal., per doz, etc.

Table listing Tomato Jugs, 1/2 gal., per doz, etc.

Table listing Preserve Jars and Covers, 1/2 gal., stone cover, doz, etc.

Table listing Sealing Wax, 5 lbs. in package, per lb., etc.

Table listing Lamp Burners, No. 0 Sun, No. 1 Sun, etc.

Table listing Lamp Burners, No. 2 Sun, No. 3 Sun, etc.

Table listing Lamp Burners, No. 4 Sun, No. 5 Sun, etc.

Table listing Lamp Burners, No. 6 Sun, No. 7 Sun, etc.

Table listing Lamp Burners, No. 8 Sun, No. 9 Sun, etc.

Table listing Lamp Burners, No. 10 Sun, No. 11 Sun, etc.

Table listing Lamp Burners, No. 12 Sun, No. 13 Sun, etc.

Table listing Lamp Burners, No. 14 Sun, No. 15 Sun, etc.

Table listing Lamp Burners, No. 16 Sun, No. 17 Sun, etc.

Table listing Lamp Burners, No. 18 Sun, No. 19 Sun, etc.

Table listing Lamp Burners, No. 20 Sun, No. 21 Sun, etc.

Table listing Lamp Burners, No. 22 Sun, No. 23 Sun, etc.

Table listing Lamp Burners, No. 24 Sun, No. 25 Sun, etc.

Table listing Lamp Burners, No. 26 Sun, No. 27 Sun, etc.

Table listing Lamp Burners, No. 28 Sun, No. 29 Sun, etc.

Table listing Lamp Burners, No. 30 Sun, No. 31 Sun, etc.

Table listing Lamp Burners, No. 32 Sun, No. 33 Sun, etc.

Table listing Lamp Burners, No. 34 Sun, No. 35 Sun, etc.

Table listing Lamp Burners, No. 36 Sun, No. 37 Sun, etc.

Table listing Lamp Burners, No. 38 Sun, No. 39 Sun, etc.

Table listing Lamp Burners, No. 40 Sun, No. 41 Sun, etc.

Table listing Lamp Burners, No. 42 Sun, No. 43 Sun, etc.

Table listing Lamp Burners, No. 44 Sun, No. 45 Sun, etc.

Table listing Lamp Burners, No. 46 Sun, No. 47 Sun, etc.



REPORTED FAVORABLY.

The Proposed Peddling Law Now Before the House

The proposed amendment to the peddling law, transferring the licensing of country peddlers from the State to the townships, has been slightly amended in a few particulars and favorably reported to the House by the Committee on State Affairs. The bill will be known as the Mayer-Belknap bill. All merchants who are interested in seeing the bill become a law are requested to write their Senator and Representative without further delay, requesting them to give the bill their support. The bill, as amended, is as follows:

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

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

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

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

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

Sec. 6. Every person who shall be found traveling and trading, or soliciting trade, contrary to the provisions of this act, or without the license required by any resolution of any township board passed in pursuance thereof, or contrary to the terms of any license that may have been granted to him as a hawker, peddler or pawnbroker, shall be deemed guilty of a misdemeanor, and upon conviction thereof before any court of com-

petent jurisdiction, shall be punished by a fine of not more than fifty dollars and costs of prosecution, or by imprisonment in the county jail for a period not exceeding three months, or by both such fine and imprisonment, in the discretion of the court before which the conviction may be had.

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

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

Sec. 9. Sections sixteen to twenty-five inclusive of chapter twenty-one of the revised statutes of eighteen hundred forty-six, entitled "Hawkers and peddlers," being sections twelve hundred fifty-seven to twelve hundred sixty-six inclusive of Howell's annotated statutes, act number two hundred four of the public acts of eighteen hundred eighty-nine, being sections one thousand two hundred and sixty-six to one thousand two hundred sixty-six e inclusive of Howell's annotated statutes; and act number one hundred thirty-seven of the public acts of eighteen hundred and ninety-five is hereby repealed.

Poor Packages Not Economy.

From the New York Produce Review.

We find that a good many shippers, in the effort to save a few cents in cost of cases, buy second-hand goods. It is a false economy. As a rule, they are no good. We have seen many instances where they have been used with bad results. A case in point will illustrate: A lot of 160 cases of Ohio eggs was received a few days ago, the goods were fine as to quality but the 160 cases had 120 dozen broken eggs in them; the cases were second-hand and imperfect. Some of the cases had more than half the contents broken. It will be readily seen that this loss is far beyond any possible saving in the price of the cases.

No shipper should use any but a new case. It doesn't pay. Not only does the inferior case make a loss in breakage, but it interferes with the sale of the goods in first-class channels.

Eggs are cheap now, it is true, but if they are worth shipping at all, they are worth shipping in new cases. Regular No. 2 cases are all right.

The Sanguine Salesman.

The wholesale grocer was explaining the situation to the new drummer he had just employed.

"Your predecessor," he said, "has gotten his business all tangled up, and if you take his place you will have a difficult task getting order out of chaos."

"I don't know who Chaos is," cheerfully replied the drummer, "but I bet I'll sell him a bill of goods if I have to hang onto him a week."

Poverty makes cowards of us all; but, continued too long, may make us bold and fearless, or even desperate.

ALL-LEATHER SUSPENDERS,

or Non-Elastic Web. Oscillate. Web are clean, cheap and durable. Metal tubes are a great improvement. Try an order.

GRAHAM ROYS & CO., Mfrs.,  
Fitch Place - Grand Rapids, Mich.

SEEDS

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

MOSELEY BROS.,

Wholesale Seeds, Beans, Potatoes, 26-28-30-32 Ottawa St., Grand Rapids.

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.

ANCHOR BRAND OYSTERS

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

F. J. DETTENTHALER, Grand Rapids, Mich.



Spring Vegetables

RADISHES, SPINACH, CAULIFLOWER, ONIONS, CUCUMBERS, TOMATOES, STRAWBERRIES, SWEET POTATOES, BERMUDA ONIONS, LEMONS, ORANGES, BANANAS.

ALLERTON & HAGGSTROM, 127 Louis St., Grand Rapids.

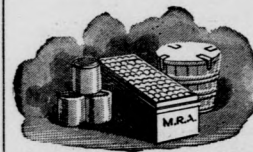
Everything seasonable in our line...

WHOLESALE FRUITS and PRODUCE.

FANCY NAVEL ORANGES, BANANAS, SWEET POTATOES, EARLY VEGETABLES, Etc . . . . .

J. M. DRYSDALE & CO.,

SAGINAW, EAST SIDE, MICH.



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.



GOTHAM GOSSIP.

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

Special Correspondence.

New York, March 20—When it isn't one thing, it's another, and the howl of indignation going up from some of our exporters as they contemplate the new tariff schedule is enough to melt a heart of stone. As an instance, it is said that a cargo of pineapples, valued at \$500, will have to pay \$400 duty. Such things are not calculated to make altogether smooth the path of the Republican party in the future. Still we hope for the best. The bill is by no means a law yet and it may be materially modified.

The fight against sidewalk obstructions is proceeding with vigor and it seems likely that the obstructionists will get knocked out long before the 14th round.

A more encouraging state of affairs, as regards the markets, might be hoped for, as the prevailing business is not up to expectations. Still, some houses have about all the business they can conveniently take care of. Prices seem to show no tendency to advance and demand is ordinary.

Coffee is lower. Those roasters who purchased ahead of wants now find themselves with stocks on hand which cannot be disposed of except at a loss and the chances are that there will be another drop, as the supply continues enormous, and some think the production will be found larger than anticipated when all is harvested. There are afloat 732,126 bags and there seems to be no let up. Rio No. 7 has gone down to 9c. For East and West India sorts the demand is steady, yet there is no great animation among buyers. Padang Interior ranges from 25@32c, the latter for fancy goods.

On Thursday there was an advance in sugars, which lasted half a day, and then previous quotations prevailed. It is seen that as soon as prices advance, demand slackens. Foreign refined has been active and is sold up closely, even ahead. German granulated, \$4.12@4.18. Domestic granulated, 4½c. The supply of raw sugars is reported as becoming much reduced; that is, spot stocks. As yet, however, refiners show no special anxiety over the situation. They know where they can get more.

The new law against the adulteration of teas has already shown its good effects. There has been a very general advance and the whole tone of the market has vastly improved. Dealers are hopeful that the future will show steady improvement in business, and this is almost sure to be the case. When a consumer can get tea that is actually tea, even if not the best, he will appreciate the situation. Prices have advanced from 2@4c within a fortnight.

Japan rice has advanced ½c and the demand is strong, both for foreign and domestic. Those who have been taking small lots have ordered greater, as the proposed tariff will appreciate the price of domestic as well as foreign. Choice to fancy domestic is worth 5¼@6c; Japan, 4¾@4½c.

Pepper still holds its advanced position; in fact, the whole spice line seems to have a stronger tone. Ginger is held firmer and the outlook is for a firm market right along.

The molasses market is fairly satisfactory for desirable grades of open-kettle. Strictly fine goods are in light supply and holders obtain their own prices. Good to prime centrifugal, 16@21c; open kettle, prime to fancy, 26@31c.

Syrups are moving in about the usual volume with, perhaps, most demand for medium grades. Fancy sorts are in light supply and are hard to find, even at rates quoted by dealers.

Oranges are in rather lighter supply, but prices show no particular change. Californias sell in a fairly satisfactory manner. Navels, \$2.50@4.25; Floridas, bright, \$4@4.50; russets, \$3.50@4.25. Bananas are in very light movement to out-of-town points. Pineapples are dull. Strawberries are worth from \$6 to \$16 per hundred.

Of all grocery markets canned goods have been the dullest. No one seems to have a care or thought of the situation. Some brokers report rather more business than last year, but, taking all things into consideration, the outlook is not at all encouraging. Some contracts for future New York corn have been taken at 55c.

Dried fruits are sluggish and the market is decidedly uninteresting. The feeling that tariff changes will be made has a disturbing influence.

We have a better butter market than last week. Supplies of really fine stock have been decidedly light and the positions well sustained. The demand has been very satisfactory for good goods and, while this condition may not be long continued, it is a pleasure to note one thing that is doing well.

The cheese market is fairly satisfactory. Exporters have shown rather more activity and, altogether, the outlook is fully as favorable as last week. The call from home dealers is for the better grades and quotations are firmly adhered to.

The "Easter flood" of eggs seems to be sufficient to destroy the market entirely and quotations have been hammered down to the lowest point yet reached this season. It is hard to get in excess of 10c for Western at this writing.

Beans seem to be another despondent article. Choice pea beans are worth 80c—if the holder can get that. Marrows, \$1.10@1.12½; red kidney, \$1.25@1.27½.

Some Michigan potatoes have sold here at 85@95c per bbl. New Bermudas, \$6@8 per bbl.

Can the Present Method of Distributing Butter Be Improved?  
From the New York Produce Review.

We feel satisfied that the efforts to devise any cheaper method of butter distribution than that now in vogue through the agency of commission merchants are misdirected and futile, and there are some good reasons for this opinion, which we beg to submit for careful consideration:

It is evident that the most direct system of distribution—that which carries the goods from the producer to the consumer with the least handling—is the cheapest. It is also evident that in order to properly classify the various grades of production and to turn each into its appropriate channel of export or domestic consumption, there must be, in all large markets, a class of wholesale receivers, under whatever name, corresponding with the produce commission merchants who now fulfill this function. Admitting this, which anyone familiar with city trade must do, it is clearly more economical that production should reach this primary distributing trade direct from the maker, rather than that it should be subject to any intermediate handling in an interior board of trade. Probably the idea of advocates of the country board of trade is that they can supply, on order, the same class of trade as is supplied by the commission merchant. Even if this were true the movement from producer to consumer would be no more direct, and, consequently, no cheaper. But it is not true. If all the butter produced were to be sold at country boards of trade, and by operators there turned over to city and export distributors on purchase, the necessity for a class of dealers in the large cities corresponding to the commission merchants would be none the less, and those who are now engaged in the commission business would simply become merchandise merchants. It must also be remembered that profits on goods purchased and sold in this way are far above 5 per cent. (the usual charge for commission), and the result would be that the goods would have to bear not only a skimming for profits by handlers at the country board of trade, but a still larger skimming by wholesalers at distributing markets than now serves to cover all charges up to the city dealer or the export buyer.

Another point as to the cost of distribution is worthy of consideration: It is conceded that merchandise business, conducted upon the usual basis of purchase and sale, is generally considered unprofitable unless the margin of profit averages far more than the rate charged on commission selling. When a dealer buys goods outright for distribution to smaller dealers, he incurs various expenses which must be covered by his profits; interest on capital invested, insurance from loss by fire, or bad debts, deterioration in quality of perishable goods, fluctuations in values, must all be guarded against on the safe side. Now, the drift of the commission business has been such as to give the shipper the benefit of many of these insurances without raising the charge upon the goods. When the commission business was first instituted on the present basis of charge it required only a limited capital; goods were received and sold for prompt payment, and, although commission merchants have always been held responsible for their sales, they were not, years ago, expected to pay for shipments before they themselves were paid; neither were they expected, by the payment of drafts against bills of lading, to furnish capital with which shippers of produce could extend their operations beyond their own means. Competition has so changed the system of business in this respect that shippers of produce now have all the advantages of a merchandise transaction, on the part of their consignees, for the mere cost of a commission transaction. The commission merchant to-day must have as large a capital as if he were purchasing all the goods consigned to him. He must pay for goods on receipt (or before) and sell on time ranging from ten to sixty days; he must guarantee sales, and past experience has shown the risks of selling goods on this market to have materially increased of late years; moreover, he often has to stand in the gap on fluctuations of market values. For all this he gets, not the usual merchandise profit, but simply the 5 per cent. commission, which has, after all, been lately subject to "trimmings" of various sorts through the fortunate and undue competition of hard times.

If any cheaper or more direct method of distribution of the butter product can be devised, we should like to hear of it.

The Rest Cure.

Mr. Henpeck—Doctor, my wife tells me you have advised her to go to the seaside for two months.

Physician—Yes.  
Mr. Henpeck—Do you think she needs rest?

Physician—No; but you do.

A Question of Priority.

Simonsbee—I have a chance to marry two girls; one is pretty, but a mere butterfly, as it were, and the other, though plain, is an excellent housekeeper.

Mr. Russell of Chicago—Take the pretty one first.

Beautiful hands are those that do  
Work that is earnest and brave and true,  
Moment by moment the long day through.

Elkhart Egg Case Co.

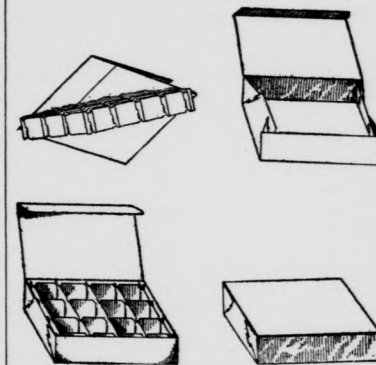
ELKHART, IND.

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.

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, Bananas 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.

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

Yours for business,  
HENRY J. VINKEMULDER.



## The Produce Market.

Apples—Choice eating varieties continue to advance, being now held at \$1.75@2 per bbl.

Butter—Factory creamery is fairly firm at 18@18½c. Fancy dairy is too near the price of creamery—14@15c—to be in very active demand.

Cranberries—Cape Cods are held at \$2 per bu. and \$6 per bbl.

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

Celery—15c per bunch. The quality of the stock was never so poor as this season.

Eggs—Shipments of fresh are coming in freely and handlers are paying 9c, less usual deductions of freight, breakage and commission.

Honey—White clover is in fair demand at 12@13c. Buckwheat is not so salable, bringing 8@10c, according to quality and condition.

Lettuce—10c per lb.

Onions—Dealers are unable to secure stock to fill orders. Sales in a small way are made on the basis of \$1@1.25 per bu.

Potatoes—The market is utterly without feature.

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.

Vegetables—Green onions, 10c per doz. bu. Parsnips, 25c per bu. Radishes (Cincinnati) 25c per doz. bu. Vegetable oysters, 25c per doz. bu.

## 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.

## News Notes from Marquette.

Marquette, March 22—Gooding & Ormsbee have removed their clothing and furnishing goods stock to their new store building. Their establishment is now a model in every respect.

The camps are breaking up and again we have the festive "lumber jack" with us. Aboard trains and on the streets he is full of hilarity and booze. He sings new songs to the same old tune—the one that was invented before harmony was discovered. Withal, he is a pretty good kind of a fellow and we would miss him if he did not put in his semi-annual appearance.

Ex-conductor W. T. Long is now in the meat business. He punched tickets so long that it has become sort of a second nature. He drives his own delivery wagon occasionally, so he can punch his mustang.

A certain lumberman on the line of the D., S. S. & A. Railway delights to relate how he "got even" with a produce concern. He received a carload of oats, in which was three bags of wheat.

He weighed the wheat and reported a shortage of so much oats. He even charged back three sacks. He now smiles with satisfaction.

## Reduced Prices on Rubber Boots and Shoes.

On Monday, March 15, the Boston Rubber Shoe Co. issued their new price-list and rates of discount. The reduction of prices applied to all varieties of their product. On firsts the new rate is 25 and 5 per cent.; before it was 15 per cent. On seconds it is 25, 5 and 10; before it was 15 and 12. A discount of 5 per cent. is to be allowed on all purchases paid for or before the 1st of October. This is a strong inducement to buyers to pay cash. The United States Rubber Co. on the same day announced the same schedule. These new terms lessen the cost of shoes from 5 to 12c a pair; of boots, from 30 to 40c a pair.

The Joseph Barrigan Co., the George Watkinson Co. and the Hood Rubber Co. met the prices of the United States and Boston companies as soon as they could get the wires to working.

## Jackson Jottings.

W. H. Flowers started in the grocery business about three months ago. He has just closed out his stock to Alderman Geo. E. Lewis, in exchange for real estate, and gone out of business.

J. V. Hoover has removed his stock of groceries from East Gansen street to South Milwaukee street.

Oppenheimer & Co., who have a clothing house in Saginaw, opened the Model clothing house in this city this week.

The Standard Underwear Co. has secured a lease of a part of the city property on Jackson street and will increase its force and consolidate the Detroit factory with the present concern.

## A Good Thing.

The publishers of the World-Famous Twice-A-Week Detroit Free Press desire to introduce their paper to new readers, and are making the following very liberal offer: They will send the paper twice each week for ten weeks for the small sum of ten cents. Just think of it. Twenty papers for only ten cents. One-half cent a copy. Do not fail to take advantage of this wonderful offer. The Free Press needs no recommendation. Send 10c in stamps or silver to the Detroit Free Press, Detroit, Mich.

The Missouri Supreme Court has declared that the law against opium smoking and opium joints is unconstitutional, because it interferes with the right of men to smoke whatever they choose. Some men who have a bare right to live have become very particular about their rights. They claim the right to make themselves indigent, or insane and a public expense to the taxpayers. As American citizens, they claim the right to become nuisances at the expense of those who want more comforts and less rights.

Owing to the arbitrary action of a large number of country banks in Michigan, the Tradesman is obliged to decline checks on such country banks as arbitrarily refuse to permit any bank in Grand Rapids or Detroit to cash them at par. In making remittances from towns which are so unfortunate as to possess this class of banks, the customers of the Tradesman Company will kindly procure postal notes or express orders.

Under authority to settle with a debtor and take anything he can get, an agent has power to accept a promissory note.

Property contributed by partners in partnership property, although they agree to retain title in themselves separately.

## 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 CHEAP—BOILERS, ENGINES, sausage cutters, knives, tubs, tierces, barrels, team, and all apparatus necessary to conduct a wholesale or retail meat business. Excellent opening for pork packer to embark in wholesale trade. Will sell entire outfit or in parcels to suit purchaser. Rood & Hindman, Attorneys, Grand Rapids, Mich. 248

WANTED—GOOD LOCATION FOR FIRST-class dry goods store in Michigan town of about 2,000 inhabitants. Address A. Z., care Michigan Tradesman. 246

FOR SALE OR RENT OR EXCHANGE—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

FOR SALE—OLD ESTABLISHED DRUG business; good trade; splendid location; price, \$1,000. Address H. Matthews & Co., 74 Sixth St., Grand Rapids. 234

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

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 active 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 \$7,200. Owner going South. Nice place for someone. Decker & Slaght, 74 Monroe street, Grand Rapids. 241

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—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 store. 229

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—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 \$4,000 STOCK, A-1 DRY goods and shoes for a little cash down; balance, good security. Address No. 236, care Michigan Tradesman. 236

FOR SALE 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 RENT OR EXCHANGE—BRICK STORE, living rooms above, all heated by furnace, in the thriving village of Evart, Mich. Address R. P. Hollihan, 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

FOR SALE OR EXCHANGE—FOUR MODERN cottages in good repair—three nearly new, all rented—for sale, or will exchange for clean stock of dry goods. Address Lester & Co., 211 North Ionia street, Grand Rapids. 194

FOR SALE OR EXCHANGE FOR STOCK OF merchandise—Forty acre farm near Hart, good buildings, 900 bearing fruit trees. Address No. 179, care Michigan Tradesman. 179

FOR SALE FOR CASH—STOCK GROCERIES and crockery invoicing between \$3,000 and \$3,500; good location; good choice stock. Will sell cheap. Good chance for someone. Address D. Carrier No. 4, Battle Creek, Mich. 177

RUBBER STAMPS AND RUBBER TYPE. Will J. Weller, Muskegon, Mich. 160

FOR SALE—AT A BARGAIN THE WATROUS' drug stock and fixtures, located at Newaygo. Best location and stock in the town. Enquire of Hazeltine & Perkins Drug Co., Grand Rapids, Mich. 136

FOR EXCHANGE—TWO FINE IMPROVED farms for stock of merchandise; splendid location. Address No. 73, care Michigan Tradesman. 73

## MISCELLANEOUS.

WANTED—SITUATION AS SALESMAN IN dry goods or general store; five years' experience. All references. Address No. 247, care Michigan Tradesman. 247

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

C. H. AVERY.

L. J. TEDMAN.

AVERY & TEDMAN,

DEALERS IN

MANUFACTURERS OF  
Flour and Feed.

GENERAL MERCHANDISE.

BUYERS OF ALL  
Farm Produce.

Summit City, Mich., Dec. 5, 1895.

Tradesman Company,

Grand Rapids,

Gentlemen--Enclosed herewith find check for last shipment of coupon books, which reached us promptly.

Allow us to say that the coupon book system has become indispensable to us, as it enables us to hold our credit customers down to a cash basis. We think the books are simply immense and cannot recommend them too strongly.

Yours truly,

L. J. Tedman



**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 1:00 p.m. and 9:55 p.m.

**PARLOR AND SLEEPING CARS.**  
Chicago. Parlor cars on afternoon trains and sleepers on night trains.  
North. Parlor car on morning train for Traverse City.  
†Every day. Others week days only.  
Geo. DeHAVEN, Gen'l 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. 28  
Lv. G'd Rapids 6:45am 10:10am 3:30pm 10:45pm  
Ar. Ionia ..... 7:40am 11:17am 4:34pm 12:30am  
Ar. St. Johns ..... 8:25am 12:10pm 5:23pm 1:57am  
Ar. Owosso ..... 9:00am 1:10pm 6:03pm 3:25pm  
Ar. E. Saginaw 10:50am ..... 8:00pm 6:40am  
Ar. W. Bay C'y 11:30am ..... 8:35pm 7:15am  
Ar. Flint ..... 10:06am ..... 7:05pm 5:40am  
Ar. Pt. Huron 12:05pm ..... 9:50pm 7:30pm  
Ar. Pontiac ..... 10:53am 2:57pm 8:25pm 6:10am  
Ar. Detroit ..... 11:50am 3:55pm 9:25pm 8:05am

**Westward.**  
For G'd Haven and Intermediate Pts. .... 7:00am  
For G'd Haven and Intermediate Pts. .... 12:55pm  
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, 10:06a.m., 8:22p.m., 10:15p.m.  
Eastward—No. 14 has Wagner parlor car. No. 18 parlor car. Westward—No. 11 parlor car. No. 15 Wagner parlor car.

E. H. HUGHES, A. G. P. & T. A.,  
Chicago  
BEN. FLETCHER, Trav. Pass. Agt.  
JAS. CAMPBELL, City Pass. Agent,  
No. 23 Monroe St

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

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

**Southern Div.** Leave Arrive  
Cincinnati ..... + 7:10am + 8:25pm  
Ft. Wayne ..... + 2:00pm + 1:55pm  
Cincinnati ..... + 7:00pm + 7:25am  
7:10a.m. train has parlor car to Cincinnati  
7:00p.m. train has sleeping car to Cincinnati.

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

**GOING EAST.**  
Lv. Muskegon ..... +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 hand some returns in saving book-keeping, besides the assurance that no charge is forgotten. Write

**TRADESMAN COMPANY, Grand Rapids**

Established 1780.

**Walter Baker & Co. LTD.**

Dorchester, Mass.  
The Oldest and  
Largest Manufacturers of



**PURE, HIGH GRADE  
COCOAS  
AND  
CHOCOLATES**

on this Continent.

Trade-Mark. No Chemicals are used in their manufactures.

Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels**, is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and be sure that they get the genuine goods. The above trade-mark is on every package.

**Walter Baker & Co. Ltd.,**  
Dorchester, Mass.



**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.

**CHARLES MANZELMANN**  
MANUFACTURER OF  
**BROOMS AND WHISKS**  
DETROIT, MICH.

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

We carry a stock of cake tallow for mill use.

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

**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**

THE

**TRADESMAN**

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

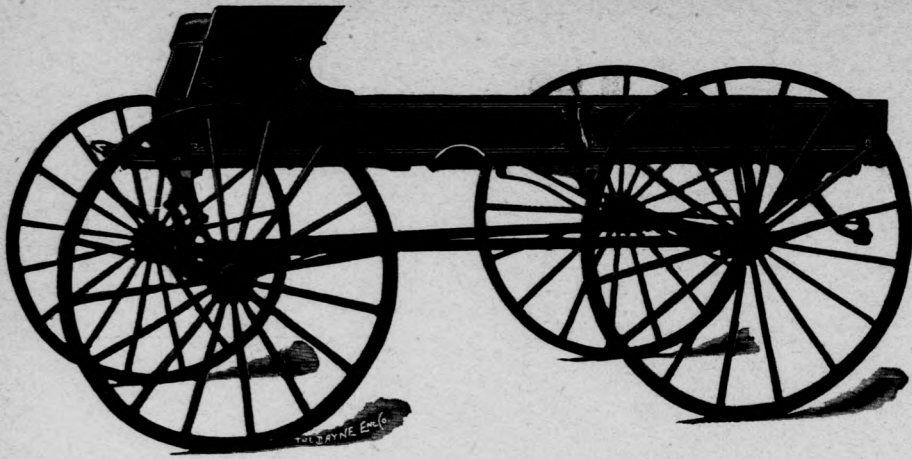
The moral is plain—USE THE TRADESMAN,  
LARGEST PAID CIRCULATION.

**They all say**

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

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





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LIFE IS SHORT**

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

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Ebeling's Flour Brings Big Margins  
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As told by {  
The People  
The Retailer  
The Jobber

Write for Particulars.

**JOHN H. EBELING, Green Bay, Wis.**

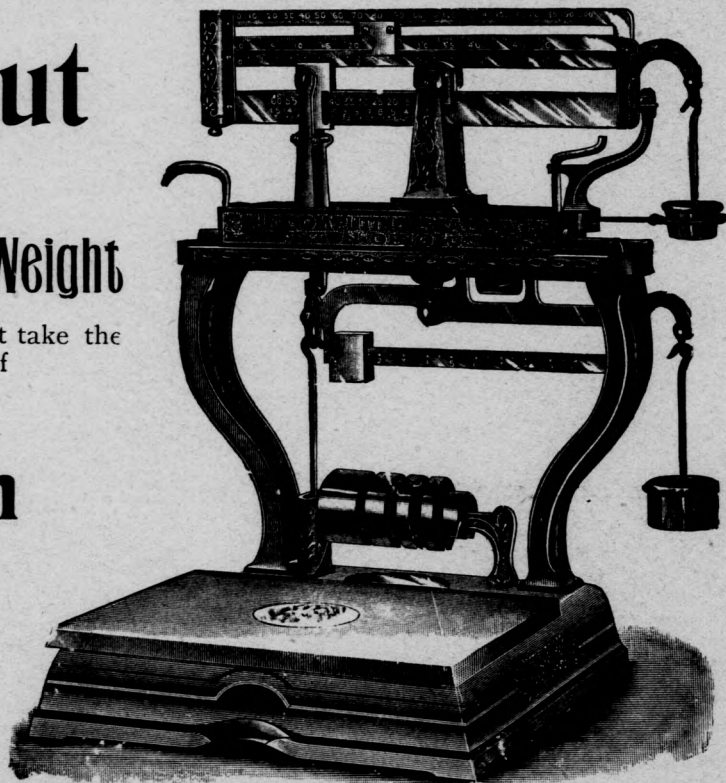
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**Dayton Money-Weight  
System** will not take the  
place of

**Using Them**

Can't we come in and show you their  
money-making and profit-increasing  
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**THE COMPUTING SCALE CO.,** Dayton, Ohio, U. S. A.