

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS. \$1 PER YEAR

Volume XIV.

GRAND RAPIDS, WEDNESDAY, MARCH 31, 1897.

Number 706

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.

1897

1897

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NEW CATALOGUE OF

CORL, KNOTT & CO.,

Manufacturers and Jobbers,
Grand Rapids, Michigan.

Write for it before buying.

1897

1897

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

Men's & Boys' Straw Hats

at 45c to \$4.50.

Men's Stiff and Soft Hats

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Hosiery, Underwear, Lawns, Dimity, Challi, Organdy
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An assortment
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Try Hanselman's Fine Chocolates

Name stamped on each piece of the genuine.

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THE FAMOUS

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5 CENT CIGAR.

Sold by all jobbers. Manufactured by

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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.

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For sale by all the best Jobbers.

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Bulk works at Grand Rapids, Muskegon, Manistee, Cadillac, Big Rapids, Grand Haven, Traverse City, Ludington, Allegan, Howard City, Petoskey, Reed City, Fremont, Hart, Whitehall, Holland and Fennville.

Highest Price Paid for Empty Carbon and Gasoline Barrels.

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Number 706

The Michigan Trust Co.,

Grand Rapids, Mich.
Acts as Executor, Administrator,
Guardian, Trustee.

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

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Boilers, engines, sausage cutters, knives, tubs, tierces, barrels, team, and all apparatus necessary to conduct a wholesale or retail meat business. Excellent opportunity for pork packer to embark in wholesale trade. Will sell entire outfit or in parcels to suit purchaser.

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Private Credit Advances.
Collections made anywhere
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Prompt, Conservative, Safe.
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144 is Twelve Dozen, Sir!
Twelve Dozen is a Gross, Sir!

A Groc-er's

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

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

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Save Trouble
Save Losses
Save Dollars

Tradesman Coupons

NOT RESPONSIVE TO A SPUR.

Already the Republican papers are beginning to turn their batteries against the poor old Senate in consequence of the report that our house of lords proposes to take its time in considering the new tariff bill and will refuse to be driven to speedy action by the course mapped out for the House by Speaker Reed.

The Speaker's plan is not to allow the House to transact any business until the Senate has disposed of this tariff measure. It is a mild kind of coercion of the Senate on the Speaker's part, throwing all the responsibility for delay on the Senate and making that delay more prominent by the enforced idleness and patient waiting of the House for the return of the bill with its Senate amendments. There is no course the House could adopt that would arouse more resentment among the old gossips and fossils of the Senate. Any interference, even remotely, with their leisurely methods and senatorial courtesy is promptly and indignantly set down upon by the sensitive Senators. The bare suggestion of coercion by the House is enough to cause the Senate to hold the tariff bill under discussion until the weather becomes too hot in Washington for comfort—and then a recess for a month is more than probable.

This little struggle between the Czar of the House and the administration on one side, and the garrulous, ease-taking, comfort-loving and superlatively-sensitive and jealous Senate on the other hand, will afford the hard-hearted democrats and anti-protection people no small amount of amusement. Major McKinley may become nervous, the Czar may crack his whip, the papers may rage—but any odds on the Senate are safe.

When the tariff bill goes across the capitol from the House, the latter can dispose itself for a long nap, or organize a few fishing parties, or otherwise arrange to spend the spring and summer as comfortably as possible under enforced idleness. The Finance Committee of the Senate will proceed in its usual way to put in an hour or so a day on the bill for a few weeks; the measure will then be reported to the Senate and the long talk will commence. There are eighty-seven men in that body now and about seventy-five of them will have a speech of from one to three days' duration to deliver—and the business interests can make their arrangements accordingly.

What the Lack of Tact Sometimes Does.

Stroller in Grocery World.

Mighty few people have any idea how important a factor in the success of any business is tact. Indeed, I don't believe the number who really know what tact is large enough to do much damage. I define tact as the ability to keep everybody smoothed the right way. There's a heap of good in this if you've got it, and a heap of bad in it if you haven't.

Last week I saw as good an example of the damage which may be done to a man's business by the lack of tact as I

ever expect to see. It was a grocer of considerable pretensions. He has one of the largest stores in his place, and does a good trade. I understand he bought the store only a few months ago, and if his other business methods are as bad as his method of treating customers, I shall be surprised if I see the store there when I go to that town next year.

It was the morning after the Corbett-Fitzsimmons fight. I had slept in the town over night, and about 8 o'clock I went to this man's store. There was a good transient trade on, and the grocer and his one clerk were both pretty busy.

The grocer was enthusiastically interested in pugilism. I believe he occasionally puts on the gloves himself. Well, to everybody who entered that store, man, woman or child, that grocer had something to say about the fight. That's as true as I live. It seemed as if he couldn't talk about anything else. It was fight, fight, fight to everybody. The grocer was a Corbett man, and believed that Corbett was the better man, and that's the line his chatter went along. He didn't think—probably didn't care—whether any of the people he tackled were interested in the fight or not. He was, and that settled it.

The first victim was an old gentleman who was interested in the fight all right, but from the Fitzsimmons side of it.

"Well, what'd you think of the fight?" asked the grocer when the old fellow came in and had given his order.

"Elegant!" said the old gentleman, smacking his lips. "Great contest; great contest! I always said 'Fitz' could smash that big bag of wind!"

"Who are you talking about?" belched the grocer, aggressively. "Why, Fitzsimmons ain't in it for a second with 'Jim' Corbett! Why, Corbett can lick him with one hand tied behind him! Huh! Huh! Say a thing like that!"

The old gentleman immediately waxed hot and loquacious, and the two were squabbling before they knew it. The old fellow was quite a sport and he stuck to his opinions like a man, while the grocer was equally stubborn. In fact, he got so much interested in the debate, which was getting more acrimonious every minute, that he forgot that the old gentleman was waiting for his order. Finally, the old fellow broke out:

"See here, ain't you ever goin' to gimme them crackers? Here I've been a-waitin' fur em half an hour!"

He was badly ruffled and disdained to say anything more, although the grocer kept click-clacking away all the time he was doing up the crackers. It's a question whether he goes to that store again.

Following the old gentleman came a lady who was plainly in a hurry. She ordered a slice of ham. The grocer was so full of fight, however, and with his squabble with the old gentleman, that he couldn't keep still.

"What d'ye think that old codger tried to tell me?" he said, derisively, to the lady.

"Really, I can't say," answered the lady, and the tone of her voice indicated that she wouldn't walk over ten miles to learn.

"Why, he said Fitzsimmons was a better man than 'Jim' Corbett. Why, he—"

"Don't cut that ham too thick," interrupted the lady, with some impatience.

"All right," said the grocer. "Why, I told him that 'Jim' Corbett could lick that furrin' kangaroo with one hand tied behind him, an' I meant it, an' I'll stand by it!" And in his growing excitement he stopped cutting the ham,

and started to gesticulate excitedly in front of the lady, who plainly didn't care a cranberry about the whole business.

"I'd just like to see 'em fight again!" persisted the grocer, still neglecting the ham. "That'll tell! My, wouldn't—"

"Please give me the ham right away!" said the lady, indignantly. "I have no time to waste!"

"Oh," said the grocer, not a bit crestfallen; "all right, ma'am, all right. I do hate, though, for these ducks who don't know no more about pugilism than that cat there to try and say that 'Fitz'—Gosh!"

He had dropped the ham on the floor. The lady said nothing, simply marched for the door and went on further down the street where there was another store, which I ween will enjoy her trade hereafter.

The grocer got up and looked around bewildered.

"Where's that woman?" he demanded. "She got tired of waiting and left," I said.

"Well, she's got to pay fur this ham!" he ejaculated. "She ordered it, and she's got to pay fur it! I'll tell you that! I'll have the law on her!"

Just then a youth of the distinct sporting type came in. He was going fishing and wanted cheese and other stuff. The grocer forgot all about the ham episode in his delight at being able to discuss sporting affairs with a real sport.

"Hello, 'Jim'!" he said; "lose any money on the fight?"

"Nitt!" observed "Jim," sententiously. "I ain't a-bettin' no money on Corbett, you bet your coffee mill! He's no good!"

"Pah!" ejaculated the grocer, derisively, with some remnants of his ill-humor. "You make me tired—a kid like you sayin' a thing like that!"

Why, I tell you, 'Jim' Corbett can lick Fitzsimmons with both hands tied behind him. Now, put that in your pipe an' smoke it, will ye?"

"Jim" could have borne everything but the grocer's reference to him as a "kid." At that his soul revolted.

"You go to the devil with your cheese!" he said, violently. "I'll go somewhere where they knows a gentleman when they sees one!"

Then he left, too, and there was a slice of dusty ham and a pound of cut cheese left behind.

I left, too, hearing, as I went, the grocer industriously swearing behind the counter. Oh, it's a great thing—tact.

Siftings from the Saginaws.

There are prospects of a reopening of the Everett House by M. C. Curry, of Fergus Falls, Minn., who was formerly a resident of Saginaw.

Ira Durgy, who has lately been in the employ of Gately & Donovan, furniture dealers, recently died at the Saginaw hospital of strangulation of the bowels. He was a member of the Masonic order and also of the Knights of the Grip.

C. F. Alderton has given his son, Adelbert, a half interest in his grocery business at 416 Hancock street.

E. J. Hall, on arriving at his jewelry store one morning recently, found that his regulator had in some way gotten away from its moorings during the night and that in its tumblings had broken everything in reach. Several cases were smashed and the regulator broken up, causing no little loss to the owner.

Among the latest leathers to assume the now popular shade of green may be mentioned enamel calf, kangaroo, cordovan and crack proof calf.

Bicycles

News and Gossip of Interest to Dealer and Rider.

"Yes, I have read a great deal about hidden dangers in cycling," said a veteran wheelman. "I have been riding a bicycle for twenty years, and was a rider of the velocipede in the early days. I have also followed other sports, particularly swimming and rowing. Up to the present time I have yet to find any of the hidden dangers we hear so much about. If you get right down to the bone of the matter, there are more actual dangers in any other sport or recreation than one can find in cycling. There is always a chance that the enthusiastic cyclist will overdo the thing, possibly because it is so fascinating and easy; and quite naturally, as it is fully two-thirds less effort than walking. I do most of my riding on Sundays at this time of the year, and my average is from fifty to sixty-five miles a day, and I always feel better after my ride. There is always a tendency to catch cold in the spring, and riders should be careful not to sit in a draught after a lively spin. There are some dangers, of course. A cyclist who does not have his saddle adjusted properly may find some inconvenience. This is where the real trouble of cycling comes in. I do not believe in having the tires pumped too hard, as this destroys their resiliency. I believe that the tendency of the riders to decrease the size of the tires is a mistake. I am a believer in an inch and three-quarters or two-inch tires for the average rider. The tendency to reduce weight of wheels accounts for the smaller tires now seen so generally."

George H. Brown, Manager of the Winton Bicycle Co., is a firm believer in the wheel. Mr. Brown, when seen recently, had this to say: "In my opinion, bicycling is more general and widespread than ever before, and is constantly and rapidly increasing as its advantages and pleasures are more fully understood and appreciated. It is not many years since the bicycle was regarded as merely an expensive plaything. Its field of usefulness has steadily widened, until now it is recognized as being practical, convenient and advantageous alike for all classes of people. Its usefulness is capable of adaptation to the requirements of the business man, the lawyer, the clergyman or the doctor, the clerk, the mechanic, the day laborer, the health-seeker or the devotee of pleasure."

"To all it is serviceable; to many, indeed, it has become a veritable necessity. Nor is this to be wondered at when we stop to consider the convenient, economical, time-saving and healthful mode of travel it affords. When good roads shall have become a reality in all parts of the country the only valid obstacle to the use of the bicycle will have vanished, and its use and usefulness as a means of individual locomotion and travel will be correspondingly general and universal. It is impossible to conceive of anything to supplant or supersede the bicycle; not even a practical flying machine could do it."

"The extent of the present popularity of the wheel may in a measure be judged from the fact that, although financial stringency has prevailed ever since 1893—the year the bicycle trade first became

of any considerable commercial importance—the bicycle industry has in the meantime developed tremendously, while most other lines have languished from the hard times. People have even been going without the common necessities of life to get wheels, yet not one-tenth of them are supplied. What, then, may not be expected with restored confidence and prosperous times? They would insure an activity in the bicycle trade such as has hardly been even dreamed of. This is not to be taken as an invitation for capital to rush into the manufacture of bicycles. On the contrary, nothing more hazardous could be suggested. The supply now available equals the demand, and the present equipment and facilities of the established makers will enable them to increase their output whenever required, and so keep pace with any probable future call. The competition is great, and the established houses in the bicycle trade are already noteworthy examples of the survival of the fittest. The enormous capital that would be required to successfully compete—not only to establish the business, but to carry it on, with the increasing extension of credit involved—should in itself be sufficient to warn against and deter investment in new enterprises of the sort at this time. As to the outlook for the present season, the trade is still smarting under the slump of last year and specifications for new goods are a little slow in coming in; but the indications are healthy and a good substantial business is sure to follow."

The Cycle Trade Outlook.

From Hardware.

The high grade makers in the cycle trade seem to have confronting them this year as many of the discouraging features toward a successful season as were evident in 1896. The department stores can still be relied upon to make the difference between apparently attractive wheels and the strictly \$100 grade painfully noticeable. Many new manufacturers are pushing the product of wheels intended to be retailed at prices anywhere from \$18.75 to the customary \$39.99. Many of the purchasers of last year's cheap wheels are to-day full-fledged connoisseurs of bicycle quality, and having ridden a few hundred miles in short stretches without disaster, become oracular on the "actual value" of any wheel. Auction stores are filled full of 1895 and 1896 patterns, turned out this year expressly to catch this class of trade; and every transaction made under such auspices militates against the sustaining or price on wheels well worth the money asked for them.

Already we find reputable manufacturers of undeviating \$100 wheels engaged in purchasing grades to sell new at \$30 each, and so endeavoring to control every description of purchaser in a buying community. The result of all this, or at least the influence of it, will be felt in the methods adopted by some manufacturers of high grade cycles that were previously advertised to a large and almost universal extent; they are now curtailing a large part of this necessary expenditure, and instead are increasing the output of their cheaper grades of wheels, which need no advertising or expensive exploiting to market to the wholesalers or department stores at a smaller profit. Difficulties of this character make first-class agents very scarce, unless they are permitted to handle a variety of makes. This is considered detrimental to the interests of the maker who is asked to pay for local advertising for the benefit of the dealer handling a diversified product. Even the matter of exchanging second-hand wheels when purchasing new ones becomes as important a feature as we some time ago prophesied it would; it is certainly unfavorable to the best in-

terests of the agents that the manufacturers owning local stores should effect such exchanges without any fixed ratio of value represented by the different makes of wheels; as under cover of a practice like this, almost any wheel can be disposed of at a discount from list price that would be fatal to the profits of an honest competitor who must rely on his commissions to earn a living. In some parts of the Union this state of affairs has taken definite shape, dividing the wheels into several classes, in accordance with the sustained retail prices.

A Generous Customer.

"Buy your wheel from me, sir," said an enterprising dealer to a prospective customer, "and I will make you a present of a cyclometer."

"You are not the man I am looking for," replied the shopper. "I am trying to find a seller of cyclometers who will throw in a bicycle."

Try to get people to talk about you in a way that will do you good. Do things that will make the newspapers tell what you are about. Do things that will make people tell their neighbors about you. Best of all, do things that will please the children.

One who signs a lease as surety, at the same time with the other parties, and without any conditions, is liable for the rent, although he never occupies the premises.

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

Owosso Business Men's Association

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

Jackson Retail Grocers' Association

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

Alpena Business Men's Association

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

Lansing Retail Grocers' Association

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

Grand Rapids Retail Meat Dealers' Association

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

Adrian Retail Grocers' Association

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



3 GREAT BICYCLES THE WORLD THE HAMILTON THE AMERICA

Write for Catalogues and Prices.

ADAMS & HART, Grand Rapids, Mich.
State Distributing Agents.



P. 267 N.

THE SMALL BOY

Gets his work in April first. The festive bicycle salesman begins his fine work a little sooner. Don't be fooled. Investigate, study, ask questions, and decide for yourself which bicycle is best suited for your purposes. If you're a business man, you don't want a racing wheel. A good business bicycle ought to be about "your size." A Clipper business bicycle is beyond a question of doubt the most profitable and the most desirable bicycle made. It's the bicycle you ought to own at the price you ought to pay. Ask a dozen Clipper riders if it's not so.

MADE BY THE
GRAND RAPIDS CYCLE CO.
Grand Rapids, Mich.



Looking for an up-to-date Bicycle?

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

THE CYCLOID.

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

Studley & Jarvis,
Grand Rapids, Mich.

GOOD TIME COMING.

How to Hasten the Return of Better Business.

We have for the past year or two delved into economics, politics, sociology and what not, and our own individual business has correspondingly suffered. Let us try another tack now. Let us get back to first principles, and preach the doctrines of individual effort and personal accountability. Let us cultivate self-reliance and independence, and cease to lean upon our legislators and politicians. After all is said and done, permanent success must ever be the result of individual effort. What others can do for us is simply supplementary. I doubt not that most of you have heard Aesop's fable about the family of larks in the cornfield. When the old lark left in the morning on his foraging expedition, he was always careful to enjoin upon the young ones to keep eyes and ears open, and if aught of an unusual character occurred during the day, to report it to him on his return. One day, so the fable goes, on his return to the nest, he found the young birds in a flutter of excitement and badly frightened. The corn, they said, would be cut on the morrow, and the immediate removal of the nest was urged. It seems that, during the absence of the old lark, the young ones had overheard a conversation between the farmer and his sons. The father had told the boys that the corn was ready to be cut, that he had called upon his neighbors, who had promised to help him on the following day. The old lark heard the news coolly, and told the young ones that there was no hurry about moving; that the corn would not be cut the next day, and so it turned out. A few days afterwards, on his return, he again found the young ones very much distressed, having heard the farmer tell his sons that they would begin, together with their relatives, on the following day to cut the corn. The old lark was still without fear, and again told the young ones that they need not move for the present. A few days afterwards, however, the young ones informed him that they had heard the old farmer say to his sons, "Get ready; we will cut the corn to-morrow without the aid of neighbors or relatives," and enjoined them to get up early. "Now," said the old lark, "we must look for new quarters. As long as the farmer depended upon his neighbors and relatives, I knew the corn would not be cut, but now that he and his sons have determined to do it themselves, there will be no further delay."

Now is the time, and this is the hour to begin. We have all been waiting for the adjustment of the money question, the regulation of the tariff, the settlement of foreign complications, and in the excitement our own business has to a greater or less degree been neglected. The procession has already started. Let us not stand still until it gets around our way, but go and meet it. If every man ceases crying "hard times" and knuckles down to business, hard times will vanish like a piece of apple pie in the hands of a hired man. We have spent too much time listening to the harangues of socialists and of all-round creation menders, who have a legislative pill for every ailment, paternalism in government, and a hundred other quack nostrums to make every man prosperous by act of government. Let us break away from them and strike out for ourselves. The streets of Rome

were kept clean by each householder sweeping the dirt from his own doorstep.

What most concerns us now is how to keep our expense budget from overtopping our profit account—an achievement not so difficult as it may appear if the proper amount of attention and self-sacrifice be brought to the task. The downward trend in the prices of merchandise under which we have suffered since '93 has at last been arrested, and the slope is now in the other direction. I don't want to urge you to buy merchandise on speculation. I don't consider that a wise policy at any time, but there is now no longer any occasion to refrain from the needed replenishment of stocks for fear of a decline in values. The great trouble with a large percentage of merchants is that they are either on the pinnacle of enthusiasm or in the deepest of dumps. Three or four days of brisk business will induce them to overbuy, while an equal period of dullness causes them to cancel orders placed, and perhaps to return goods already received. Now, one course is as bad as the other—ultra-conservatism not infrequently deteriorates into "dry rot," and is as fatal as its reverse.

The good merchant will adopt a middle course; he will be neither unduly elated at prosperity nor cast down during periods of depression; he will plug away persistently at all times, attend to his business, and, ninety-five times in a hundred, will come out on top in the end. It is unreasonable to hope for a continued round of prosperity. History furnishes no ground for such expectation, but even if we were thus favored failures would occur just the same. Incompetency in business does not prosper, for a long period in good times, much better than in bad, but efficiency and strict attentiveness will win out at all times. He is a poor mariner who can only reach port when winds are always favoring. Such a one should not be trusted at any time. Let me tell you something that may surprise you, but I am sure I shall be corroborated by other credit men. The merchants who discounted their bills during the so-called good times prior to '93 are, to a very great extent, doing so to-day, and have been right along. They who were slow in paying then are slow to-day, unless they have meantime dropped by the wayside. I once heard a Southern gentleman say that during yellow fever epidemics every death is ascribed to that dreadful scourge, even if it was the direct result of a boiler explosion or a lynching bee. Making due allowances for exaggeration, there was still a kernel of truth in this facetious remark. So, too, in periods of commercial depression, every business failure is charged to general conditions, and men who wouldn't and couldn't succeed if twenty dollar gold pieces rained from heaven invoke and receive the sympathy of the business community when failure comes, which it inevitably would under any circumstances. Have you never noticed that some people are always croaking? Either the weather is too dry or too wet, the crops a failure or prices too low, too much snow or too little, sales too small, collections too poor, money too tight, etc., etc. Nine cases out of ten (mind you, I make an exception) you will find that personal management, or rather mismanagement, and not the general business situation, is at fault.

We frequently see in the papers items something like this: "Adam Neverpay,

of Sheriffville, assigned to-day. Assets, \$17,000; liabilities, \$46,000. The snow blockade, which has rendered it impossible to make collections, is said to have caused the failure." It reads like "Pickings from Puck," unless we happen to be a creditor. Now, isn't it true that most of us can't stand prosperity? Ambition is a splendid attribute, but it must be kept within proper bounds. We must not try to fly before we have grown wings; if we do we are very apt to land on our head, as did our old friend, Darius Green. We want to jump into universal circulation, to use a newspaper phrase, instead of working up to it. No sooner have we met with moderate success in the grocery, clothing, dry goods or hardware line than we yearn for a quicker fortune in mining, real estate, patent rights, or some other avenue remote from our own line of business. We thus deprive our business of the money which could be profitably employed in discounting our bills, and, what is still more important, of our time and thought. The fewest of us can do more than one thing well, at least not at the same time, and, in order to be effective concentration is necessary. "Bunch your hits" is good advice in business, as well as in baseball. A long period of prosperity engenders loose business methods, and entices men into injudicious ventures which oftener than not end in insolvency. Hard times put us on our mettle, and the law of evolution, as promulgated by Darwin, "the survival of the fittest," applies. Whenever a man discovers that his own business has grown too small for him, and can find no means of increasing it on natural and legitimate lines, he is prone to become feverish and hanker after new fields. At such times he is apt to embark in enterprises foreign to his own line, and with which he can consequently have no familiarity.

This is the rock on which many a good man strikes. When the time comes that he has outgrown his own business, my advice would be, "Get out and make room for some one else." It is true that now and then a man, by reason of his overmastering genius, or through some extraordinarily fortuitous chain of circumstances, achieves success and distinction in various fields, but these are rare exceptions, the Napoleons of commerce or finance, who stand out in bold relief. We must not forget for a moment that Napoleons are few, and that we may not be among them, and besides even many of these meet their Waterloos after a period of brilliant success. If you have unwisely embarked in some outside venture that is proving unprofitable, get out of it as soon as you can—the first loss is usually the best. Don't throw good money after bad. The amputation of a leg is not pleasant to contemplate, but it is less dangerous than a cancer, which slowly, but none the less surely, eats into the vitals. You will find that such a course will result profitably in the end, as your loss will be more than offset by the increased time, thought and zeal you can bring to your own business. I have no desire to preach or theorize, but it seems to me that it is high time for some one to show that "general conditions" alone are not responsible for all of our ailments, and that "the business outlook" depends largely upon our own point of view. Just now we are up in arms against department stores, and many of our ills are ascribed, not without good cause, to these institutions. I have no love for them, and should hail

with joy their abolition, but I doubt if this can be accomplished by legislation. Only public sentiment can ever hope to win against these excrescences upon the mercantile body. And who is responsible for their rapid growth, who but yourselves? For years and years cheapness and not quality has been the chief desideratum. Merchants, in no less degree than the consumers, have been striving to see how cheap goods could be bought, not how good. How often have I heard merchants say, "Oh, I know this is better and easily worth the difference, but the other looks nearly as well, and I can sell it for less." Gradually the public has been educated up, or rather down, to the idea that cheapness is king, and a class of manufacturers has sprung up whose sole aim is to produce at the lowest possible price, sacrificing quality and scorning reputation.

It is in this fact that the department stores have found their greatest opportunity. The large responsible manufacturers with reputations to maintain are unwilling to be dictated to by the large department stores, and will not sacrifice quality to cheapness, so it has come to be well known that the larger portion of department store purchases are made from these small, irresponsible manufacturers, who are here to-day and there to-morrow. Manufacturers whose representatives would receive no audience from the average merchant meet with the "glad hand" in the big department stores. If their products are only cheap, that is the "open sesame." At least in the wearing apparel line I claim that the average department store sells a poorer quality than the average small merchant, who, as a rule, buys from an established representative house. As it is in this line I assume it is in others. Some day the people will awaken to a realization of this fact and then the department store will go to join the angels—or elsewhere. Wherefore, I say, quit exploiting cheapness; go in for quality, reasonable amount of sales and fair profits. Do not believe that a department store conducts business at a smaller expense than you do—it isn't true. I claim that there isn't a department store whose percentage of expense on sales isn't larger than that of any reasonably well-managed retail store in the smaller towns. I challenge any one of them to prove to the contrary. I have, perhaps, wandered from my text, if indeed I ever took it, but I firmly believe that we can all do better if we resolve to start in now and push for business, instead of waiting for business to come to us. Many competitors have ceased to compete (having surrendered to the sheriff) and they who remain have, therefore, an increased field. Goods are being sold every day, and some one has to sell them; why not you? To the hustler belong the spoils—be one of them. When I was a boy I was particularly fond of a passage from Longfellow, and I haven't got over it yet. At the risk of being considered a platitudinarian, I will give it:

"Look not mournfully into the past. It comes not back. Wisely improve the present. It is thine. Go forth to meet the shadowy future without fear and with a manly heart."

SAMUEL J. KLINE.

Safety pins have been recently discovered, while making excavations on the site of the ancient Greek city of Mycenae, which are identically the same pattern as those used at the present day. They are probably 3,000 years old.

Around the State

Movements of Merchants.

Lowell—L. B. Lyon succeeds N. L. Coons in the meat business.

Lansing—J. V. Peck succeeds J. V. Peck & Co. in the cigar business.

Coldwater—Adolph Eisen has opened a merchant tailoring establishment.

Ludington—P. H. McGhan has removed his general stock to Tallman.

St. Joseph—Charles Foltz succeeds Losbough Bros. in the grocery trade.

Bay City—W. W. Hoch has purchased the shoe stock of the Rogers Shoe Co.

LeBarge—Beaumont & Son have purchased the general stock of Eli Good.

Eaton Rapids—M. Lightstone has removed his shoe stock to Greenville.

Detroit—Converse & Smith succeed Jeffers Bros. in the hardware business.

Escanaba—G. W. Merrill has closed out his grocery stock and retired from trade.

Waldron—Hadley, Marsh & Co. succeeded W. I. Hadley & Co. in general trade.

Palmyra—Warner & Fisher, meat dealers, have dissolved, Jos. Warner retiring.

Gladstone—Lantz & Dolan, meat dealers, have dissolved, C. P. Dolan succeeding.

Saginaw (W. S.)—C. F. Alderton & Son succeed C. F. Alderton in the grocery business.

Owosso—A. M. Drumm, of Henderson, has purchased the meat business of W. H. Axford.

Manton—E. Hartley has purchased the Wm. Campbell store building and will put in a grocery stock.

Lexington—S. C. Tewksbury & Co. have sold their general stock, dock, etc., to A. W. Fenton & Co.

Battle Creek—Wilber B. Gillett has purchased the stock in the 5 cent store and will continue the business.

Parisville—Kucharczyk & Fitzgerald, general dealers, have dissolved. Ed. Fitzgerald continues the business.

Jackson—Gallup & Lewis have purchased the furniture stock of R. A. Barnard and consolidated it with their own stock.

Central Lake—H. Sissons & Co. have purchased the grocery stock of Gardner Bros. and have combined it with their general stock.

Coldwater—J. H. Holmes has purchased the grocery stock of Wm. Cromwell and will continue the business at the same location.

Detroit—Wm. H. McFarland, druggist at 528 Michigan avenue, has sold out to his brother, Lewis, who has been in the store for some time.

Holland—M. Yalomstein, of Detroit, but formerly at Traverse City, has embarked in the dry goods, clothing and furnishing goods business.

Shepherd—H. O. Bigelow, Sr., lost his grocery stock and store building by fire last Tuesday. The loss is placed at \$1,500, with \$500 insurance.

Gaylord—Wolvert & Forbush, dealers in groceries, crockery, produce and feed, have dissolved. Geo. H. Forbush continues the business.

Benton Harbor—R. Sutherland has sold his meat market to Geo. J. Wenninger and Charles Totzke, who will continue the business at the same location.

Middleville—J. E. Ackerson has assigned his harness and bicycle stock to H. E. Hendrick. It is claimed that the stock and fixtures inventory about \$2,500 and that the liabilities exceed the assets.

Hudson—The boot and shoe stock of R. A. Beach & Co. has been sold at mortgage sale to Julia Johnson, the mortgagee. Consideration, \$2,575.47.

Saginaw—C. J. Kalzow has purchased his partner's interest in the grocery firm of Druckhamer & Kalzow, and will continue the business in his own name.

Hudson—G. J. Perkins has admitted his son, Harry, to partnership in the Daylight clothing house. The new firm will be known as G. J. Perkins & Son.

Borculo—F. Riemsma has sold his general stock to W. H. and K. Stremelaar, who will continue the business under the style of the Stremelaar Company.

Port Huron—J. Lohstorfer, druggist, who has been confined at his home for the past three months with inflammatory rheumatism, is able to be at his store again.

Trenton—A. A. Bailey, who has held the office of postmaster of this village for the past four years, has resigned and will devote his entire time to his shoe business.

Muskegon—Koon & Hopperstead, managers of the Central drug store, have contracted for the remodeling of the interior of the store, the work to be done at once.

Kalamazoo—Meyer Desenberg, formerly of the grocery firm of Desenberg & Schuster, has decided to embark in the wholesale crockery and glassware business here.

Ann Arbor—F. D. Wise has purchased an interest in the merchant tailoring establishment of Frank Miller and the firm will hereafter be known as Wise & Miller.

Jasper—A. A. Goodsell, the druggist and general merchant, is getting material together to erect a bank building. He expects to open for business in the new building by July 1.

Detroit—S. K. Taft has moved the shoe stock in his Monroe avenue store to his store on Jefferson avenue, corner Woodward avenue, where he will concentrate his business hereafter.

Charlotte—Albert P. Spaulding has sold his interest in the shoe firm of Spaulding & Brackett to his partner, who will continue the business under the style of G. E. Brackett & Co.

Lake Odessa—E. J. Abell has sold his grocery stock to Wm. H. Owen, formerly engaged in the grocery business at Stanton under the style of Hawley & Owen, who will continue the business at the same location.

Lansing—Darwin Cooper bought a gasoline stove from the Moores & Weed Co. with a warrant that it would not explode. It did explode, however, and destroyed Cooper's household goods. Cooper sued for the entire damage, \$500, but the company claims they are responsible for the value of the stove only, and the interesting point will be decided by the Circuit Court.

Detroit—J. V. Lisee, for many years at the head of the shoe department of Hunter, Glenn & Hunter, is now with Valpey Bros. in their Woodward avenue store. This concern recently succeeded L. N. Valpey & Co., Mr. Stebbins, who formerly had a half interest in it, selling out to H. H. Valpey, who for years has done a large business on Monroe avenue. He still continues his store there and will buy for both concerns. Albert F. Winslow, for many years with R. H. Fyfe & Co., has taken the position recently vacated by Mr. Lisee, with Hunter, Glenn & Hunter.

Manufacturing Matters.

Ithaca—Geo. Richardson has purchased the lumber yard of Monfort & Salter.

Corunna—Amsden & Weeden, who operate woolen mills at this place, are going out of business.

Ishpeming—Lindberg & Hall continue the wagon making business formerly conducted by Ole Walseth.

Hart—The Hart Cedar & Lumber Co. has put in a 50 horse power engine and otherwise added to the equipment of their sawmill.

Manistee—Robert Kern & Co. have secured the contract for loading all of the salt sent out of this port during the season of 1897.

Saginaw—The Saginaw Valley Co-operative Co., Skinner & Chapman proprietors, have merged their business into a stock company under the same style.

Coldwater—The C. H. Belise Manufacturing Co. has incorporated under State laws and will manufacture mud and chain guards for bicycles. Capital, \$5,000.

Ann Arbor—G. H. Scharf has sold his interest in the Scharf Tag, Box and Label Co. to H. P. Glover, and the latter now holds seven-eighths of the capital stock of the concern.

Cheboygan—The Business Men's Association is figuring on securing a flax mill for the city. A proposition from a practical flax worker is now under consideration, and will probably be accepted.

Benton Harbor—Geo. Mott and Frank Michael have bought of the Stevens & Morton Lumber Co. the stock of lumber on Main street recently purchased from Jas. McDonald and will continue the business.

Muskegon—F. M. Arndt has leased the building formerly occupied by the Michigan Bottling Works and will embark in the manufacture of brooms about April 15. Mr. Arndt hails from Lafayette, Ind.

Constantine—J. M. Harvey et al. have sold their 250-barrel flour mill in this city to the J. F. Esley Milling Co., which will commence business immediately. The mill has been shut down for a long time.

Grand Haven—The Grand Haven Basket and Box Co. has been organized for the purpose of manufacturing boxes and baskets. Borend Clovenga is President of the corporation and James D. Edwards is Secretary and Treasurer.

Owosso—The Dudley creamery and refrigerator plant will soon be enlarged to twice its present size by the proprietor, E. F. Dudley. Many more hands will be needed in the new buildings, which will be fitted with an artificial ice machine.

Alamo—Nearly \$5,000 worth of stock has been subscribed here for a creamery to be located at Alamo Center. A site has been secured and the building will be ready for operation inside of sixty days. The plant complete, not including the site, will cost \$4,000.

Standish—A bonus of \$7,000 was recently voted to secure the location in the town of a manufacturing institution, and in making the contract with the company previous to paying over the bonus the persons who had the transaction in charge neglected to insert any provision binding the company to remain in the village, and the defect was not noticed until it was too late. Now there is considerable feeling over the matter.

Detroit—The Electric Arc Pipe Welding Co. has been incorporated with a paid up capital of \$350,000, and will manufacture pipes, tubes and fittings in this city. Charles L. Coffin is the owner of 34,998 shares, C. V. Kasson and C. E. Lothrop of one each.

Jasper—DeLano & Vandusen last fall purchased a half interest in the roller and sawmills of Dunbar Bros. Two months later they bought out the other brother. They have a contract to furnish the New Lima & Northern Railway with a large amount of bridge timber.

Kalamazoo—The Michigan Pure Food Co. is the name of a new corporation organized here for the manufacture of pure food articles and beverages. One of the principal items in the business of this new concern will be the manufacture of Golden Nectar, a cereal substitute for coffee.

Fennville—Unless the managers of the fruit package manufactories in the peach belt are badly at fault, the yield of all varieties of small fruits in this region this season will fully equal the phenomenal crop produced there last year. Many factories are already running to their full capacity and large quantities of berry crates and other packages are in storage, while a number of recently established institutions will be adding their output by the middle of the coming month.

Dundee—The long dispute over the Dundee canning factory has finally been settled. Some two years ago a stock company of farmers and business men was organized here and a large canning factory built and equipped, but a misunderstanding as to who should be the manager arose and the factory was never started. At the last term of court a receiver was appointed and the property has been leased to W. H. Barrett, of Adrian, an old experienced man at the business, with an agreement to start the factory this year. Contracts are now being made with the farmers for produce.

Caseville—The Hubbard Manufacturing Co. has been formed for the manufacture and sale of the Whitmore-Dean electric purifier, an appliance for preventing the formation of scale in steam boilers. The water is purified by an electric current before entering the boiler and is said to absolutely prevent the scale forming in either boiler or flues. The apparatus, which is apparently a very simple automatic affair, is now in use on engines of the New York Central Railroad and by a number of manufacturing concerns, by whom it is highly recommended. The purifier is covered by fifteen patents, and the Caseville company has the entire control of the states of Michigan, Wisconsin, Minnesota and Iowa. For the present the purifiers will be manufactured in Hartford, Conn., but it is the intention of the company to have the work done in Caseville as soon as necessary arrangements can be made.

The Apollinaris and Johannis mineral water companies have been united and their shares are offered for subscription in the London market. The capital of the combined company is £2,380,000, in equal amounts of common and preferred shares, and £850,000 of 4 per cent. irredeemable debentures. All issues are offered at par.

Merchants should look upon advertising as not only a means to sell goods but also as a creator of new business, a reminder to the people that they have wants they never thought of. This is the power of advertising.

Grand Rapids Gossip

Thos. A. Evans has purchased the meat business of J. D. Butcher at 75 Fourth street.

Henry Medema has opened a grocery store at 110 Cedar street. The Olney & Judson Grocer Co. furnished the stock.

Warren Schaul, confectioner at Charlotte, has added a line of groceries. The Worden Grocer Co. furnished the stock.

G. M. Hudson has embarked in the grocery business at Schoolcraft. The Clark-Jewell-Wells Co. furnished the stock.

Christian F. Mohrhard, formerly with the Packing & Provision Co., and his brother Martin, J., clerk for A. B. Wykes, have opened a meat market at 242 East Fulton street under the style of Mohrhard & Co.

W. R. Brice & Co., commission merchants of Philadelphia, have leased the store building at 108 South Division street for two months for the purpose of buying eggs for cold storage. The business will be attended to by C. M. Drake, junior partner of the firm.

Henry J. Vinkemulder has purchased of Moses Dark the spice and baking powder equipment formerly owned by the Michigan Spice Co. and will continue the business at 445 South Division street, placing a man on the road to keep the brands before the attention of the grocery trade.

The Grocery Market.

Sugar—The market is strengthening daily and still higher prices are sure to prevail. If the Dingley act was reasonably sure of passage in a few weeks, provided the present sugar schedule was retained, it would be folly not to buy at present prices.

Tea—As a result of the expectation that low-grade teas will be shut out by the new law, the demand for these during the week has been very good, and some grades have advanced 3@4c per pound. High-grade teas have not as yet been affected, but will be after the spring trade opens, probably early in April. A good general trade is expected this spring, for the certainty that the new tea bill will exclude several million pounds is bound to have an effect.

Coffee—Actual coffees seem rather firmer and there is more confidence among jobbers, inspired by a somewhat better demand throughout the country. It seems as if a better market could be reasonably expected. Receipts are falling off somewhat. Javas are very strong, jobbing demand moderate at the moment, but full prices brought. With the limited quantity in sight a high market will prevail. Maracaibos are firm and in good demand. Mocha is unchanged and quiet.

Provisions—No notable feature has developed during the week, the prices of leading articles at Chicago being in about the same position as a week ago. Distribution of product is well maintained for home markets, and the export clearances are large of both meats and lard, far exceeding the movement for the corresponding time last year.

Dried Frutis—Prunes are selling well, all grades sharing in the activity. Prices, however, are exceedingly low. Large sizes of prunes may advance later in the season. The currant market is firm, without any advance beyond that

quoted last week. Very few currants are selling at present. Raisins are particularly dull, and the price is unchanged, with no fluctuation in prospect. Apricots are selling much better, by reason of the low prices. No higher prices are looked for at present.

Canned Goods—Tomatoes and corn have both sagged considerably and both now rule fully 5c per dozen under the price ruling a few weeks ago, from which an advance, rather than a decline, was expected. No further decline in tomatoes is expected, although it is within the possibilities. An advance of probably 5c per dozen is to be expected rather than a decline, as the enquiry is already increasing as the result of the low prices. Corn will hardly go lower at present, and is, therefore, almost certain to be a safe purchase on the present basis. There is also a little more demand for corn. Peas are rather quiet, and very few are selling. The price is unchanged, and no change is probable before the opening of the new season. The only interest manifested in peaches is in extra standard Californias. Baltimore peaches are neglected. Peach prices are unchanged all around.

Yeast—Substantially all of the manufacturers of yeast cakes have joined the project of the Northwestern Yeast Co. and placed their brands on the factor plan, the new deal to take effect April 1. No change is made in quotations, but the prices are expected to be maintained, violation of the agreement subjecting the violator to a fine of \$25 in the case of salesman and \$50 in the case of the house.

Flour and Feed.

The flour market for the past week has been anything but satisfactory. With wheat declining from day to day, the trade have been holding back, waiting to get in on the bottom. Low grade flours are still scarce and command good fair prices on Eastern markets. There has been an increased enquiry for flour from abroad, but prices have been out of line and little, if any, business has been done; and until the high-priced flour that is in transit and on spot abroad has been taken care of there will be little active business from that direction.

Millstuffs have been in unusually good demand the past two or three weeks and prices have been steadily advancing. Ground feed, corn meal, etc., are all firm and high, owing to the advance in both corn and oats. WM. N. ROWE.

The New Rubber Schedule.

The new schedule of prices and discounts promulgated by the rubber shoe factories appears to meet with the hearty approval of the retail trade, because the margin allowed the retailer is nearly doubled. While the discount from list last season was only 15 per cent., it is now 25 and 5 per cent. on goods shipped prior to Oct. 1 and 25 per cent. on subsequent shipments. This is a much more liberal arrangement than the former one and gives the retailer some incentive to push the sale of rubber goods, which was not the case under the former schedule. The retail trade also has a month longer time to pay for rubber goods, bills being dated Dec. 1, instead of Nov. 1, so that the date of payment is made Jan. 1, instead of Dec. 1.

When a small man inhales a big idea he is apt to have a pain in his head.

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

The Produce Market.

Apples—Fancy Jonathans, good enough for stands, bring \$2.50 per bbl. Other varieties command \$1.50@2, according to quality.

Butter—The market for dairy grades has ruled firm during the week, with the receipts not sufficient for the demand and the market cleaning up closer every day. The receipts of butter seem to be still shortening, while the demand is improving. This has caused a decided scarcity of butter. The trade seems to be sufficient to take up the receipts of all grades, from good to fine, and the present outlook is for a short supply for some time to come. The trade do not look for any changes in the market for at least two or three weeks, not at least before the middle of April. Fancy dairy still holds up to 15c, with cooking grades ranging from 6@10c. Factory creamery is firm at 18@18½c.

Cheese—The weakness in the market noted a week or two ago has been changed very decidedly, as holders of fine cheese find that they have sufficient to carry them up to the new season. The make of new cheese is as yet very light and the quality is, of course, very inferior. Buyers will prefer fine old cheese until May 1 at least.

Cranberries—Cape Cods are still in market, commanding \$1.75 per bu. and \$5.25 per bbl. It is very unusual for cranberries to hang on so long, but there has been a steady demand through the winter and spring.

Cabbage—Likely to go higher soon, as the supply is reported to be nearly exhausted. Dealers quote at \$4@4.50 per 100, with an intimation that the price will be advanced 50c before the end of another week.

Cucumbers—Cincinnati stock commands \$1.50 per doz.

Celery—Too poor to quote. Growers attribute the inferior quality to the wet weather at the beginning of winter.

Eggs—Local dealers announce their intention of paying 8c on track this week, but insist that the price will probably drop to 7c before the end of another week. It would be well, therefore, for dealers having eggs on hand to get them to market with as little delay as possible.

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

Lettuce—Grand Rapids forcing, 12c per lb.

Maple Syrup—90c per gallon. Sugar commands 8@10c, according to quality.

Onions—Dry are practically out of market. Green fetch 12@15c per doz. bunches.

Parsnips—40c per bu.

Peas—Green, \$2 per bu.

Potatoes—Utterly without feature.

Radishes—Cincinnati stock, 25c per doz. bunches.

Squash—Practically out of market.

Sweet Potatoes—What is said regarding cranberries applies with equal force to sweet potatoes, which have met with steady demand all through the winter and are still selling fairly well. Dealers hold Illinois stock at 75c per bu. and \$2 per bbl.

Vegetable Oysters—20c per doz. bunches.

Wax Beans—\$3 per bu.

The Grain Market.

We are having what is called a weather market, as is usual at this time of the year. A day or two of fine weather will depress the market, it does not matter how fast the visible is dwindling away. We have now only about 39,000,000 bushels in sight, of which probably less than 5,000,000 bushels is winter wheat. There is about 7,500,000 bushels at the seaboard, and Chicago and the Lake Superior ports will ship their supply out as soon as navigation opens. The reports regarding the growing crop are not flattering, as they show only 83 per cent., against 87 per cent. of a crop last year. Of course, this is taking in the whole of

the winter wheat area. The world's visible will again show a decrease of 4,000,000 bushels, while the decrease in the United States was 1,407,000 bushels, which is about double what was expected. The decrease during same week last year was only 300,000 bushels. Owing to the disappearance of the snow blockades in the Northwest, the receipts have been somewhat larger than last year. However, it matters not in what position wheat is placed, the bear element pound it down. All that can be said is that there will be a reckoning day. Prices have sagged about 3c per bushel on both cash and futures since our last report. The difference in price between spring and winter wheat has not decreased much and probably will not until the new wheat makes its appearance. The supply of winter wheat is decreasing daily and many winter wheat millers have closed down and will suspend operations until the new crop is harvested. The city mills have succeeded in getting a fair supply thus far.

Corn and oats have followed in the wake of wheat. The only thing that can be said is that the markets are slow and dumpish.

The receipts during the week were, 28 cars of wheat and 5 cars of corn—rather small. Owing to the slump the millers will pay only 80c for wheat here to-morrow. C. G. A. VOIGT.

Jackson Jottings.

B. F. Franklin has purchased the stock of groceries and fixtures of G. F. Stringham, 208 Williams street, and will continue the business at the same location.

The firm of Hoyt & Vedder, grocers at 504 North Blackstone street, has been dissolved, Mr. Hoyt retiring. He is succeeded by a brother of Mr. Vedder, and the sign now reads Vedder & Vedder.

J. S. Butterfield, grocer at 1410 East Main street, has retired from trade, having sold his stock to Oswick Bros.

Oswick Bros., 200 Francis street, have moved their stock and fixtures to 1410 East Main street and consolidated it with the stock recently purchased of J. S. Butterfield.

Mosher & Hoover succeed J. Benton in the grocery trade at 701 South Milwaukee street, Mr. Benton retiring from trade.

Purely Personal.

Arthur E. Mummery, the Ann Arbor druggist, was married last week to Miss Alice A. Coleman Webb, of Battle Creek. The Tradesman extends congratulations.

Morris A. Heyman, President of Heyman Company, and family are touring two weeks in the Southern States. They will visit New Orleans, Atlanta and Savannah before returning.

Jas. A. Morrison, formerly with Olney & Judson Grocer Co., but now identified with the Shields-Morley Grocery Co., at Colorado Springs, is introducing Michigan methods to the trade of Colorado, with excellent results. "Ad." is a live one and is destined to make his mark in the land of the Manitous.

A Case in Point.

Mrs. Shopper—Do you believe that any of these mark-downs are genuine? Mrs. Seizem—Some of them are, I know. My son got one of them.

Mrs. Shopper—What was it? Mrs. Seizem—A wife. He married a girl in a combination store. She was 24, marked down from 39.

Send in Your Eggs.

Until further notice, I will buy eggs on track, as I have an outlet for a large amount of stock. I guarantee prompt returns and immediate reshipment of cases. M. R. ALDEN.

Grand Rapids, March 31.

Fruits and Produce.

One Way to Bring a Commission House to Time.

St. Charles, March 30—I again make an appeal to you to assist me in securing some satisfaction in adjusting an account against a New York commission house. I will state the facts to you as they transpired: I have shipped this house more or less eggs, dressed poultry, game, etc., for the past five years, and as I formerly received very good returns, I continued sending shipments in small quantities. Last Thanksgiving time the house urged me to forward a large shipment, if I could possibly do so. I did not make very much effort to secure the amount desired, sending about 1,000 pounds via Merchants' Dispatch. After due time I received a letter from the house, stating that the goods reached New York one day too late for Thanksgiving and that it was obliged to sell the shipment at 11 cents, but that it could have secured 16 cents had the goods been received one day earlier. The writer expressed much sympathy for me. The delay, he stated, was caused by the neglect of the transportation company, so I gave the letter to our agent here to secure an explanation, in order that I might put in a claim against the company for the damage. In the meantime I had written Thos. Hill, State Agent for the Merchants' Dispatch, at Detroit, explaining the supposed cause of the loss on the goods. I received a very courteous reply, asking me to give him full particulars in regard to the matter. I complied with his request, and forwarded his letter to the house, and afterwards wrote it three times, receiving no response to any of my communications. I supposed, at the time, that my letters had been mislaid and that they would receive attention later on. I received another request from the New York house for a Christmas shipment, and shipped 4,000 pounds of dressed turkeys, ducks and chickens; but, to my surprise, it did not make any returns for the shipment, but wrote me to send it all the turkeys and ducks I could procure for the New Year's sale, as prospects were never better for shippers. As I had received no money for my shipment prior to Christmas, I wired the house to report the amount of the Christmas sale, but received no reply. The following Monday I received a letter, explaining the good prospects for the New Year's sale. I waited until Jan. 14 and received returns for the 4,000 pounds at from 5 to 12 cents, and a shortage of 921 pounds in the net weight sent.

This house evidently intends to swindle me out of 921 pounds, as I cannot get any response to my letters since this report was made. I now wish to learn how I can realize on the shipment I entrusted to it, as the prices at which the goods were sold should have netted a nice margin. I now think the house received the Thanksgiving shipment in plenty of time for Thanksgiving sale, as it did not reply to my letters of enquiry and evinced no disposition to assist me in securing a claim for damages against the transportation company.

I noted a similar case in your city where a man by the name of Dickinson received consignments of produce which he did not pay for until compelled to do so through the United States Court. I beg leave to enquire if I cannot handle the New York house in the same manner? I am out about \$200 in dealing with it, and for it to Scot-free is too much for me to stand without making an effort to punish it. I should be glad for all the information you can give me on this subject, and would esteem it a favor if you would send me the article which appeared in your paper in regard to the Dickinson matter in the United States Court for alleged misuse of the United States mails. SHIPPER.

In case you contemplate proceeding against the New York man in the manner you suggest, it will be necessary for you to place all the facts in the matter

in the possession of the United States District Attorney at Detroit, who will then decide whether there is enough in the case to warrant him in bringing it before the grand jury. If the latter indict the man, he would then be brought to Detroit on a requisition to await trial before a petit jury. You should ask your local freight agent to furnish you a record of the Thanksgiving shipment, showing whether it was delivered before or after Thanksgiving. If the New York man lied to you on that point, the chances are that he would attempt to deceive you on others as well. The Dickinson case was never tried on its merits, Dickinson having been dismissed on agreeing to settle with his creditors in full. The Dickinson case was a little unusual, and the Tradesman would like to have seen it tried and the points at issue decided on their merits.

Speculating in Eggs with Other People's Money.

From the New York Produce Review.

There is one custom in the egg trade that is not good. There may be more than one, but there is one in particular which is especially noticeable at present. We refer to the custom of speculating in eggs with other people's money. This is what shippers do who draw against consignments and order the goods held for more money than can be obtained on prompt sale. When the production of eggs is far beyond the consumption, as it has been lately, it is, of course, necessary to accumulate stock; and with the time near at hand when large quantities of eggs will be wanted for storage and when the exigencies of the situation require a combination of heavy stocks and low prices, a large accumulation at this stage of the game is a good thing. It is only sound business to insist that this accumulation of eggs should be carried and controlled by the men whose money is locked up in them. Of course, no one could make any reasonable objection to a speculation conducted with borrowed capital under the usual terms of security and interest, but the method in vogue is altogether different from this. The way it is done now is for a shipper to forward carload after carload, draw against them for very nearly the full value and order the goods held off the market. This is certainly bad business. It reminds one of the chap who gave a tramp a shovel and told him if he would go down to the beach and dig a bushel of clams he might have half of them—only in this case the poor devil has to dig the clams without any share at all. It seems rather ridiculous that the man who has his money in the goods, and who really owns them to the extent of his interest, should have nothing to say as to their disposition. But no. A shipper will send a thousand cases of eggs here worth about \$3.15 per case, draw \$2.50 or more per case against them and coolly say, "Don't sell until I say so." If this thing were not so common, it would be regarded as the acme of cheek.

We heard a large egg receiver say the other day that he positively refused to do this for a large egg shipper; he told him that if he was to pay for eggs on receipt he proposed to have something to say about the sale. It would be a good thing if other receivers would do the same.

The thing is dead wrong on ordinary business principles, but there are still other difficulties. Receivers of eggs have an established trade; they have customers who come regularly for supplies and depend upon them. What sort of a position does it place a receiver in to have a store full of eggs and still be obliged to say to a valued customer, "I have none to sell you?" The common answer is, "All right; when you have, you may find another to buy them."

Of course, if a shipper owns the goods he has a perfect right to order them held; in that case if a receiver were short of eggs available for his trade he

would have to go buy some; but when a commission merchant pays for the stock sent in almost or quite its full value, and then has to refuse his customer because the shipper says hold, when he really has very little, if any, money interest in them, it is little less than exasperating.

Everybody realizes this and yet receivers, as a rule, are afraid to quit the practice so long as it is so general. We should think it about time to knock out some of these profit-killers in the trade

If a man wants to borrow money on eggs, let him pay interest.

Answer in Arithmetic.

Teacher—Tommy, if you gave your little brother nine sticks of candy and then took away seven, what would that make?

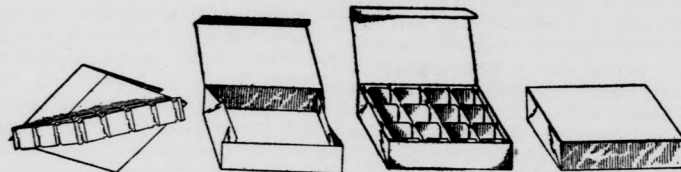
Tommy—It would make him yell.

An offer to purchase goods may be withdrawn before acceptance upon notice to the other party.

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. Contains a complete filler, carries eggs safely. Will be printed with your "ad." free when ordered in thousand lots. Price \$10 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.

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.

It Costs You Nix



We are shipping some very nicecabbage now....

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

Yours for business,

HENRY J. VINKEMULDER.

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.

We have some splendid bargains in FANCY NAVELED ORANGES, large sizes, also on fresh, free-from-frost LEMONS. Please get our prices.

J. M. DRYSDALE & CO.

WHOLESALE FRUITS,
SAGINAW, MICH.

GOTHAM GOSSIP.

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

Special Correspondence.

New York, March 27--The Columbia Rice Mills, which were erected a few years ago by Dan Talmage's Sons at a cost of some \$75,000, were sold at auction yesterday for \$6,000. It seems to be pretty generally agreed that the failure of this firm, consequent upon the closing of the Mills, was primarily due to the rice paragraph in the Wilson bill, which completely excluded uncleaned rice. It is to be regretted that such a property should be sacrificed; but the eternal wrangle that is sure to ensue between certain interested parties, whatever may be the tariff, shows that there can be no settlement without gains to some and losses to others.

There is about the usual volume of business going forward among jobbing grocers. No particular changes have been made in the quotations of leading staples, although prices in some instances are merely nominal.

Coffee had one day of more than usual strength and then relapsed into its usual condition of apathy. For Rio No. 7 the prevailing quotation is 8½¢. Enormous supplies at primary points, afloat, and here keep prices down, and it can't be otherwise. In Rio and Santos there are about 700,000 bags, and here and afloat are more than as much more. Last year the amount here and afloat was 50 per cent. smaller than now. The demand is not at all active, as the situation does not warrant purchases ahead of immediate requirements. For mild grades the situation is one of great strength and not only are spot supplies well in hand, but future arrivals are taken at full quotations and holders show no anxiety to sell. These remarks apply to East India sorts. For the mild goods from the West Indies the market is very uninteresting, and most of the sales are of small proportions.

In teas the situation improves steadily and, as soon as the new law is in full working operation, the market is certainly going to be more satisfactory than for years past. During the week the demand has shown some enlargement and orders have come from widely-separated sections with increasing frequency.

There is a very light demand for refined sugar and this, in turn, causes a "tediousness" in the raw sugar market. Orders for granulated have been of an ordinary character all the week. Press dispatches indicate that Searles, who is the Secretary and General Manager of the Trust, is looking over the situation of affairs in Colorado, and that the Trust may invest a trifle of \$4,000,000 or so in establishing the beet-sugar industry in that free-silver region. Where is Claus Spreckles?

Rice continues firmly held. Some good-sized purchases have been made by grocers and the larger concerns must be pretty well stocked up. Orders from out-of-town dealers have come to hand with increasing frequency and the outlook is encouraging. Southern markets report firm tone.

The spice market is practically unchanged. The tone is a little stronger for cassia. Pepper is firm but the demand is lighter than previously noted, as those interested seem to have purchased stocks for present use.

There is rather more enquiry for molasses, but no trouble is experienced in obtaining supplies, although strictly fancy goods are in not overabundant supply. Syrups are steady. The demand seems to be mostly for low grade goods. Prime to fancy sugar syrups, 16¢@10¢.

Canned goods are unusually quiet, even for an unusually quiet period. There is very little demand for spot goods and some apprehension is felt by certain packers as to the chances of disposing of their stocks before the season closes. The little advance that took place in tomatoes and corn led holders to believe that there was something better further on and they held onto their goods. The result is that in some cases there are much heavier stocks than last

year. Standard Maryland corn has been offered at 47½¢. New York at 55¢.

Dried fruits, such as raisins, prunes and figs, are very quiet and a tramp through the market fails to reveal an item worthy of recording as of interest. California prunes in boxes, 40-50, 6½¢@7½¢.

There is a better demand for lemons and orders by mail and wire have come to hand with satisfactory frequency. Oranges are steady and for California navels there is a good demand at fair rates. Bananas are steady at unchanged quotations.

Butter is doing well and the demand keeps so large that there is no accumulation. Best Western is quotable at 10¢. Under grades are steady, although the most call is for the better goods.

The cheese market continues in satisfactory condition and holders firmly maintain the quotations of last week. State full cream is held at 12½¢. Exporters have been rather more in evidence than usual, although they generally seek for grades that are not the best—something worth from 9½¢@10½¢.

The arrivals of eggs are daily increasing in quantity and the quantity here is destined to soon be much larger than the demand requires. Best Western stock brings about 10¢@10½¢.

The market is steady for marrow beans, which are held from \$1.10@1.12½. Pea beans, 82½¢@85¢.

Courtesies a Buyer Can Safely Accept. From Shoe and Leather Facts.

The discussion as to just how far a buyer can safely go in accepting courtesies from a seller goes bravely on. No one who looks at the matter in a reasonable light would claim that a buyer, because he is in a position to benefit a man who has goods to sell, must necessarily keep himself aloof from all those little courtesies which are common between men who are brought into such close relations as are those who deal together as buyers and sellers for a series of months or years.

The fact that so few buyers yield to the great temptations to which they are constantly subjected is very much to their credit. The conscientious buyer naturally places himself in the position occupied by his employer and he has no difficulty in speedily deciding, therefore, just what is right and what the contrary. If he values social favors from sellers more than he does his position or salary, then he naturally yields to temptation, and it is only a question of time until he will be without either his salary or the bewitching smiles and extended palms of those who court his favor. The most miserable of all people out of employment is a buyer who has lost a position on account of his weakness in this respect.

It is a very good rule, however, for a buyer not to accept anything tendered in the way of a good-will offering, explaining in as courteous a manner as possible that the position he occupies make it inexpedient for him to do so, although he fully recognizes the disinterested and kindly motive of the donor. He thereby raises himself in the estimation of the very one who would win his favor in a doubtful matter of this kind, while showing himself also more worthy of the responsible position to which he has been assigned. The properly-constituted buyer does not need to waste much time over meeting all contingencies of this kind as they present themselves. Conscience is as accurate a dictator on this subject as it is on any other.

There is a great deal of superfluous talk about coming prosperity. Talk is not what is wanted—action is the real thing. The man who buys a pair of shoes with faith enough in him to believe that he will find a market for them means more to the country to-day, or any day, than the whole crowd of wind jammers who sit around day after day talking about it while they hang onto the dollars, which should, if there is anything in their talk at all, be put in active operation. Set the dollars to work and quit the talk. Capital in some quarters is getting decidedly rusty.

Miller & Teasdale

FRUIT & PRODUCE BROKERS.

Beans Our specialty Potatoes

Consignments solicited. Advances made.

ST. LOUIS, MO.

Reference: American Exchange Bank, St. Louis.



Strawberries

Radishes, Spinach, Cauliflower, Onions, Cucumbers, Tomatoes, Strawberries, Sweet Potatoes, Bermuda Onions, Lemons, Oranges, Bananas, Asparagus.

Allerton & Haggstrom, Jobbers,

127 Louis Street, Grand Rapids, Mich.
Both Telephones 1248.

ANCHOR BRAND
OYSTERS

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

F. J. DETTENTHALER, 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 whole-sale price list, write for it.

ALFRED J. BROWN CO..

Seed Growers and Merchants.

GRAND RAPIDS, MICH.

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.

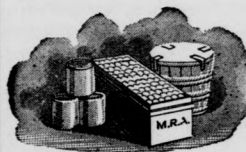
SEEDS

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.



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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..

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TRADESMAN COMPANY

ONE DOLLAR A YEAR, Payable in Advance.

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

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Second Class mail matter.

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - - MARCH 31, 1897.

THE DEPARTMENT STORE EVIL.

The discussion of the merits and demerits—principally the latter—of the department stores, which has occupied so large space in the trade and general press during the past few months, has developed much of interest bearing upon the question of the proper methods for the distribution of merchandise. While the general opinion seems to indicate that the modern department and mail order stores are a serious evil and menace to the regular trade in many localities, it is becoming evident that, as a whole, they are yet a comparatively small factor in the general situation, and that there is little danger of any great relative increase in their importance in the commercial world.

The department store is necessarily confined to the larger towns and cities. For their successful operation there must be a considerable aggregation of the class of customers most easily attracted by catchy, cheap advertising, for, while the patrons of such stores are not all of this class, there must be enough such for the main dependence. This essential to their support is lacking in all the smaller towns and villages, so that the great number of country stores are comparatively free from the evil effects of this competition. In some cases whole states, such as Iowa and others, of great commercial importance are practically free from the influence of these trade-disturbers. To be sure, the catalogue stores may reach all localities; but, while their influence may sometimes be apparent, while they are sufficient to account for many millions of trade in the entire country, they are yet but a drop in the bucket to the whole amount.

The operation of the successful department store involves qualities which are exceptional on the part of the management. The leader in such an enterprise must be a "hustler" in the more obnoxious meaning of that term. In the management of employees he must be utterly unscrupulous as to remuneration of services; for, if this were made commensurate with the work performed, it would go far to deprive such undertakings of their advantage over other dealers. There are some men who are endowed with a peculiar ability in the way of keeping down pay rolls, and

such come to the front in this line of trade.

The department store is a serious evil, but its importance as a factor in adverse trade conditions is greatly overrated. There are comparatively few who can show that the damage of this competition has had a material effect on their trade above that which might have been met in any form of sharp competition in dealing with the class supporting such concerns. There is too often a tendency to lay to such influences, or to "the times," the fact that such slow progress is made in the mercantile career, when, as a matter of fact, a due amount of push and the right kind of "hustling" would easily overcome such obstacles.

One effect of the agitation and attempts at legislative interference is to be deprecated—the advantage given them in the gratuitous advertising. Such stores are so few, and many are so isolated, that the very mention of a department store in the general press is an efficient advertisement of each in its own locality. And such mention, in connection with efforts to secure legislative action for their restriction on account of undue cheapness in their goods, is peculiarly valuable and doesn't cost them a cent. It would be difficult to compute the value of this discussion to all such institutions in the country.

Legislative restriction in the regulation of abuses, in the treatment of employees and in other matters, may be possible, but such regulation must be of a general character, applicable to all. Schemes of special taxation or of other discrimination can be of no avail, for they cannot be made to apply to such stores without including the vast number of general stores, which are the dependence of much of the rural trade throughout the land, or involving distinctions which will not stand the test of the courts.

ELECTRIC LIGHTING BONDS.

The action of the Grand Rapids Common Council in submitting the question to the voters at the spring election of bonding the city for the purpose of trying the experiment of municipal ownership of an electric lighting plant, was a foregone conclusion from its attitude toward the provision for such action incorporated in the new charter. It is probable that, in view of the popular attitude on the subject, the proposition will carry. There is, unfortunately, the idea of novelty in such a scheme, which is attractive to the great mass of the least responsible of the voters, who do not consider the more remote injury likely to result to the city in the increased taxation to meet these bonds when they will represent expenditure for a current outlay, leaving no value to warrant them. For few will contend that investment in electrical machinery, in the present stage of its development, will have value at the maturity of the bonds.

It is an interesting experiment, which attracts the popular attention. It is in the line of the ideas of the socialistic theorists—it has the endorsement of the labor organizations, and there is doubtless a sufficient support of those who have nothing to lose and hope in some way to gain by the opportunities at the public crib it may afford to secure a result favorable to the scheme.

It is beginning to be suspected that England would pay a neat reward to know just "where she is at" in the Eastern complication.

GENERAL TRADE SITUATION.

While in most lines of trade the ratio of increase in activity seems to be fully maintained, there are several important incidents which have had an adverse effect on prices. The one of most importance in manufacturing circles is the breaking up of the third and last great pool in the iron industry, the ore association, which leaves only one or two minor combinations, such as the bar association, still active. In transportation lines there was, of course, a sharp decline as a consequence of the anti-trust decision, but this was not as great as might have been expected, and it was soon arrested by more conservative estimates of the probable results.

The general downward tendency seems to have affected speculative markets and wheat and other grains have declined slowly, although not to a great extent. The export movement of wheat is less than for the corresponding period last year, although it exceeded for the quarter the first three months of 1896. The export of corn continues heavy, amounting to about three times that of the corresponding week last year.

There is steady, although slow, improvement in cotton manufacture, but the raw staple shared with other speculative commodities in the decline. Wool movement is very large on account of the tariff situation.

As stated, the break in the ore pool carries the range of iron quotations downward, with a decided percentage of reduction in ore—from \$4 to \$2.65. This will tend to confirm the low basis of prices in all lines and can hardly fail to reduce wage scales very materially.

Business in the leather and shoe trades continues active, but with the tendency of prices in the wrong direction.

As the spring opens there is the usual manifestation of uneasiness in labor circles and a number of important strikes seem imminent, while some have already been declared. In view of the necessity of reducing many scales, on account of the lowering of prices, it is probable that labor disturbances will exert a considerable influence during the spring months.

Bank clearings for the week were unusually small, \$288,000,000. Failures continue small, only 221, against 231 for previous week.

THE RAILWAY DECISION.

The consternation in railway circles resulting from the announcement of the anti-pooling decision of the United States Supreme Court is becoming somewhat allayed as the situation is more fully developed. The first general impression as to the consequences of the decision was that it amounted to a serious calamity to the railway interests; that there must be a general declaration of rate wars right and left, resulting in demoralization and disaster.

But a more deliberate canvass of the situation suggests that such direful results are not wholly inevitable. The management of the railway pooling machinery has always been along the lines of the most arbitrary and positive coercion of all the individual members of the pool or trust. Failure to comply with the terms of the agreements was visited with the most severe fines and penalties. The attitude maintained was such as would indicate that each stood ready to cut the others' throats at the first opportunity. So it is not strange that the first expectation would be of a result of this kind. But later consider-

ation has suggested the question as to whether there may not be some common sense and honesty even in railway managers, and whether ways may not be devised to secure the enforcement of business principles in railway management which will not conflict with any general or special laws.

There has been a development of public sentiment during recent years unfavorable to the kind of competition represented in railway rate wars. In this contingency that sentiment is coming to be recognized; and, while it cannot be expected that it will be in absolute, or even general, control, there is little doubt that it will prevent any such widespread disaster to railway interests as was feared at first.

Undue cutting of rates by one road to injure another, compelling retaliation in kind, is always injurious in general consequences. There may seem to be temporary advantage to the shipper in such a war, but it is an advantage which must be paid for by somebody. The railway may suffer loss, and its stock become depreciated, but the patrons are the ones who support it, and who must eventually pay for its restoration to normal conditions.

It remains to be determined whether the development of the better sentiment, the correct business sentiment, has advanced sufficiently to fully control the situation in this emergency. Probably this would be too much to expect in all cases; but the exceptions will be less than seemed so generally feared at the first announcement of the illegality of the recent trust management.

There is one feature of the decision which will serve in some degree to compensate these organizations for the fancied misfortune of the loss of coercion as a factor in dealing with each other. It carries with it conclusions which must prevent the exercise of the labor monopoly and trust methods which have been such serious questions in railway management during recent years. That this is the case seems to be the consensus of the opinions of very many of the leading legal authorities who have commented upon the matter.

The physicians long ago predicted that there was danger of Emperor William's ear trouble affecting his brain. His ear trouble is growing worse and so is his irritability. If his mind should become affected there will be lively times, indeed, in Germany. One of the requirements of the German constitution is that the Emperor must be free from constitutional defect, but who will first dare to charge that the defect exists? It is a grave situation that is confronting Germany.

Alabama is to have two new cotton mills with large capital. The Alabama capitalists showed their faith in the State by their works when they subscribed largely to the capital stock. It is that kind of faith that works miracles and brings dead communities to life.

Mexico stands ready, we are informed, to join in any plans for promoting closer trade relations with this country. Mexico is a field we have postponed cultivating too long already. The West and Southwest ought to be moving more energetically in that direction.

People who think they are martyrs carry the look on their faces and make martyrs of their friends.

THE ARBITRATION TREATY.

Notwithstanding the fact that the new administration favors the prompt ratification of the arbitration treaty recently arranged between the United States and Great Britain, the Senate seems determined to render the instrument entirely useless. In addition to the amendments made by the Senate during the last session of the preceding Congress, it is now decided to add another amendment, providing that no dispute is to be submitted by the President to arbitration under the treaty until it is first submitted to the Senate.

Such an amendment is calculated to destroy the entire usefulness of the treaty, as it so restricts its functions that no dispute can be acted on until the Senate is first consulted, or, in the event that that body is not sitting at the time, until it can be called together in extra session. The treaty was designed to remove all causes for serious differences between this country and Great Britain, by providing a fixed tribunal to which all disputed questions could be at once referred before any time had been given for popular prejudice and feeling to become aroused. The delay which would be necessary to secure the Senate's consent would permit the kindling of popular feeling, and should the Senate refuse to permit the dispute to be arbitrated, as it would be very apt to do if it should happen to be at odds with the administration, matters would be in a much worse shape than if no treaty had existed.

The adoption of the amendments by the Senate makes it probable that the treaty will never become operative, as it is not in the least likely that the British government will accept the changes. Lord Salisbury has never been wedded overmuch to the treaty and he would no doubt be glad of a plausible pretext for rejecting it altogether.

The treaty was understood to be entirely of an experimental character, and its duration was limited to five years for the express purpose of permitting its abandonment should a practical test demonstrate that it was impracticable or undesirable. It was the first step in the direction of bringing about international arbitration, and had the original treaty been adhered to the experiment would have been tried under the most favorable auspices.

It was not proposed to arbitrate questions affecting the national honor of either nation, but the great mass of commercial and economic problems which constantly cause friction were to be dealt with under the terms of the treaty, without a resort to arms being held in the background.

AN AFRICAN FEDERATION.

When it was announced, some weeks ago, that President Kruger, of the South African Republic, was visiting the Orange Free State, it was at once surmised that some mischief was brewing. It was believed that the venerable ruler of the Transvaal was negotiating with his neighbors for a defensive and offensive alliance in the event of trouble.

The latest news from South Africa confirms the impression that President Kruger's visit to the Orange Free State was more than a mere act of courtesy. It is now announced that an agreement has been entered into by the two republics whereby a sort of confederation has been formed, under the terms of which the States are to make common cause

in the event of attack by any outside power.

This will not be pleasant news for the British government, as there is not the shadow of a doubt that the alliance has been directly aimed at Great Britain, in order to forestall any attempt which may be made to coerce the Transvaal government into according foreign residents of the republic the same rights which are enjoyed by the burghers, or Boers.

Ever since the disastrous Jameson raid of last year the Boers of the Transvaal have become increasingly suspicious of the British, and President Kruger has not disguised his determination to protect his frontiers nor his dislike for the English. He has constantly added to the supply of arms and equipments possessed by the little republic and it is even reported that earthworks have been erected to defend the approaches to Pretoria, the capital.

The proposed federation of the two Boer republics has presented a very perplexing question to the British government. According to the London convention of 1884, the South African Republic enjoys complete control of internal affairs; but the management of all foreign relations is vested in the Queen of Great Britain. An attempt to enter into an arrangement of the character above outlined with a neighboring state would be a violation of the terms of the London conventions, and the British government will be sure to at once object should it become apparent that the alliance is to be ratified.

An alliance such as that proposed would be a menace to British interests in South Africa. The Transvaal, unaided, already constitutes a vexatious obstacle to the full carrying out of British aims in Africa; hence a combination with the Orange Free State would only add to the existing perplexities.

There must sooner or later occur a clash between the Boers and the British in South Africa. Foreign immigration into the Transvaal is rapidly complicating the situation in that State, as the foreigners now outnumber the burghers, and it will not be many years before this foreign element will no longer be content to occupy the humiliating and subordinate political position it now holds. Moreover, the British will not tolerate much longer the course of President Kruger. That aged statesman is now a serious obstacle to British aims in South Africa, and men like Salisbury and Joseph Chamberlain are chafing under the restraint.

A Maine corporation found out lately that its business was going wrong, the income being much less than the expenses of running it. Did it cut down the manager's salary, which was \$5,000 a year? Not a bit of it. It hired a new manager, and gave him a salary of \$7,500 a year, and at once saw the business jump ahead into profit and prosperity. But how many would have done just the opposite thing? How many, in fact, work on the opposite principle in reference to advertising? If they advertise at a \$5,000 rate, and business does not increase, then they stop the advertising, or reduce its dimensions.

A prematurely charitable English lady who gave away nearly \$2,000,000 by deed recently tried to have the deed set aside, on the ground that she did not know what she was doing, but chancery has decided that the deed is valid and that she cannot get her money back.

The Path of Duty Not Always So Rough.

Written for the TRADESMAN.

Rosco Clayborne, a bachelor of five and thirty, good looking and debonair, sat at his desk conversing with an old acquaintance who had just arrived from a distant city.

"Well, Ros, how do you like your new location?" asked the newcomer.

"Not so well as in the city," he replied. "One sees nothing out here but grass and plains."

"Just what I should enjoy!" exclaimed his friend, and he went to the window and looked down toward a beautiful little stream whose laughing waters sparkled in the sunlight.

* * *

Rosco Clayborne was the son of a wealthy merchant who believed in making people work for what they got; so, after giving his son a good college education, he set him up in business for himself.

Rosco was a good boy but he didn't like store-keeping, and whenever a chance presented itself for a good time Rosco was always on hand. In this way he neglected business and, as a store will not look after itself, the business soon went to pieces.

This was a great disappointment to his father, George Clayborne, and he resolved upon a plan to punish his son and at the same time start him in business again.

"Rosco," said he, one day, "I am going to make you a present of my large ranch out in Colorado."

Rosco opened his eyes in astonishment and, in the rich, musical tones over which the girls used to rave, said, "I am pleased with your gift, father" (for he knew that particular ranch was worth many thousands of dollars).

"There is one condition: You must go there and attend to the business connected with it yourself."

At this, a frown darkened the face of the young man, while his father watched him closely. He knew that the change from city life to life on a ranch would not be at all congenial to his son and heir and that it would be the greatest punishment he could inflict upon him. But he was determined.

"Couldn't I send some one else in my place?"

"If you wish the ranch, my son, you will comply with the condition," was all the old gentleman said.

Rosco tried to conceal his disappointment but it was written too plainly on his face.

"When am I to go?" he asked, at last. "As soon as everything can be arranged," was the answer.

And in less than two weeks Rosco was packed off to Colorado.

* * *

At the time our story opens he had been on his ranch nearly a year when an old friend from his home city dropped in on him. We will listen to their conversation.

"Ros, why do you stay cooped up in this little office all the time, doing the work of a ten-dollar-a-week clerk, when you might be out having a little pleasure? A trip now and then to the city or a dash over the plains on your horse would do you good."

"Well, how am I to remedy it?" he asked, gloomily.

"By hiring a clerk, or, better still, a typewriter girl to attend to your correspondence for you," replied his cheerful friend.

"What! Hire a girl? I haven't seen

a woman, except the cook and house-keeper, for nearly six months. I should be afraid to enter the presence of one now," was the laughing response.

At first Rosco looked askance at the plan; but at last he said: "Jack, I give in and will advertise for a typewriter immediately."

He did so and received, by the next mail, several dozen applications. Among the letters was one from his father. This he opened first. It stated that, through the death of a distant relative of his, he had been appointed the guardian of a girl of nineteen years, but the whereabouts of the girl was unknown to him.

It seems that, after the death of the girl's mother, she became vexed with her father for some reason and went out into the world to earn a living for herself. Her father did not remarry, as she supposed, and had worked hard and acquired a fortune, which, at his death, was left to her.

"Well, I wonder now if he expects me to find this girl for him. Sounds like it. And then he'll want me to marry her because she's an heiress. Well, I have something else to do besides looking for lost heiresses, and, as for marrying, that's not in my line—I prefer a free and easy bachelor life."

With this he dismissed the subject from his mind and turned to his pile of applications.

"Jack got me into this and I wish he'd stayed to help me choose from all these letters."

After reading them over carefully, he was at a loss to know which applicant would best be able to fill the position. At last, selecting the one with the fewest words and the plainest penmanship, signed "Rosamond Morey," "I'll take this one," he said. "It's as good as any," and he tossed the rest in the waste basket.

In two days a light wagon with a trunk in the back drew up at "the big house on the ranch," and Mrs. Mason, the kind old motherly house-keeper helped the new typewriter to alight and, in a short time, "Rosamond Morey" was arranging her belongings in her room, while every now and then she would go to the window to view her surroundings.

Next morning found her at the little office in the presence of Rosco Clayborne, her new employer. She was small, with fair, delicate features—in fact, was a perfect type of blond beauty as she stood looking at him with her violet eyes.

"Would she be satisfied with twelve dollars a week?" was asked; and she answered that she "feared her services were not worth so much."

But Rosco thought it would be worth that just to have her presence in the office; he felt that her coming had already made a great difference. But he simply said that he "would not think of offering her less, because there were disagreeable things connected with the work."

"May I ask what they are?"

Rosco thought he had never heard a voice so sweet. But perhaps it was because he had not heard a young woman's voice for many months.

"The disagreeable thing about it is that there are no women folks to associate with. You will be, very lonely, I am afraid. There are very few girls who would remain long in such a place as this," he answered, with a melancholy air.

"I shall not mind. I like it where it is quiet, and I shall find plenty to do

when not working here," she said, with a winning smile.

After a few instructions from Rosco, she entered upon her new duties, which she comprehended at once and afterward discharged with conscientious fidelity.

Rosco, now having the opportunity, took a trip to Denver, Colorado Springs and other places, also visited many parts of his ranch which he had never seen before, and it was not until then that he realized how large it was. But no matter where he went he always returned in a short time, for a nameless something seemed to draw him back to the little office.

One day, Rosamond received a delightful surprise by way of an invitation from her employer to take a drive with him over part of his ranch. She gladly accepted, and the change seemed to make her cheerful for days after.

About her past life Rosamond had been very reticent; and her employer was not the man to enquire into her affairs. Although he had often wondered who this beautiful girl's parents might be, he had asked no questions. She had grown to be very dear to him of late and when he thought that some day they would have to part, perhaps never to see each other again, it saddened him. How dull it had been in the office before her presence had come to brighten it.

One afternoon when he had been to the nearest city to purchase some books, he came to the office to show them to Rosamond. Imagine his surprise when, upon entering, he found her face downward upon the floor. Gently lifting her in his arms, he placed her in an armchair. After noticing the pallor on her face, his attention was next directed to a newspaper which she held tightly clutched in one hand. He brought ice water from a tank near by and bathed her face. Then he went to a small cabinet and from a bottle poured a few drops of brandy, which he forced between her lips. In a few moments the color began to return to her cheeks. Bending over her, Rosco took the little hands in his own and began to rub them.

"O, Rosamond, won't you open your eyes and look at me?" he said, pleadingly. "My little love, won't you answer me? It is Rosco speaking to you."

At last he was rewarded by seeing her beautiful eyes open and their gaze rested full upon him.

"What is the matter?" she asked in a bewildered way. "Have I been asleep?"

"No, dear, you fainted and I was doing what I could to restore you to consciousness."

At the word "dear," which he unconsciously dropped, the pallor left her face and in turn a bright crimson suffused it. Then the cause of her fainting suddenly returned to her—the notice in the newspaper and all.

"Mr. Clayborne, I have something to tell you which will no doubt surprise you—I must leave to-morrow."

For a moment Rosco Clayborne said not a word, then drew a chair near her.

"Rosamond, are you in earnest? Say you are only jesting, for I cannot let you go. Don't you see that you have become very necessary to me—very necessary to my happiness?"

She did not look surprised—she had known it all along.

"But I am a stranger to you and of my past you know absolutely nothing."

"My little rosebud, it's enough for me

to know that I love you with all my heart and want you for my little wife!"

"Would you take me just as I am, a poor little unknown typewriter? If so, I am yours, Rosco, for I have loved you all along."

Those were the sweetest words Rosco had ever heard and he took her in his arms and tenderly kissed her little upturned face.

"But there is one thing I must do before I can come to you for all time."

"What is that?" asked the lover.

"I must leave you to-morrow for an indefinite time, which will not be longer than I can help I promise you. The secret of this visit I must keep from you at present. Can you trust me?" His answer satisfied her; and the next day found "the Rose of the Ranch," as the people at the big house had named her, on the train for New York City.

One morning when Rosco was feeling unusually gloomy, four weeks after Rosamond's departure, he received a letter from his father saying that, as he had been gone so long, he would like to have him come home on a little visit. "I have a little surprise in store for you, Rosco, so I hope you will come," wrote his father.

"Well, I might as well go and make them a short visit," he decided. "Rosamond said she would not be able to return for at least another month."

Leaving word for Rosamond, in case she should unexpectedly return, he departed for his old home in the East.

It was a very happy meeting between Rosco and his parents, but they both noticed a great change in him. He was more quiet than he used to be and his tones were softer when he spoke.

"Now what is your surprise, father?"

"Come into the library and I will tell you.—Do you remember my writing you about having a ward, and that I did not know of her whereabouts?"

"I do," said Rosco, and a cloud gathered on his face.

"Well, I have found her," said his father, settling himself in his chair.

"I have found her and she is a beautiful, modest girl, a girl after my own heart—one whom I should like to see remain in the family," continued he.

"Father, if what you wish is for me to marry this ward of yours, I can never do so, for I have already made my choice."

Disappointment overspread the father's face. All the bright plans he had been making for the future vanished. He said no more on the subject, but after a few moments of silence observed: "We are to have a ball this evening, Rosco, and I told my ward that you would lead the grand march with her. You will not disappoint me in this?"

"No, certainly not. I will gladly do any favor you may ask of me except the first. Now, as I have a severe headache, I will retire to my room. I shall have dinner sent up to me, and do not wish to appear again until time for the ball."

It was nearly 9 o'clock before the guests began to arrive. Mr. and Mrs. Clayborne were in the reception room ready to receive them. Rosco stood beside them, waiting for his father's ward to present herself, that he might receive an introduction. A rustle of silk, a soft tread, and his father's ward stood before him.

"Rosco, allow me to make you acquainted with Miss Rosamond Lee,"

and to the girl he said, "My son, Rosamond."

One swift glance and Rosco recognized the eyes of his father's ward as none other than those of his little sweetheart! He would have given, at that moment, all he was worth if he could have taken her then and there in his arms and caressed her. But the eyes of his parents were upon them, so he had to be satisfied with a glance. But what that glance meant to them only Rosco and Rosamond knew.

When the guests had all arrived, Rosco and Rosamond led the grand march, and many were the favorable comments made on their appearance.

Before supper, Rosco and Rosamond had managed to slip away from the others into the conservatory, where explanations soon followed.

It seemed that Rosco's father had put notices in many papers saying that if one Rosamond Lee, daughter of Francis H. Lee, were still living, her presence was desired at a certain address in a certain city, she having fallen heir to a large amount of money. This was the notice which had attracted the attention of the little typewriter in the Far West and prompted her to take her sudden journey.

When her mother died Rosamond was sent to a Normal school, where she received a good education. There she learned typewriting and stenography. When she returned home her father told her he was about to marry a second time. This so displeased her that one day she left home vowing never to return. Rosamond often thought afterward that it was foolish and wrong of her to make the demand of her father that she did, but she had loved her mother so devotedly that she wished her father to be true to her memory.

Through an employment bureau, she obtained a situation as typewriter and stenographer and went out into the world to earn a living for herself. Her employer was a harsh man to work for and, this being the case, she was on the lookout for another position when she noticed Rosco Clayborne's advertisement in the paper. Changing her last name to Morey, she answered it. The rest we know.

In the meantime her father had not married, as she had supposed, but was searching diligently for her everywhere. He had fallen heir to quite a large sum of money by the death of a distant relative, and was anxious to have his daughter share it with him. But he did not live long to enjoy it. Business cares and the continued absence of his daughter took him to his grave, and the newly-acquired fortune was left to his daughter.

When Rosamond took her sudden trip to New York City, she found the address given in the newspaper to be that of George Clayborne, a wealthy merchant; and then it developed that this same gentleman was none other than Rosco's father.

She said not a word to them of her acquaintance with their son, but in some way influenced them to write to him asking him to come home for a visit. So their meeting was not the surprise to Rosamond that it was to her lover.

As soon as the guests had departed, Rosco, with Rosamond leaning lovingly on his arm, entered the presence of his parents.

"Father and mother, I want you to

congratulate me. Rosamond has promised to become my wife."

"What! So soon?" cried Mrs. Clayborne, who thought they had never met until that evening.

Explanations followed and all were so overjoyed it would be hard to tell which of the four was the happiest.

Rosco put a trustworthy man in his place on the ranch and went into business with his father, the firm name thereafter being George Clayborne & Son.

Many times after Rosco and Rosamond were married they visited the Colorado ranch, for it held memories so dear to them.

One day the merchant's son said to his little wife, "Darling, why is it, when I come upon you suddenly, I see such a sad expression on your face? Are you not happy in my love?"

And then she told him that she had never forgiven herself for deserting her old father.

"But then, if you had remained with him perhaps we would never have met each other, dearest," said her husband, embracing her; "so perhaps it is all for the best."

As time rolled on, she lived in the sunshine of her husband's love and, when little children came, tried to forget her sorrow in her love for them.

MARGUERITE J. CAMPBELL.

Former and Present Business Methods.

From Shoe and Leather Facts.

Twenty years ago, if you asked the average tradesman what he was doing, the reply quite likely would have been, "Keeping store." To-day the proper designation for one who caters to the requirements of the public, no matter what particular line of goods he may handle, is a "business man." Have you ever thought what an immense amount of information in regard to the difference between former and present business methods is condensed in these two expressions, and how the one stands in contradistinction to the other? "Keeping store" is almost akin to keeping goods. To be "in business" and to be a "business man" means to hustle and bustle and keep things moving. That, of course, can only be accomplished by disposing of goods soon after they arrive in the store and refilling the vacancy thus caused on the shelves with fresh supplies. That's business in the true sense.

The man who "kept store" rather expected that his shoes would become dusty and probably shopworn and much depreciated in value before he could dispose of them; that the cheese would be mouldy and the cracker barrel considerably depleted by the loafers who grabbed a handful every time they caused a laugh from those who spent much of their time around the old cylinder stove. It was the natural and proper thing to store away the goods that could not be sold one winter in the loft until the next winter or the succeeding one came around and made them seasonable again. If the rats got among them, or they rotted by reason of a few stray shingles being off the roof, that was the natural loss incident to "store-keeping." To have them placed on a bargain counter at cost or a little less in order to dispose of them would have been considered as next to inviting the sheriff to take possession. That would not have been in keeping with the traditions of "storekeeping," although it would have been "business" as we understand it to-day.

The methods formerly in vogue were good enough for those times, and quite likely fully in keeping with customs in general, but, in comparison with the modern business ideas, they are exceedingly antiquated and characterized by a degree of go-lucky haphazard, which fortunately is seldom met with at present.

Grocer's Soliloquy

The old story
Sampled the town
Loaded up the grocer
Also the jobber
A few calls
But the stock on the shelves!!
Looks bigger every day.
Buyers ask for
Another make.
Well advertised and well known
Tell them our stock
Is "just as good."
Hate to, but have to.
Must work off that stock.
Makes a good customer
Mad now and then.
Bet a dollar
We stay with goods
Well known
Well advertised
Well liked

hereafter.

About 483 Cereal Coffees
Sprung up
All over the country
Trying to ride in carriage with
Postum Cereal Food Coffee
Took above a year
To find how
To make POSTUM.
Every man out of a job
Thinks he can make
Same thing.
Just brown some Rye
Barley or Wheat

and there you are

A "Cereal Coffee"
"Just as good as Postum."
Make pretty package
Sample the town
Load the grocer,
And drive on.
A fortune in four days
For every fool.
The bottom falls out
Too much rubbish

Leaves the grocer
Hung up!!!
All Cereal Coffees
Without some imported coffee
Are flat and distasteful
With One exception.
Took over twelve months
To learn how to make that
After hundreds of
Scientific experiments
To so treat pure cereals
As to secure
The coffee taste.
Postum stands alone
The only pure hygienic
Food drink
Made strictly from Cereals
That has the true
Coffee Color
And a palatable Coffee taste
Postum is staple
As Sugar or Salt
Postum uses
Magazines,
Literary and religious weeklies
The large city dailies
The dailies of smaller cities,
At an expense of
Some hundreds of thousands
Of Dollars per year
To keep people
Advised of the Truth
And to warn them
Of the hunnreds
Of cheap imitations
Offered as
"Just as good as Postum"
They propose
To soon have the
People educated
So that the
"Confidence game"
The "Just as good" tale
Fails to land the victim
And the stocks of
Imitation "Cereal Coffee"

Will stay on the shelves
Postum advertising
And merit
Have made it possible
To work off tons
Of rubbish.
That day is near
Its end.
The result of the
Public Warnings
Is shown in their mail.
Not so many cries
From deceived people,
Sold something they
Didn't want.
The genuine
Original Postum
Is growing faster
Than the trade can
Well be cared for,
Two factories
Monthly additions
To the facilities,
Keep orders fairly filled,
Well born, with
Merit, Character.
A taking way
Postum makes friends
And holds them.
A grocer's name
Should be kept sweet
In the minds
Of his customers.
Standard goods,
No "Just as goods,"
Is a safe way.
Some good grocers' names
Get Smirched
When used for
"Kittie's Paws"
To rake chestnuts
For some "just as good"
Manufacturer.
Let Plain, Sober,
Common Sense
Rule.

Particular customers esteem a grocer who furnishes standard goods and scrupulously avoids imitations. There is but one original palatable Cereal Coffee with a myriad of flat counterfeits.

POSTUM CEREAL CO., Limited, Battle Creek, Mich.

AMERICAN LOOMS.

No Need of Imported Fabrics for Housefurnishing.

From the New York Sun.

For the adornment of the floors of American dwellings, rich and poor alike, the products of domestic carpet factories are all that could be desired in respect of beauty and fine quality. Almost the only things for which it is necessary to call upon the Old World in order to satisfy the most exacting taste are rugs. It is, however, in the nature of things, impossible that Yankee thrift and enterprise should win in a race where qualities precisely the opposite are essential to success. In the making of an Oriental rug there can be no such things as push and vim, and hence there will never be a successful manufacture of Oriental rugs in America. In this industry machinery is helpless and hand labor is supreme. Days, weeks, sometimes years of toil enter into the weaving of the rugs of Persia, Turkey, or Hindostan. There is no question of capital invested or percentage of profit; no costly plant, no mammoth factory crowded with the best of machinery and appliances that skill can contrive or money buy. The weavers of the Orient weave to-day as did their ancestors generations ago. Their loom is formed of trunks of trees and poles bound together in the most primitive fashion, and is usually set up either in a rough shed adjoining the domicile or placed out in the open air. Women do most of the work, and as labor is their lot in life there is no question of wages. Neither is time an essential element in the process. The weaving is done slowly and laboriously. Stitch by stitch, knot by knot, and nobody is ever in a hurry to get the fabric finished and ready for market. Some clever imitations of Persian and East Indian rugs are manufactured in America. That is to say, the design and general scheme of color are fairly imitated, but to the practised eye the marked difference in texture and in the blending of the dyes is plainly apparent. The business of counterfeiting Oriental rugs is still more extensively carried on in Europe, and large quantities of these bogus goods find their way to the American market. These rugs are imported, but they are not the genuine article.

A large wholesale and retail house dealing in carpets and house decorations makes a specialty of Oriental rugs. The firm has its own buyers in the Orient, and also maintains a factory in the Punjab, where rugs are woven from designs that originate in New York. On the main floor of the New York house is an imported India room, an elaborate enclosure of carved teak wood, in which are shown some rare stuffs, among them exquisitely woven prayer rugs of pure silk, with occasional figures worked in threads of silver. For one of these rugs, said to be several hundred years old, \$5,500 is the price asked. In the same establishment you may buy imported Savonnerie carpetings, hand woven, with pile nearly an inch thick, at the rate of \$225 a square yard; or an Aubusson carpet at \$25 a yard; and for \$2,000 you may have sent home the pair of lace curtains which took the prize at the Paris exhibition of 1889. But these are not the kind of goods that enter into the adornment of the average American home. For a carpet of rich design and material, good enough for anybody's drawing room, and woven within twenty miles of the City Hall, you will pay no more than \$1.75 a yard. It is called Savonnerie, also, and in appearance is wonderfully like the costly French fabric whose name it bears. For an American Axminster of the highest grade the price is \$1.50 a yard; for moquette from 90 cents to \$1.50; for velvets from 90 cents to \$1.50, and for tapestry Brussels 75 cents, all American made and all of superb pattern and first-class quality. They are better carpets than you will get if you buy imported goods at the same price.

For rugs the preference of the well-to-do buyer will doubtless be those of real Oriental weave, for which the price

varies from \$15 to \$1,500, according to size, age, quality, and certain intangible elements that go to make up the value of a costly rug. But you will not fare badly if your choice should be limited to an American mat. Some extremely handsome Smyrna and Axminster rugs of domestic make are to be had at moderate prices, and they will light up a room handsomely and give good service for many years. A new thing in rugs of moquette weave is of home production and remarkably rich and fine. Very pretty rugs are made of paper fibre and are cheap and serviceable for indoor use.

Mattings from China and Japan come to this country in vast quantities, duty free, and are sold so cheap as greatly to diminish the demand for all grades of American carpetings. A few days ago a Sixth avenue retail house advertised imported straw matting in rolls of forty yards for \$3.50, or less than 9 cents a yard. For the year 1896, the total importation of mattings from China and Japan was 40,000,000 yards, at an average valuation of about 7 cents a yard. It is said that 45,000,000 yards more are now afloat or in sight destined for the American market, the intention being to rush the stuff in before Congress puts a duty on this class of imports. The placing of these mattings on the free list is now seen to have been a mistake, as they are the product of coolie labor at from 4 to 6 cents a day and of the work of young children at 2 cents a day. They can be sold at a price far below that for which the cheapest of domestic carpets could be made, and even the higher grades of fancy mattings, which retail at from 25 to 50 cents a yard, help to decrease the demand for the ingrain and the tapestry Brussels of domestic production.

In connection with the coronation of the Czar at Moscow last year a considerable quantity of carpet made in the suburbs of New York was sent over and used. These goods, which were of a special style and grade not made in Europe, attracted much attention by reason of their handsome design and fine finish, and the Empress of Russia ordered a supply of these American Axminsters for two of the imperial palaces in St. Petersburg. This, it is said, is an exceptional case, as, outside of certain special lines, it is impossible for America to compete with Europe in the standard grades of carpets.

Fully 95 per cent. of the carpets used in America are woven in this country. From \$15,000,000 to \$20,000,000 of capital and about 20,000 operatives are employed in the carpet-making industry in the United States. Foreign stuffs cut a very trifling figure in this trade.

In the lower priced grades of tapestry Brussels, and velvets, 26,000 yards a day are turned out at one factory. Every day in the different mills of the plant is used 60,000 pounds of raw wool, which, after being washed, cleansed, and spun, is reduced to about 33,000 pounds of yarn. There is a sort of irrepressible conflict between the wool growers and the carpet manufacturers on the subject of the wool tariff. The sheep farmers complain bitterly of the losses they have suffered through the free wool clause of the Wilson bill, and will be on hand at the extra session of Congress to demand that wool be restored to the dutiable list. They ask for a tariff of 8 cents a pound on unwashed wool. This would almost double the cost of the wool used in carpet weaving. The 60,000 pounds used each day in the factory referred to is almost exclusively foreign wool of the coarsest grades, such as donskoi, from Russia; Scotch fleece, China, and Cordovan wools, the latter being grown in South America. American wool is not and cannot be used to advantage in carpets. It is too fine for that purpose, and would mat and pack under foot. Only the coarser wools give the requisite springy effect, and the higher the grade of carpet the coarser the wool must be. Inasmuch as carpet wools must in any case be imported, the carpet manufacturers oppose the high rate of duty asked by the wool growers, the only effect of

The Staff of Life

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

GRAND REPUBLIC



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

Ball-Barnhart-Putman Co.,
GRAND RAPIDS.



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.

which, it is claimed, would be to increase the cost of every yard of carpet woven in this country, without increasing by a single pound the amount of American wool used in carpets. The carpet men present a plausible argument in favor of a moderate tariff on the foreign wools, and urge that the American wool grower can with much greater profit devote himself to raising the higher grades of wool that are used in the manufacture of clothing and other lines of woolen and worsted goods.

If American wool is not in demand for carpets, a vast quantity of other American products are used. At the mills referred to, in one week there are consumed 60,000 pounds of cotton yarn, 45,000 pounds of linen yarn, partly made of native flax; 160,000 pounds of jute yarn, all spun in this country, and 15,000 pounds of flour, which serves as the medium for conveying the colors to the yarns, and is then washed out with the aid of 7,000 pounds of soap and 15,000 pounds of starch.

Ingrain carpets of superior quality and design are extensively made in America and are able to hold the home market against foreign goods of the same grades. It is here that the low-priced mattings from China and Japan furnish the most injurious competition. When the choice is between a matting at 10 cents a yard and an ingrain at from 50 to 75 cents the lower-priced stuff largely carries the day, and a marked decrease in the annual consumption of ingrain carpeting is the result.

American silk stuffs for draperies and upholstery purposes are able to defy foreign competition. The silk weaving industry of the United States has developed greatly along these lines. An incident which serves to illustrate the progress achieved in the production of fabrics of rich and costly character occurred in a large house which was visited by the reporter, in search of information as to the relative merits and values of domestic and imported goods. As the Sun reporter entered the upholstery and drapery department

two gentlemen, representing an important manufacturing concern in France, were examining some handsome silk goods. "That is French," said one as he handled a piece of crimson brocatelle.

"Yes," said his associate, "imported stuff."

"On the contrary, gentlemen," said the salesman in charge of the department, "that piece is Oldham, woven in Paterson."

The two expert importers looked at the piece more closely, and again declared it to be French goods. They were assured of their error, but remained incredulous to the end. They are probably still of the same opinion, although the fact is that the silk, which sells for \$8 a yard, is of American manufacture and equal to anything a French loom can turn out in that line of fabrics.

"These goods are much better than the imported silks that we can sell at the same prices," was the statement of the experienced man in charge of the silk department. "Heretofore," he added, "the Frenchmen have supposed it impossible for America to weave the heavier and finer grades that are known as 'six-shuttle' goods. Such is not the case. Our mills are now producing precisely these grades, and of such excellence as to deceive the Frenchmen themselves into the belief that they are imported goods. A very large proportion of the drapery and upholstery silks used in the best homes in the United States are woven in this country, and they are all of superb style and quality, whether damasks, brocatelles, Aubusson, silk or wool tapestry, armures, or whatever the style or price. There is still some demand for imported stuffs from people who find it hard to believe that American goods are equal to the best made anywhere and who are willing to pay fancy prices for articles made in Europe. But in the main the public have come to understand that they can safely patronize home industries in household decorative materials, and the

percentage of imported goods sold is constantly decreasing."

The fur rugs that are made of the skins of the tiger, lion, leopard, polar bear, etc., are all manufactured in New York. The skins are imported and all the work of making and mounting is done here. A lion skin with head and jaws of startling naturalness which sells for \$1,600, a tiger at \$350, and a bear at \$265 are all the product of domestic art and skill.

Among the costlier grades of lace curtains, anything above \$5 a pair, American goods, will not be found. Immense quantities of very pretty curtains ranging from 50 cents to \$5 are manufactured in the United States. A Leonard street selling agent who handles the product of a certain factory in Wilkes-barre said that an average of 30,000 pairs a week was not exceptional, while in the season of taking the large orders 100,000 pairs a week were sold. These are what are known as Nottingham goods, and up to a certain grade and cost are more successfully woven here than in England. In the higher-priced varieties, in making which hand labor is largely employed, European manufacturers monopolize the product.

Linoleums and oilcloths are profitably produced in America. A few Scotch linoleums are imported, but at the current prices of from \$1 to \$1.50 per yard the domestic article largely outsells the imported. In the manufacture of the inlaid linoleums, which closely imitate the effect of fine marquetry work, the New Jersey mills are especially successful. There is practically no importation of oilcloths.

It is not the man who says the most about it who is the hardest worker, any more than it is the engine which kicks up the most fuss that is the most powerful.

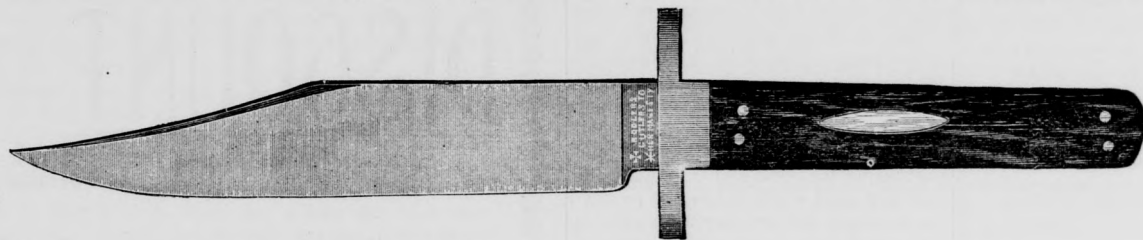
Study the requirements of the community in which you are doing business. You ought to know them better, too, than anyone else can tell you.

Right Buying the Secret of Success.
From N. Y. Dry Goods Chronicle.

One of the leading dry goods jobbers in this city a quarter of a century ago, whose business career was a marked success from start to finish, once told this story of his first purchase upon entering mercantile life. He came to New York with a few hundred dollars as capital, and a good name, to stock up a small retail store, his first venture. Among other selections he laid out three pieces of yard-wide pink calicoes, an important article of foreign production in those days. After he reached his stopping place for the night he lay awake thinking over that purchase, and came to the conclusion that two pieces were ample for an assortment, and he would have more money left to invest in other goods. Before breakfast the next morning he was at the store where he bought them, to ascertain if they had been shipped, and fortunately finding the goods still lying in a till, he took out one piece and went on his way rejoicing.

The two pieces of pink calico answered his purpose as well as the three would have done. He lost no customers for want of larger variety. He sold them quickly and soon replenished with newer styles and went on prosperously. Herein lay one great secret of that merchant's success. He never over-bought, carried a light stock, turned it often, always bringing in new goods to attract and interest his customers, carried no "old shopkeepers," was always able to discount his bills, kept "out of debt," steadily grew rich, and afterward became a prince among New York wholesale merchants. This story conveys its own application.

The growth of the traffic on the Manchester canal seems to be improving. The imports of wheat during last month were greater than during the whole of 1895. The total imports of grain during 1896 showed an increase of 370 per cent. over that of the previous year.



IT CUTS

quite a figure with the volume of your trade and profits derived whether you sell crackers which are *declining in quality* or crackers which are *rising in quality*

SEARS' EYMOUR AND ALTINE

CRACKERS ARE REINFORCED IN

**PUBLIC FAVOR
PURITY
QUALITY**



**AND ARE THE LEADING
CRACKERS SOLD BY
LEADING MERCHANTS**

Our
Experience

Your
Gain

**The Sears Factory of
The New York Biscuit Co.**

GRAND RAPIDS, MICH.

Shoes and Leather

Old Shoes.

How much a man is like old shoes!
For instance, each a soul may lose,
Both have been tanned—both are made tight
By cobblers—both get left and right.
Both need a mate to be complete,
And both are made to go on feet.
They both need healing; oft are sold,
And both, in time, turn all to mold.
With shoes the last is first; with men
The first shall be last, and when
The shoes wear out, they're mended new,
When men wear out they're men dead, too,
They both are trod upon, and both
Will tread on others—nothing loath.
Both have their ties, and both incline,
When polished, in the world to shine;
And both peg out. And would you choose
To be a man or be his shoes?

Retailing Shoes.

The value of buying early is not to be doubted, especially in certain cases—the fact that stock in store some weeks ahead of the opening of the season is the means of increasing sales on the goods. I have been studying this problem this season carefully, and I find that, in a great many cases where retailers have put spring goods in stock as early as February first, it has been productive of sales for them, and duplicate orders have been sent to jobber and manufacturer ere the month had closed. This has been especially noticeable in the new spring styles in footwear, something the public are always interested in and on the lookout for, and while no great amount of actual buying is indulged in by the public during the month of February, there is an immense amount of speculation, enquiry and preparation going on, to result in sales later on. As soon as February arrives the young women and young men begin to ask themselves, What will I buy in the way of shoes for spring? And as soon as the thought is born comes the seeking to solve the problem, and right here is where the retail shoe dealer should be on the alert, prepared to answer this question by an early and timely display of the coming styles, to let the people know that they will be on hand at the proper time; and the proper course for the retailer to pursue is to see to it that he has at least a few pairs of these coming styles in stock and in the windows just as early as possible, and in this way he can soon feel the pulse of public taste and learn to shape his future purchases accordingly. There is no great outlay connected with this plan of proceeding, and it puts the retailer in shape to inform the public by the actual display of the goods that he is keeping right up to the mark on the season's styles. The people will see the goods, talk about them, and, later on, come in and buy; and in the meantime there will be much enquiry as to prices, etc. The writer knows of retail shoe dealers who are pursuing this method each season, with great profit to themselves, while they keep up a reputation for being right up to date on the coming styles. The result of this plan to the retailer is that he learns a great deal in advance as to the selling qualities of a new style and can trim his sails accordingly, as the season develops.

STANLEY STANTON.

The Tendency of Trade.

Written for the TRADESMAN.

Some say that the department store must go. I do not believe it. It's rare thing that the little fish eat up the big ones. Not that I sympathize with the stronger dog in the fight. On the contrary, the weaker one has my sympathy; but facts are stubborn certainties and will not fade before the ray of pity.

War is waging—not always openly—in

every avenue of trade, and is slowly and quietly, but just as surely, pushing the weaker ones aside. Take a walk through our smaller cities and enter the larger stores. Notice the enlargement of space, the crowding together of the stock, the new line of goods gradually slipping in—so gradually, in fact, as hardly to excite comment: To-day a special crockery department; by and bye ready made clothing; again a department of shelf hardware, including cutlery; another of boots and shoes, so that, in stores of this class in the largest cities, it is difficult to enquire for any class of goods and not find them.

I have before reverted to some of the causes leading to this condition of trade and incidentally mentioned the new departures in the manner of doing business as being responsible for the fruitless attempts, and the subsequent downfall, of the single-line dealers. If one man cannot command sufficient capital, he looks about for associates; and their united strength can hardly be successfully resisted, especially by an ordinary dealer. The poor young clerk who has just taken unto himself a wife, and opens an up-town grocery—with a cash capital, of say \$500 and \$200 more on credit—renting a modest little store, must not imagine this to be the sum of his investment. That costly comparatively modern innovation, ye delivery wagon and horse, with driver (which oftentimes goes a mile distant to deliver five pounds of sugar and two boxes of matches), must be purchased and stand ready to do its share of the work. To be sure, the modern bicycle package carrier might sometimes be used instead; but even this is "money without interest." But that delivery wagon! If its future usefulness and profit(?) could have been known, with the amount of money it has since cost to retain it, a bonfire would have been its winding sheet, and the muffled march of indignant merchants its memento mori. But to-day it is an arbitrary despot, and with "none so poor to do it reverence." Many claim considerable money might be saved to the retail dealers in any kind of merchandise, in the small town, by simply banding together and purchasing the outfit and employing one man at a good yearly salary; or by paying a certain sum per day to furnish his own two-horse conveyance and deliver the goods for them all. In this kind of service better satisfaction would be given to all parties, and at less than one-fourth the cost, with none of the annoyances of separate delivery.

In this later-day competition that merchant is fortunate whose meager profits will meet all current expenses and keep his stock in its normal condition, with no accumulating indebtedness. That all are laboring hard to accomplish this is patent to every observing customer.

Said a merchant with whom I was conversing a short time ago, "I seldom miss a cash sale if anything can be made from it." Before I left his store a lady came in and enquired the price of package coffee. "Sixteen cents," was the reply. She took out fifteen cents and laid it on the counter, and was searching her purse for a penny, when the dealer said, as if reluctantly, "I would not ask you for the other cent, Madam, but, truly, that missing penny is all the profit I make on the coffee." To those who understand the market reports it is unnecessary to say that the man told the truth.

Many merchants have been forced, by

the universal stagnation of business, to entirely abandon credit except to the few who are certain to contract small bills only and invariably meet these with cash every thirty days. Even this plan is often a crushing load for the merchant to carry. "To show you the scarcity of money," said one grocer to me, "it is not unusual for me to make three, and often four, different trades before the cash for the goods is deposited in my till. Only last week, I purchased six dozen eggs, for which my customer received his pay in sugar. The following day a man came in with some honey, for which he desired goods. I took the honey. He wandered about the store a minute and then said I might count out eggs in payment; and I was offering the eggs at the same price which I had paid for them in trade! I next bought five bushels of fine apples, for which the farmer took his pay in sugar, tea and coffee. Fortunately, a baker paid me cash for all the apples the same afternoon and the money went into my till."

The amount of profit in the several transactions need hardly be stated. And, in closing, it goes without saying that, for a long time past, no retail merchant needed be envied for the amount of filthy lucre that fell to his share.

FRANK. A. HOWIG.

The largest lobster ever seen or heard of was received and put on exhibition at the New York Aquarium the other day. He was caught by some fishermen in the ocean off Sandy Hook and brought to the Fulton market, where he was weighed and then sold to the Aquarium for \$10. His weight was thirty pounds. The largest lobster of which there is any previous record weighed twenty-five pounds. The acquisition measures nearly 4 feet and a half in length from the tip of his formidable claws to the

HEROLD-BERTSCH SHOE CO'S
CHINESE GOLF
TRADE MARK
EVERY PAIR WARRANTED.

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.

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.

RINDGE, KALMBACH & CO.

12, 14, 16 PEARL STREET

MANUFACTURERS AND JOBBERS OF

BOOTS, SHOES AND RUBBERS

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

BOSTON RUBBER SHOE CO.

SIXTY YEARS AGO.

An Octogenarian's Observations on
Mercantile Life of That Period.
Written for the TRADESMAN.

The grocery line of an old-time (miniature department) store was always curiously mixed. Whisky, instead of being considered a luxury, was regarded a necessity, especially by our farming customers. All the farmers, large or small, used to buy from one to five gallons each to use during their haying and harvest seasons. It used to be given out at regular intervals, each laborer taking his dram, if he wished, at 10 o'clock in the forenoon and 4 o'clock in the afternoon, the usual hours for the luncheon which was always sent to the field. Better proof whisky could be bought for 25 cents per gallon than can be had now for \$1.25. This custom among the farmers made it necessary for the merchant to sell it. No license was required, whisky being regarded as a legitimate item in the grocery trade.

The farmers were not the only buyers of wines and liquors. One or the other of both were kept in every family and it would have been considered a want of hospitality not to offer a caller or guest a glass at parting. True, it was as often declined as accepted, but the custom was generally maintained up to 1840.

Strange as it may seem, very little drunkenness was seen. I attribute this, in some degree, to the fact that most of the liquor drinking was indulged in under the restraining influences of the home circle. Another reason why the liquor habit was not so readily acquired may be found in the fact that there were no saloons, with their gilded trappings and seductive games, to decoy the young men from their homes. In 1830, the village where I lived, with a population of 2,500, was without a saloon. The only place where a drink of any kind of wine or spirituous liquor could be bought was at the hotels. This was during the era of the Washingtonian Temperance Reform, when the pledge did not include beer, cider or wine—it was only against distilled spirits. The crusade was waged chiefly against its abuse. But little, if anything, was said against its sale or manufacture. A merchant might be a good consistent "Washingtonian" and still sell his farmer customers their whisky. The merchant next door to where I was employed had a large whisky trade among the farmers, yet he was an active "Washingtonian" and used to exhort at temperance gatherings and often remonstrate with his farmer customers when he thought they returned their jugs too often. He had a wag in his employ who used to say that Deacon A. and himself were doing more for the Washingtonian temperance cause than any two men in Ontario county. When asked in what way he had anything to do with it, he would reply that the Deacon did the lecturing, while he—watered the whisky!

The tobacco trade was confined to but few grades or brands. P. Lorillard & Sons, of New York, were the largest manufacturers of fine cut, smoking and chewing tobacco in the United States. The smoking came in pounds, halves and quarters, in paper packages, very much as it comes now; the chewing in what were called "three penny papers." None was sold in bulk. Only two varieties of plug for chewing were known. One was a twisted plug about ten inches long and five-eighths of an inch

in diameter. It came in kegs of 100 pounds each, and so tightly pressed that packages had to be cut open before it could be retailed. The other variety was known as "Cavendish." The plugs were square and weighed two ounces each. It came in square oaken packages. These were of Virginia manufacture. All cigars were imported from Cuba. They were never sold by the merchants at retail, but were always kept in stock to supply country hotel-keepers and private families. That modern invention to poison our boys and fill our lunatic asylums with demented victims and our cemeteries with suicides' graves—the deadly cigarette—had not come into use. Chewing tobacco is about the only important article kept in grocery stocks that has escaped adulteration. I think the reason may be found in the fact that it is too vile in itself to admit of sophistication.

In the Tradesman's grocery price current, I notice but one variety of coffee—the Java—known by the same name to the dealer in 1835. There were two grades of Java coffee, known as "Old Government" and "Green Java." These were the highest in quality and price. Two other coffees—"San Domingo" and "Green La Guyra"—completed the list of coffees known to the trade. The last two were inferior in quality and their flavor was rank and strong. These sold at a much lower price than the Java varieties. Roasted or ground coffee was not an article of commerce. The raw berry was retailed in its native purity, and roasted and ground in hand mills at home. That harmless article of adulteration, chicory, was not in use. Sometimes a little browned barley was used by the farmer's wife, for sake of economy; but it remained for the soulless ingenuity of that cormorant crew of army contractors, in 1860 and later, to mingle and disguise anything that could be burned and ground and called "coffee," to rob the Government and poison the soldiers in the field.

It is interesting to note the changes and improvements that have taken place in almost every article of domestic use. Saleratus came in large cans, and was crystallized in lumps that required the use of a hammer to break into size for retailing. These the cook must either pulverize in an iron mortar or make fine with a rolling pin before using. This crude saleratus, with sour milk, took the place of baking powder—that unreliable mixture that is giving our pure food commissioners a giant's peck of trouble nowadays. Cream of tartar was known only as a drug, and was not used in the culinary art. The bluing used by the laundress was a lump of indigo tied up in a rag. The principal dried fruits were apples and peaches. These were furnished by the farmers' wives, in barter for other goods. Canned goods of every variety, that now occupy so important a place in an up-to-date family grocery stock, were unknown to the trade. Self-sealing glass cans—so common now in every household, and filled with delicious fruit in tempting variety—had not been invented. That expensive method of preserving—"pound for pound"—was the only form in which fruit of any kind could be enjoyed out of the fruit season. There was no place in the small show windows for the lumbering packages of the old-fashioned grocery stock. Occasionally might be seen a dried codfish hung by its rear extremity on the outside front door casing, or a box of tempting layer raisins in the window. What a contrast

the fine show windows of a modern grocery store present, with their pyramids of package goods tastefully arranged to tempt the palate or charm the eye of the passing possible customer!

W. S. H. WELTON.

Owosso, Mich.

Queerly-Named Colors—Necessity of Harmony in Costumes.

People wear Vesuvius red now, and elephant's breath, London smoke, tabac, crushed raspberry and strawberry, and robin's egg blue and other shades, but fashionable folks of old wore colors with names more odd-sounding still. Innocent infant was once a favorite color, and captain's glory; also a sad drab color known as penitent hermit. A gown of caterpillar brown might be adorned with trimmings of canary tail. A strong gray, blended with purple, was dubbed lively flea, and whereas there is now break-of-day pinks, milliners of a century ago trimmed poke bonnets with ruchings of thought-of-the-belowed-one and quillings of doe's belly.

A court beauty in the time Henry IV. of France affected a color known as mortal sin, and it came to be the rage forthwith; and common harm was another popular fancy for stomachers and petticoats.

One subtle, barely-hinted-at shade was christened stifled sigh. Dead alive was another anomalous color greatly in favor in Marie Antoinette's time, most of these out-of-the-way and rather undecided shades being chosen by women whose dainty coloring needed only an unobtrusive background to bring it into relief.

"Color has always been a study with French women," said a prominent modiste. "They are not timid in regard to its use and adornment, nor to a gown of a certain outline and ornament. I have been disappointed several times, when, as I thought, I had chosen both gown and hat with regard to harmony, to find that the tout ensemble was not becoming. A gown with the zouave or bolero effect, either in velvet or braided cloth, calls for a very different style of hat from the gown with a straight-cut bodice or surplice-draped waist. Often it is not the matter of shade or color that makes a woman appear not at her best, but a matter of texture and shape and cut. The style of hair dressing for an evening or dinner toilet should be tried with reference to the style of the gown that is to be worn, as much as with regard to the shape of the face.

There is a great deal to be thought about in the choosing of colors and no set rules may be given. A shade of red in dull silk or lustreless cloth that kills a woman of a certain type, that dulls her eyes and makes her look sallow, can be worn successfully by the same individual if developed in rich velvet or glossy broadcloth. Certain women maintain that green ruins them and are in despair because they can't wear it when it is in the fashion. I can dress any woman becomingly in green if I

can have my pick of textures and shades. A woman who could not wear any of the screaming colors now in vogue (in vogue because the pale Parisian belles of the moment look well in them) could always trust to green if she chose the right shade. She could not choose it in a minute; she would have to take some pains about it. The woman who aspires to be well dressed should think out conclusions for herself. To be well dressed does not mean buying and wearing the finest things in the best stores, but selecting such colors and styles and materials as will set off one's particular type to advantage."

A Dead Bargain.

A merry prelate was the late Catholic bishop of Newfoundland. He had a piano of which he desired to dispose, and which a friend, a Protestant doctor, desired to purchase. Considerable chaff ensued before the bargain was struck, at a price which the bishop declared ruinously low. The only vehicle in the town which would accommodate the piano was the hearse, and in this it was driven to the doctor's door, who came to the bishop in high dudgeon.

"Why on earth," he asked, "did you send my piano home in a hearse?"

The bishop's eyes twinkled as he answered:

"Why? Oh, because it was such a dead bargain."

Florida's orange groves' will about double in value this year, as a result of the favorable winter. It is reported that all crops are doing well and that prosperous times are expected.

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.

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
Widdicom 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.

Getting the People

Mistaken Methods—Mediums Which Do Not Bring Returns.

I saw recently the startling and peculiar announcement, in a newspaper published in Northern Michigan, that Blank & Co. have inaugurated a "Great Cut Pants Sale!"

To the observant reader, this statement will be susceptible of several constructions: First, the supposition arises that the pants which Blank & Co. have previously offered the public were uncut, like a new magazine, and were, therefore, crude and not up-to-date, as all stylish dressers must admit that, to obtain a well-fitting pair of trousers, they must pass through the operation of cutting at the hands of a skillful tailor. Uncut pants bring us back to the days of barbarism. They also suggest to our minds the little trousers originated for her first-born son by the loving but not an adept--in--the--cut--of--pants--making young mother. These diminutive garments were, apparently, cut, but only by some such instrument as a circular saw. I once heard of a little boy who, having put on such a pair of trousers, was compelled to enquire which way he was going.

Second, are the aforesaid trousers damaged in some manner? There have been instances in the history of pants where even a small cut, in certain portions of the garment, has been extremely embarrassing and disastrous—perhaps not causing thrones to totter and fall, but very often making reason to tremble on her pedestal. This is especially true in cases where the cut in the pants results from a small but forcible tack, fiendishly standing point upright in the chair which your best girl has assigned to your use. The cut in the pants is small, but the result is anything but pleasant.

I have called attention to this ridiculous statement in a ridiculous manner for the purpose of illustrating the carelessness of advertisers in preparing their publicity. The advertisement from which this catch line is taken is, otherwise, a practical statement of a sale of trousers at cut prices. "Great Cut Pants Sale" is the first line of the advertisement. A catch line, as all experienced advertisers are aware, should be one which will attract the respectful and interested attention of the buying public. There should be no possible opportunity for ridicule, although legitimate humor is permissible and often desirable; but when the reader's first sensation is laughter, provoked by the ignorance and carelessness of the advertiser, the selling effect of the advertisement is nullified and the money paid for it is wasted.

Too often, the argument used in defense of this slipshod construction of advertising is that it "is only an advertisement." And when you hear such an argument advanced, right there you may safely make up your mind that the user of such publicity is one of those who assert that advertising does not pay.

I have before me an advertisement of R. Peters & Company, published in the Munising (Mich.) Republican of March 19, which strikes me as being a peculiarly effective bit of unique publicity. I would not recommend it as a regular diet for the buying public, but, as a change from the stereotyped forms of advertisement writing, it is certainly valuable. I present it to the Tradesman's readers verbatim:

YAKE WRITES TO OLE.

Munising, Mich., March 17, 1897.
Meister Ole Oleson, Stockholm, Sweden:
May Deer Ole—Ay tank you bedder bean cummen dese kuntree oudt, youst so quivick as can. Meister Makinlay hay am de presdunt vat leaves en dose beeg vite hose down Vashangdon, an hay make dose gude times cummen purty quivick. Hay say more munnies fur dose mans vat bean vorken effery day purty gude, an not so much dem munnies fur dose stoore fellars.

Vell, ay youst bean valken down on dose Superior strate, en ay youst go en dose R. Peters & Company fellars stoore, an ay youst lukes me roundt an, by yimminie, dose stoore fellars hay bean vorken awful hardt, cus more as sixteen mans an vimmins en dose stoore vat vant some dose gude Sondag close, an shoes and buades an efferyting. Vell, ay youst lukes en odder stoore, vere dose R. Peters Company fellars sellen dose groceries, an ay seed beeg croudt off mans and vimmins vat cum fur buy some tings. Ay lukan fur more as few minits ett de fellar vat vaiten on der mans and vimmins, an ay tank ay seed awful familiar luke bout him, budt hay can't forgot where hay bean seed him a fore. Purty quivick hay look up an, by yimminie, ay foun may ole fren, Yim Yibson. Val, ay youst loff an so didt Yim. Hay say, "Yake, you youst cum en time fur bye effery tings awful scheep. Ve sole dose gudes close an shoes an dray gudes fur youst vat bean costen, an ve bean cellen dose groceries way down fur leetle munnies, an dose meets—vell, youst cum an see eff you no lake fur got sum." Vell, ay vent oudt en dose meet markedt an dere vas young fellar youst purty lukene lake sum gurl; hay call hem Eillie Rice; hay cutten dose meets fur more as ten mans an vimmins vat vant got sum fur eated hem. Vell, ay tank fur bye me van douller more et Peters Company fellars stoore as ay can bye fur tree douller et oeder fellars stoore; ay hed so much fur tree douller hay bean too much fur cary home, so Yim Yibson say, "Vell, Yake, you youst leve hem har an ay sen hem bye de hourse up an hay no costen you sum more."

Vell, ay tank, Ole, you youst beder cummen dis kuntree ober purty quivick, cus dose gude times cummen rite long, fur dose mans vat vorken effery day purty gude an bot effery ting at dose Peters Company fellars stoore.

Your oldt fren,

YAKE OBYORSON.

The great objection to this advertisement is its length, but this fault is largely overcome by its novelty.

I cannot resist reprinting an advertisement for a dye house, which appeared in a Wilmington, Del., paper recently. It is as follows:

Say, Rastus, jest go tell yer ma
Dat I won't be home to-night,
For I seed where Manhattan can
Dye a culud pusson white,
Suits cleaned and pressed, \$1.

After all's said and done, the merchant's best advertisement is the undeniably excellent quality of the goods he offers for sale. The advertisement cannot be too positive in its statements concerning the value of the wares, provided, of course, that all that is said is borne out by truth.

An odd piece of advertising is one which I discovered in the Westminster (London, Eng.) Budget. It knocks all previous efforts into a "cocked hat." I give it in full:

A Rear-Admiral's cocked hat was taken away from under the bench in the corridor on the left of the ball room facing the dais on the night of the State ball at Buckingham Palace, on July 10, and a Commander's cocked hat left in its place. The latter is now in the Lost Property Office, where its owner can recover it, and he is requested to return the Rear-Admiral's cocked hat.

So much for English brevity. An

American advertiser would have said more and only used half the number of words.

The oft-repeated statement made by merchants, that advertising in their home newspapers is not profitable, is sometimes, I am compelled to acknowledge, borne out by the facts. This failure of profits may be accredited to different factors, and one of these is the character of the publication itself.

A local paper, published in a country town, to be an effective advertising medium, giving full returns for the money invested, should be filled with bright, sparkling items of news, written in a clear, concise style, free from sarcasm, ludicrousness and senility. The tone of the paper should be such as to command respect and give dignity to the publication. Such newspapers never offend their readers and possess the confidence of the public, thereby making them valuable as advertising mediums. The reverse of all this is the case where the newspaper is made up of silly, personal nonsense, lacking every element of dignity and reliability. Where this state of affairs exists, it is not to be wondered at that advertisers complain of a lack of returns from their publicity.

To illustrate this folly on the part of some editors of country newspapers, I will reprint here a few items taken from a paper published in a town of 5,000 inhabitants. These are not imaginary, although I will admit that their actual publication in good faith seems beyond belief:

"Pay the printer."
"Spring, gentle Annie."
"Excuse us, but John Kiley's new boy is a girl. All doing well."

"The cream pony don't come this way any more."

"The bum got left."

"Jenny has no fun now."

"Ward Clark has had the measles."

"Fred still drives the gray."

"Too bad for the man to go home from church all alone."

"Rosetta at the gate, as usual."

"Abe is looking for a horse, yet he has not got Rhoda."

"Joe is on the marry."

"Nick has a horse and cart."

"Jack's son has a tooth."

"Johnny, get your gun."

"Jack and Tessie are soon to be married."

"The young man doesn't have to go up the hill north of the Johnson school-house since the dance. It's all fixed now."

"Alvin got it in the neck."

"Kate says Ed's toes are too long to waltz."

"Mrs. Skinner had a wood bee."

"George and Arthur have gone to pick the bark."

"George said if he had not stopped to consider the matter a little, he would have lost his rooster on the fight."

"Widow Lane has cleaned house. She's making all the girls jealous."

"The girl who lost her pocketbook got home just the same."

"Willie is fixing baby shoes."

"James made a fine preacher."

"One of the twins has been sick."

"There's a lovely cellar wall over on the Larabee place."

"The flowers will soon bloom in the spring, tra la."

"How's the coal bin?"

It is almost beyond the bounds of belief, but I will take oath that every one of these items appeared in a single issue, and they are complete—not abbreviated or changed in any particular. Further comment is unnecessary. Advertising in such newspapers cannot pay.

NEMO.

This Patent Ink Bottle FREE To Fly Button Dealers



WHAT ARE FLY BUTTONS?

They consist of six thick circular sheets of green poisoned paper three and one-half inches in diameter, with red label. The sheets are used in small saucers, and having no corners, are so cleanly, compared with large square sheets of CATHARTIC Fly Paper, that carry the poisoned liquor to outer side of dish. Will kill more FLIES or ANTS than any poison made. A neat counter display box, holding three dozen, costs you 90 cents, retailing for \$1.80. Each box contains a coupon, three of which secure the Ink Bottle free by mail; will never be troubled with thickened ink while using it; you would not part with it for cost of Fly Buttons. Should your jobber fail to supply your order, upon receipt of cash we prepay express.

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

The Fly Button Co., Maumee, Ohio.

Commercial Travelers

Michigan Knights of the Grip.

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

Michigan Commercial Travelers' Association.

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

United Commercial Travelers of Michigan.

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

Michigan Commercial Travelers' Mutual Accident Association.

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

Lake Superior Commercial Travelers' Club.

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

Gripsack Brigade.

G. B. Wilson, for the past three years on the road for Alexander Gordon, the Detroit cigar manufacturer, has transferred his allegiance to T. C. Ouellette.

M. S. Brown (Hazeltime & Perkins Drug Co.) will probably never wear an international medal for his skill as a wing shot. While at Sault Ste. Marie, a few days ago, he was invited to try his luck at shooting clay pigeons. He brought down three out of twenty-five.

In Illinois it is held that where a passenger who had just boarded a street car, and was walking to a seat, was injured because of the sudden starting of the car before the lapse of reasonable time for the passenger to seat himself, the company was liable for the injuries.

Fred L. Anderson (Rogers Shoe Co.) assures the Tradesman that the report that his collar bone was broken is without foundation and that, furthermore, he was never in the enjoyment of better health than at present. His appearance certainly tends to corroborate his statements.

A. W. Peck (Hazeltime & Perkins Drug Co.) has set his heart on attending the Paris exposition in 1900 and has already started a fund for that purpose. It is understood that Mrs. Peck is the custodian of the fund and that, under her administration, the fund is growing rapidly.

In Georgia it is decided that the fact that a conductor declined to receive a coin of a peculiar appearance, which, however, was legal tender, in payment for a fare, only because he in good faith believed it a counterfeit, did not relieve the carrier from liability for the conductor's ejection of the passenger, because of the latter's refusal to pay fare with other money.

D. J. McAllister, city salesman for Pingree & Smith (Detroit), recently made a trip through Canada and succeeded in placing the line with some of the best houses in the large cities. This firm has had a good Canadian trade for years and has arranged to work it more diligently hereafter. Mr. McKibbin will handle their line in Canada for the fall season and visit all the larger towns.

In Alabama plaintiff purchased a railroad ticket limited to the date indorsed thereon, and, although he did not read the indorsement, he knew that the company was selling such tickets, and his attention had been called to similar indorsements. On the conductor's refusal to accept said ticket, because it was out of date, plaintiff declined to pay fare, permitting himself to be led to the platform and gently ejected, after which

he re-entered the car and paid the fare to his destination. The Supreme Court holds that the plaintiff had no cause of action against the company.

In Illinois defendant sold to plaintiff ticket brokers a quantity of tickets over its own road, with coupons attached for transportation over a connecting line. Such tickets were issued under an agreement with said connecting road, and were for a number of years honored by the latter road, and until it passed into the hands of a receiver, who was ordered by the Federal Court to refuse to accept for passage the remainder of said tickets. The Supreme Court holds that in selling said coupons defendant acted merely as agent for the connecting line, and was not liable for the latter's failure to perform in the contract.

Quarterly Meeting of the Board of Directors, M. K. of G.

Flint, March 27.—The second regular meeting of the Board of Directors of the Michigan Knights of the Grip was held at the Hotel Downey, Lansing, Saturday, March 27. All were present except Director Streat.

Secretary Slaght presented his financial report, showing total receipts, since taking the books, in the general fund of \$188; in the death fund of \$154; in the deposit fund of \$40, making a total of \$382, for which he holds the Treasurer's receipts. The report was approved by the Finance Committee and adopted and placed on file.

Treasurer McNolty reported a balance of \$762.49 in the general fund, \$575.59 in the death fund and \$208.50 in the deposit fund, making a total of \$1,546.58. The report was accompanied by a statement from the Cashier of the People's National Bank of Jackson, showing he had the above amount in the Bank to his credit. The report took the same course as that of the Secretary.

A communication from G. W. Lampkins was read and discussed and J. J. Frost was authorized to close up the matter with Mr. Lampkin according to contract.

The following bills were allowed on the recommendation of the Finance Committee:

F. M. Tyler, attendance at Board meeting	\$ 5 50
Chas. McNolty, attendance at Board meeting	2 23
Chas. L. Stevens, attendance at Board meeting	5 86
A. F. Peake, attendance at Board meeting	4 54
John R. Wood, attendance at Board meeting	5 02
B. D. Palmer, attendance at Board meeting	3 52
D. C. Slaght, attendance at Board meeting	3 75
Fred J. Pierson, printing	29 12
Werkheiser & Sons, printing	13 75
Weller & Austin, printing	3 50
Tradesman Company, printing	14 90
M. E. Carlton	80
GEO. E. Childs	70
D. C. Slaght, salary	54 70
D. C. Slaght, postage	17 80
Chas. McNolty, salary	7 64

The Finance Committee reported that they had examined the books of the Secretary and Treasurer and found them to be correct.

Proofs of death of Samuel B. Hayward, of Flint, were presented and approved and the Secretary was ordered to draw a warrant on the Treasurer in favor of the beneficiary for \$500.

Treasurer McNolty reported that after the payment of the above claim there would be less than \$500 in the death fund. The Board thereupon ordered the Secretary to issue Assessment No. 1, under date of April 15, for \$2.

President Hammill addressed the Board in regard to the Nashville exposition, whereupon Director Peake presented the following resolution, which was adopted:

Resolved, That the Board concurs with President Hammill in the opinion that it was not the sense of the State convention at Detroit, in electing delegates to the Nashville convention, that the Association should pay the expenses of such delegates.

The Board adjourned, to meet at the Hotel Downey, Saturday, June 5.
D. C. SLAGHT, Sec'y.

SUCCESSFUL SALESMEN.

Harry L. Broughton, Representing J. L. Prescott & Co.

Harry L. Broughton was born in London, England, March 15, 1860. His father was an asphalt manufacturer, being the first man to introduce Trinidad asphalt to the attention of the English people. Mr. Broughton attended St. Leonards Collegiate School at St. Leonards, subsequently entering Hurstcourt College at Ore. On leaving the latter institution, he entered the Government service, his first assignment being in the Educational Department at Whitehall. He was subsequently transferred to the custom house at Gloucester, where he remained until 1887, when he decided to come to America, locating in the Lake region in Upper Ontario, where he followed, successively, the occupations of woodsman, surveyor, foreman and contractor. Two years later he removed to Toronto, where he purchased an interest in the Dan foundry, which he engaged to manage. Finding the business unprofitable, he removed to Buffalo and engaged to travel in Michigan, Ohio and Pennsylvania for a wholesale house in the stove polish line. Five years ago he engaged to cover Michigan for J. L. Prescott & Co., of New York, whom he has represented ever since.

Mr. Broughton is a member of the Knights of Pythias and also of the Masonic order, having advanced as far as the Chapter. He is naturally inclined to athletics, his favorite sports being rowing and football. While in college and in the Government service in England, he was a member of a crack football club and was unanimously selected to play in the "West of England" combination. Mr. Broughton is a member and stockholder in the Bear River Club, at North Newry, Me., and spends six weeks every summer in the mountains, hunting and fishing. The resort is on the line between Maine and New Hampshire and the club which owns the resort not only furnishes needed recreation to the members but comfortable dividends for the stockholders.

Mr. Broughton is unmarried, probably due to the fact that he does not remain in one place long enough to get well enough acquainted to propose to any one of his numerous lady acquaintances.

He is genial in disposition, fine looking in appearance and an intelligent conversationalist, and the Tradesman wishes him no worse luck than that he may eventually settle down in some one of the thriving towns of Michigan and build up a home that will be in keeping with his circumstances and surroundings.

Will the Factor Plan Go?

From the Grocery World.

There is a growing belief among wholesale grocers that the new tariff bill now under consideration by Congress will result in the abolition of the factor plan, now governing the Sugar Trust's sale of sugar to wholesale grocers. This plan has been in operation somewhat over a year, and, on the whole, has worked a decided improvement to the conditions which surround the wholesaling of sugar. It has assured the jobber a profit of 3-16 per pound, as against a former condition in which he often made nothing and sometimes even lost. There are some disadvantages about the factor plan, but, taken as a whole, it has given very general satisfaction. It will not be the wholesalers who will take the initiative in its abolition.

The expectation is now that the Sugar Trust will have to abolish the factor

plan in self-defense. In the first place, if the tariff bill passes with its present sugar schedule, the Trust cannot afford to continue the 3-16 rebate, because foreign sugar will be sold everywhere in competition with it at a lower rate, which will make it impolitic for the Trust to insist that the price of its product be maintained. The competition on sugar from Arbuckle Bros. will also probably be a factor. It is believed that by next September or October the Arbuckles will be in a position to sell granulated sugar, with a probable output of at least 5,000 to 7,000 barrels per day. As it is highly improbable that they will market their products under the factor arrangement, the jobber will be enabled to sell it at whatever price he pleases, which will give the Trust product, at a higher price, very little field.

Another factor which is looked to to have an effect upon the situation is the Crothers Anti-trust bill, which is now pending in the Pennsylvania Legislature. This bill is now in a fair way to become a law. If it does, it will strike directly at the factor method of selling goods, which makes the wholesalers simply agents or commission merchants.

While the jobbers are in the main in favor of the factor plan, and would not lift a hand to secure its abolition, there will be no tears shed if it is withdrawn. Unquestionably the sale of sugar at a cut rate forms a strong leverage for the securing of orders on other goods.

SUSPENDERS

N. E. Web and Leather, or all Leather. Swing, Swing, Swing. Are you in it? Popular retail prices, 25 and 35 cts. Write

GRAHAM ROYS & CO., MFRS.,
Flitch Place - Grand Rapids, Mich.

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. PENNOVER, 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.

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. BURGEE, Traverse City
S. E. PARKILL, Owosso
F. W. R. PERRY, Detroit
A. C. SCHUMACHER, Ann Arbor
GEO. GUNDRUM, Ionia

Term expires
Dec. 31, 1896
Dec. 31, 1897
Dec. 31, 1898
Dec. 31, 1899
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, Ann Arbor.
Secretary, B. SCHROEDER, Grand Rapids.
Treasurer, CHAS. MANN, Detroit.
Executive Committee—A. H. WEBBER, Cadillac;
H. G. COLMAN, Kalamazoo; GEO. J. WARD, St. Clair;
A. B. STEVENS, Detroit; F. W. R. PERRY, Detroit.

The Drug Market.

Acids—General market has a firm undertone. Reason, proposed tariff changes. German benzoic, higher. Large sales are going forward of carbolic in bulk and pound bottles have advanced. Salicylic is higher, and no large orders are being accepted. Tartaric, also, is higher.

Alum—Steady.

Arsenic—A firmer feeling prevails as to powdered white.

Burgundy Pitch—Steady.

Cantharides—Consuming demand fair, prices firm.

Castor Oil—Firm, with a fair business doing.

Cinchonidia—Quiet but steady.

Cocaine—Market is still hardening, but there is no change to note in prices. The tendency, however, is upward and holders are not anxious to sell.

Codeine—Market continues firm at the recent advance.

Cod Liver Oil—No change in prices, but tone of the market is steadier, and holders are not so desirous to force business.

Colocynth Apples—Quotations are being maintained.

Cream Tartar—Manufacturers have advanced prices.

Essential Oils—Native lemongrass is higher.

Flowers—All varieties chamomile active and steady. The stock of prime German is nearly exhausted and business is mostly in Roman.

Glycerine—Lower and weak, owing to sharp competition.

Gums—Asafoetida, very steady, with a good seasonable demand. Camphor is unsettled, but the tendency is firm, owing to the strong position of crude abroad. Demand active.

Juniper Berries—Firm views are entertained by holders of the limited stock of prime quality and offers are sparing.

Leaves—Short buchu, fair consuming demand. Senna, all varieties moderately active. Coca, firm, on account of stronger foreign markets.

Lycopodium—Firm.

Mercurial Preparations—Firm at the recent advance.

Morphine—Firm at the recent advance of 20c per ounce.

Naphthaline—Good seasonable demand and quotations firmly sustained. Holders are offering very sparingly; an advance is anticipated in the near future.

Opium—It is reported that efforts are being put forth to have the proposed duty changed to \$2 per pound.

Quicksilver—Demand moderately active, undertone firm, values well maintained.

Rochelle Salts—Firm.

Roots—Ipecac, good seasonable de-

mand, prices steady. Mexican sarsaparilla, quiet, but reasonably firm. Jalap, barely steady. Jamaica ginger, tone stronger. The market will, in all probability, go higher for all varieties of rhubarb. Burdock, scarce and advanced. Mandrake, firmer, on account of scarcity.

Seeds—General market presents a quiet appearance; but the recent advances due to the proposed changes in the tariff law have been sustained, and there is no inclination to force business by the making of concessions. Canary, steady. Rape, very firm, the supply being light. Italian fennel, scarce and firm. Coriander, very active, and quite a bit of business is reported to have been done in anticipation of the $\frac{1}{2}$ c per pound duty.

Seidlitz Mixture—Firm.

Silver, Nitrate—Moderate movement on consuming orders.

Keep Animals Out of the Drug Store.

From the Pharmaceutical Era.

We must file our protest against the increasing use of animals for advertising medicines. There is something about almost every animal which does not appeal favorably to the finer sensibilities of refined people, and much less to sick people. We noticed recently a picture of a pig with a baby's face, to advertise the fact that a certain medicine would make the babies as fat as pigs. It strikes us that such an advertisement has just the opposite effect to that intended, and would prejudice any fond mother against giving this medicine to her baby. It is quite the fad for some manufacturers to fill up the druggist's show windows with animals. The glittering little gold fish in his water home has long been used in the drug store as a pleasing attraction, and the voice of the canary or the mocking bird is not unpleasant to visitors, but to fill up one's show windows with frogs, or snakes, or alligators, or mud turtles, or guinea pigs, or in fact any kind of an animal that is repulsive to delicate natures is the last thing that ought to be permitted in a drug store. The drug shop, like the sickroom, should be made as pleasant as possible, so do not drive customers away by turning your show windows into a menagerie. There are enough pleasant things one can employ which will bring trade, and leave a good taste in the customers' mouths.

Any druggist will act wisely if he follows the rule of never permitting anything in his store for advertising purposes which, in the slightest degree, produces an unpleasant sensation or is repulsive to the most delicate and refined natures. Such are not fit subjects for drug store displays.

Slightly Sarcastic.

When you arrive in the morning, don't prepare yourself for work before your employers do. Quit promptly at closing time. Be prompt in going home, even if you're not punctual in the morning.

Should you accidentally arrive in the morning before the managers do, put in your time reading the daily papers or warbling the latest popular songs.

When you leave in the evening, be sure your employers are still working. If they need your services when you're gone, they will appreciate them all the more, and no doubt will be glad for you to go early.

Should your employers leave the office for any length of time, write to your sweetheart, read the latest novel, talk to the typewriter, or call up your girl on the telephone. Her employers will be pleased, of course, and in this way you will kill two birds with one telephone.

If you don't feel well, stay at home and take a rest. Your employers do so—why not you? Should you go down to the office? You'd have to work.

Remember, your main object should be to obtain the greatest amount of salary for the least amount of work.

Relation of Manufacturers to Department Stores and Cutters.

Written for the TRADESMAN.

The greatest question of the day to the retail grocer is, What can be done in relation to keeping the articles handled by legitimate grocery stores out of the department stores, and in what way can we do it?

First, I would suggest a hearty cooperation of all the retail grocers in the State, standing shoulder to shoulder, using as few as possible of the goods they manufacture and sell to these stores. Now you may say, "It cannot be done." It must be done—possibly not at once; but, by constantly refusing to buy from the factories that persist in selling the department stores, you are bound to win in the end. You may ask, "How?" Simply in this way: Let all the members of your Association throughout the country notify the manufacturers that you, as a body, will use the minimum amount of these products if they persist in selling these stores.

They may not at first take any notice of it. But do you mean to tell me that any sensible manufacturer will not, in a very short time, realize that his trade is falling off, and come to terms with the legitimate grocer? For who handles the most of his products—the department store or the legitimate grocer? The grocer every time. You may say that the department store will get the goods at any cost. Possibly, but if the manufacturer refuse to sell them direct, they cannot get them at a price they can cut the life out of; and, as they pay a higher price, getting them in a round-about way, they will soon get tired of selling goods at no profit, or at a very slight one.

Another way to stop the department store handling your line of goods is this: Let all the grocers combine with their families not to purchase anything in any line at their store. How long could they last? Try it and see.

I believe that most of the manufacturers would give up selling or allowing the jobbers to sell the department stores if they were notified that you would not handle their goods. "Well," you say, "we have got to handle them." Well, that may be—to a certain extent; but do you mean to tell me that a body of men as intelligent as the Michigan grocers are are not salesmen enough to get their trade to handle another piece of goods of the same line and character, it being equally as good? You cannot make me believe that. You

must have had years of experience in selling all kinds of goods and, certainly, when it is to your best interest you can sell any line.

I can call to mind where a certain manufacturer sold 90 per cent. of the retail trade in his city with the understanding that the department store should not have their goods, and before that party left town they all had them and were selling them for less than you bought them at. Is it right? In my business I often have calls from the department stores for my goods, which I positively refuse to sell them. And I have a list of the department and cutting stores at my factory; and if, in any way, an order goes in, we turn it down. Now, if one factory or dealer can do it, others can if they will; and the sooner the retail grocers come to the conclusion to handle only such goods, the more money they will make. Today, the grocers with the low prices on all staples are making less money than ever before, simply because the department store and the cutter gets in their work. And it is not right.

In conclusion, I would say: Give this method a trial and see if at the end of six months you have not got most of the manufacturers in line. WM. WEED.

The School of Experience.

I have been guilty of one or two things that were wrong as a business man. I have scattered my energies, invested my resources in too many lines of business. I figured that an investment in one line which would bring me good returns would recoup me for an investment in another line which did not pay so well. But, gentlemen, I have found that those men in the Northwest who were successful were those who stuck to one thing. Throughout the country those men who have been successful are those who started early in life, invested in one thing and stuck to it. I have found it bad business policy to borrow money at 6 per cent to loan at 8 per cent. Too often your note becomes payable and you are depending on the prompt payment of your loans at 8 per cent., which you do not always get. F. G. WINSTON.

Where one indorses a note before delivery the obligation is joint and several.

PATENT MEDICINES

Order your patent medicines from
PECK BROS., Grand Rapids.

"MASTER" "YUMA"

The best 5 cent cigars ever made. Sold by

BEST & RUSSELL CO., CHICAGO.

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



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 \$30.00 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—Benzoic Acid, Carbolic Acid, Tartaric Acid, German Chamomile, Oil Cloves.
Declined—Glycerine.

Acidum		Conium Mac.	
Aceticum	80 10	Copaiba	1 20 1 30
Benzolcum, German	80 10	Cubeba	1 20 1 30
Boracic	15	Erechtithos	1 20 1 30
Carbolicum	20 41	Erigeron	1 20 1 30
Citricum	44 46	Gaultheria	1 20 1 30
Hydrochlor	3 5	Geranium, ounce	1 20 1 30
Nitricum	8 10	Gossypii, Sem. gal.	50 60
Oxalicum	10 12	Hedema	1 0 1 10
Phosphorium, dil.	15	Junipera	1 50 2 00
Salicylicum	45 50	Lavendula	90 2 20
Sulphuricum	13 14	Limonis	1 2 1 40
Tannicum	1 40 1 60	Mentha Piper.	1 60 2 20
Tartaricum	36 38	Mentha Verid.	2 6 2 75
Ammonia		Morhuus, gal.	1 50 1 60
Aqua, 16 deg.	4 6	Myrica	4 00 4 50
Aqua, 20 deg.	6 8	Olive	75 3 00
Carbonas	12 14	Picea Liquida	10 12
Chloridum	12 14	Picea Liquida, gal.	10 12
Aniline		Ricina	99 1 04
Black	2 00 2 25	Rosmarini	1 00
Brown	80 1 00	Rosa, ounce	6 50 8 50
Red	45 50	Succini	40 45
Yellow	2 50 3 00	Sabina	90 1 00
Baccæ		Santal	2 50 7 00
Cubese, po. 18	13 15	Sassafras	50 55
Juniperus	6 8	Sinapis, ess., ounce	1 40 1 50
Xanthoxylum	25 30	Thyme	40 50
Balsamum		Thyme, opt.	1 60
Copaiba	60 65	Theobromas	15 20
Peru	40 45	Potassium	
Terabin, Canada	80 85	Bi-Barb.	15 18
Tolutan	80 85	Bichromate	13 15
Cortex		Bromide	48 51
Abies, Canadian	18	Carb.	12 15
Cassia	12	Chlorate, po. 17@19c	16 18
Cinchona Flava	18	Cyanide	50 55
Euonymus atropurp	30	Iodide	2 90 3 00
Myrica Cerifera, po.	20	Potassa, Bitart, pure	29 31
Prunus Virgini.	12	Potassa, Bitart, com	15 16
Quillaia, gr'd.	12	Potassa Nitras, opt.	8 10
Sassafras, po. 18	12	Potassa Nitras	7 9
Ulmus, po. 15, gr'd	15	Prussiate	25 28
Extractum		Sulphate po	15 18
Glycyrrhiza Glabra	24 25	Radix	
Glycyrrhiza, po.	28 30	Aconitum	20 25
Hematox, 15 lb box	11 12	Althea	22 25
Hematox, 15	13 14	Anchusa	12 15
Hematox, 1/4s	14 15	Arum po.	12 15
Hematox, 1/4s	16 17	Calamus	20 25
Ferru		Gentiana, po. 15	12 15
Carbonate Precip.	15	Glycyrrhiza, pv. 15	16 18
Citrate and Quinia	2 25	Hydrastis Canaden.	40 45
Citrate Soluble	20 25	Hydrastis Can., po.	15 20
Ferrocyanidum Sol.	50	Hellebore, Alba, po.	15 20
Solut. Chloride	15	Inula, po.	15 20
Sulphate, com'l., by	2	Ipecac, po.	1 65 1 75
Sulphate, com'l., by	35	Iris plox., po. 35@38	35 40
Sulphate, pure	7	Jalapra, pr.	40 45
Flora		Maranta, 1/4s	22 25
Arnica	12 14	Podophyllum, po.	75 1 00
Anthemis	18 25	Rhei, cut.	1 25
Matricaria	30 35	Rhei, pv.	75 1 35
Folia		Spigelia	35 38
Barosma	15 20	Sanguinaria, po. 30	30 35
Cassia Acutifol., Tin-	18 25	Serpentaria	40 45
nevelly	25 30	Senega	40 45
Cassia Acutifol., Alx.	25 30	Similax, officinalis H	10 12
Salvia officinalis, 1/4s	12 15	Squilla, M.	10 12
and 1/4s	12 15	Symplocarpus, Poti-	10 12
Ura Ursi	8 10	us, po.	25 30
Gummi		Valeriana, Eng. po. 30	15 20
Acacia, 1st picked	45 50	Valeriana, German	15 20
Acacia, 2d picked	45 50	Zingiber a.	12 15
Acacia, 3d picked	45 50	Zingiber j.	25 27
Acacia, sifted sorts	28 30	Semen	
Acacia, po.	60 80	Anisum, po. 15	12 15
Aloe, Barb. po. 20@25	14 18	Apium (graveleons)	13 15
Aloe, Cape, po. 15	12 15	Bird, Is.	4 6
Aloe, Socotri, po. 40	30 35	Carul, po. 18	10 12
Ammoniac	55 60	Cardamon	1 25 1 75
Assafetida, po. 30	22 25	Coriandrum	8 10
Benzoinum	50 55	Cannabis Sativa	3 4 4
Catechu, Is.	12 15	Cydonium	75 1 00
Catechu, 1/4s	12 15	Chenopodium	10 12
Catechu, 1/4s	16 18	Dipteris Odorata	2 90 3 00
Camphora	45 55	Foeniculum	10 12
Euphorbium, po. 35	10 12	Foenugreek, po.	7 9
Galbanum	1 00	Lini	2 4 4
Gamboge po.	65 70	Lini, gr'd. bbl. 2 1/2	3 4 4
Gualacum, po. 35	45 50	Lobelia	35 40
Kino, po. 34.00	45 50	Pharlaris Canarian	3 4 4
Mastic	60 65	Rapa	4 5 5
Myrrh, po. 45	40 45	Sinapis Albu	7 8
Opil., po. 38.80@4.00	75 80	Sinapis Nigra	11 12
Shellac	40 45	Spiritus	
Tragacanth	50 60	Frumentum, W. D. Co.	2 00 2 50
Herba		Frumentum, D. F. R.	2 00 2 50
Absinthium, oz. pkg	25 30	Frumentum	1 25 1 50
Eupatorium, oz. pkg	25 30	Juniperis Co. O. T.	1 65 2 00
Lobelia, oz. pkg	25 30	Juniperis Co.	1 75 2 00
Majorum, oz. pkg	25 30	Saacharum N. E.	1 90 2 10
Mentha Pip. oz. pkg	23 25	Spt. Vini Galli	1 75 6 50
Mentha Vir. oz. pkg	23 25	Vini Oporto	1 25 2 00
Rue, oz. pkg	39 40	Vini Alba	1 25 2 00
Tanacetum Voz. pkg	22 25	Sponges	
Thymus, V. oz. pkg	25 30	Florida sheeps' wool	2 50 2 75
Magnesia		Nassau sheeps' wool	2 00
Calcined, Pat.	55 60	Velvet extra sheeps'	2 00
Carbonate, Pat.	20 22	wool, carriage	1 10
Carbonate, K. & M.	20 25	Extra yellow sheeps'	85
Carbonate, Jennings	35 36	wool, carriage	85
Oleum		Grass sheeps' wool,	75
Absinthium	3 25 3 50	carriage	65
Amygdale, Dule	30 35	Hard, for slate use	75
Amygdale, Amare.	8 00 8 25	Yellow Reef, for	1 40
Anisi	2 10 2 20	slate use	1 40
Aurant Cortex	2 00 2 20	Syrups	
Bergamili	2 25 2 30	Acacia	50 55
Caliputi	75 80	Aurant Cortex	50 55
Caryophylli	55 60	Zingiber	50 55
Cedar	35 40	Ipecac	50 55
Chenopadi	40 45	Ferri Iod.	50 55
Cinnamoni	1 80 2 00	Rhei Arom	50 55
Citronella	45 50	Smilax Officinalis	50 55
		Senega	50 55
		Scilla	50 55

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

Soda Fountain Specialties







Special Vanilla Flavoring	p. lb. \$0 50
Strictly Pure Extract Vanilla**	p. lb. 1 25
Strictly Pure Extract Vanilla*	p. lb. 1 00
Soluble Extract Lemon	p. lb. 75
Soluble Extract Orange	p. lb. 75
Belfast Ginger Ale Extract Soluble	p. lb. 65
Harry Root Beer Extract	p. lb. 35; p. gall. 2 00
Acid Phosphates	p. gall. 75
Gum or Soda Foam	p. lb. 25; p. gall. 1 75
Wild Cherry Phosphates	p. lb. 40; p. gall. 3 00
Fruit Acid	p. lb. 50
Pepsin Cordial	p. lb. 50
Fruit Coloring, improved for Syrup	p. lb. 35; p. gall. 2 50
Hance Bros. & White Fruit Juices	p. gall. 1 75
Hance Bros. & White Concentrated Syrups	p. gall. 1 75
Hance Bros. & White Chocolate	p. gall. 1 00
McKesson & Robbins Fruit Juices	p. gall. 1 00
J. Hungerford Smith Concentrated Fruit Syrup	p. gall. 1 00
Scully's Rock Candy Syrup	p. gall. 1 00
Fountain Syrups, all flavors, ready for use	p. gall. 1 00

Hazeltine & Perkins Drug Co.

Grand Rapids, Mich.

GROCERY PRICE CURRENT.

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

AXLE GREASE. doz. gross Aurora.....55 6 00 Castor Oil.....60 7 00 Diamond.....50 5 50 Frazer's.....75 9 00 IXL Golden, tin boxes 75 9 00 Mica.....70 8 00 Paragon.....55 6 00 BAKING POWDER. Absolute. 1 lb cans doz.....45 1 lb cans doz.....85 1 lb cans doz.....1 50 Acme. 1 lb cans doz.....45 1 lb cans doz.....75 1 lb cans doz.....1 00 El Purity. 1 lb cans per doz.....75 1 lb cans per doz.....1 20 1 lb cans per doz.....2 00 Home. 1 lb cans 4 doz case.....35 1 lb cans 4 doz case.....55 1 lb cans 2 doz case.....90 JAXON 1 lb cans, 4 doz case.....45 1 lb cans, 4 doz case.....85 1 lb cans, 2 doz case.....1 60 Our Leader. 1 lb cans.....45 1 lb cans.....75 1 lb cans.....1 50 Peerless. 1 lb. cans.....85 BASKETS.  Standard Bushel.....1 25 Extra Bushel.....1 75 Market.....3 50 1/4 bushel, bamboo del'ry. 3 30 1/2 bushel, bamboo del'ry. 4 00 1 bushel, bamboo del'ry. 5 00 Iron strapped, 50c extra. Diamond Clothes, 30x16.....2 50 Braided Splint, 30x16.....4 00 BATH BRICK. American.....70 English.....80 BLUING. CONDENSED PEARL BLUING 1 doz. pasteboard Boxes.....40 3 doz. wooden boxes.....1 20 BROOMS. No. 1 Carpet.....1 90 No. 2 Carpet.....1 75 No. 3 Carpet.....1 50 No. 4 Carpet.....1 15 Parlor Gem.....2 00 Common Whisk.....70 Fancy Whisk.....80 Warehouse.....2 25 CAKE FROSTING. Nacretin, per doz.....2 25 Two doz. in case assorted flavors—lemon, vanilla and rose. CANDLES. 8s.....7 16s.....8 Paraffine.....8 CANNED GOODS. Manitowoc Peas. Lakeside Marrowfat.....1 00 Lakeside E. J.....1 30 Lakeside, Gem. of Eng.....1 40 Lakeside, Cham. Ex. Sifted. 1 65 CHOCOLATE. Walter Baker & Co.'s. German Sweet.....22 Premium.....31 Breakfast Cocoa.....42 CLOTHES LINES. Cotton, 40 ft, per doz.....1 00 Cotton, 50 ft, per doz.....1 20 Cotton, 60 ft, per doz.....1 40 Cotton, 70 ft, per doz.....1 60 Cotton, 80 ft, per doz.....1 80 Jute, 60 ft, per doz.....80 Jute, 72 ft, per doz.....95	CHEESE. Acme.....11 Amboy.....11 1/4 Gold Medal.....11 1/2 Ideal.....11 1/4 Jersey.....11 1/4 Lenawee.....11 1/4 Riverside.....11 1/4 Sparta.....10 1/4 Brick.....75 Edam.....15 Leiden.....15 Limburger.....43 Pineapple.....18 Sap Sago.....18 Chicory. Bulk.....5 Red.....7 CATSUP. Columbia, pints.....4 25 Columbia, 1/2 pints.....2 50 CLOTHES PINS. 5 gross boxes.....45 COCOA SHELLS. 20 lb bags.....2 1/4 Less quantity.....3 Pound packages.....4 CREAM TARTAR. Strictly Pure, wooden boxes. 35 Strictly Pure, tin boxes.....37 COFFEE. Green. Rio. Fair.....17 Good.....18 Prime.....19 Golden.....20 Peaberry.....22 Santos. Fair.....19 Good.....20 Prime.....22 Peaberry.....23 Mexican and Guatemala. Fair.....21 Good.....22 Fancy.....24 Maracaibo. Prime.....23 Milled.....24 Java. Interior.....25 Private Growth.....27 Mandehling.....28 Mocha. Imitation.....25 Arabian.....28 Roasted. Clark-Jewell-Wells Co.'s Brands Fifth Avenue.....30 Jewell's Arabian Mocha.....30 Wells' Mocha and Java.....25 1/2 Wells' Perfection Java.....25 1/2 Sanchito.....23 Valley City Maracaibo.....20 Ideal Blend.....16 1/2 Leader Blend.....14 Worden Grocer Co.'s Brands Quaker Arabian Mocha.....31 Quaker Mandehling Java.....31 Quaker Mocha and Java.....29 Toko Mocha and Java.....26 Quaker Golden Santos.....23 State House Blend.....22 Quaker Golden Rio.....30 Package. 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 00 Jersey.....13 00 McLaughlin's XXXX.....13 00 Extract. Valley City 1/4 gross.....75 Felix 1/4 gross.....1 15 Hummel's foil 1/4 gross.....85 Hummel's tin 1/4 gross.....1 43 Kneipp Malt Coffee. 1 lb. packages, 50 lb. cases 9 1 lb. packages, 100 lb. cases 9 CONDENSED MILK. 4 doz in case. Gall Borden Eagle.....6 75 Crown.....6 25 Daisy.....5 75 Champion.....4 50 Magnolia.....4 25 Challenge.....3 50 Dime.....3 35	COUPON BOOKS.   Tradesman Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Economic Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00  Universal Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Superior Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Coupon Pass Books. Can be made to represent any denomination from \$10 down. 20 books.....1 00 50 books.....2 00 100 books.....3 00 250 books.....6 25 500 books.....10 00 1000 books.....17 50 Credit Checks. 500, any one denom'n.....3 00 1000, any one denom'n.....5 00 2000, any one denom'n.....8 00 Steel punch.....75 DRIED FRUITS—DOMESTIC Apples. Sundried.....2 1/4 Evaporated 50 lb boxes.....4 California Fruits. Apricots.....9 @ 10 1/2 Blackberries.....6 @ 10 1/2 Nectarines.....7 @ 9 Peaches.....7 1/2 @ 9 Pears.....8 @ 9 Pitted Cherries.....12 Raspberries.....12 California Prunes. 100-120 25 lb boxes.....3 1/2 90-100 25 lb boxes.....4 1/4 80-90 25 lb boxes.....4 1/2 70-80 25 lb boxes.....5 1/4 60-70 25 lb boxes.....6 50-60 25 lb boxes.....6 1/2 40-50 25 lb boxes.....7 30-40 25 lb boxes.....7 1/2 1/4 cent less in 50 lb cases Raisins. London Layers 3 Crown.....1 60 London Layers 5 Crown.....2 50 Delicias.....3 25 Loose Muscatels 3 Crown.....5 Loose Muscatels 5 Crown.....6 Loose Muscatels 4 Crown.....7 FOREIGN. Currants. Patras bbls.....4 1/2 Vostizzas 50 lb cases.....4 1/2 Cleaned, bulk.....5 Cleaned, packages.....6 1/2 Peel. Citron American 10 lb bx @ 14 Lemon American 10 lb bx @ 12 Orange American 10 lb bx @ 12 Raisins. Ondura 25 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	FARINACEOUS GOODS. Farina. Bulk.....3 Grits. Walsh-DeRoo Co.'s.....2 00 Hominy. Barrels.....2 25 Flake, 50 lb. drums.....1 00 Lima Beans. Dried.....3 1/2 Macaroni and Vermicelli. Domestic, 10 lb. box.....60 Imported, 25 lb. box.....2 50 Pearl Barley. Common.....1 1/4 Chester.....2 Empire.....2 1/4 Peas. Green, bu.....80 Split, per lb.....2 1/4 Rolls Oats. Rolled Avena, bbl.....3 30 Monarch, bbl.....2 80 Monarch, 1/4 bbl.....1 55 Private brands, bbl.....2 75 Private brands, 1/4 bbl.....1 50 Quaker, cases.....3 20 Sago. German.....4 East India.....3 1/4 Wheat. Cracked, bulk.....3 24 2 lb packages.....2 40 Fish. Cod. Georges cured.....4 Georges genuine.....4 1/4 Georges selected.....5 1/2 Strips or bricks.....5 @ 8 Halibut. Chunks.....10 Strips.....9 Herring. Holland white hoops keg.....65 Holland white hoops bbl.....8 00 Norwegian.....8 00 Round 100 lbs.....2 50 Round 40 lbs.....1 30 Scaled.....13 Flackerel. No. 1 100 lbs.....11 00 No. 1 40 lbs.....4 70 No. 1 10 lbs.....1 25 No. 2 100 lbs.....8 00 No. 2 40 lbs.....3 50 No. 2 10 lbs.....95 Family 10 lbs..... Sardines. Russian kegs.....55 Stockfish. No. 1, 100 lb. bales.....10 1/4 No. 2, 100 lb. bales.....8 1/4 Trout. No. 1 100 lb.....5 00 No. 1 40 lb.....2 50 No. 1 10 lb.....65 No. 1 8 lb.....55 Whitefish. No. 1 No. 2 Fam 100 lbs.....6 75 5 25 1 60 40 lbs.....3 00 2 40 95 10 lbs.....83 68 31 8 lbs.....69 57 29 FLAVORING EXTRACTS.  D. C. Vanilla.....2 00 2 oz.....1 20 3 oz.....1 50 4 oz.....2 00 6 oz.....3 00 No. 8 4 00 No. 10 6 00 No. 2 T. 1 25 No. 3 T. 2 00 No. 4 T. 2 40 D. C. Lemon.....2 00 2 oz.....1 20 3 oz.....1 50 4 oz.....2 00 6 oz.....3 00 No. 8 4 00 No. 10 6 00 No. 2 T. 1 25 No. 3 T. 1 50 No. 4 T. 1 50	Souders'. Oval bottle, with corkscrew. Best in the world for the money.  Regular Grade Lemon. doz.....75 2 oz.....1 50 4 oz.....1 50 Regular Vanilla. doz.....1 20 2 oz.....1 20 4 oz.....2 40 XX Grade Lemon. 2 oz.....1 50 4 oz.....3 00 XX Grade Vanilla. 2 oz.....1 75 4 oz.....3 50 GLUE. Jackson Liquid, 1 oz.....65 Jackson Liquid, 2 oz.....98 Jackson Liquid, 3 oz.....1 30 GUNPOWDER. Rifle-Dupont's. Kegs.....4 25 Half Kegs.....2 40 Quarter Kegs.....1 35 1 lb cans.....30 1/2 lb cans.....18 Choke Bore-Dupont's. Kegs.....4 00 Half Kegs.....2 25 Quarter Kegs.....1 25 1 lb cans.....34 Eagle Duck-Dupont's. Kegs.....8 00 Half Kegs.....4 25 Quarter Kegs.....2 25 1 lb cans.....45 HERBS. Sage.....15 Hops.....15 INDIGO. Madras, 5 lb boxes.....55 S. F., 2, 3 and 5 lb boxes. 50 JELLY. 15 lb pails.....30 17 lb pails.....34 30 lb pails.....60 LYE. Condensed, 2 doz.....1 20 Condensed, 4 doz.....2 25 LICORICE. Pure.....30 Calabria.....25 Sicily.....14 Root.....10 MINCE MEAT. Ideal, 3 doz. in case.....2 25 PATCHES. Diamond Match Co.'s brands. No. 9 sulphur.....1 65 Anchor Parlor.....1 70 No. 2 Home.....1 10 Export Parlor.....4 00 NOLASSES. New Orleans. Black.....11 Fair.....14 Good.....20 Fancy.....24 Open Kettle.....25 @ 35 Half-barrels 2c extra. PIPES. Clay, No. 216.....1 70 Clay, T. D. full count.....65 Cob, No. 3.....1 POTASH. 48 cans in case.....4 00 Babbitt's.....3 00 Penna Salt Co.'s.....3 00 PICKLES. Medium. Barrels, 1,200 count.....3 40 Half bbls, 600 count.....2 20 Small. Barrels, 2,400 count.....4 40 Half bbls, 1,200 count.....2 70 RICE. Domestic. Carolina head.....6 1/4 Carolina No. 1.....5 Carolina No. 2.....4 1/4 Broken.....3 Imported. Japan, No. 1.....5 1/4 Japan, No. 2.....5 Java, No. 1.....4 1/4 Table.....5 1/4	SALERATUS. Packed 60 lbs. in box. Church's.....3 30 DeLand's.....3 15 Dwight's.....3 30 Taylor's.....3 00 SAL SODA. Granulated, bbls.....1 10 Granulated, 100 lb cases. 1 50 Lump, bbls.....1 Lump, 145 lb kegs.....1 10 SALT. Diamond Crystal. Cases, 24 3-lb boxes.....1 50 Barrels, 100 3 lb bags.....2 75 Barrels, 40 7 lb bags.....2 40 Butter, 28 lb bags.....30 Butter, 56 lb bags.....60 Butter, 20 14 lb bags.....3 00 Butter, 280 lb bbls.....2 50 Common Grades. 100 3 lb sacks.....2 60 60 5-lb sacks.....1 85 28 11-lb sacks.....1 70 Worcester. 50 4 lb. cartons.....3 25 115 2 1/2 lb. sacks.....4 00 60 5 lb. sacks.....3 75 22 14 lb. sacks.....3 50 30 10 lb. sacks.....3 50 28 lb. linen sacks.....32 56 lb. linen sacks.....60 Bulk in barrels.....2 50 Warsaw. 56-lb dairy in drill bags.....30 28-lb dairy in drill bags.....15 Ashton. 56-lb dairy in linen sacks.....60 Higgins. 56-lb dairy in linen sacks.....60 Solar Rock. 56-lb sacks.....21 Common Fine. Saginaw.....65 Manistee.....65 SEEDS. Anise.....13 Canary, Smyrna.....4 Caraway.....10 Cardamon, Malabar.....50 Hemp, Russian.....4 Mixed Bird.....4 1/4 Mustard, white.....6 1/4 Poppy.....8 Rape.....5 Cuttle Bone.....20 SNUFF. Scotch, in bladders.....37 Maccaboy, in jars.....35 French Ramee, in jars. 43 SPICES. Whole Sifted. Allspice.....9 Cassia, China in mats.....10 Cassia, Batavia in bund.....20 Cassia, Saigon in rolls.....32 Cloves, Amboyana.....15 Cloves, Zanzibar.....9 Mace, Batavia.....60 Nutmegs, fancy.....60 Nutmegs, No. 1.....50 Nutmegs, No. 2.....45 Pepper, Singapore, black.....9 Pepper, Singapore, white.....12 Pepper, shot.....10 Pure Ground in Bulk. Allspice.....12 Cassia, Batavia.....22 Cassia, Saigon.....35 Cloves, Amboyana.....30 Cloves, Zanzibar.....15 Ginger, African.....20 Ginger, Cochin.....20 Ginger, Jamaica.....22 Mace, Batavia.....70 Mustard, Eng. and Trieste. 20 Mustard, Trieste.....25 Nutmegs.....40 @ 50 Pepper, Sing., black.....10 @ 14 Pepper, Sing., white.....15 @ 18 Pepper, Cayenne.....17 @ 20 Sage.....18 SYRUPS. Corn. Barrels.....12 Half bbls.....14 Pure Cane Fair.....16 Good.....20 Choice.....25 SODA. Boxes.....5 1/4 Kegs, English.....4 1/4 SOAP. Laundry. Armour's Brands.....2 70 Armour's Family.....3 25 Armour's Laundry.....3 25 Armour's Comfort.....2 80 Armour's White, 100s.....6 25 Armour's White, 50s.....3 20 Armour's Woodchuck.....2 55 Armour's Kitchen Brown. 2 00 Armour's Mottled German 2 40
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SOAP.

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

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

American Family, w.r.p.d.....	3 33
American Family, un.w.r.p.d.....	3 37
Dome.....	3 33
Cabinet.....	2 25
Savon.....	2 50
Dusky Diamond, 56 oz.....	2 10
Dusky Diamond, 58 oz.....	3 00
Blue India.....	3 00
Kirkline.....	3 75
Eos.....	3 65

Lautz Bros. & Co.'s Brands.



Aeae.....	2 85
Cotton Oil.....	5 75



Marseilles.....	4 00
Master.....	3 70

Henry Passolt's Brand.



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

Schulte Soap Co.'s Brand.

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

Thompson & Chute's Brand.



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

Wolverine Soap Co.'s Brands.



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

Allen B. Wrisley's Brands.

Old Country, 80 1-lb. bars.....	2 20
Good Cheer, 60 1-lb. bars.....	3 75
Uno, 100 1-lb. bars.....	2 50
Doll, 100 10-oz. bars.....	2 25

Scouring.

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

STARCH.



40 1-lb. packages.....	6
20 1-lb. packages.....	6 1/2

Kingsford's Silver Gloss.

40 1-lb. packages.....	6 1/2
6-lb. boxes.....	7

Diamond.

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

Common Corn.

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

Common Gloss.

1-lb. packages.....	4 1/2
3-lb. packages.....	4 1/2
6-lb. packages.....	2 1/2
40 and 50 lb boxes.....	2 1/2
Barrels.....	2 1/2

STOVE POLISH.



No. 4, 3 doz in case..... 4 50

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

SUGAR.

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

Cut Leaf.....	5 25
Domino.....	5 13
Cubes.....	4 88
Powdered.....	4 88
XXXX Powdered.....	5 00
Mould A.....	4 88
Granulated in bbls.....	4 63
Granulated in bags.....	4 63
Fine Granulated.....	4 75
Extra Fine Granulated.....	4 75
Extra Coarse Granulated.....	4 63
Diamond Confection.....	4 63
Confection Standard A.....	4 50
No. 1.....	4 38
No. 2.....	4 38
No. 3.....	4 38
No. 4.....	4 38
No. 5.....	4 31
No. 6.....	4 08
No. 7.....	3 88
No. 8.....	3 88
No. 9.....	3 75
No. 10.....	3 56
No. 11.....	3 50
No. 12.....	3 44
No. 13.....	3 38
No. 14.....	3 25
No. 15.....	3 19
No. 16.....	3 13

TABLE SAUCES.

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

TOBACCOS.

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

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

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

Quintette.....	35 00
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S. C. W.

Quintette.....	35 00
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VINEGAR.

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

WICKING.

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

Fish and Oysters

Whitefish.....	Per lb.
Trout.....	7
Black Bass.....	10
Halibut.....	12 1/2
Ciscoes or Herring.....	4
Bluefish.....	10
Live Lobster.....	20
Boiled Lobster.....	22
Cod.....	10
Haddock.....	8
No. 1 Pickerel.....	8
Pike.....	7
Smoked White.....	8
Red Snapper.....	13
Col River Salmon.....	13
Mackerel.....	20

Oysters in Cans.

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

Oysters in Bulk.

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

Shell Goods.

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

Candies.

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

Extra H. H..... @ 8 1/2

Bostona Cream..... @ 8 1/2

Competition..... @ 6

Standard..... @ 6 1/2

Leader..... @ 7

Conserve..... @ 7

Ribbon..... @ 7 1/2

Broken..... @ 8

Cut Leaf..... @ 8

English Rock..... @ 8

Kindergarten..... @ 8 1/2

French Cream..... @ 9

Dandy Pan..... @ 10

Valley Cream..... @ 13

Fancy-In Bulk.

Lozenges, plain..... @ 9

Lozenges, printed..... @ 9

Choc. Drops..... @ 14

Choc. Monuments..... @ 12 1/2

Moss Drops..... @ 7 1/2

Sour Drops..... @ 8 1/2

Imperial..... @ 8 1/2

Fancy-In 5 lb. Boxes.

Lemon Drops..... @ 50

Sour Drops..... @ 50

Peppermint Drops..... @ 60

Chocolate Drops..... @ 65

H. M. Choc. Drops..... @ 75

Gum Drops..... @ 30

Licorice Drops..... @ 75

A. B. Licorice Drops..... @ 55

Lozenges, plain..... @ 55

Lozenges, printed..... @ 55

Imperial..... @ 55

Mottos..... @ 65

Cream Bar..... @ 50

Molasses Bar..... @ 50

Hand Made Creams..... @ 80

Unbolted Corn Meal..... @ 10 00

Winter Wheat Bran..... @ 11 00

Winter Wheat Middlings..... @ 11 50

Screenings..... @ 8 00

The O. E. Brown Mill Co.

quotes as follows:

New Corn.

Car lots.....	25
Less than car lots.....	27

Oats.

Car lots.....	19 1/2
Carlots, clipped.....	22
Less than car lots.....	24

Hay.

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

Fruits.

Oranges.

California Seedlings.....	96-112..... @ 2 25
112.....	@ 2 25
125-150-175-200.....	2 50 @ 2 75

California Navels.

96.....	@ 3 00
112.....	@ 3 25
125.....	@ 3 50
150-175-200.....	@ 3 75

Valencias in Cases.

420s.....	@ 4 50
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Lemons.

Strictly choice 300s.....	@ 2 25
Strictly choice 300s.....	@ 2 75
Fancy 300s.....	@ 3 00
Ex. Fancy 300s.....	3 25 @ 3 50

Bananas.

A definite price is hard to

name, as it varies according to

size of bunch and quality of

fruit.

Medium bunches..... 1 25 @ 1 50

Large bunches..... 1 75 @ 2 00

Foreign Dried Fruits.

Figs, Choice Layers

10 lb..... @ 10

Figs, New Smyrna

14 lb..... @ 12

Figs, Natural in

30 lb. bags..... @ 6

Dates, Fards in 10 lb

boxes..... @ 8

Dates, Fards in 60 lb

cases..... @ 6

Dates, Persians, H.M.

B., 60 lb cases, new

Dates, Sairs 60 lb

cases..... @ 4 1/2

Nuts.

Almonds, Tarragona..... @ 12

Almonds, Ivaca..... @ 11

Almonds, California,

soft shelled..... @ 12

Brazil new..... @ 7 1/2

Filberts..... @ 10

Walnuts, Greenoble..... @ 12 1/2

Walnuts, Calif No. 1.

Walnuts, soft shelled

Calif..... @ 10

Table Nuts, fancy..... @ 11

Table Nuts, choice..... @ 10

Pecans, Med..... @ 10

Pecans, Ex. Large..... @ 10

Pecans, Jumbo..... @ 12

Walnuts, Nuts per bu.,

Ohio, new..... @ 3 75

Cocoanuts, full sacks

Butternuts per bu..... @ 50

Black Walnuts per bu

Peanuts.

Fancy, H. P., Game

Cocks..... @ 4 1/2

Fancy, H. P., Flags

Roasted..... @ 6 1/2

Choice, H. P., Extras

Choice, H. P., Extras,

Roasted..... @ 5 1/2

Grains and Feedstuffs

Wheat.

Wheat.....	80
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Winter Wheat Flour.

Local Brands.

Patents.....	5 00
Second Patent.....	4 55
Straight.....	4 30
Clear.....	4 30
Graham.....	4 30
Buckwheat.....	3 40
Rye.....	2 65
Subject to usual cash dis-	
count.....	

Flour in bbls., 25c per bbl. ad-

ditional.

Worden Grocer Co.'s Brand.

Quaker, 1/2s.....	4 45
Quaker, 1/4s.....	4 45
Quaker, 1/8s.....	4 45

Spring Wheat Flour.

Olney & Judson's Brand.

Ceresota, 1/2s.....	4 60
Ceresota, 1/4s.....	4 50
Ceresota, 1/8s.....	4 45

Ball-Barnhart-Putman's Brand.

Grand Republic, 1/2s.....	4 60
Grand Republic, 1/4s.....	4 50
Grand Republic, 1/8s.....	4 45

Worden Grocer Co.'s Brand.

Laurel, 1/2s.....	4 60
Laurel, 1/4s.....	4 50
Laurel, 1/8s.....	4 45

Lemon & Wheeler Co.'s Brand.

Parisian, 1/2s.....	4 60
Parisian, 1/4s.....	4 50
Parisian, 1/8s.....	4 45

Meal.

Bolted

Hardware

The Decline of Sheffield.

From the Hardwareman.

The letter of Sir Frederick Thorpe Mappin on the decrease in the manufacture of scissors, razors, and pocket cutlery in Sheffield, attributing that decrease to the lack of enterprise on the part of Sheffield manufacturers in not making use of machinery as has been done in Solingen, has aroused a great amount of interest in that city. Our representative has been making enquiries, alike among manufacturers and workmen, as to the correctness of Sir Frederick's statement, and the cause of the alleged decline. It perhaps need hardly be said that the statements by the masters on the one hand, and by the men on the other are diametrically opposed. Take the case of scissors, for example. More than twenty years ago there was a long strike of the men in the scissors trade, and the manufacturers, unable to meet the demands of their customers, obtained scissors from Solingen. A trade was thus established that has never since been upset. In the intervening years the Solingen makers have been improving their production alike in quality and appearance, and they are able to put on the market today goods at a price that Sheffield makers cannot touch. Sheffield houses eventually put down machinery for stamping and flying blades, but they have bought blanks elsewhere, blanks that have been equal to anything that can be produced in any part of the world. The manufacturers, however, allege that the men demand so much for grinding and working them up that the advantage gained on the one hand is lost on the other, and the cost of producing machine made scissors is brought up to be equal to that of hand made.

Another complaint of the manufacturers is that the rules of the men's union are so stringent that it has led to the trade being undermined and their being utterly unable to cope with any rush of orders. The men, on the other hand, allege that they are already poorly paid, and that to do more work for the same wages would make their position worse than ever. They also complain that it is to the action of the manufacturers themselves that the popularity of German goods is due, they having, in years gone by, obtained in large quantities goods from Germany and sent them out as Sheffield made goods. This fact becoming known in foreign markets, resulted in customers there buying straight from Solingen, with all its advantages, instead of buying the same goods through Sheffield firms.

The razor trade, so far as Sheffield is concerned, is in a worse state even than the scissors trade. The great demand has been for years for hollow ground razors, and it was long before Sheffield grinders could be induced to take up this work, and even to-day they are not able to do this special class of grinding with the same precision and accuracy with which it is done on the continent. The broad fact remains that German firms can place beautifully finished hollow ground razors for sale in Sheffield at about the same price that it costs the Sheffield manufacturer to get up the blades alone, and whereas a few years ago there was not a blade forger or grinder to be got, men are walking about to-day with very little to do. It was some time before the men could be brought to recognize the superior quality of the German made article, but they have realized it now and are quite willing to lay themselves out to do the work in the best way possible. Here again Sheffield manufacturers have assisted to popularize German productions, not only by advertising razors as German hollow ground, but going so far as to announce that their razor blades are sent to Germany to be ground, and returned to Sheffield to be made up. The secret of the whole matter appears to be that the Germans resort most freely to machinery, that they have a better system of dividing the work, that the

men work longer hours for less pay and that every effort is made to turn out the best article at the lowest price.

The Poet of the Hardware Trade.

Those who are acquainted with J. J. Gee, of Whitehall, are aware of his ability as a hardware dealer and also of the superior manner in which he can conduct a funeral, but they probably have no idea that he aspires to rank as a poet as well. At a recent trade carnival at Whitehall, Mr. Gee hired a young lady to read the initial production of his pen in the poetical line; and in order that his friends may form an accurate conclusion as to the character of his verse, the Tradesman takes pleasure in submitting the result of his effort on that occasion:

I have come here to-night a story to tell,
Of the elegant goods Gee & Carr have to sell.
In ranges and china and carpets that are fine,
There's nothing to equal their beautiful line.
Their paints have been tested and guaranteed right,
And that Garland cook stove is the ladies' delight.
Their wall paper stock is of latest design,
In which beauty of pattern and cheapness combine.
In couches and rockers their stock is complete,
While in tables and suites there are none can com-

pete.
They have nails by the carload and wire by the ton,
And the sportsman can get what he wants in a gun.
And when a new baby shall come into town,
A cab just to suit at their store can be found.
Their axes will cut, and their razors ah, well,
Sometimes they will shave, but you can't always

tell;
But their shears you can swear by, of this I know
well,
And their pocketknives, surely, were all made to

sell.
But whether to cut is a question quite old
That oft puzzles patron and merchant, I'm told.
In the implement line all your wants can be seen,
From hammer to binder or the threshing machine.
From McKinley's old home down to Canton they
buy

The Imperial plow that all farmers should try,
That the weeds of free trade may be turned out of
sight,
When strong plants of protection will spring into

sight.
Their clerk is no dupe, though his collar is tall;
He'll attend to your wants and be pleasant to all.
And Carr will be there, when you stop at the store,
To sell all you want and, perhaps, even more.
So give them a call and look over their stock;
You are certainly welcome to purchase or not.

Export Trade in Stoves.

From the Stoves and Hardware Reporter.

Although the manufacture of stoves is a leading American industry, its export trade does not cut much of a figure in the grand total. There is probably not a country in the world where our stoves are not known, if only in a very limited degree, and in England, France and Germany their use has become more general in recent years, but it is probably within the limit of truth to say that for every one hundred stoves sold here not more than one is sold abroad. Stoves and ranges, like furnaces and other heating apparatus, are essentially American in both design and manufacture. Our other leading products of mechanical skill have found ready sale abroad, and it may be said in a general way that this country owns the workshop for the world, producing its goods at home and finding an open foreign market for all products with but few exceptions, the chief among which are our own exclusive makes of stoves and ranges.

The fault seems to be at home more than abroad. Beyond filling occasional orders of a voluntary character, our manufacturers have not made any consistent effort to push their sales in foreign markets, probably because of a belief that the foreigners cannot be educated up to our own level in the science of heating and cooking. This may be a well-founded belief, yet other manufacturers have encountered and overcome similar obstacles and there seems to be no substantial reason why the sales of American stoves and ranges—coal, oil and gasoline—should not be pushed abroad. What helps our foreign trade is also an aid to our trade at home, in all its branches and the industry in question will not be adverse to receiving all the help it can obtain.

A seller retaining the right to elect to take the goods remaining unsold by the merchant is not the owner of same until after he has made such election.

Six Reasons for Organized Effort.

The Indiana Retail Hardware Dealers' Association, recently organized, has the following purposes in view, as stated in resolutions adopted:

1. Protection of our members from interference with our customers and trade by those from whom we purchase.
2. Influencing efforts against demoralization in prices of leading staples.
3. Protection of members against losses through bad debts.
4. Combined effort in influencing legislation beneficial to our interests and in dealing with arbitrary measures of large corporations.
5. Concerted action in favor of or condemning changes in established business methods of manufacturers and jobbers.
6. Social intercourse and discussion of subjects of interest to the hardware trade.

Canada Made the Axes.

Something like a scare was recently created by the announcement that Swedish firms were successfully competing with English manufacturers of axes, remarks an English exchange. These were stated to be of excellent quality and were sold at a lower price than was charged by English firms. The fact appears to be that the goods are not manufactured in Sweden but in

Canada. Enormous quantities are coming over from that colony to Sweden and are being resold by the Swedes. Samples of these goods are in the hands of Sheffield manufacturers, and while they quite recognize the excellence of the tools, they do not fear serious consequences from competition in this quarter.

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.

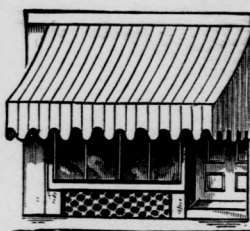
Grand Rapids, Mich.

... Telephone 640 ...

FIRE PROOF ASPHALT PAINT AND VARNISH

We are offering to the trade the genuine article, and at a price that all can reach.
Our paints are suitable for any use where a nice raven black is required. Contains no Coal Tar, and will not crack, blister or peel. Sold in quantities to suit purchasers.

H. M. REYNOLDS & SON,
GRAND RAPIDS, MICH.



We Make Awning

Anything from a window to 50 ft. roller awning.

Wiesinger Awning Co., Mrs.,

2 West Bridge St., Grand Rapids, Mich.

Telephone 1824.

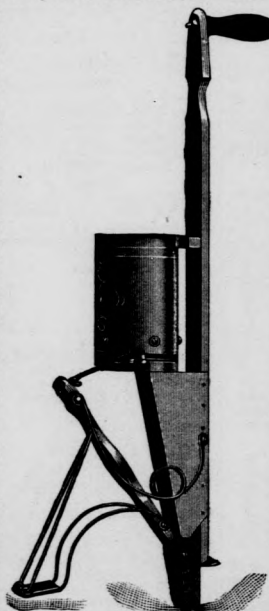
The American Corn Planter

Made by

Sheffield Mfg. Co.

We are agents for
Western Michigan.

Foster, Stevens & Co.



Write for Circulars
and Prices.

Hard Times for Undertakers.

It may sound rather strange to say that the hard times affect the undertakers, but such is the case. This is not because people cannot afford to die. There is no economy practiced in that direction. People still die, and the good die young, as they did in days gone by.

"Business has gone to the bowwows," said a local undertaker. "We are not doing anything, comparatively."

"Why is that?" he was asked.

"Oh, times are hard, and all business feels the general depression. We feel it the same as the rest."

"When times are hard," the undertaker continued, "people do not die as fast as they do when times are good. This statement may sound a bit odd to you, but it is an absolute fact. Worry kills lots of people when times are hard, to be sure, but worry is not the friend of the undertaker. Then there are suicides and cases of death from want and exposure, but there is no money in them. The class of people who bring profit to the undertaker are those who are in prosperous circumstances. They make money, and they spend it. When they do not make money they do not spend it. When they spend it they die. When they do not spend it they live. When hard times begin to pinch these people a little they begin to economize. They do not live so high. They do not eat as rich food. They do not go to the theater so often, and they take fewer chances generally. Men walk instead of taking a car. They smoke fewer cigars and they buy less whisky. All of these things tend to make them more healthy. They do not 'run down' so soon from close application to business."

"Unconsciously, they are prolonging their lives while they are saving their money. They do not live at as rapid a gait, and hence they do not die as rapidly. Then they say, 'I must wear this old overcoat this winter,' and in doing so they unconsciously take more care in keeping it buttoned up about the neck. They are not taking off a thick puff tie and putting on a small bow and a lighter suit of clothes to go out and spend the evening."

"Women especially are benefited by this state of affairs. Where a man is likely to catch cold once, a woman will catch cold a dozen times. When times are hard they do not attend so many parties. The dress balls that women enjoy so much are the means of the undoing of more of them than any other cause. They take off the thick, warm street dresses that they wear in the winter, and discard the warm headgear that is donned when Jack Frost comes. Then they put on thin gowns of some hard, cold material. They wear gowns of this nature cut low in the neck, and to finish off they put a covering of lace over their heads and sally forth to the theater, the dance—and the grave."

"Hard times for the people are healthy times, and healthy times are hard times for us. The wholesalers and casket manufacturers are wellnigh discouraged. There is no sale for their goods, and they cannot force business with bargain baits or by the offer of prizes and novelties. It is no inducement to offer a man a chance on a gold watch if he will die and let you bury him."

"Give the undertaker good times, high living and brilliant social seasons, and he will flourish and wax fat, but give him hard times and he will perish the same as any one else."

The Use of Advertisement Writers.
From Art in Advertising.

Talking with a well-known advertiser the other day, I happened to speak of

the rapidly increasing army of advertisement writers.

"Great people, sir," said my companion, "great people."

"You think they are really a help to advertisers?" I asked.

"Think, sir, think! I know it. Take my own case, for example—"

"Oh!" I interposed, "I didn't know you had ever employed an expert; I thought you wrote your own advertisements."

"So I do—every one of 'em."

"But—" I began helplessly.

"Let me tell you—" my companion interposed. "It's this way. You see, I never gave much attention to the kind of advertisements I put out until I began to read the talky-talk these experts print about themselves. They were all so cock-sure they could do me good that one day I sat down and wrote to one of the best known of them telling him to get up half a dozen advertisements at his advertised price. He replied by asking me to write him fully about my business, saying just how my goods differed from those of my competitors, in what particulars they were superior, etc. He said it was necessary he should have this information in order to prepare the advertisements."

"That seemed reasonable, so I sat down with my stenographer and spent the better part of an afternoon in putting on paper all the good things I could think of about my business. I went into the subject fully, talking to the stenographer just as though he were a prospective customer."

"Next morning when I read the typewritten copy of my dictation I tell you I was surprised. Why, I hadn't the slightest idea I could write such good stuff. I suppose the knowledge that I was writing to one man—not to the great public—had influenced my style and enabled me to write in a chatty, yet convincing way."

"To make a long story short, I concluded that as I had what I wanted there wasn't any use in employing an advertisement writer, so I let the expert slide and used my own stuff. Now when I want to write an advertisement I call my stenographer and dictate a letter something like this:

"Dear Mr. Ad Smythe: I wish you would prepare an advertisement for me announcing special sale of so and so. The points to emphasize are these:"

"Then I give him the facts in the case, and when the stenographer returns the typewritten letter to me I tear off the preamble and use the facts for my advertisement."

"Do I think advertisement writers are a help to advertisers? Well, rather."

No Need for Light Goods.

From the House Furnishing Review.

"I want to sell you the cheapest tinware your ever bought," said a drummer to a New York house furnishing goods dealer the other day, as he rattled a lot of small samples on the counter. "I do want to build up my tin stock a bit," said the merchant. "Let us see what you have." He picked up a coffee pot and a lunch pail, and remarked: "Rather light, ain't they?" "That's the best feature of the goods," said the salesman, "and"—"Oh! it is, is it," said the merchant, cutting short the lecture. "Well, it may be in your sample case, but not in my shop. So you had better hide their best features in your grip, young man," and there was no sale there of cheap tinware."

Business Is Business.

Life Insurance Agent (out West)—What did Mr. Newcomer say?

Assistant—He won't talk with me at all; said he was too busy to think about life insurance.

"Well, I'll hang around his house to-night and shoot holes through his windows, and when he comes down town in the morning you be behind a fence in some vacant lot and put a few balls through the top of his hat. Then, when he reaches his office, I'll drop in and talk life insurance again."

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.....	25&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.....	65
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.....	25
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel 1/2 advance.....	85
PLANES	
Ohio Tool Co.'s, fancy.....	@50
Sciota Bench.....	60
Sandusky Tool Co.'s, fancy.....	@50
Bench, first quality.....	@50
Stanley Rule and Level Co.'s wood.....	60
PANS	
Fry, Acme.....	60&10&10
Common, polished.....	70& 5
RIVETS	
Iron and Tinned.....	60
Copper Rivets and Burs.....	60
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27 10 20	
"B" Wood's patent planished, Nos. 25 to 27 9 20	
Broken packages 1/2c 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
Japanned Tin Ware.....20&10
Granite Iron Ware.....new list 40&10

HOLLOW WARE

Pots.....60&10
Kettles.....60&10
Spiders.....60&10

HINGES

Gate, Clark's, 1, 2, 3.....dis 60&10
State.....per doz. net 2 50

WIRE GOODS

Bright.....30
Screw Eyes.....80
Hook's.....80
Gate Hooks and Eyes.....80

LEVELS

Stanley Rule and Level Co.'s.....dis 70

ROPES

Sisal, 1/4 inch and larger.....6
Manilla.....9

SQUARES

Steel and Iron.....80
Try and Bevels.....

SHEET IRON

	com. smooth.	com.
Nos. 10 to 14.....	\$3 30	\$2 40
Nos. 15 to 17.....	3 30	2 40
Nos. 18 to 21.....	3 45	2 65
Nos. 22 to 24.....	3 55	2 70
Nos. 25 to 28.....	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.....62 1/2
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, nicked.....30
Coe's Genuine.....50
Coe's Patent Agricultural, wrought.....80
Coe's Patent, malleable.....80

MISCELLANEOUS

Bird Cages.....50
Pumps, Clisken.....80
Screws, New List.....85
Casters, 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, (per pound... 9

WM. BRUMMELER & SONS, GRAND RAPIDS,

Pay the highest price in cash for

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

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

Every Dollar

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

Tradesman Company,
GRAND RAPIDS.

A Beautiful Grocery Store.

Lima, Ohio, March 30—Wapakoneta, Ohio, is a town of about 3,500 population, located on the C., H. & D. Railway, and is the seat of justice of Auglaize county, at the southeastern edge of the Ohio oil belt. It is made up almost entirely of good, honest, industrious Germans, who trim their finger nails every Saturday counting eggs, as it is one of the greatest egg markets in the State. There is but one thing remarkable to be found at Wapakoneta that is not seen in most all towns of its size, and that makes the town more renowned than other places, and that is the most beautiful grocery store in the United States. When I speak of it as a "store," I do not refer to the building, which is similar to other buildings, which is found in a town of from 3,000 to 4,000 population. I refer to the fixtures of the grocery store, which are owned by H. W. Yaensch & Sons, all of which were designed by Mr. Yaensch and made at a factory in Wapakoneta under the supervision of the Messrs. Yaensch. I will not go into details by describing each separate fixture, which is finished in highly polished black walnut; but each does honor to the designer and illustrates what ingenuity and busy brains can work out. To one who has a taste for fine, handy fixtures, it is well worth the time and money spent to see them. The cracker case is a marvel in itself, after which come the counters, with marble top, back of which are highly polished cases supplied with shelves and hooks for meats of all kinds. The counters and shelves, with their heavily mantled top and bright shining edges, give all they hold a richness and appetizing look, and the neat little pigeon holes make one feel that he has a fine Havana, even though he purchase two for 5 cents. The pillars through the center of the store are encircled from top to bottom by the same polished shelves, upon which are placed fancy bottled goods, etc., and the display looks so fresh that one has to hold his change with a firm grasp.

I wish H. W. Yaensch & Sons could be prevailed upon to give the readers of the Tradesman some photographs of their fancy store fixtures.

W. M. GIBBS.

Bank Notes.

Through the efforts of National Bank Examiner Caldwell, the business of the Three Rivers National Bank and the First National Bank of Three Rivers has been consolidated. The Three Rivers National Bank will surrender its charter. The First National Bank increases its deposits some \$40,000. No change is made in the directors or officers of the First National Bank.

An Edmore correspondent writes: On Wednesday articles of incorporation were signed at Stanton by Messrs. John W. Pfeiffer, and Ed. A. Rundell, of this place, F. Neff and Sherman Neff, of McBride's, and H. J. Burch, of Iosco county, to open a new bank in Edmore with a paid up capital stock of \$15,000. All of the above are directors and officers of the organization, as follows: J. W. Pfeiffer, President; F. Neff, First Vice-President; Sherman Neff, Second Vice-President; Ed. A. Rundell, cashier. They expect to secure rooms and do an exchange business inside of ten days or two weeks. The company has already purchased the two lots now occupied by the bank stand and will immediately proceed to erect a one-story brick bank building, 22x40 feet, with an iron roof. The fixtures will consist of a first-class time-lock safe and modern furniture.

A new shoe lace, the ordinary cloth lace with a string running through it to prevent its breaking, is on the market.

The quinine factories in Germany are reported to be working day and night in order to supply the demand.

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—ABOUT \$2,000 STOCK OF HARDWARE; good nice clean stock; good location; only hardware store in town; 14 miles from any competition; good farming country round about. Sell on account of other business; no trade, no joking is wanted in exchange. Address No. 250, care Michigan Tradesman. 250

WANTED—1,000 CASES FRESH EGGS, daily. Write for prices. F. W. Brown, Ithaca, Mich. 249

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

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. 235

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 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 \$1,200. 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 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. Hollman, 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.

REGISTERED PHARMACEUT OF SEVEN years' experience and college course would like situation. City and country experience. Best of references furnished. Address No. 251, care Michigan Tradesman. 251

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 AS sistant 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

Awnings and Tents



Best goods and lowest prices in the State. All work guaranteed. Send for prices.

CHAS. A. COYE, 11 Pearl Street.

A RARE CHANCE

A business established for nearly 20 years; best location in the city. We do business for cash only; our annual sales between \$50,000 and \$60,000. A good, clean, stable stock, consisting of everything in the Clothing and Dry Goods lines. I also own the building; will either sell or rent. It's a **Money-Maker**, but compelled to leave on account of my large interests East. For further particulars, address

Kassel Oshinsky,
Marquette, Mich.

SLUG SHOT KILLS INSECTS



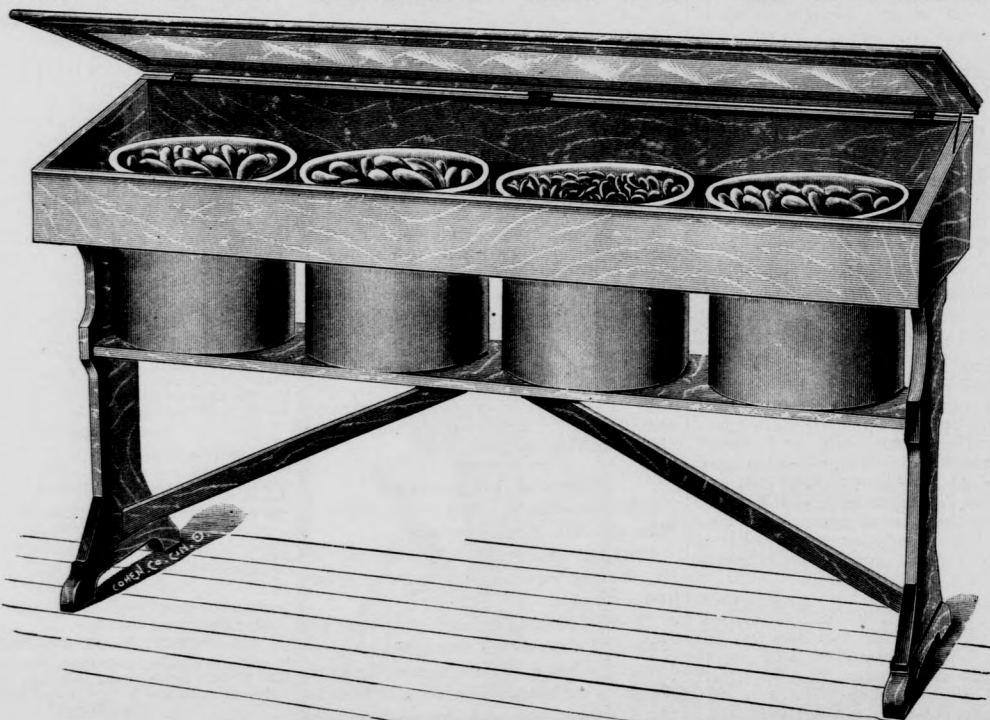
The value of all work or action must be measured by the ultimate result.

There has been sold through the seed dealers considerably over five million pounds of SLUG SHOT. Unless SLUG SHOT had proved a useful and valuable article for common use, no amount of advertising could have developed the trade or held it. As a general insecticide it stands unrivalled.

BENJAMIN HAMMOND.

For pamphlet address,
HAMMOND'S SLUG SHOT WORKS,
Fishkill-on-the-Hudson, N. Y.

PICKLE DISPLAY STAND



For Showing and Storing a Variety of Bulk Pickles in an Attractive Manner, as Well as Keeping them Free from Dust, Flies, etc. Write us for Special Offer for Display Stand and Pickles.

THE FEB & BROWN CO..

DETROIT, MICH.

Travelers' Time Tables.

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

Going to Chicago.
Lv. G'd. Rapids.....8:30am 1:25pm +11:00pm
Ar. Chicago.....3:00pm 6:50pm + 6:30am
Returning from Chicago.
Lv. Chicago.....7:20am 5:00pm +11:30pm
Ar. G'd. Rapids.....1:25pm 10:30pm + 6:10am
Muskegon and Pentwater.
Lv. G'd. Rapids.....8:30am 1:25pm 6:25pm
Ar. G'd. Rapids.....10:15am 10:30pm
Manistee, Traverse City and Petoskey.
Lv. G'd. Rapids.....7:20am 5:30pm
Ar. Manistee.....12:05pm 10:25pm
Ar. Traverse City.....12:40pm 11:10pm
Ar. Charlevoix.....3:15pm
Ar. Petoskey.....4:55pm
Trains arrive from north at 1:00p.m. and 9:55 p.m.

PARLOR AND SLEEPING CARS.
Chicago. Parlor cars on afternoon trains and sleepers on night trains.
North. Parlor car on morning train for Traverse City.
†Every day. Others week days only.
GEO. DEHAVEN, General Pass. Agent.

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

Going to Detroit.
Lv. Grand Rapids.....7:00am 1:30pm 5:25pm
Ar. Detroit.....11:40am 5:40pm 10:10pm
Returning from Detroit.
Lv. Detroit.....7:00am 1:10pm 6:00pm
Ar. Grand Rapids.....12:30pm 5:20pm 10:45pm
Saginaw, Alma and Greenville.
Lv. G R 7:10am 4:20pm Ar. G R 12:20pm 9:30pm
To and from Lowell.
Lv. Grand Rapids.....7:00am 1:30pm 5:25pm
Ar. from Lowell.....12:30pm 5:20pm
THROUGH CAR SERVICE.
Parlor cars on all trains between Grand Rapids and Detroit and between Grand Rapids and Saginaw. Trains run week days only.
GEO. DEHAVEN, General Pass. Agent.

GRAND Trunk Railway System Detroit and Milwaukee Div

Eastward.
†No. 14 †No. 16 †No. 18 *No. 8
Lv. G'd. Rapids.....6:45am 10:10am 3:30pm 10:45pm
Ar. Ionia.....7:40am 11:17am 4:34pm 12:30am
Ar. St. Johns.....8:25am 12:10pm 5:23pm 1:57am
Ar. Owosso.....9:00am 1:10pm 6:03pm 3:25pm
Ar. E. Saginaw.....10:50am 8:00pm 6:40am
Ar. W. Bay City.....11:30am 8:35pm 7:15am
Ar. Flint.....10:05am 7:05pm 5:40am
Ar. Pt. Huron.....12:05pm 9:50pm 7:30pm
Ar. Pontiac.....10:53am 8:25pm 6:10am
Ar. Detroit.....11:50am 3:55pm 9:25pm 8:05am

Westward.
For G'd. Haven and Intermediate Pts.... 7:00am
For G'd. Haven and Intermediate Pts.... 12:53pm
For G'd. Haven and Intermediate Pts.... 5:12pm
†Daily except Sunday. *Daily. Trains arrive from the east, 6:35a.m., 12:45p.m., 5:07p.m., 9:55 p.m. Trains arrive from the west, 10:05a.m., 8:22p.m., 10:15p.m.
Eastward—No. 14 has Wagner parlor car. No 18 parlor car. Westward—No. 11 parlor car No. 15 Wagner parlor car.
E. H. HUGHES, A. G. P. & T. A.,
Chicago.
BEN. FLETCHER, Trav. Pass. Agt.,
JAS. CAMPBELL, City Pass. Agent,
No. 23 Monroe St

GRAND Rapids & Indiana Railroad Sept. 27, 1896.

Northern Div. Leave Arrive
Trav. Cy. Petoskey & Mack...† 7:45am † 5:15pm
Trav. Cy. Petoskey & Mack...† 2:15pm † 8:30am
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
7:00p.m. train has sleeping car to Cincinnati.

Muskegon Trains.
GOING WEST.
Lv. G'd. Rapids.....7:35am † 1:00pm † 5:40pm
Ar. Muskegon.....9:00am 2:10pm 7:05pm
GOING EAST.
Lv. Muskegon.....† 8:10am † 11:45am † 4:00pm
Ar. G'd. Rapids.....9:30am 12:55pm 5:20pm
†Except Sunday. *Daily.
A. ALMQUIST, C. L. LOCKWOOD,
Ticket Agt. Un. Sta. Gen. Pass. & Tkt. Agt.

Every Dollar

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



The Best Truck On Earth

For handling Syrup, Vinegar, Molasses barrels, etc.
For particulars address
Buy's Barrel Truck Co.
761 E. Fulton St., GRAND RAPIDS.

IN OUR 24 YEARS

How much you have lost by not sending orders to us for our superior quality



BARCUS BROTHERS, Manufacturers and Repairers, Muskegon.

J. A. MURPHY, General Manager.

FLOWERS, MAY & MOLONEY, Counsel

The Michigan Mercantile Agency

SPECIAL REPORTS.

LAW AND COLLECTIONS.

Represented in every city and county in the United States and Canada.

Main Office: Room 1102, Majestic Building, Detroit, Mich.

N. B.—Promptness guaranteed in every way. All claims systematically and persistently handled until collected. Our facilities are unsurpassed for prompt and efficient service. Terms and references furnished on application.

FOR 1897

Thin Butter Crackers

will be trade winners for the merchants who know them.

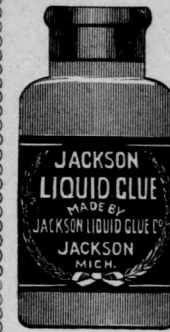
Christenson Baking Co.,
Grand Rapids.

GENERAL STAMPEDE FROM THE CURSE OF CREDIT

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

TRADESMAN COMPANY,
GRAND RAPIDS.

SELL THE PEOPLE WHAT THEY WANT



A liquid glue or cement always ready for use.

Does not dry down.

Does not mould or spoil.

IT STICKS

The Leader of all Bond Papers

Made from New Rag Stock,
Free from Adulteration,
Perfectly Sized, Long Fiber

Magna Charta Bond

A paper that will withstand the ravages of Time.

Carried in stock in all the standard sizes and weights by

TRADESMAN COMPANY

Manufacturer's Agent,
GRAND RAPIDS.

DIAMOND CRYSTAL SALT

has made many good customers for many wise dealers. It's the only SALT THAT'S ALL SALT.

See Price Current.

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



A
**PURE
MALT
SUBSTITUTE
FOR
COFFEE**
MANUFACTURED
BY

KNEIPP MALT FOOD CO.

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

IT GROWS



WRITE US
AND
WE'LL TELL
YOU
WHY

- 1st. The use of the Dayton Money Weight System **grows**.
- 2nd. The profit from their use **grows**.
- 3rd. The clerks' admiration of their use **grows**.
- 4th. The merchants' appreciation of their use **grows**.
- 5th. The customers desire to buy goods only over them **grows**.

Grow with the Time! Adopt the Dayton Money Weight System. Let your profits grow.

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

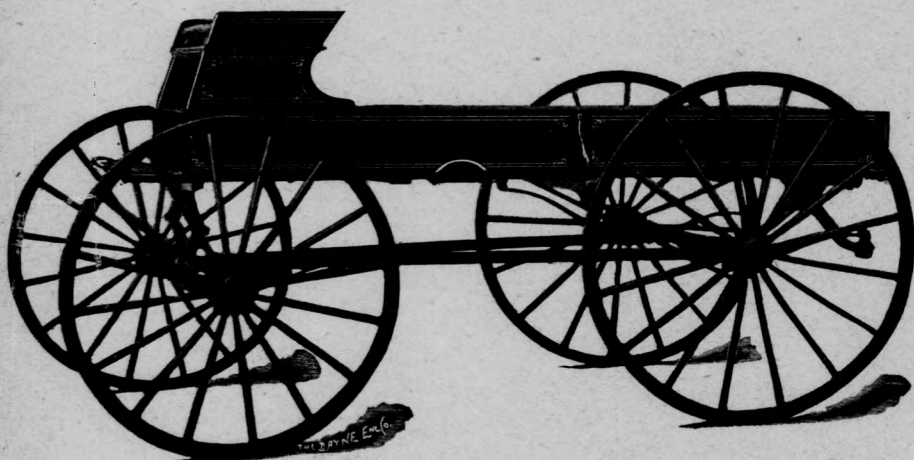
Any dealer knows that a Stove Polish which other manufacturers try to imitate is the Polish for him to sell. The enormous sale of



Enameline

The Modern **STOVE POLISH**

proves that dealers are friendly to it, and that consumers will accept no substitute for ENAMELINE. Why? Because it's **THE BEST!**



TIME IS MONEY LIFE IS SHORT

And Rapid Transportation is
a Necessity

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

BELKNAP WAGON CO.,
GRAND RAPIDS, MICH.

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



As told by {
The People
The Retailer
The Jobber

Write for Particulars.

JOHN H. EBELING, Green Bay, Wis.