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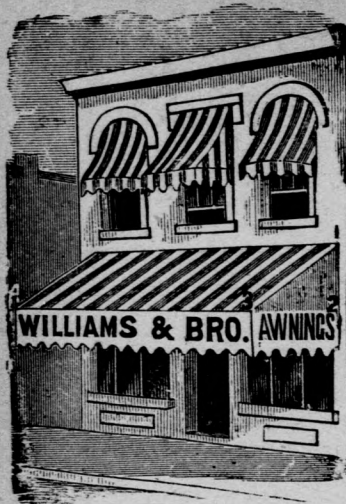
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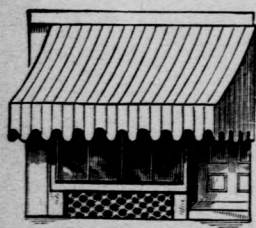
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MICHIGAN TRADESMAN

Volume XIV.

GRAND RAPIDS, WEDNESDAY, APRIL 7, 1897.

Number 707

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A Groc=er's

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Save Trouble
Save Losses
Save Dollars

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ENGLAND'S MIGHTY PROBLEM.

To do Old England justice, she does not seem to want to oppress Greece, or help the Turk, further than necessary to prevent a general conflict in which all the advantage in the East would be with Russia. And while even this policy is inspiring the English government, the English people are giving unmistakable evidence of their sympathy with Crete and Greece.

England at one time was the dominant force in Constantinople. She was so even at the outbreak of the Armenian atrocities. Then was the time to act promptly and energetically. She must be criticised for her seeming tolerance of the Turkish outrages at that time. Since then Russia has undermined England in the East. The latter power is not able now to act alone in opposition to the Czar, and cannot afford to quit the European concert. To do so now would be to give Russia free hand, and although we may call the Czar's government a Christian power, it would be but little less disastrous to civilization and progress to see Russia supplant Turkey in the east of the Mediterranean. England would undoubtedly like to assist Greece were it not for Russia, and it is certainly a tremendous problem which is presenting itself to the British statesmen.

With Turkey in Europe destroyed, and the Czar in control of Constantinople and the Dardanelles, British influence in the East would be gone. The Russian civilization leaves no signs of that which it supplants. Every vestige of the old life of a conquered territory is soon swept away. Already controlling half of Asia and half of Europe, there is no limit to Russia's ambition or spirit of conquest. Against this steady march of Muscovite and Slav power and civilization England alone is opposing an obstacle. The Turk is less harmful than the Czar, and while we may find much to condemn in the British course in the East even now, the great fact begins to stand out more prominently, day by day, that Great Britain is the world's only hope in checking the complete Russianizing of the southeast of Europe as well as of Asia. In such a struggle England ought to have the sympathy of Western Europe and America.

Side Lights on the Legislature.

It is customary, nowadays, to speak sneeringly in regard to legislatures, as if they did not amount to a great deal. I am sorry this is so, because there is rather an upward tendency, and I think we ought to encourage them. It was not a member of the present Legislature, who, noticing that in the morning just before the session opened everybody was going in and nobody going out, introduced a resolution, "That between the hours of 9 and 10 the elevator should make up trips only!"

Old Mr. Ripley was a country member twenty years ago and used to be a little tedious in his talks (you know they sometimes are) and they would sometimes throw waste baskets at him and holler "Louder!" Mr. Ripley was

there and was getting a little tedious one day and they commenced shouting "Louder! louder!" He waited until they got through and then went on with his talk. Again they commenced, "Louder! louder!" He turned around and said: "If the gentleman from Lenawee will let his ears out to their full length, he will have no occasion to cry, 'Louder! louder!'"

It was not a member of the present Legislature who, having some friends calling on him, took them up to the capitol one evening when the Reform School boys were going to give a little exhibition with recitations for the edification of the statesmen. This member had his friends there with him and, after the exercises had run on a while, noticed that his friend was in deep thought, and he said to him: "Jim, what are you thinking about?" "I was thinking how strange it is that the people of this great State of Michigan will send such bright, intelligent, smart boys as these to the Reform School and then send such infernal lunkheads to the Legislature."

All those things happened in years past. No member of the present Legislature ever committed such blunders as those. Certainly this is an age of progress.

More than all that, let me make a suggestion: Isn't it a bad plan to try and get better legislation by opposing the Legislature? As business men, that is not the way you would get customers. You don't swear at men; but you endeavor to win them over and get them to come and trade with you. Would it not be better for us if we encouraged these members of the Legislature a little and tried, when they did a good thing, to praise them a little? They are susceptible of failure. Instead of opposing them every time they do something that is not right, let us encourage any slight indications we see of intelligence and honesty. Like the old darkey, when he prayed at the time of the revival, "O Lord, Thou knowest dat we are wicked an' sinful; we have gone far astray from Thee an' done many things dat were wrong; an' O Lord, we know dat Thou knowest how wicked we are; but, O Lord, we do love Thee, we have got a little spark of love left in us. O Lord, water dat spark!"

C. A. GOWER.

The Grocery Market.

Sugar—The market continues to strengthen, refiners having marked up their quotations 1-16@3/8c during the past week. The European market has stiffened somewhat during the week as have domestic raws. The consumptive demand is slowly increasing.

Coffee—Heavy Brazilian receipts and weakness in the European markets have combined to force the option market down 50@60 points. The continuation of the large receipts is very surprising, and this fact alone has had a depressing effect. The market for mild goods has been steady and there is some de-

mand for desirable stock. Javas are very firm. Mocha is quiet and unchanged.

Tea—High grades are at present in especially good demand, which is a decided change from previous existing conditions. The prices of these grades have not changed as yet, but low grades are growing firmer and firmer. It is known positively that at least 10,000,000 pounds of tea, or what has passed for tea, will be excluded by the new bill.

Beans—Recent reports from the Coast indicate that the lima bean combination is in a rather precarious condition and has had to reduce its price in order to meet the competition from outside shippers. Every lima bean combination so far—with the exception, of course, of the one now in existence—has ignominiously failed to control the market for any length of time. It was thought that the present combine could be maintained because an arrangement was effected by which growers who were short of money could be carried by the Association until the market would take care of their stock.

Canned Goods—Although the demand is considerably improved, no higher prices are looked for unless the demand should become phenomenal, which is exceedingly unlikely. The low prices will aid in the consumption. The demand for tomatoes during the week has been only half-hearted, but shows an increase. Corn is quiet, at unchanged prices, although there was a better enquiry than the week preceding. It has not resulted in much trade as yet, but will eventually. Peas are not much in evidence at present, and the price is unchanged. Peaches are also quiet, at unchanged prices.

Coffee—By reason of the coffee war between Arbuckle Bros. and the Woolson Spice Co., package coffee is at present ruling at a price lower than was ever known before, with the possibility of still lower prices in the near future.

Low Prices Ahead for Tan Bark.

Local dealers in hemlock bark state that the price to be paid for bark delivered on cars this season is \$3.25 per cord, which is 25@50 cents less than was paid last season and nearly \$1 less than was paid a few years ago. When it is remembered that as much bark is destroyed every year as is peeled, so that the available supply of bark is gradually being depleted, the decline is unusual, being due altogether to the large amount of gambier and other articles which tanners of upper leather are now using in place of tan bark. The sole leather tanners are still using bark altogether, being unable to find any chemical or vegetable substances or compounds which will do the work as well as hemlock bark. The normal product of the Lower Peninsula is 300,000 cords per year, but, from present indications, the output this year will fall considerably below that of previous years, owing to the large amount of bark left in tanners' yards, as the result of their using such a large proportion of substitutes.

JANE CRAGIN.

The Feast Ends and the Biter Gets Bitten.

Written for the TRADESMAN.

The longer Cyrus Huxley's eyes rested on the fair face of Marjory Marshland, the more difficult it seemed for him to turn them somewhere else. Without doubt, the petals of the American Beauties which Miss Marchland had fastened in the silken folds of her cream colored gown had been the attraction which fastened Cy's gaze upon her at first—and there is a grave suspicion that the young woman had taken advantage of the new arrival's now-known fondness for that color in fastening the roses near her heart and almost hiding another in the wavelets of her abundant hair. But the roses were soon forgotten while gazing upon the lovely features, the clear complexion, the flush that tinted the cheeks and the sparkle that flashed from the dark brown eyes. How lovingly the creamy folds clung to the delicately-moulded shoulders and tauntingly toyed with the snowy splendor of the beautiful neck. How the light, slipping from the cheek and clutching vainly at the dimpled chin, rested at last upon the silken sheen below, as she leaned forward in graceful attitude to hear what Cy was saying.

Nor was she only fair—no wit so keen as hers and no laugh quite so musical and merry as hers brightened the feast that night. And all the party saw and wondered. Never before had Miss Marchland, even at her best, been quite like this. The Doctor, who had so far held his own with her at thrust and parry, threw down his lance; the Captain and Mr. Smith utterly refused the proffered warfare, and, when she turned at last to Cy, her dancing eyes sparkling with anticipated delight in the wordy war, even Jane prepared herself to battle for her guest if necessary.

No help was needed. The gauntlet which the brunette exultantly threw down, the blond as eagerly picked up. It was the East against the West; and the New Englander did not shrink. The dry crackling humor of the Yankee, never surprised, was brought face to face with the exuberance of the prairies, and, as if by common consent, the others of the party rested on their arms and enjoyed the brilliant contest. If Miss Marchland was at her best, Cy was certainly not at his worst. It gave him the delightful privilege of feasting his eyes upon the beautiful face of this charming woman; and, when the witty war was over, it was not difficult to see that the lady had made the most of her opportunity in the same direction.

"What a magnificent specimen of a man he is!" she thought to herself, once when the laugh had been skillfully turned against her. "A laugh like that from a pair of healthy lungs is well worth listening to, aside from the hearty good nature that stands behind it. What sparkling yet honest eyes! They are as clear and as blue as they are handsome. A man with that kind of chin has a will of his own, and knows when and how to use it. A good strong character—no doubt about that—and a good strong arm to—make itself felt(!) if need be. I do wonder if he will take kindly to the spelling!" a thought which crimsoned her face until Cy, who of course was looking at her, made up his mind that after this there would be a choice even in American Beauties!

Miss Marchland's opinion of the Milltown storekeeper—modified some-

what, let us hope—was the opinion of the others around the table. A fellow who could hold his own with the leading spirit of the Alta Vista when in the height of her glory couldn't be other than "all right;" and, in the midst of the royal fun going on, Smith and the Captain managed to exchange nods of approval from time to time, which Jane saw and treasured up in her heart. The Doctor was noncommittal; but, in spite of the antagonism—shall we not call it natural, for how could it be anything else?—which this man's coming had awakened, under the skillful manipulation of Smith and the Captain, he felt his heart going out towards the new-comer. In all the byplay which had been going on—and some of Miss Marchland's thrusts went deep; experience had taught him that—there had been not the slightest trace even of annoyance; and no laugh had been heartier even when against him than this same—yes, this same good fellow's from the Old Bay State. What if he did like—love—Jane Cragin? He "wasn't the only one"—it showed his good sense—only he would have shown it sooner if he had made the most of his earlier opportunities; and, now that the affair had been transferred to Colorado, he mustn't find fault if he found a little opposition. The man had proved himself a peer of Miss Marchland; and now, if he would only turn the tables on Smith and the Captain (the last goading of the duo still smarted), he would—no, he would not give up Miss Cragin, but he would be willing to smoke one of Cy's filled cigars, a sacrifice equal to a man's laying down his life for his friend!

Strange as it may seem, the same thought, for the last five minutes, had been agitating Cy. How to transfer the deceptive rolls of tobacco from his vest pocket to the mantle of the joker over there was a puzzle. Would it be the thing to bring them out on such an occasion? Old lady Walker would have paralyzed him with a glance for thinking of it; but Jane never objected. And the American Beauty, he felt, wouldn't; but would the other ladies think him a barbarian, and so think less of Jane on his account? Finally, he concluded that it would be just the place to try it. They were Jane's cigars. Once lighted, the fellows would have to smoke—at least a little of 'em. Jane knew a good cigar by the odor. "Many a time and oft" had she raked him down for lighting anything else; and, if that handsome doctor had been indulging in this business, the quicker he was exposed the better. The current of his thought was interrupted by his beloved hostess.

"I suppose you gentlemen will want us ladies to leave you to your cigars; but we all want to stay to enjoy them. Mr. Huxley, why not let the gentlemen sample those you found in your smoking set? I know they are good ones, for Mr. Smith is a connoisseur in such things, and he had them made purposely for you. It is a good thing, you know, to encourage home industries. Shall you ask the waiter to go to your room for them?"

"O, no; I saw by the wrappers that they were the best and filled my pockets with them. You may ring for some matches, Miss Cragin, if you will. Miss Birkenmeyer, will you kindly pass these cigars to the Captain and Mr. Smith; and may I trouble you, Miss Cragin, to pass these to Dr. Day?"

Jane Cragin had not summered and wintered with Cyrus Huxley without

knowing every phase of his mental action; and she looked wonderingly into his face to see what was coming now. The tone was too suave; the hand that passed the cigars too graceful in its motion, and the pleasing smile that had curved his lip means mischief. What was it? Womanlike, she touched him with her foot under the table, and manlike he was too intent upon his purpose to notice her. Not once did his eyes turn from Smith and the Captain until each had lighted "a Colorado-made cigar." Then, taking from his pocket one that he had brought from home, a brand that Jane had approved of, he lighted it and waited for developments.

Never had he been quite so entertaining. Even Jane was surprised—more than that, she was proud of him. Story and conversation and repartee fairly scintillated with wit. What could it mean?

She was not long in doubt. Cy gave her the clew, and Jane never needed more than that. Seeing that Dr. Day did not light his cigar, and sorry that he had misjudged the fellow, Cy quietly passed one of his own cigars under the table to Jane, who as quietly thrust it into the hand of the Doctor. The twinkle in the physician's black eye showed that he understood, and soon after the wreaths of blue that mingled as they curled from the lips of the two were happy omens of an intimacy that might begin between them.

In the meantime, with eager interest Cy watched the progress of the other cigars. They were so long in lighting! The time between puffs was longer still; and when, at last, a glowing coal indicated that the biters had been bitten, and that they knew it, he stopped in the middle of the anecdote he was telling with, "Smith, your cigar doesn't draw well. Take this. Captain, you're in the same box. Here!" Taking the two Colorado home-mades, he threw them out of the window, and the supper came to a pleasing end with the cigars that were worth the smoking.

"Come to my room before you go to bed," said Smith to Cy as they passed out of the supper room. "We fellows want to thank you."

"No," was the reply, "you come to mine. I've already spoken to the Doctor;" and there, in that upper room of the Alta Vista, in "the wee sma' hours," the practical joke was laughed over, forgiven and forgotten; and the three, after they had bidden their host good-night—or morning rather—said, as they separated in the hall, "A blamed good fellow, and I like him!"

RICHARD MALCOLM STRONG.

The Hardware Market.

The past week has been uneventful and marked by a moderate but increasing volume of business. There is, however, a good deal of unevenness in the demand, trade from some sections being of good volume, while in other quarters dealers report almost a complete absence of any business. Builders' hardware is beginning to move with a certain amount of freedom, while heavy hardware at the present time is very quiet. Collections are only fair. The discussion in regard to the new tariff has had a slight effect on certain lines of goods which are to be materially affected by the new duties. Cutlery and hardware come under this head, as they seem to be bound to have a marked increase placed on them in the matter of tariff. The market is without important change, the most notable event

being the action of the Shovel Association in getting in outside competition, which in the future will have a tendency to make prices of a more firm nature.

Wire Nails—There has been little change in the general situation since our last report of this market. Jobbers who find their old contracts completed and are desirous of making new ones find the mill prices very firm. This is caused by the enormous amount of business now at the mills, as well as the strike which is now in progress at the H. P. Nail Co.'s mill in Cleveland, and no one knows whether it will spread further or not. \$1.50 and \$1.45 in car lots seems to be as low as any manufacturer will enter contracts, while \$1.55 to \$1.50 is the asking price in less than car lots.

Barbed Wire—There has been a very liberal movement in barbed wire during the past week and manufacturers are kept busy filling orders to meet the requirements of their customers. In many cases complaints are made that shipments are not made as promptly as is desirable for the convenience of merchants. They all are in hopes, however, to have all orders cleared up by April 15, and will then be in shape to solicit new business. Prices are firm at the present market report and we do not look for any decline during the spring trade.

Cordage—For some reason the price on both sisal and manilla rope is not as firm as it has been in the past, and it is to be hoped that during the remainder of the spring rates will remain low, which will, no doubt, have a tendency to increase the business. Wool twine seems to be firm, varying in price from 6c to 5½c per pound, according to the locality from which it is shipped.

Window Glass—The demand for window glass keeps up fairly well and there does not seem to be any indication of lower prices prevailing during the spring. The Association has decided to sell no glass subject to shipment later than April 30. This is considered by some to point to a raise in price. Although there are reports of breaks in some parts of the West, the market is generally firm.

Reports from other markets are as follows:

Chicago—The keynote of improvement has at last been struck in the shelf hardware trade. Local jobbing houses, without exception, report a striking increase in business during the past week or ten days.

St. Paul: Trade is fairly satisfactory, which is shown in the increased number of orders, there being a marked improvement in this respect during the past week.

Omaha: The old conditions have remained unchanged for so long a time that it seems superfluous to repeat the fact that "trade continues to be all that could reasonably be expected."

St. Louis: The events of the past two weeks have been quite unimportant, from a business standpoint, and while the number of orders have been fairly satisfactory, there does not seem to be much life to the trade.

Louisville—The excessive high water which has flooded the whole lower country from here to the Gulf is responsible, we believe, for a halting business, disappointing to every one.

Cleveland: The extremely bad weather we have been experiencing since our last has retarded trade to some extent, but we note a gradual improvement, but not as marked as it should be.



We are Western Michigan agents
for **many** good things.

➔ This is one of them.

Clark-Jewell-Wells Co.

Grand Rapids.

Around the State

Movements of Merchants.

St. Ignace—Wm. Jones will shortly embark in the furniture business.

Bay City—Gus Swaby succeeds Gus Swaby & Co. in the drug business.

Hesperia—A. E. Mills has purchased the meat business of Hawley Bros.

St. Joseph—Weber Bros. succeed Weber & Collander in the grocery business.

Sault Ste. Marie—Condon Bros. succeed W. J. Condon in the boot and shoe business.

Ithaca—Derry Bros. have purchased the implement stock of G. W. Stam-baugh & Co.

Saranac—A. E. Wilkinson has put in an oven and will shortly embark in the bakery business.

Dexter—James & Francisco, hardware dealers, have dissolved, Thos. S. James succeeding.

Riverdale—M. C. Lathrop continues the grocery business formerly conducted by Lathrop & Woodward.

Coldwater—Dr. Geo. Ferguson has sold his drug store to his son, Judson A. Ferguson, of Missoula, Mont.

Decatur—Henry Byers has opened a jewelry store in a part of the room occupied by F. H. Dewey & Co.

Ann Arbor—Richard E. Jolly succeeds R. E. Jolly & Co. in the stationery and confectionery business.

Carleton—Sherrill & Schweizer, grocers, have dissolved. Mrs. Phoebe J. Sherrill continues the business.

Escanaba—Ed. Carrow has opened a confectionery and fruit store in the building at 807 Ludington street.

Reed City—D. C. Harter has opened a stock of groceries in the building formerly occupied by Samis Bros.

Hudson—R. N. Johnson & Co., dealers in dry goods, have dissolved. R. N. Johnson will continue the business.

Flint—D. E. Salisbury is putting in a new stock of groceries at the Ann Arbor street grocery, which he purchased from W. R. Scott.

Ludington—H. P. Hilton has sold his bakery business to A. J. Yakes. Mr. Yakes has been employed in the bakery for the past two years.

Hoytville—West & Co.'s store building and general stock burned April 5, involving a loss of about \$4,000. Unfortunately, the firm carried light insurance.

Big Rapids—Charles Hangstörfer has purchased the Thos. J. Sharpe market on the North Side, and removed his stock thereto, thus combining the two markets.

Port Huron—Kaesemeyer Bros. have sold their meat business to Truman Cook, who will carry on the market as heretofore. Mr. Cook takes possession April 15.

Albion—O. H. Gale succeeds E. C. & O. H. Gale in the hardware business. E. C. Gale intends taking the road for the Simmons Hardware Co., of St. Louis, Mo.

Coloma—John Enders will put up a new store building on the lot north of his marble works, which will be occupied by Mr. Urick as a confectionery and news stand.

Cadillac—John Buchi, formerly an employe at Hutchinson's market, is endeavoring to organize a co-operative meat market in Cadillac. He proposes to have half a dozen persons unite to start the market with a view to extending the business to a stock farm to supply the stock.

Charlevoix—The Clayden Dry Goods Co. succeeds Clayden & Markham in the dry goods business, Mr. and Mrs. Clayden having purchased the interest of Mrs. Markham.

St. Johns—Geo. L. DuBois has sold his interest in the grocery firm of Chick & DuBois to Willard Lyon, who took possession Monday. The new firm will be known as Chick & Lyon.

Big Rapids—F. W. Joslin expects to move his clothing stock to the Harwood block about the middle of this month. He will occupy the store that is now partially occupied by Rastall, the jeweler.

Traverse City—The grocery firm of Shilson & Brezina has been dissolved by mutual consent. Mr. Brezina has purchased the interest of Mr. Shilson and will continue the business at the old stand.

Nashville—G. W. Francis & Son have sold their grocery stock to Ed. Palmer and P. H. Brumm, who have taken possession and are running the business under the firm name of Palmer & Brumm.

Marquette—The title of the Johnason Clothing Co. has been changed to the Johnason Clothing & Shoe Co. and part of its capital stock has been taken by Milwaukee parties. New officers have been elected.

Lakeview—L. L. Bissell is remodeling his store in the Bissell block. It will be occupied about April 20 by K. Gittleman with an exclusive grocery stock. The establishment will be known as the Enterprise grocery store.

Baldwin—C. H. Howd has exchanged his hardware stock and real estate with Fred Walton & Co., of Munith, for a farm two miles north of Ithaca, where he will reside in the future. The hardware stock will be shipped to Jackson.

Kalkaska—Geo. E. Smith has severed his connection with the Kalkaska Lumber Co. Mr. Smith has been one of the managers of the corporation for the past fifteen years and will now embark in the lumber business for himself.

Saginaw—Wallace W. DeLand, recently with O. W. Shipman, coal dealer, of Detroit, has purchased of D. A. Pierce the Ideal Grocery Co.'s store at 810 Genesee avenue and will continue the business. Mr. Pierce will remain with him for a while.

Lansing—F. N. Arbaugh, of Johnstown, Pa., has purchased J. M. Cameron's interest in the novelty store on Washington avenue south and the firm will now be Cameron & Arbaugh. This firm has also bought the store building and vacant lot adjoining.

Fennville—S. H. Dickinson and W. W. Hutchins have made a deal by which they will be associated in the furniture business. Mr. Dickinson will have charge of the west store in the Hutchins block and will increase the stock and push the business.

South Boardman—Howard Leach has purchased the grocery stock of J. H. Murray and has removed his general stock to the store formerly occupied by Mr. Murray, the latter, in turn, removing his hardware stock to the building formerly occupied by Mr. Leach.

Plainwell—The furniture and undertaking firm of Goss & Robinson, composed of Mrs. M. J. Goss, H. M. Goss, and C. B. Robinson, has been dissolved. Mr. Robinson has retired and will engage in the undertaking and real estate business by himself. The former two will continue business under the style of Goss & Goss.

Muskegon—Arthur E. Friant has resigned his position as head trimmer with A. P. Conner & Co., to take a similar position with Marks Brothers, one of the leading clothing firms of New Orleans, La. Mr. Friant came here about eight years ago from Grand Haven, and developed special talent as a decorator and window trimmer.

Big Rapids—C. W. Barton has purchased the building in which his grocery stock is located, and he is now engaged in putting it in more convenient and attractive shape. His intention is to fix it so he can carry on all of his business under one roof, leaving the building in which his bazaar and millinery store are located to be used for something else.

Coldwater—The crockery and glassware firm of C. B. Pennock & Co. has been dissolved by mutual consent, E. E. Cooper, who has been the person in charge ever since the firm started here, retiring. The concern will continue in business under the old name, with W. P. Carey, of Adrian, in charge. Mr. Cooper will take a portion of the stock and go elsewhere, but has not yet decided where he will locate.

Manufacturing Matters.

Cheboygan—John Noll succeeds Murphy & Noll in the cigar manufacturing business.

Whitehall—Staples & Covell, lumber dealers, have dissolved, Lyman T. Covell succeeding.

Holland—C. L. King & Co. have received an order for ten carloads of berry boxes from San Francisco.

Holland—C. Blom, Jr., and Geo. Morrison will shortly undertake the manufacture of waxed butter plates.

Reed City—D. F. Beattie is making arrangements to manufacture wooden bowls at the Benjamin Machinery Co.'s plant.

Reed City—A company has been organized in Reed City to manufacture J. W. Hoover's metal bag holder. The first shipment of three dozen was made to Pierson on Monday.

Ludington—The mill of the Pere Marquette Lumber Co. is being put in readiness for its last year's run. Logs to the amount of 8,000,000 to 9,000,000 feet will be cut. The Pere Marquette mill has been an important industrial plant at Ludington and its prospective abandonment is a matter of general regret.

Ionia—Andrew Haberstumpf has merged his brewery business into a stock company under the style of the Ionia Brewery and Bottling Co. The capital stock is \$60,000, all paid in, of which A. Haberstumpf has \$50,000 and Conrad Haberstumpf and John Haberstumpf \$5,000 each. Officers have not been elected, but it is expected that A. Haberstumpf will be President, Conrad Haberstumpf Secretary and General Manager and John Haberstumpf Treasurer.

South Manistique—Hall & Buell will finish cutting their timber holdings about July 1, at which time the sawmill and other property will be turned over to the Chicago Lumbering Co., of Manistique. This mill was built in 1881 by S. O. Perry, of Chicago, and was entirely rebuilt by Hall & Buell in 1885. It was one of the first mills to use band saws successfully. It has had the reputation of being one of the most successful sawmill plants in the Upper Peninsula and has proved a profitable investment to its present owners. Its operation since 1885 has been under the management of A. C. Hubbell.

West Bay City—The Corunna Coal Co., of Corunna, has leased 640 acres of land just outside the city limits of West Bay City, and will prospect for the black diamonds on an extensive scale. The company is bound to sink a shaft within one year.

Ontonagon—The reason given by the lumber managers of the Diamond Match Company for relocating their mill operations at Green Bay, Wis., was because it was the only place where a safe and capacious boom could be secured which would altogether be under control of the company. The solicitations of Menominee-Marquette were rejected, partly because the booms were in the hands of companies, and partly because holding grounds were not considered absolutely safe.

Detroit—When Mabley & Co. were arranging a settlement with their creditors the City Attorney shoved in an oar for the firm's taxes. Assistant Joslyn had the matter in charge, and was importuned by the creditors to keep his hands off. It was arranged that the trustee should retain \$3,000 of the purchase price, and Joslyn understood that the taxes were to be paid from this when the settlement affairs had been straightened out. Instead, the creditors put in a claim for the money and demanded that the city should come in with them and take a pro rata share. Judge Donovan has decided that the taxes must be paid in full.

Ishpeming—The Lake Superior charcoal iron furnaces have formed a pool and hope to make its operations profitable, undeterred by the fate of the bessemer ore pool, the steel-rail pool, the billet pool and the many other combinations which have broken in the recent past. The plan of the pool, which includes all of the furnaces turning out this variety of pig-iron, does not contemplate any material increase in prices, which might cause the product of its members to be replaced by other kinds of iron, but rather a systematizing of production of varied grades, a better plan of selling and a prevention of competition which might extend beyond the point of profitable operation. Unless the members of this pool prove wiser than their forbears, the operations of the combination will be marked by moderation and attended by satisfaction and profit the first season, characterized by greed and pursued by dissatisfaction the next year and followed in the succeeding season by dissensions, recriminations and collapse, with a period of war to the knife and knife to the hilt until there has been a satisfactory amount of blood-letting; then convalescence and eventually a repetition of the same programme. It is possible that, as the membership of the pool is small, better luck may be in store for the makers of Lake Superior charcoal iron.

Saugatuck—The new basket making machine invented by R. E. Reed is now in successful operation at Weed & Co.'s factory and has given such satisfaction that two more of the machines of similar construction have been ordered. The new machine is constructed entirely of iron and weighs 3,000 pounds. It turns out a much better basket than can be made by hand, and with it one man and a boy will make as many baskets as can four men by the old process. In the place of nailing, the machine fastens on the hoops with strong flat wire staples, driven two inches apart and clinched on the inside, making a much stronger fastening than by nailing. The machine is the result of three years' study on the part of the inventor.

Grand Rapids Gossip

T. H. Porter has sold his meat market at 339 East Bridge street to John Butcher.

J. Clement has removed his grocery stock from 40 West Fulton street to 495 South Division street.

D. Snell has opened a grocery store on Godfrey avenue. The Olney & Judson Grocer Co. furnished the stock.

Frank A. Chatterdon has opened a grocery store at 602 Cherry street. The Ball-Barnhart-Putman Co. furnished the stock.

Chas. McArthur has opened a cigar and tobacco store at 313 Jefferson street. The Worden Grocer Co. furnished the stock.

Odejewski Bros. have opened a grocery store at 226 Muskegon street. The Olney & Judson Grocer Co. furnished the stock.

John N. Loucks will open his grocery store at Macatawa Park again this week. The Lemon & Wheeler Company has the order for the stock.

I. A. Young has embarked in the grocery business at 40 West Fulton street. The stock was furnished by the Ball-Barnhart-Putman Co.

Evans & Wilkinson, meat dealers at 75 Fourth street, have dissolved. Thos. A. Evans will continue the business at the same location and John Wilkinson succeeds Bradford J. Foreman in the meat business at 611 South Lafayette street.

Huizenga & Kloet, hardware dealers at 317 South East street, have dissolved, Cornelius Huizenga removing to his farm near Grandville. Bartel Kloet and Harm J. Hamstra, formerly clerk for Vander Veen & Witman, will continue the business under the style of Kloet & Hamstra.

Jacob Lucas, of the defunct furniture firm of Lucas, Barker & Co., has removed to Hornellsville, N. Y., and re-engaged in the retail furniture business under the style of J. A. Lucas. It is understood that Mr. Lucas saved about \$10,000 from the wreck of Lucas, Barker & Co. by placing the homestead in his wife's name when he removed to this city from Manistee.

As was generally expected, the proposition to authorize the issue of bonds for the establishment of an electric lighting plant by the city carried by a considerable majority of the small vote polled at the recent election. The opponents of the measure seemed to recognize the fact that any positive demonstrations against it would only spur the activity of those interested in its success; and, in view of the ease with which popular interest is attracted by novelty, there could be no question as to the result. It was the hope of the Tradesman that the action would be delayed until the outcome of the experiment, which is resulting adversely in so many cities of the country, should become sufficiently known to finally prevent it; but in this, as in many other regards, the experience of others has no significance or value to us—our own experience is the only school in which we can learn.

M. J. Clark has recently won two important suits in the Circuit Court at Duluth and is confident of winning a third. The principal points in the litigation are as follows: Mr. Clark owns large tracts of pine timber in towns 48-15 and 48-16. He entered into contract with the B. B. Richards Lumber Co. to log and manufacture this timber for him, he to retain the ownership of the lumber until sold in due course of business, when he was to receive so much a thousand for it. By mutual agreement, so as not to hamper the company, this contract was not put on record, and when the Richards company became embarrassed and assigned, the lumber was attached and treated as a part of the company's assets. Clark at once began proceedings to recover the lumber on the yards, also 2,000,000 feet sold to Mitchell & McClure, and remaining in the defendant's yards. Mr. Clark's claim was resisted by the assignee and creditors, but after a long and costly lawsuit Judge Moer sustained the claim of Mr. Clark to the lumber, lath and shingles, leaving the mill and other property, real and personal, to the creditors of the concern. During the progress of the assignment matters it became evident that about 8,000,000 feet of timber that had been scorched by forest fires must be logged. It was then stipulated by the parties to the suit, and an order from the court was made appointing James M. Paine special receiver to cut and bank the burnt timber. Judge Moer, in his findings, has extended Paine's receivership to all the property decreed to plaintiff, and he will in future handle all lumber and timber formerly handled by the B. B. Richards Lumber Co., upon which Clark has a lien.

Retail Grocers Refuse to Pay for Bell Phones.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held Tuesday evening, the Bell Telephone Co. came in for a good share of condemnation, on account of the arbitrary policy of that company in attempting to coerce retail grocers to pay for phones solely to talk with a few people throughout the city who are willing to accept the bribe of free phones in their homes. So far as can be learned, the coercion does not work, several grocers having refused to pay for the phones at all, in which case the Bell people leave the phones in rather than take them out. The following resolution, expressive of the sense of the Association on the subject, was unanimously adopted:

Resolved, That we protest against the policy of the Bell telephone management for insisting on the payment for telephones for the sole purpose of enabling us to talk with people who are furnished free telephones;

Resolved, That we positively refuse to pay for the Bell service until we are furnished a book giving an accurate list of actual subscribers.

It is not thought that the Bell company will comply with this requirement, as the publication of a book disclosing the number of phones actually in use would place the exchange in an exceedingly amusing light before the business public.

W. F. Willeman, formerly engaged in the retail grocery business in this city, is now acting as custodian of the C. J. Dennis general stock at Eureka, representing Rindge, Kalmbach & Co., who have purchased the equities of Phelps, Brace & Co. and Edson & Co.

The new samples of men's shoes for fall contain a number made from kid stock of different weights, from the light stock to the heaviest. They are all calfskin lined, as a rule.

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—Factory creamery dropped 2c last week, but local dealers still hold separator goods at 18@19c. Dairy is coming in so freely that the market for choice has dropped to 12c, with cooking grades ranging from 6@10c.

Cheese—The receipts of new cheese are very light so far, and have had no effect upon the market. The scarcity of medium grades makes a very good opening for the new cheese here, as prices are slightly under the prices brought by fancy old cheese. There will be no decided increase in the make of new cheese much before May 1 and prices are not apt to be affected by new arrivals. The stock of fancy old cheese is being reduced rapidly and the market will be firm, as this class of cheese will be entirely used up.

Cranberries—Cape Cods are still in market, commanding \$1.75 per bu. and \$5.25 per bbl.

Cabbage—\$4@4.50 per 100 and market advancing.

Cucumbers—Cincinnati stock commands \$1.25 per doz.

Eggs—Local dealers announce their intention of paying 8c on track this week, but intimate that the paying price will be lowered to 7½c next week. Eastern markets have declined ½@1c during the past week, ruling prices being now lower than has been the case for years. The Tradesman advises its friends in the country to market their eggs promptly, as the indications are that prices will go to 6c before long, while during the hot weather of June and July the market is very likely to be flat.

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 12c per dozen bunches.

Parsnips—25c per bu.

Pieplant—Illinois stock commands 3c per lb.

Potatoes—Utterly without feature.

Radishes—Cincinnati stock, 20c per doz. bunches.

Squash—Practically out of market.

Sweet Potatoes—Dealers hold Illinois stock at 75c per bu. and \$2 per bbl.

The Grain Market.

There has been nothing doing in wheat during the past week, as no one seems to want it and it has been what is termed a dragging market. Shipments were somewhat better and receipts on the Northwest also increased. The visible decreased only about 400,000 bushels. This was a damper on higher prices, at least for the present. However, the receipts have fallen off again and shipments are improving and we look for a larger decrease next week. The world's shipments were about the same. The reports regarding the growing crop do not show any improvement; if anything, they are worse. The French crop is also looking bad and with indications of only 75 to 80 per cent. of an average crop. As soon as navigation opens, we expect to see about 4,000,000 bushels moved from Duluth alone, to say nothing about Chicago, which expects to send 2,500,000 to 3,000,000 bushels out. This will leave the available rather below where it has been for five or six years. Owing to the bad roads, the local receipts have been light—hardly worth mentioning. Prices in wheat centers are about 2c below one week ago, but the same prices are being paid at initial points as were paid one week ago, simply because there is grain moving.

Owing to the large sales and small receipts, corn advanced about 2c per bushel. Oats remain about the same.

The receipts here during the month of March were 141 cars of wheat, 15 cars of corn and 13 cars of oats. The receipts during the past week were 22 cars of wheat and 4 cars of corn.

Local millers are paying 80c for wheat. C. G. A. VOIGT.

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.

TO EXCHANGE—AN IMPROVED 80 ACRE farm for stock of groceries. Address E. R. Reed, 115 Ottawa St., Grand Rapids, Mich. 256

FOR SALE—FIRST CLASS MEAT MARKET, next door to H. J. Vinkemulder; good trade; elegant location. Reason for selling, have other business. E. J. Moore, Grand Rapids, Mich. 255

FOR SALE—ONE LARGE AND ONE MEDIUM safe, one thirty-foot and four five-foot wall cases, also counters and counter-cases, cheap. Levy Rubin, Saginaw, E. S. Mich. 252

TO EXCHANGE—HARWARE STOCK FOR city or farm property. Address 1409 East Main St., Jackson, Mich. 254

FOR SALE—COMPLETE SET OF TINNERS' tools, all in good order. Address E. E. Whitmore, Mason, Mich. 253

ONLY THREE MORE OF THOSE 8 FOOT round front show cases left; price, \$7.50 each. Converse Manufacturing Co., Newaygo, Mich. 257

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

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

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, inventory about \$1,200, in a live Michigan city; good trade; nearly all cash. Good reasons for selling. Address Box 165, Big Rapids, Mich. 248

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. 234

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

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

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 PHARMACIST 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

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

Cutler House at Grand Haven.

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

HIS LITTLE GAME.

How a Sharper Flimflammed the Trade.

"But the farmer is not the only sucker in the river," said a grocer in Norfolk's best town, the other day, after he had related how a knight of the soil had been taken in by some new and ridiculously simple scheme.

"The farmer may be as green as his own grass, but I guess the majority of him knows enough to change a ten-dollar bill without losing half of it," continued the grocer.

"Why, you don't pretend to say that any kind of a man could be such a gigantic simpleton as that, do you?"

"Yes, sir, and I'm one of 'em," said the grocer, with that kick-me-if-you-want-to, silly sort of grin that always settles itself on a man's face after he has "gone and done it" in a way that lowers himself several notches in his own estimation.

"Well, I'll be hanged!" said I; "I wouldn't take you for such a chump as that."

"Well, if more than half a dozen of the best business men in town hadn't been caught in the same trap, I never would've opened my mouth about it, that's all!"

"How did it happen?"

"Happen! Why, just as easy as rollin' off a log; and that's what makes me feel so deuced simple over it," explained the grocer. "All there is to it, a man came into the store one evening, just before the big prize fight, and made a 25-cent purchase and threw down a ten dollar bill. I wrapped the parcel, put the bill into the drawer and gave him back his change. And yet that fellow went away with his ten dollar bill and \$4.75 of my money besides."

"Why didn't you stop him?" I asked.

"Stop him?" laughed the grocer, as he lighted a cigar. "Why, I was satisfied with the deal, and so was he, and I actually thanked him for the favor, as I do all my customers."

I made up my mind that the grocer was either drunk or crazy, and didn't know what he was talking about, and that any further conversation on the subject would only be time wasted; but a stylishly-dressed lady customer entered just as the grocer finished his last remark, and I thought I would remain and see how a crazy man managed a customer.

The lady was evidently well pleased with the manner in which she was waited upon, and dallied a moment to chat. She ordered a nice bill of groceries, enquired after the grocer's family, expressed regrets at not seeing the grocer at the church "social" the night before, and then she said she hoped the next swindler in gentlemen's clothes who attempted to flimflam the merchants would be caught before he got out of town. This showed there was something in it, and so I resolved to wait and get the particulars.

After the lady's departure, the grocer relighted his cigar, remarking as he did so: "It beats all what strange things happen sometimes. We boast of our smartness in this, that and t'other thing, but, the first thing we know, we are led to do some foolish thing that a twelve-year-old boy would be ashamed of. The most expert business men are sometimes caught by the simplest devices, and the more simple the device the more effective in its operation, and the more groundless for a sensible ex-

cuse after a fellow has been operated upon."

"But how in the world could a man work such an exceedingly nonsensical scheme as the one you speak of?" I asked.

"Well now, it was done this way: He found out to what particular hobby each one of his would-be victims was addicted at that particular time. He learned that I speculated a little on sporting events—just by way of a little recreation, you know—and that the most interesting side issue for me just at that time was the big prize fight. He did this, you see, in order to engage the victim in a conversation that would lead off and prevent him from concentrating his mind upon the business in hand. Well, when he entered my store, he approached me with that genial air which always pleases, making that favorable impression at first sight which requires some quite suspicious circumstance to remove. He said that he was looking for a pair of cheap cuff buttons. I stepped to the show case and threw out a 25-cent pair. He said that that was about the price he wanted to pay, and so I showed several different styles at that price. This gave him a chance to get in his preliminary work. He said that he had just come from Toronto and everybody was excited over the fight. Of course, this caught me on the wing; and then he talked on and I became very much interested in what I accepted as valuable pointers. In the meanwhile, he had selected his purchase and thrown down a ten-dollar bill, saying that he would like a five and the balance in silver. The V he must have suddenly slipped into his pocket, although unnoticed by me at the time. The \$4.75 remained on the counter.

"Suddenly he exclaimed: 'Why, here! I have a quarter; would you mind giving me a bill for the silver?'"

"In a sort of involuntary way I took out a five and threw it on the counter by the silver—he was just giving me one of his most valuable pointers.

"After he had finished, he shoved the money towards my side of the counter and said, in the most deprecating manner possible: 'Pardon me for giving you so much trouble, but since I found that stray quarter, I wish you would take this and give me back the ten, please—I don't like to carry around so much silver when I can avoid it.'

"Well, sir, I just scooped in the five in silver and the five dollar bill and handed him back his ten!"

"Did you say he worked it on others in your town?"

"Yes, on more than half a dozen of the best business men we have; and his operations were confined to an hour and a half."

"When did you first find out you were 'out of pocket?'"

"I suppose I was the last one pulled—at least we all close about the same time and he called here just before I shut up shop. I owed \$17.40 to a meat market out in the neighborhood where I live, and I had promised to have the amount at the market either that night or the following morning before I came down town, as the man wanted to use the money before the bank opened. When I sent my daily deposit to the bank that afternoon, the weather being dark and stormy with little or no prospect for trade, I kept out the amount of the meat bill and put it in a drawer by itself. And it was from that money I made the change with my

The "Eureka"

Self-Locking Hand Potato Planter

(A Tube Planter)

Retail Price \$1.25

The "Pingree"

Self-Locking Hand Potato Planter

With IMPROVED Lock. (A Stick Handle Planter.)

Retail Price \$1.00

This IMPROVED lock, used by us this season for the first time, is the simplest thing imaginable. It does not take effect until the beak is practically closed.

Compare the mechanism of our planters with the mechanism of other planters.

Compare the material composing our planters with the material composing other planters.

Compare the workmanship of our planters with the workmanship of other planters.

Compare the finish of our planters with the finish of other planters.

You will find our planters the best in every respect.

The "EUREKA" Patent Seed and Fruit Sack.

Retail Price 50 cents.

Always open. Cannot swing.

Never in the way. Leaves both hands free.

LIBERAL DISCOUNT TO THE TRADE.

GREENVILLE PLANTER CO.

Successors to Eureka Planter Co.

GREENVILLE, MICHIGAN.

Local in Name but General in Scope

The Michigan Tradesman is somewhat circumscribed as to name, but its PAID CIRCULATION knows no bounds, nearly every state in the Union being represented on its subscription books. Especially is this true of the South and the West, in which portions of the country it has secured a strong foothold, solely on the merits of the publication itself, personal solicitation for subscriptions being confined almost wholly to Michigan, Indiana and Ohio. Among the volunteer subscriptions received from a distance during the past week is the following from a reputable merchant of Alabama:

W. E. HANSBERGER,

DEALER IN

Shoes, Groceries, Feed, Etc.

CORNER TWENTY-FIRST AVENUE AND PINE ROAD, NEAR PUMP-HOUSE.

North Birmingham, Ala.

Mr. E. A. Stow
Grand Rapids, Mich.
Dear Sir:
Enclose find my
check for \$1.00, for which please
send me "Michigan Tradesman"
1 year, to North Birmingham, Ala.
Yours truly,
W. E. Hansberger

gentleman customer. When I came to go home, I found I was somehow \$4.75 out in my calculations; but, whether I had miscounted the sum laid aside for the meat man, or lost it making change, I did not know. The flimflammer had left me just as he had planned to leave me—with a confused remembrance of the transaction; but, when I called at the meat market the next morning, the mystery was solved. Just before the market closed the night before, this same entertaining stranger popped in and said he was visiting at his sister's and that she had requested him to call for a 25-cent steak. The order was filled and the customer was sent to the lady cashier's desk to get his change. This young lady keeps her eye on business and is worth her weight in gold. His mashing ways and honeyed words had no more effect on her business sense than the pounding of a hammer has on a sand pile. She deposited that ten, and laid out the five and the \$4.75 in silver, as he requested. The mysterious quarter was fished out, and the usual request made for a five in place of the silver. The five was produced and, as she gathered up the silver, he shoved the bill along with it, saying, 'Take this, too, please, and give me back my ten, as I've paid you the extra quarter which I was not aware I had at first.'

"Do you want your ten dollar bill back, sir?" asked the cashier, looking him straight in the eye.

"Yes, if you please. You see," he began blandly, 'I do not like to carry—'

"Well, then, sir, give me the other five dollar bill you put in your pocket!" She raised her voice, speaking in a determined tone which attracted the attention of all in the market.

"It was a failure. He produced the would-be stolen bill, stammered and suddenly made his exit.

"It was the only failure reported in town. And it was the only case where he tried to play his little game on a woman!"

The above statements are literal facts; and it is supposed that a larger number of the business men were taken in than the few who have owned up to being the victims of flimflamming.

Vittoria, Ont. E. A. OWEN.

Tell it out.

Don't sit down and wait for trade.
'Tain't the way
G. t. a hustle, make her show.
Push your business—make her go.
Don't sit down and wait for trade;
'Tain't the way,
'Tain't the way,

If you've got something to sell,
Tell it about.
Let your neighbors see you're "fly,"
Get up "bargains," don't say die.
If you've anything to sell,
Tell it out.
Tell it out.

Folks don't know you if you don't
Advertise.
Keep things movin' every day.
Talk about it; that's the way.
Folks won't know you if you don't
Advertise,
Advertise.

Honest Goods.

"Do you sell good, honest goods, my man?" asked the funny man.

"Well," said the baker, "I have an idea that the soda crackers are square, but, to tell you the truth, I am almost sure that the pretzels are crooked."

An international exposition of horseless carriages, or as the new dictionaries have them, "automobiles," is to be held in London from May 1 to 22.

Where a bank receives drafts with instructions to apply them on a certain note, it cannot apply proceeds to any other account.

The Drug Market.

Acids—Oxalic, again higher.

Alcohol—Grain, firmer and values have been advanced. The better condition is owing to a report of distillers having reached an amicable agreement as to output and prices, and also to higher prices for corn. Wood, activity fair and quotations steady.

Arsenic—Powdered white, tame, but values still steady.

Balsams—Tolu, market very strong and demand good. Peru, reasonably active and firm. Fir, quiet, and barely steady under some pressure to sell.

Cacao Butter—With the spot stock light and closely concentrated, the principal holders have advanced their quotations.

Cassia Buds—Scarce and firm as regards strictly prime quality.

Cocaine—Holders entertain firm views and offerings are limited to actual wants of consumers.

Cream Tartar—Firm at the recent advance.

Cubeb Berries—Inactive.

Cuttle Fish Bone—Jobbing parcels are finding a consuming outlet at the old range.

Essential Oils—Consuming demand is a trifle improved and the general market in characterized by firmness, due to the proposed increase of duty on a number of leading varieties. Some holders of cassia have advanced their prices.

Flowers—Chamomile scarce and firm.

Glycerine—Manufacturers recently reduced prices; reason, keen competition.

Gums—Camphor is in active request and holders are with difficulty meeting the very strong demand.

Leaves—Short buchu, values ruling steady. Senna, all varieties in active request and a firm feeling prevails.

Menthol—Market somewhat tame and prices a shade easier.

Mercurial Preparations—Firm, on account of sympathy with quicksilver.

Morphine—Market undertone strong, with prices tending upward, mostly owing to the proposed additional duty, and holders are not anxious sellers.

Opium—Business for the week only fair, the market being somewhat unsettled and prices irregular. The principal holders have not seemed to be inclined to part with round lots.

Quicksilver—Trade demand fairly good, with quotations strong in sympathy with primary markets.

Rochelle Salts—Tone firmer, in sympathy with other tartar preparations.

Roots—Ipecac, a fairly active business has been going forward. Jalap, sales have been slow. New crop Jamaica ginger is firmer and more active. The small parcel of bloodroot recently received was sold, leaving the market bare again.

Seeds—The fractional changes in prices are hardly mentionable, being without special significance. General trading in canary is said to be better. Rape, still firm.

Seidlitz Mixture—Request moderate and quotations firm.

Silver, Nitrate—Business is of average volume.

Spermaceti—Business limited, but prices sustained.

Sponges—Fair as to consuming demand, desirable grades being firm as to prices. Advices from Nassau and Cuba report both markets strong, buying being free for foreign account.

Strontia, Nitrate—Market seasonably dull.

Sugar of Milk—Still active, the consumptive demand showing no lessening, and values rule steady.

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Importers and Jobbers,

Grand Rapids, Mich.

Our **Quaker, To Ko, State House, Golden Santos, Mandelhing and Arabian Coffees** are giving universal satisfaction. They are always just the same and you can rely on their uniformity.

Our **Quakeress, Queen, Princess and Perfection Teas** are as fine as any grown in Japan and are cured in the most modern style. We import these goods direct and therefore know what we are talking about.

Our **Quaker, Duchess, Dinner Party**, and in fact our entire line of Canned Goods, are selling splendidly. This is due to their high character. If you once taste of these goods you will not be content with any other in future.

If you are ambitious to build up a large trade, you can surely do it with the above goods. Hundreds of our customers are already handling them successfully, but there are a few yet to be convinced, and all they need to make them "tumble" is a trial order; their customers will do the rest.

Please favor us with your orders.



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E. A. STOWE, EDITOR.

WEDNESDAY, - - - APRIL 7, 1897.

TO CURTAIL LEGISLATIVE GRIST.

The legislatures of the various states are delayed constantly in the passage of laws demanded generally by the people, or in response to the platform pledge of the dominant party, by having to consider a mass of matter which is not worth the waste of public time and is composed of an infinite variety of propositions emanating often from single individuals and introduced for legislative consideration simply because there has been no limit placed upon the introduction of bills.

In his latest public utterances in an Eastern publication ex-Senator Hill very truthfully remarks that one of the chief troubles of the country now is that we are "overgoverned." There are too many laws rather than too few. To submit this proposition to any intelligent legislator is to obtain an affirmative answer, and yet the same man will proceed to assist his fellows in flooding his legislative chamber with new bills and in the enactment of new laws. Ex-Senator Hill says in the article referred to that it is time to call a halt, that we need less, not more, legislation, and that we must learn to exalt the individual rather than the powers and functions of government. We are literally in the midst of a restrictive, repressive and regulative craze, and if all the acts that are from time to time proposed in almost any state legislature were to become laws, life and society would be next to intolerable. In the present independence of public and individual opinion, revolution, under such a reign of law, would be the common occupation of two-thirds of the people.

The real danger is not so much in the possibility of any considerable number of these thousands of proposed measures becoming laws, but in the fact that their introduction and consideration prevent the enactment of statutes demanded by the great body of the people. The mass of objectionable matter is a clog upon public business. Recognizing this fact, a number of states have limited the time during a legislative session when bills and resolutions can be introduced except by consent of two-thirds or three-fourths of the house. Even this limitation is but partially effective. The corrective measure must be more radical than that. A better plan would be to limit the number of bills and resolutions

that could be introduced during the session by allowing each member only a limited number, two, or three, and requiring that all proposed laws must be introduced within the first ten days of the session unless introduced in response to executive suggestion.

This plan is not recommended as the best one for reaching and correcting the evil complained of, but is suggested simply as in line with something that all the states must come to, and that very soon, to secure the best legislation, and only that which is general or necessary. Over one-half the time of legislators, state and national, is consumed in the consideration of measures for which there is no popular demand and which, if enacted, would become exceedingly questionable and decidedly hurtful laws. Can not some Michigan lawmaker win reputation and "do the State some service" by securing a reform in the premises?

THE DECLINE OF FRANCE.

The story of the loss of population by France in recent years, accompanied, it now appears, by loss of other elements of growth and greatness, is truly a sad one, and it is not singular that scientists and statesmen in that country are seriously addressing themselves to a satisfactory solution of the problem of checking national decay.

From an article, quoted in some of the papers in this country, it seems that the birth rate in France has fallen during the century from 33 to 22 per thousand. In every other European country the rate has either increased or at least remained stationary. The same authority shows that the births in France since 1891 have amounted to less than a million and in Germany to nearly two millions. The population of France has slightly fallen off in the past ten years; in Germany there has been a rapid increase. In twenty years the foreign trade of France has remained stationary; in the same time that of Germany has almost doubled. In the same time even the use of the French language has largely died out beyond the French frontiers. In population, trade and prestige the once great France has been losing, while its neighbors have been gaining in all these particulars. It looks as if a fatal process of dry rot has permanently fastened itself upon France.

The fact is naturally alarming the statesmen of France. All kinds of suggestions are being made to arrest this decay. Bounties on children are being freely advocated, subsidies of every kind in trade and commerce are suggested. It is well known that the causes lie with the people—they are not found in the climate or the character of life. There is no more happy and healthful population than the French peasantry. It is possible that the government may be able to check the evils, but it will cost immense sums of money, making the government almost a parental one in every sense. Anything just like this state of affairs has never before been known in the life of a great nation, and it is not remarkable that the singular situation should be attracting great notice, not only in France but in all other countries.

The Bank of England notes cost just one cent each, but they cannot be bought for anything like a decent profit on the investment.

Spring openings will be in full feather about the time oysters close.

GENERAL TRADE SITUATION.

The continued increase in activity in most lines of trade is accompanied with a decided tendency to lower prices in many. These include wheat and some forms of the iron and steel manufacture; but the situation in textiles is more encouraging than for many months past. One noticeable feature of the situation is the fact that there is a decided increase in confidence as to future operations. Preparations for the fall trade in manufacturing circles are being pushed with the utmost assurance.

The fact that the railroads have passed the ordeal of the loss of the means to coerce the members of the pools in the matter of rates without any having taken advantage of the situation serves to give a much better feeling and the decline following the first announcement has been more than recovered. If it can be shown that other and better principles can be used to keep prices on the correct basis, the apparent misfortune will prove a decided blessing.

The final basis for Mesaba iron ores is fixed at \$2.65 instead of \$4.00. Naturally, there has been a further decline in products. Bessemer pig and steel billets are considerably lower. Naturally, while the decline continues buying is dull.

Textiles show more activity than for some time, especially in preparation for future trade. Wool continues active in the Boston markets, with tendency of prices going higher. Dress woollens show a firmer tone and there seems to be a general inclination to mark up prices in most branches of the woolen goods trade. Cottons are more active, but the demand is far from meeting the natural output.

The course of the grain markets has been rather even, wheat holding steady until the decline of the last two days. Corn and other grains have been quiet, with tendency to advance.

The bank clearings for the week were slightly in excess of the preceding, amounting to \$906,000,000.

COMMERCIAL ADVANTAGES.

Within the past few days an announcement has been made that a syndicate of railway and steamshipmen is to build on the New Jersey flats, opposite New York City, extensive docks and piers for shipping, in close connection with railways.

There has been recently a wild outcry at New York over the loss of a great portion of the export grain trade which the metropolis used to control. The heavy port charges and the lack of special terminal accommodation for the railroads are assigned as the causes of the loss of a great deal of the Western trade.

One great disadvantage under which the City of New York labors is that it stands on an island. It is difficult of access to railways, and several of the most important which connect it with the West, and all that reach it from the South, are unable to enter the city and are forced to stop in the State of New Jersey and ferry their passengers and freights across North River. In the same way, passengers and freights sent out from the city by rail must be subject to this ferriage and transfer.

This is a very considerable disadvantage to the trade of New York when extreme competition is to be met; but there is a greater still when it comes to handling freights sent to New York for export. The railroads, with a few exceptions, are not able to enter the city,

and so there are delays and expenses caused by the necessary transfer and ferriage.

There has been talk of a railroad bridge across from New Jersey to the city; but, for many reasons, the difficulty and enormous cost of the work, with the still greater cost of securing rights of way and accommodations for railways in the city, has discouraged the project, and now there is a proposition to build extensive docks, with all modern improvements, on the Jersey flats, and move a great part of the immense shipping of the port into direct communication with the railroads.

Such an arrangement will greatly facilitate the business of the ships and the railways; but it would strike a tremendous blow to property interests in the city itself. The narrow quays and the crooked little streets close down to the lower extremity of the island are now enormously important and the property along them is of immense value, entirely on account of their contiguity to the shipping; but let the ships be moved to the Jersey shore, and there would be an immediate and most disastrous decline in the value of the property affected by the desertion.

The present is essentially a commercial age, the age of merchants, manufacturers, railways and ships, and such all-important factors cannot be dealt with rashly and from any narrow point of view. Every demand of economy and every influence of competition in trade must be met and considered, and all questions decided with a view to securing all the commercial advantages possible.

The Tradesman wishes to caution its country readers against forming any alliance whatever with the Bell Telephone Co. in the expectation that they will be able to talk with any considerable number of Grand Rapids business men. The Bell phone is a thing of the past, so far as Grand Rapids is concerned, and anyone who is so unwise as to take stock in the statements of the men who are exploiting the Bell interests will find himself sadly disappointed when he attempts to do any considerable amount of business over the Bell lines.

The proposed amendment to the present peddling law passed the House April 1, with but one material amendment, the minimum for license fees being reduced from \$5 to \$1 per year, while the maximum remains at \$100, the same as heretofore, thus leaving it in the hands of the township boards to establish the license fees each year. It is not expected that the bill will meet with any particular opposition in the Senate and it is understood that Governor Pingree will approve the measure, in case it passes the Senate.

The obituary addresses delivered upon the occasion of the death of a member of Congress cost the Government a good deal of money. Usually 12,000 copies are printed, with a steel-plate portrait of the deceased, fifty of which, bound in full morocco with gilt edges, are for the family of the dead Congressman. The cost of obituary volumes in the Fifty-first Congress was over \$50,000. Printing these eulogies of dead politicians by live ones is a dead waste of money.

The powers of Europe hold together because they distrust each other and are afraid to let go.

THE HAWAIIAN PROBLEM.

The Republican leaders are evidently determined to bring about the annexation of Hawaii at any cost, and they are quietly laying their plans with a view to accomplishing the end they have in view in the shortest time possible. Noticing that public interest in the acquisition of Hawaii was decidedly weak, they have created the impression that the Japanese laborers in Hawaii are endeavoring to secure control, with the object of ultimately turning the islands over to Japan. This story has been circulated evidently with the purpose of awakening fresh eagerness on the part of the American people to annex the little republic. In order to give color to the report that the Japanese are giving trouble, the flagship of the Pacific station has been ordered to proceed to Honolulu immediately.

There is no denying the fact that the Japanese are now more numerous in Hawaii than any other class of population. They have immigrated to the islands for the purpose of working on the plantations, and, as fresh immigrants are constantly arriving, the Hawaiian government, becoming alarmed at the numerical strength of the Japs, resolved to prevent further importations of such laborers.

It is said that the exclusion of a shipload of Japanese immigrants by the Government so exasperated the Japanese residents of the islands that a serious disturbance was threatened, and it is further reported that the Japanese Consul has requested that his government send a cruiser to Honolulu as speedily as possible.

Of course, this country would never permit the annexation of the Hawaiian Islands by Japan or any other foreign power. Still it is by no means necessary that the islands should be annexed to preserve their freedom. The United States has long since announced the doctrine that no foreign power was to be permitted to interfere in American affairs, nor destroy the independence of any of the Pacific islands. At one time this country was prepared to risk a war with Germany because that power attempted to establish a protectorate in Samoa, a country much less valuable to us than Hawaii. Any similar attempt in Hawaii, whether attempted by a European power or by Japan, would, of course, be firmly resisted by the United States.

The preservation of the autonomy of Hawaii by no means necessitates the annexation of the islands. Such annexation would be very inconvenient, and would entail upon the Government a greater expense than would be justified. The mere announcement that this country will guarantee the autonomy of the islands will suffice to keep powers like Japan from attempting to secure possession.

A DECAYING POWER.

We sometimes detect Government abuses and expose Government scandals in this country which look wonderfully and fearfully ugly to us and cause doubt as to the general excellence of our Republican representative systems, but we are a saintly people compared to some of the European nations, particularly the Spaniards.

The disclosures of the wholesale thefts of government funds by the Spanish officials in Cuba show a personal and national rottenness rarely seen in the history of any people. Thousands of Spanish soldiers have been killed in

battle or died in hospitals in Cuba. The great armies that were sent from Spain have been steadily decimated, and yet the money and supplies from Spain have been regularly received for the original number of troops sent from the mother country. The death lists have been falsified or concealed and the officers in Cuba have been pocketing the pay and appropriating the supplies that have been ignorantly sent to dead men under the supposition at home that they were still living! This, at least, is the shocking report that is published broadcast by reputable journals.

It is astonishing that the Madrid government, believing that it had over 200,000 men in Cuba, has so patiently submitted to the absolute absence of achievement on the part of their generals and forces in Cuba. At last the official eye is beginning to see something wrong, and it is predicted confidently that an explosion and a ministerial crisis are impending in Madrid. The government has reached the end of its resources, both in men and money, and when it is found that the troops in Cuba have been reduced to a pitiable condition, both in numbers and efficiency, spirit and supplies, then will the rude awakening, indeed, cause an outburst of popular disappointment and indignation.

The rebellion in Cuba and the uprising in the Philippines are surely and quickly exhausting the little remaining vitality in Spain, and the Spanish officials themselves, by their corruption and shameful want of patriotism, are among the chief instrumentalities in hastening the end. The flag of the mother country could not be maintained for another six months in Cuba were it not for the close watch kept over filibusters by this country. At most, another year must limit the further endurance of the Spanish government under the present terrible drain upon its resources.

The proprietor of a bakery at Portland, Me., notes a peculiar phase of beggary which characterized last winter there, differing from anything which he had known in a business life of twenty-six years. He says that people did not ask something for nothing, exactly, but presented a small coin, perhaps a 5-cent piece, and saying that that was all the money they possessed, begged that as much bread as possible be given them for it.

A few nights ago a bride of three weeks, in New York, pounced on a burglar and pounded him into insensibility. When the husband comes home late now he does not take off his shoes at the bottom of the stairs and try to do the sneak act. He gives himself away rather than run the risk of being mistaken for a burglar.

In Illinois it is laid down as law that a sleeping car company, by providing call bells for its berths, holds out notice that such bells will be responded to when rung by passengers occupying such berths.

Where a contract provides for payment in installments, recovery of the full price cannot be had in an action brought when the first installment only is due.

There are people so unselish that they do not like to keep a secret all to themselves when there are friends they can share it with.

Greece will not starve while she can have plenty of Turkey.

CHEESE IN HISTORY.

Growth of the Industry on the American Continent.

The art of cheesemaking in this country dates back a hundred years or more from the present time, but the science of cheesemaking, or its manufacture on scientific principles, is not fifty years old, and is far from being fully understood in this year of grace 1896. Thirty years ago X. A. Willard, who was then the chief expositor of our cheese industry in the public journals and pamphlet literature of the day, stated in an address before the American Dairymen's Association that he remembered to have seen the persons who first began cheese dairying in Herkimer county, N. Y., and to have eaten of the product of their manufacture. This would carry cheesemaking in Herkimer county back to the early part of this century; but the following statement indicates that this art was practiced at an earlier date in a county farther south. In a volume entitled *Memoirs of the Board of Agriculture of the State of New York* for the year 1826, there is a paper on "The manufacture of butter and cheese," by S. DeWitt, of Albany. In it he says:

When I first came to Albany more than thirty years ago, I found a Mr. Hudson, an Englishman, settled as a farmer near Cherry Valley, celebrated for his excellent cheese; afterwards a Mr. Tunncliffe, also an Englishman, on the Susquehanna, equally celebrated in the same way. I have had cheese from both which would not suffer in comparison with the best from England of the same age.

This takes us back to 1795 or 1796 and locates cheesemaking at that time in what is now Otsego county. It gives the honor of beginning the art in the State of New York to native-born Englishmen, and shifts the scene from Herkimer county to Otsego county.

While it is probably true that Herkimer was not the pioneer county in cheesemaking in New York, it is certainly true that she soon forged ahead of all other districts and maintained her lead with great pre-eminence down to the introduction of the factory system in 1851. That cheese was made there early in this century is attested by a Mr. Osborn, who spoke at a meeting of the State Agricultural Society in 1854. He related how Daniel Day came from Uxbridge, Mass., about the year 1808, and settled in the town of Newport, "a wild, woody region, and a hard country for new settlers." Here he purchased 200 acres of land and stocked it with ten or twelve cows and some sheep. The old man had formerly been connected with a manufacturing establishment "down East," and twice a year he would take off a load of wool, butter, and cheese and bring back a load of factory goods in exchange. In 1813 Mr. Osborn's father purchased the Day farm, and continued to carry on the same business. His description shows how crude were the methods in vogue:

There was the cheese press, a simple bench 8 or 10 feet in length, with a frame at one end for the lever, and guides for this lever at the other end, and then another lever over these guides the other way to raise the weight on the end of the pry. The cost of this press was about \$1. All the other utensils of the dairy were about after the same order. There was a constant strife between the cheese hoop and the churn as to which should have the lion's share of the cream. During the summer season, when there was some risk in making butter, much of the cream went into the cheese, and as cold weather approached it was pretty evenly divided; but late in the fall cheese was some-

times made of the pure sky blue, the classical name of which was "white oak." Whether it acquired this name from the resemblance of its color to the wood or from its toughness is uncertain.

So it seems that the same tactics were practiced eighty years ago, in the infancy of the business, as are current now, and probably will be as long as cheese shall be made.

It is a curious fact that some of the earliest things published in this country on the subject of cheesemaking are descriptions of several varieties of cheese made on the continent of Europe which have never yet been produced here with success. In the same *Memoirs of the State Board of Agriculture* quoted above, but in the volume for 1823, there is a description of a Parmesan cheese dairy, together with directions for making Edam, Swiss and Brie cheese, thus representing the make of four different countries on the continent. By that time there must have been a considerable amount of cheese made after the English style in the interior of the State, for Mr. De Witt asked in 1826, "Why is it that while tons of this article (cheese) are brought to our market (Albany), it is so extremely difficult to find any which a man of taste would tolerate on his table?" The fact is, the Dutch of the Mohawk Valley, whose ancestors might have brought over some knowledge of making the kinds of cheese known in Holland, seem to have entirely lost the art. Aaron Petrie, of Little Falls, stated in a letter to the State Agricultural Society in 1841 that "about 1820 the dairy business began to attract attention in the northern part of Herkimer county, particularly cheesemaking. All who adopted it flourished at once, and it is another instance of the difference of policy pursued by the descendants and settlers of New England and their Mohawk neighbors that the benefits of dairying were confined to the former for at least ten years, and indeed until the sterility of the once fertile land of the Mohawk compelled the latter to adopt it."

In those early days cheese was made in a more or less haphazard fashion and on a comparatively moderate scale, since it was all made in private dairies, and principally by the women of the household. The amount of milk was necessarily limited, the dairies ranging from ten or twelve to thirty-five or forty cows, so that there was no difficulty in working it in large tubs. There was difficulty, however, in applying heat, and this was one of the causes which rendered the product uneven in quality, although made by the most practiced hands. Various methods were used for this purpose. One writer gives the following description:

Milk is put into a brass pan and made scalding hot by placing the pan on a furnace or in a vessel of hot water; then one-half of it is poured into the cheese tub among the cold milk and the rest into a pan in which the cream has been put. The cream and the hot milk being intimately incorporated, the whole is poured into the cheese tub, which by this time has received great addition, if not the whole of the morning's milk warm from the cows.

Another method is described as follows:

A brass kettle nearly filled with water is then suspended in the vat, reaching within four inches of the bottom, into which is inserted a lead pipe attached to a patent steamer; the mass is then warmed to 85 deg., being stirred gently with the hand during the time of warming. The heat is then increased fast enough to bring the whole mass up to 100 deg. Fahrenheit in forty minutes.

The degree of heat was in many cases simply guessed at from contact of the band with the milk. As late as 1842 a maker who took a prize at the State fair with his cheese, in describing his method of manufacture, said:

The milk, when ready for the rennet, should be some degrees less than milk warm (as I never have used a thermometer I cannot say how many).

The same man says that his cheese are pressed "by means of a weight on one end of a lever resting on the cheese follower as a fulcrum near the other end." This was the single-lever press. The double lever has already been described.

Another cause of poor cheese was the slovenly and inadequate preparation of the rennets. There is more literature on this subject in the publications of that period than on any other topic of the dairy. What kind of rennets to use, how to feed and when to slaughter the calf, how to clean and dry the rennets, what color a good rennet should have, how to preserve and keep it for the proper length of time, are all subjects that are discussed elaborately. As late as 1866, Mr. Weeks, the Secretary of the American Dairymen's Association, stated that "a substitute for rennet that shall be cleanly and of uniform strength is what we most need in cheesemaking."

In those days there was no patent apparatus to lessen the work of the cheesemaker. Success or failure depended wholly on the judgment of the individual, and that was formed by along period of apprenticeship and by the experience gained through years of hard and faithful work. Women, as a rule, made the cheese; they did even more than that, they helped milk the cows in the open air, often out in the rain or snow, and they also took care of the milk. The fact that American cheese not only met with a large sale at home, but by the year 1847 was exported to the amount of 15,637,600 pounds, speaks well for the skill of our foremothers in manufacturing this product of the dairy.

As late as 1842 the amount of milk used in cheesemaking was measured by gallons instead of pounds. For instance, one writer produces the statistics of his dairy, which show that in September 674 gallons of milk made 733 pounds of cheese. From October 1 to October 9, inclusive, 523 gallons made 643 pounds, while from October 10 to October 19, inclusive, 574 gallons made 683 pounds. This shows that it took less milk to make a pound of cheese as the season progressed, but it was impossible to establish a ratio. When the manufacture of cheese assumed larger proportions, especially after the introduction of the factory system, it was found very inconvenient to have one standard for measuring milk and another for measuring its product. Evidently the cheese and butter could not be measured by quarts and gallons, so in order to unify the standards it was determined to measure the milk by pounds. This was rendered absolutely necessary by the requirements for handling milk at the factories. If measured by the quart or gallon it would take the whole day to credit the different patrons with the amount of milk delivered by each. But the moment that milk began to be measured in pounds, the whole matter was simplified and the ratio between milk and its products, butter and cheese, could be established without difficulty.

The manner in which cheese was put up for transportation should also be noticed. Originally the cheese had no

protection or covering; they were laid carefully in the bottom of a wagon covered with straw, in order to carry them to market or to peddle them around the country. At this time, it should be noted, not even a bandage was put around the cheese. In the next improvement long, rough casks were made, in which from four to six cheeses were placed, one on top of the other, so that a number could be handled at a time without much injury to the cheese. In this shape cheese was sent to the New York market for many years, and it is still the manner in which Swiss cheese is shipped, both in this country and abroad. Finally, the plan of boxing each cheese separately was adopted, and about the same time our makers began to use bandages around the cheese. The first evidence of this which appears in the market reports is found in December, 1841. Previous to that time, the stock had been quoted as "Cheese Am." (American). But that winter a new quotation appeared. Cheese "in bxs." was quoted at 7@8 cents, while cheese "in casks," brought only 6@7 cents. The modern

idea that neatness in putting up any article of food is an element in the successful sale of that article found an immediate practical illustration in the sale of cheese. Probably the cheese put up in boxes was no better in quality than the cheese that was shipped in casks; but the more tidy appearance of the goods that were boxed, and the protection afforded by the boxes, caused them to sell for a cent a pound more than the old style as soon as they appeared in market.

About the year 1830 the production of cheese had become sufficiently large to engage the attention of special buyers. The product was not then sold as it is now, at twenty to forty days from the hoop. The whole season's production was kept until fall and then marketed in the bulk, just as butter used to be, and still is, in some of the remoter districts. From 1810 to 1820, which was the introductory period of manufacture, the product was peddled around the country by the farmers themselves. One might imagine that cheese made and sold under these circumstances would not only not meet the requirements of our

modern tastes, but would hardly be a palatable article of food for less critical and more uncultivated tastes. But it is a fact that the cheesemakers of that early day thrived remarkably well, so much so that their numbers increased rapidly; and this furnishes good evidence that their product was liked and appreciated by the public of that day, however much it might be criticised by a consumer of the present time.

As soon as the idea gained a foothold in the minds of traders that there was money to be made in handling this product of the dairy, they began to make a regular business of buying cheese. Starting out early in the fall, they carefully canvassed the entire region where this industry was carried on, contracting for the whole season's make of as many dairies as they could buy at figures which promised them a profit. Whatever stock was sent to tide water went by canal, and a moderate proportion of the cheese contracted for by buyers during the twenty years between 1820 and 1840 was sold to exporters.

How long ago cheese was made in

The President of the United States of America,

To

HENRY KOCH, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you,

GREETING:

Whereas, it has been represented to us in our Circuit Court of the United States for the District of New Jersey, in the Third Circuit, on the part of the ENOCH MORGAN'S SONS COMPANY, Complainant, that it has lately exhibited its said Bill of Complaint in our said Circuit Court of the United States for the District of New Jersey, against you, the said HENRY KOCH, Defendant, to be relieved touching the matters therein complained of, and that the said

ENOCH MORGAN'S SONS COMPANY,

Complainant, is entitled to the exclusive use of the designation "SAPOLIO" as a trade-mark for scouring soap.

Now, Therefore,

we do strictly command and perpetually enjoin you, the said HENRY KOCH, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you, under the pains and penalties which may fall upon you and each of you in case of disobedience, that you do absolutely desist and refrain from in any manner unlawfully using the word "SAPOLIO," or any word or words substantially similar thereto in sound or appearance, in connection with the manufacture or sale of any scouring soap not made or produced by or for the Complainant, and from directly, or indirectly,

By word of mouth or otherwise, selling or delivering as "SAPOLIO," or when "SAPOLIO" is asked for,

that which is not Complainant's said manufacture, and from in any way using the word "SAPOLIO" in any false or misleading manner.

Witness,

The honorable MELVILLE W. FULLER, Chief Justice of the Supreme Court of the United States of America, at the City of Trenton, in said District of New Jersey, this 16th day of December, in the year of our Lord, one thousand eight hundred and ninety-two.

[SEAL]

ROWLAND COX,

Complainant's Solicitor

[SIGNED]

S. D. OLIPHANT,
Clerk

New England is not easy to discover. We know that in 1802, soon after the inauguration of Thomas Jefferson, a delegation went from the town of Cheshire, Mass., to Washington, D. C., taking with them, on a wagon drawn by six horses, a mammoth cheese for presentation to the President.* The committee also carried with them an address from the inhabitants of the town, with the inscription, "The greatest cheese in America." As early as 1819, at the first exhibition of the Worcester, Mass., society, there was one premium given on cheese and it was awarded to John and David Hunter, of North Braintree. This was the banner town in cheesemaking for many years afterwards. In the report of the society for 1852 it was stated that at all the exhibitions held there for thirty-three years a majority of the premiums on cheese had been bestowed on citizens of North Braintree. It was also stated that "our farmers had an opportunity of examining specimens of cheese from New York, and we may hope for similar favors from other states." In 1851 the report of the Hampshire society contained a flattering statement concerning New York dairymen. It said:

May the day soon arrive when our dairies shall become to old Massachusetts all that the dairies of New York are to the Empire State. The average annual product in 1846 of the dairies of Herkimer county ranged from 500 to 650 pounds of cheese per cow. A Mr. Rotter, of Jefferson county, in 1849, produced from twenty-six cows an average of from 125 to 150 pounds of butter and from 300 to 400 pounds of cheese per cow. When the farmers of the Connecticut Valley will to have such products, with the blessing of God they will come.

This shows that, as far back as the forties, New York State was leading the rest of the country in cheesemaking.

In Pennsylvania also there was cheese made for family use at an early date. MacMaster, the historian of the people of the United States, informs us that in Lancaster and other towns in the neighborhood of Philadelphia many of the settlers were Germans, who possessed great thrift and industry.

With the exception of fresh meat, everything the German ate grew upon his own land. His food was chiefly pork and rye, onions and sauerkraut, milk and cheese, and turnips and Indian corn. The good wife and her daughters worked the loom, made the cheese and butter, and when the harvest came toiled with the sickle in the field.

This was in the year 1800.

The statistics of any business form the touchstone by which to judge of its prosperity or the reverse. There are no statistics of the cheese business in this country which can be relied upon previous to the United States census of 1840. It is stated in Transactions of New York State Agricultural Society for 1851 that "the first exports (of cheese) were in 1789, but they were very inconsiderable and were not of an extent to command even the attention of Congress until 1820." Prior to the last-named date the statistics of exports and imports were reported very imperfectly, while no attempt had been made to gather the statistics of production. By the act of Congress under which the census of 1820 was taken, the name and nature of certain articles manufactured, their market value, and some other de-

tails were given; but cheese and butter were not included, and the figures were all so poorly collated and so unsatisfactory that in the census of 1830 no attempt was made to secure industrial statistics.

In 1840 the value of dairy products of all kinds was taken together and without record of quantities; the value for the whole United States was \$33,787,008, New York producing \$10,496,021 of this amount. When the State census was taken in 1845, it was estimated that one-third of the 999,400 cows employed in the dairy throughout the State were devoted to the manufacture of cheese, giving 36,744,976 pounds in all, or about 11 pounds per cow. This was probably not far from correct, although if there was an error it lay in the direction of under-estimating. We have the actual figures giving the tons of cheese moved on all the State canals in 1846 and 1847. In the first-named year 15,417 tons of New York State cheese were transported, besides 3,616 tons from other states and Canada. In 1847 the New York State cheese carried amounted to 15,983 tons, along with 4,056 tons from other states and Canada. If we turn the long tons of State cheese into pounds, we find that in 1846 there were 34,534,080 pounds, and in 1847 there were 35,801,920 pounds, showing an increase of 1,267,840 pounds during the year. Undoubtedly there was a considerable amount of cheese sold at markets where it could be delivered by team, and this, added to the quantity transported by canal, would indicate that the census estimate for 1845 was pretty nearly correct, although probably somewhat smaller than the facts would warrant.

The National census of 1850 credited New York State with producing 49,741,413 pounds of cheese, but the State census of 1855 gave only 38,944,240 pounds, a decrease of 10,797,173 pounds. This would be difficult to explain if it stood alone, especially as the number of milch cows in 1850 was only 931,324, while in 1855 the number of cows had risen to 1,123,634, a difference of 192,310 in favor of the latter year. A partial explanation seems to be that there was a heavy increase in the production of butter, the price rendering it more profitable to convert the milk into butter than into cheese. The production of butter in 1850 was 79,766,094 pounds, while in 1855 it had increased to 90,293,073 pounds, an improvement of about 12½ per cent. If we convert the butter product of 1850 and that of 1855 into their equivalents in cheese and add to each the cheese product of those two years separately, it will be found that the total for 1855 exceeds the total for 1850 by only 15,500,000 pounds. Divide this by the excess in number of cows in 1855, and it gives a product of only 80 pounds of cheese per cow, or just one-half the estimated production of cheese per cow in 1850. The probability is that there was some error in the State census of 1855, inasmuch as the census of 1860 showed a production of 48,548,288 pounds, or within 1,200,000 pounds of the product in 1850. Presumably the production of cheese during the decade that extended from 1845 to 1855 was fairly even and steady, while that of butter was considerably increased, along with the increase in the number of cows.

When we reach the State census of 1865 we find that a long stride forward has been taken. The figures for that year were 72,195,337 pounds, showing an increase in the State of 23,647,048 pounds, or 48½ per cent. This was the result of the wonderful extension of the factory system. During the period from

1851 to 1860 this system was in an experimental stage. Even in 1861 Mr. Willard spoke of the system as having been but lately introduced, and said:

A brief statement has been made as to this plan of cheese manufacture because it is comparatively new, and because it may possibly prove suggestive, not only to persons already engaged in dairying, but as offering a feasible plan for those unacquainted with the art in districts where it is proposed to introduce dairy farming.

And in 1871 Hiram Walker said:

It is but nine years since the first cheese factory was erected in Oswego county.

It evidently took about twelve or thirteen years for dairymen to make up their minds whether or not the factory system was advantageous and was going to prove a success.

The next five years showed an increase of 28,580,675 pounds, bringing

the total up to 100,776,012 pounds, an improvement of very nearly 40 per cent. This was under the National census, and we are therefore able to compare the yield of this State with that of the United States. This is a most remarkable comparison, inasmuch as it shows that while New York had increased her production more than 52,000,000 pounds, or considerably over 100 per cent., during this decade, all the rest of the United States had only increased by the comparatively small amount of 7,935,732 pounds. Probably it will be said that the civil war prevented the extension of cheese manufacture in other states, but it is not easy to discern why the war should have had more effect in other Northern States than it did in New York. The more probable explanation seems to be that New York, being the State in which the factory

DETROIT BRUSH WORKS

L. CRABB & SON, Proprietors



30 and 32 Ash Street, Detroit, Mich.

You Can Sell—

Armour's Washing Powder

2 Packages for 5 Cents.

For particulars write your jobber, or THE ARMOUR
SOAP WORKS, Chicago.



Armour's White Floating Soap

is a sure seller. Name is good, quality is good, and price is right.

*It is a curious fact, in line with President Jefferson's big cheese, that in the early days of the factory system Mr. Willard spoke of large cheeses weighing 700 to 1,000 pounds as being frequently made, and as bringing 17 cents per pound when cheese of the ordinary size would sell for only 10 to 12 cents.



The President of the United States.

What the President of the United States Thinks About Our Enterprise.

William McKinley addressed the Convention of The National Cash Register Company, at Dayton, Ohio, October 22, 1895.

"It gives me great pleasure," he said, "to meet you here, and to congratulate you upon the splendid enterprise in which you are engaged.

"I have known The National Cash Register Company for many years. I have known the splendid progress of that industry in the past, and my only wish for you is that the business of this country from now on may be such that there will be a great demand for your cash registers, and that we will be able to register more cash than ever before in the transactions of this state and the country at large.

"What we want, no matter where we live and no matter in what occupation we may be engaged, is the highest prosperity possible for our country, and whatever will secure such prosperity, no matter what it may be."



The Secretary of State.

What the Secretary of State Says About Our Work.

On Saturday, October 24, 1896, Hon. John Sherman addressed the International Convention of The National Cash Register Company. He said:

"It gives me great pleasure to address an assembly of this kind upon whose faces are written intelligence, ability and integrity. Our country is made greater by the progress and strength of its industries. And among these industries none has a better reputation for integrity and strength than The National Cash Register Company.

"You people are engaged in a very great work—properly taking care of their cash for retail merchants. If the cash is right everything else will be right.

"There is plenty of cash in this country, and if it is well taken care of and properly handled the cry of hard times will be heard no longer."



John Wanamaker.

Twenty National Cash Registers in use in his Philadelphia Store.

What the Retail Merchants of the World Say About National Cash Registers.

We are proud of this indorsement by the president of the United States and by the secretary of state, but we are prouder still of the indorsements of our company and of our registers by more than one hundred and fourteen thousand retail merchants throughout the civilized world who have purchased registers from us and are now using them.

We have testimonials from thousands of these merchants, and to any retailer who desires we shall be glad to send copies of letters written by merchants in his line of business who reside in his immediate vicinity.

Send us your name, address, business, number of clerks in your store, and state whether or not you employ a cashier. We will send you in return, free of charge, a handsomely-printed description of a cash register system used in stores like yours. You place yourself under no obligation to buy. Address Dept. D, The National Cash Register Company, Dayton, Ohio.

system originated, appreciated more readily the importance of the system and was quick to take advantage of the enormous prices paid for cheese during the years 1863 to 1870.

The State census of 1875, the last one taken, again showed a small decrease of 2,050,840 pounds. This is only 2 per cent. of the product of 1870, while the increase in the production of butter amounted to 3 per cent., thus showing where and how the milk had been used. The National census of 1880, however, gave an increase of cheese made in this State amounting to 30,438,542 pounds, or a little less than 31 per cent., and bringing the total up to 129,163,714 pounds, the highest total production of cheese ever reached in the State according to a United States census. That year New York made 56½ per cent. of all the cheese produced in the United States. The figures for 1890 were not so favorable, being only 124,086,524 pounds, a shrinkage of 5,077,190 pounds, or 4 per cent., while the production of the whole country was 13,604,033 pounds greater than in 1880. There seems to be no doubt that the manufacture of cheese was then really on the wane in the State and that it has continued to decrease since that time.

There was an increase in farm dairy cheese between 1875 and 1880 of nearly 6 per cent., but in the decade between 1880 and 1890 the shrinkage was almost 50 per cent. This is easily accounted for by the fact that many factories which ordinarily made large sizes found it to their advantage to change their style in the fall and manufacture small sizes, such as are usually made in private dairies. As a rule, dealers prefer to handle factory-made cheese, especially when produced in a well-known establishment, where the stock is likely to prove more uniform in its character. This and the growing distaste of the women of the farm to continue the hard labor involved in cheesemaking have vastly diminished the amount of farm dairy goods and bid fair to nearly eliminate them from the market.

Inasmuch as no State census of New York was taken in 1895, it is impossible to give absolute figures for the cheese production of that year. An attempt has been made, however, to get at these statistics as accurately as was feasible without resorting to actual census methods. The transactions of the different boards of trade in the State for the season of 1895 have been obtained, as well as the purchases of many individual buyers in other parts of the country. From a number of the large combinations in the western part of the State also, the statistics of their manufacture have been received, and in addition to these an estimate on the unreported and unknown sales to home buyers, and to dealers in those parts of the State which have no public market, has been made, upon principles which will be explained hereafter. In making up this estimate one great fact had to be steadily borne in mind. The drought of the summer of 1895 was the longest and most severe of any that has occurred in this State in a quarter of a century, which means since boards of trade were established in the interior of the country. In the central and northern parts of the State the shrinkage in the output of cheese was fully 20 per cent.; in the western part it ranged from 25 to 33 per cent. Early in June the poor condition of grass began to show itself, and it was attributed to a combination of causes. Prominent among these were the long

drought of the previous season, which killed the roots of the grass and seriously thinned the meadows, and the heavy frosts which occurred both early and late in the spring of 1895, the latter occurring the morning of May 22. For the middle of June to the middle of July there was no rain and the hay crop was fully one-quarter short. There were occasional showers after that, but cows kept right on shrinking in their milk yield, which was no larger August 1 than it usually is on October 1. In the western part of the State the drought was so severe that in some instances boughs of trees were lopped off that cattle might feed on the leaves. Some dairymen were even prosecuted at law because they actually starved their cattle. They had nothing on the farm to feed to the cows, and could not or would not buy sufficient food to keep them from suffering.

In order to show upon what foundation the estimate of the production of 1895 is based, the figures obtained from different sources are here collated, figured by boxes:

Utica Board of Trade.....	218,545
Little Falls Board of Trade.....	150,207
Watertown Board of Trade.....	98,845
St. Lawrence County Board of Trade.....	85,000
Fulton Board of Trade.....	49,056
Ogdensburg Board of Trade, about.....	32,000
Gouverneur Board of Trade.....	21,730
Marketed at Cuba, Allegany County.....	86,250
Marketed at Norwich, Chenango County.....	82,800
Marketed at Lowville, Lewis Co., about.....	85,386
Seven combinations in Cattaraugus Co.....	80,000

Total.....990,000

These figures are as nearly correct as it is practicable to present. They represent approximately the production of the counties of Oneida, Herkimer, Chenango, parts of Madison and Otsego, Montgomery, Jefferson, St. Lawrence, Lewis, Oswego, part of Onondaga, Allegany, and parts of Cattaraugus and Chautauqua.

For the benefit of those who are not familiar with the cheese trade, it may be well to state that "boxes" of cheese vary in size and weight, ranging from thirty-four pounds for a small-sized home trade cheese up to seventy-five pounds for large-sized export cheese. It has always been the custom at the Utica Board of Trade to estimate the average weight of boxes throughout a season at sixty pounds, and the same estimate was adopted by B. F. Van Valkenburgh, Assistant Dairy Commissioner of this State, in making out his reports for publication. A similar result was arrived at by the Secretary of the Watertown Board, who wrote to a number of dealers and organizations for their views and published the answers. A large majority agreed that sixty pounds was a fair average weight for the cheese produced in New York. In the ordinary method of reporting the markets the number of boxes is given, and not the number of pounds. There is so much difference in the weights of the separate cheese that it would be wholly impracticable to figure out the exact amount in pounds. Therefore, in writing on the subject of the cheese trade in this State, it is customary to speak of the number of boxes instead of the number of pounds.

The only census from which it is possible to obtain the total production of cheese by counties is that of 1865. In that year the total product was 72,195,337 pounds. The same fourteen counties represented above gave 60,860,778 pounds, which was 84 per cent. of the whole amount. Although this was thirty years ago, the relative proportion of cheese made in these counties is still as large as it was in 1865, or even somewhat larger. In the year 1892 the Com-

missioner of Agriculture of New York directed the assistants of his department to make a full enumeration of the cheese and butter factories in the State, including their production during that year. The same work was done again in 1894, and the figures for the last-named year showed a marked falling off during the two years that had elapsed. The statistics of 1892 placed the total production in New York for that year at 131,148,310 pounds; those of 1894 placed it at 115,760,345 pounds, showing a decrease of nearly 12 per cent. At the same time the number of cheese factories in operation had decreased from 1,156 to 1,032, but the number of creameries, or establishments where both cheese and butter were made, increased from 213 to 315.

In the enumeration of 1892 the fourteen counties for which partial figures of the past season have already been given produced 113,533,012 pounds of cheese. This is 86½ per cent. of the whole, or 2½ per cent. more than it was found to be in the census of 1865, which shows that these counties had made a slight gain in the relative proportion of their manufacture of cheese. The proportion of these counties to the whole State in 1894 was 86 per cent., a difference of only one-half of 1 per cent., and as this was the year just previous to the one we are attempting to estimate, it seems best to accept this proportion as the basis of an estimate for 1895.

It has been shown that in 1895 portions of fourteen counties produced 990,000 boxes of cheese. If this amount forms 86 per cent. of the whole, by adding the remaining 14 per cent., or 171,730 boxes, a total of 1,161,730 boxes is reached, equivalent to 69,703,800 pounds. This represents what may be called the known quantity. A sufficient amount must be added to represent the unknown quantity included in the partial estimates of some of the counties, the quiet purchases of home traders, and the consumption of producers themselves. The shrinkage of trade at the Utica Board since the agricultural census of 1892 has been about 13 per cent.; that of Little Falls is over 27 per cent. The receipts of cheese in New York City in 1892 were 1,999,029 boxes; in 1895 they were only 1,259,990 boxes, showing a decrease of 37 per cent. The receipts of 1894 were 1,613,385 boxes, and this shows a decrease in one year of 22 per cent. These few figures demonstrate the difficulty of forming any accurate judgment of the yield based upon incomplete returns. At the same time it is believed that if the total already named be considered as representing two-thirds of the yield of the State last year, it will come very near the correct figures, which would stand as follows:

Pounds.	
Two-thirds (closely estimated).....	69,703,800
One-third (approximated).....	34,851,900

Total.....104,555,700

In confirmation of this it has been seen that the decrease in production, as shown by the census of the State Commissioner, amounted to about 6 per cent. per year from 1892 to 1894. In 1895, however, the drought was much more severe than in the two years previous, and the shrinkage must have been still more pronounced. If we allow 8 per cent. decrease last year instead of 6, the total decrease since 1892 would be 20 per cent., and 20 per cent. off 131,148,310 pounds brings it down to 104,918,648 pounds, which substantially agrees with the estimate given above.

BENJAMIN D. GILBERT.

Utica, N. Y.

How Fake Maple Syrup Is Made.

From the Indianapolis Sentinel.

The attention of the city sanitarian has been called to "fake" imitations of maple molasses that are being sold on the market and in some stores. The fraud is one that is worked every year during the season of maple molasses and buckwheat cakes. A little maple sugar is used in making the imitation, and the peculiar flavor is given to it by the use of hickory bark. It is said that only a small proportion of the so-called syrup retailed in the market is the genuine article. It is said that there are several of the "factories" now operating in the city. In some cases the imitation is so perfect that it is very difficult to detect it.

City Sanitarian Clark has been looking up the authorities, and he has found no law that will enable him to arrest the manufacturers and vendors of the fake article. There is nothing deleterious to health in the composition, he says, and he cannot order his inspectors to make arrests. A very clever imitation can also be produced, he says, by the use of ground corn cobs in place of hickory bark.

The New Coachman.

From the Toledo Blade.

This is the sort of an interview which may be expected when motor carriages come into use:

"You advertised for a coachman, sir?" said the applicant.
"I did," replied the merchant. "Do you want the place?"
"Yes, sir."
"Have you had any experience?"
"I have been in the business all my life."

"You are used to handling gasoline, then?"
"Yes, sir."
"And you are well up in electricity?"
"Thoroughly."
"Good! Of course, you are a machinist, also?"
"Certainly."
"Then I presume you have an engineer's certificate?"
"Of course."
"Very well. You may go around to the outhouse and get the motorcycle ready. My wife tells me she wishes to do a little shopping."

Out of His Element.

Visitor—I'd like to get you to take the agency of our anti-tobacco preparation. It is warranted to cure the taste for tobacco in every form.

Dealer—But my business is to sell tobacco in every form. Can't you see this is a cigar shop?

Visitor—Exactly. You come in contact with the very people who need our specific.

In Her Ignorance.

"What," he demanded severely, "must we think of a woman who tries to be like a man?"
"That she doesn't know him," answered his wife.

He made no rejoinder, but there was a subtle something in the way he went and shook down the furnace to suggest that his mind was even yet not entirely at rest.

Keep at It.

If you expect to conquer
In the battle of to-day,
You will have to blow your trumpet
In a firm and steady way.
If you toot your little whistle,
Then lay aside the horn:
There's not a soul will ever know,
That such a man was born.

The man that owns his acres
Is the man that plows all day;
And the man that keeps a humping
Is the man that's here to stay.
But the man who advertises
With a sort of sudden jerk
Is the man that blames the printer
Because it didn't work.

But the man that gets the business
Uses brainy printers' ink,
Not a clatter and a sputter,
But an ad that makes you think;
And he plans his advertisements
As he plans his well-bought stock,
And the future of his business
Is as solid as a rock.

SIXTY YEARS AGO.

An Octogenarian's Early Lessons in Mercantile Life.

Written for the TRADESMAN.

Hardware and drugs and medicines were the first lines of trade to become divorced from the general store. For many years after the exclusive business of selling drugs had become established, the general stores continued to sell paints, oils, putty and other staple articles to supply the country trade.

In 1830, white lead was sold dry, the painters grinding and mixing it themselves. White lead ground in oil and put up in kegs or cans came into use after 1830.

Colored paints, as now sold in every shade imaginable, did not make their appearance for many years afterwards. The wooden houses, if painted at all, were white; on barns and other outside buildings Venetian red was used. Brick houses and stores were either penciled or painted a solid red. Soon after the introduction of paints ground and mixed, the manufacturers learned the trick of adulterating by mixing that worthless article of commerce, whiting; but the farmers soon detected the fraud and refused to buy it. This bit of sharp practice curtailed its general use for some time.

The window glass sold was in size from 6x8 inches to 12x18 inches. In most of the country houses 6x8 or 8x10 was used. In the larger villages, the more pretentious residences had their windows glazed with glass 12x15 or 12x18 in size. This last size was used in store fronts generally. The plate glass for mirrors was all imported. If any one had been rash enough to suggest the possibility of the manufacture,

in the future, of plate glass $\frac{3}{8}$ " of an inch in thickness and large enough to fill the entire lower front of a good sized store, he would have been considered a fit subject for a lunatic asylum.

With the advent of the exclusive hardware stores, the general dealers gave up the trade except in shelf hardware, nails and the various kinds of small farming utensils.

The crockery trade showed but little variety, consisting of but three styles of ware. The first and cheapest was white, with a blue edge, a coarse quality for common use. The next was pure white, very heavy. It was called stone china, and was used in hotels and the better class of private families. It was imported in sets varying in the number of pieces from 120 to 250. The best article in the crockery line was a transparent French china, gilt edged, and beautifully ornamented in floral designs. Almost every family boasted of a tea set of forty pieces of this china, which was used only on state occasions. It was considered a very appropriate bridal gift, and was always long cherished by the recipients.

The stores were shelved up to the ceiling, about four-fifths of the space on one side being filled with crockery, the other fifth with shelf hardware. Pitchers of every kind and size were suspended from nails at every place where a nail could be driven. It required but a small outlay to make quite a show of crockery. It could be so arranged as to fill an unlimited space, making a good show in a country store. Family groceries were not put up in suitable shape to place upon the shelves. The spices were all kept in a case of small drawers made for the purpose. The heavier goods were kept under the counter or

on the first broad shelf. They were almost entirely hidden from the buyer until called for and placed upon the counter.

Such a thing as leaders or special prices on any staple article was not thought of, and, if it had been indulged in, the offending merchant would have been looked upon with suspicion by his customers, and as guilty of a breach of good faith by his neighbors in the same line of trade. All goods were plainly marked to sell at a regular percentage above cost, with 10 per cent. added for transportation. The profit added ranged from 25 per cent. to 100 per cent., and sometimes much more. If they were marked too high to sell readily and remained on the shelves, they were left there until the time for taking a general inventory, which usually occurred in the spring, when they were laid aside for the examination of the proprietor, who would change the price, and then they were placed back upon the shelves, to stay there perhaps for another year.

Salesmen were not allowed to deviate from marked prices. I think I hear some of the readers of the Tradesman saying to themselves, "That must have been a mighty slow way of doing business;" and so it was, but it was the custom to move deliberately in those old days. Those were times of long credits that would swamp any merchant of the present day in a year. Goods were sold by the New York jobbers on long credit to the country merchants and large profits to correspond. It was an era of unbounded confidence in the integrity and ability of the farmers generally; and, when I relate what came within my own experience, the reader will agree with me that it was

merited. My employer was satisfied with a yearly business of fifteen or twenty thousand dollars. I recall one year in particular when sales were less than \$16,000. The cash receipts from sales were less than \$3,000. It will, no doubt, sound "fishy" to a merchant who does a credit business now, when I relate that in the month of January our cash receipts from book accounts were a little over \$10,000. We had sent itemized accounts during the month of December to all our customers. Could the dealer of the present day do the same with a like response?

If, from any cause, a merchant wished to retire from active business, he did not allow his stock to run down, but kept it reasonably full until a buyer was found. The good will of an established trade was always considered of some value, and frequently the book accounts were sold with the stock. In this way the stock sometimes passed through the hands of half a dozen owners before being closed out.

It was in 1836 that one of our village merchants who had heretofore been successful took it into his head to try a little outside speculation in flour. The old, old result followed—declining prices, want of experience in buying, heavy transportation bills and faithless consignee. The mercantile part of his business must be closed out to satisfy the creditors. Although only nineteen years of age, I was chosen by the assignees to make a correct invoice of the stock at original cost, and report at as early a day as possible. My task completed, a meeting of the assignees, the auctioneer and the merchant was called and I was requested to read the schedule. The footings showed the stock to be worth about \$12,000 at cost. This

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ROASTED COFFEE

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

W. J. GOULD & CO.,

IMPORTERS AND COFFEE ROASTERS,
DETROIT, MICH.

amount, if cost meant value, would leave the assignor a small capital with which to start business again. The hardware and grocery stocks made a good showing; but, as I read over the dry goods schedule, I noticed a look of doubt and disappointment on the auctioneer's face. The party most interested seemed hopeful. The auctioneer, Lodowick C. Fitch, was an accomplished salesman, trained in the employ of Austens, Wilmerding & Co., of New York, a wonderful judge of human nature, as well as of the value of every kind of property. I spent a day with him in dividing the stock into lots, as far as possible, to suit bidders. I recollect that his strongly worded wit and professional drollery bubbled over continually as he initiated me into an understanding of certain cabalistic signs that were to pass between us as the sale should progress.

The day of sale came, the weather favorable, the attendance good and the bidding spirited; still the goods, most of them, were selling below cost. This made the assignor so nervous that he could not keep from commenting upon the ruinous sacrifice at which they were selling. I saw that the auctioneer was getting nettled at his remarks. In the stock there was a drawful of some thin large-figured gauze or barege fabric (designed for ladies' dresses) that cost, when purchased, 75 cents a yard. They were brilliant with gay colors when shown over white—just the style to be admired if worn at a ball or party in a warm climate, but having no place in the make-up of a Northern belle of those times. They were knocked down piece after piece, until gone, at 10 cents a yard. This was an unbearable disappointment to our bankrupt friend. He almost remonstrated with the audience for offering 10 cents a yard for fabrics that cost him 75 cents.

I shall never forget the kindly look of commiseration the auctioneer gave him as he remarked, "Deacon, we are not expected to get cost for these goods—it is as near their value as possible that we are after. You have had these bareges in your stock for 10 these many years, you know—and you remember your predecessor, Jim Lyon, looked at them fifteen years ago and wept! I have sold them for 10 cents a yard, and that is 9 cents a yard more than they now are worth in this climate and country." There was no more "kicking" after that.

I could fill a column of the Tradesman with laughable incidents that came out during the sale, and another column in detailing the pathetic history of the after life of the truly good old merchant who was the victim. I will only add that he never recovered from what he termed "the disgrace of being unable to pay honest debts," and that his bones were left to bleach on the plains of the overland route to California in 1849. A lot of odd shoes that had lost their mates during the lapse of time was held up by the auctioneer and the audience were having their fun over his failure to get a bid. Turning to me, he named a nominal price, saying, "Put the lot down to Zeke Davis—he can give them to some of those one-legged women up in the pine woods." (Mr. Davis was a lumber dealer and was buying liberally of such goods as he could use in the purchase of shingles and in paying his lumbermen).

I have mentioned this ruinous habit of those old-time merchants of allowing their slow-selling goods to accumulate

on their hands, in broad contrast with the up-to-date dealer of the present time. It does not take long for him to detect any article in his stock that shows staying qualities, and when he does the slaughter begins. The result is clean stocks, large sales if small profits, quick returns and final success—if he advertise in the right medium.

W. S. H. WELTON.

Owosso, Mich.

The Domestic Diplomat.

The feminine domestic diplomat is a person of unlimited tact and good sense. She has what-not-to-do reduced to a science, and above all she is attractive. It is observed:

That she never describes her aches and pains.

That she never dwells on unpleasant reminiscences.

That she never apologizes for the food.

That she is never a martyr.

That she never corrects the children in the presence of any person, even the family.

That disorder of a temporary nature does not visibly disturb her.

That when the family diatribe threatens, she knows how and when to deftly change the subject.

That she gets rid of a guest who bores her by simply folding up a newspaper, and the other never suspects.

That she lets everyone have affairs of their own.

That she is always polite and cordial to the children's friends.

That she never communicates any bad news before dinner.

That she never divulges her methods.

Swine Drunk on Wine.

From the Los Angeles Record.

Peter Casson is a butcher in the prohibition town of Escondido. He also has a ranch and a winery. It is related that last fall he made several thousand gallons of wine, which he stored in his big vats. One holding 900 gallons was reserved for a higher price. Early in February Casson sampled this cask and felt it was going to be a money maker. The vat had a small plug that projected near the floor. How this chanced to be pulled out by his herd of forty hogs sometime that day, Casson does not know. But the following morning his cask was empty and his hogs wallowed drunkenly about it. Only one was able to rise to its feet, when it fell down again completely jagged.

The Rational Order.

"Father," said the young man, "when I go into business, I propose to work on an entirely new system."

"Indeed?"

"Yes. I propose to make a rigid study of economy the first thing. I shall proceed immediately to dispense with advertising."

"Dispense with advertising?"

"Yes, sir."

"My boy, you've got the cart before the horse. What you want to do the first thing is to reach out and get something to economize over."

Satchels, more or less elegant, have been made for Easter brides to carry their pet dogs in when they go on a honeymoon journey. This gives a chance and excuse for the new husband to ride more in the smoking car, and see as little as possible of his dog-loving wife. At a wedding the preacher tells the bride she must give up father and mother and cleave unto her husband; but nothing is said about giving up her dog, and she wades into matrimony with a dangerous and divided affection.

We should spend less time kicking against conditions and more time trying to extract a profit from them. If we pursued this course, so-called conditions would be looked upon, not as a retarder, but as a promoter of business.

The difference between those who succeed and those who fail is simply the difference between doing and intending to do.

Dreaming of Home.

It comes to me often in silence,
When the fire-light sputters low,
When the black, uncertain shadows
Seem wreaths of long ago,
Always with a throb of heartache
That thrills each pulsive vein,
Comes the old, unquiet longing
For the peace of home again.

I'm sick of the roar of cities,
And of the faces cold and strange;
I know where there's warmth and welcome,
And my yearning fancies range
Back to the dear old homestead,
With an aching sense of pain;
But there'll be joy in this coming,
When I go home again.

When I go home again! There's music
That never may die away,
And it seems the hands of angels,
On a mystic harp at play,
Have touched with a yearning sadness
On a beautiful broken strain,
To which is my fond heart wending—
When I go home again.

Outside of my darkened window
Is the great world's crash and din,
And slowly the autumn shadows
Come drifting, drifting in.
Sobbing, the night wind murmurs
To the splash of the autumn rain;
But I dream of the glorious greeting
When I go home again.

EUGENE FIELD.

Talking about the prevailing shades of leather now being called for in footwear, it would be well to call the attention of the trade to the fact that the present styles are but a repetition of the past. In the year 1825, or seventy-five years ago, the prevailing shades in footwear were then as now, red and green; again, in 1850, or thereabouts, it was fashionable to wear shoes of leather to match the dress, and again the colors green and red and brown were all used; so that what we are now going through is but a reflection of the past, merely a repetition of styles in use and discarded many times ere the present generation had seen the light of day. So what is the use of kicking over so-called "new styles?" They are going to keep coming even after we are beyond the river. Why not take things as we find them?

Considerable excitement has been caused in the artistic world of Paris by the refusal of the hanging committee of the salon to accept "First Sight," a picture by Jean Weber. The picture represents the interior of a butcher shop with a fine display of meat, but a close examination of the picture shows the butcher to be an allegorical Bismarck, and the carcasses exposed are human corpses and representative victims of the chancellor's ruthlessness. Strong pressure is being brought to bear on the committee, with the view of prevailing upon it to reconsider its decision.

The results of each day of business can be gauged by the prior efforts that are made to make it a full one.



KNEIPP MALT COFFEE

A
PURE MALT
SUBSTITUTE
FOR
COFFEE

MANUFACTURED BY



KNEIPP MALT FOOD CO.

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

Established 1780.

Walter Baker & Co. LTD.

Dorchester, Mass.

The Oldest and
Largest Manufacturers of

**PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES**

on this Continent.

No Chemicals are used in
their manufactures.

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

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

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

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

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

**Standard
Maracaibo**

We are exclusive distributors for Michigan of all the

**Lion
Maracaibo**

COFFEES

ROASTED BY

WOOLSON SPICE CO.,

TOLEDO, OHIO.

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

No. 2 Roast

**MUSSELMAN
GROCER CO.,**

GRAND RAPIDS.

Our Push

Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids.

Bicycles

News and Gossip of Interest to Dealer and Rider.

When the Armstrong bicycle baggage bill was being discussed before the Committee on Railroads of the New York Legislature, in February, 1896, and while a wheelman who appeared in behalf of the bill was replying to the long arguments delivered by four separate railroad attorneys, the speaker was interrupted by a veteran railroad lawyer, who said to the committee: "Mr. Chairman, I did not come here to take part in this discussion and I don't intend to. But these wheelmen have been contending for years that a bicycle is a vehicle, and everybody knows it is a vehicle, and I should like to ask this gentleman who represents the wheelmen one question." Permission being granted, the venerable railroad lawyer turned to the wheelmen's advocate and said: "Now, sir, I want to ask you this: When are you going to ask us to carry wagons as baggage?" There was a solemn stillness in the room for half a minute and then the answer came: "When you carry horses as passengers." Everybody laughed, including the members of the committee, and nothing more was heard of the vehicle argument.

The attempt of the Illinois division of the L. A. W. to have a bicycle baggage bill passed, similar to the Armstrong bill in New York, has precipitated an unpleasant quarrel among prominent Western wheelmen. Chief Consul Patee yesterday submitted to the President of the L. A. W. the names of five of the leading wheelmen in his division, asking for their expulsion from the organization, on the charge of treachery. It is claimed that some of the members have worked contrary to instructions, and upon the advice of the railroads are trying to defeat the bill. The President of the L. A. W. has the power to remove officers, but not to expel members from the organization without a hearing. He has notified the Illinois Chief Consul that, while wishing to aid his division, charges will have to be formally presented against the accused members and an investigation held.

At the annual meeting of the Canadian Wheelmen's Association, to be held on April 16, an attempt will be made to compel the organization to adopt rules to regulate the character of first prizes in amateur races, so that they shall consist of gold bricks to the value that the club wishes to give. The association officials declare that the tinselled jewelry and other rattletaps offered for amateur events during the past were poor encouragement and as much as anything else drove riders to seek shelter behind the maker's cloak. They desire to secure honest racing, and in order to get it they feel the association must legislate in such a way that the temptation to act otherwise will be as far as possible removed.

Bicycle tours in Europe have become popular with Americans. For several years small parties have traveled through England, France, and Germany on bicycles, and they declare that it is a most delightful and instructive trip. In touring abroad riders are enabled to stop where they wish and pass over all the interesting territory of the different countries. In this way they have a decided advantage over tourists who travel

by rail. Riders who have toured abroad say that it is a great help to know just how to provide for such a trip. An American rider who has ridden in Europe says:

"First of all, riders should be cautioned against hiring wheels on the other side. European bicycles are cumbersome and worthless affairs, and large deposits are required for their safe return. The steamships will not carry wheels unless they are crated or otherwise boxed up, and the best plan is to put one or two wheels in a bicycle trunk, the parts well covered with vaseline and wrapped so as to protect them from salt air and spray. In crates the charge is \$2.50; in trunks they will go as baggage.

"If intending to ride on the Continent, join the Touring Club of France before leaving this country. F. C. Hesseltine, 10 Tremont street, Boston, is an American representative of the organization. This club's ticket will pass you through the Custom House of France, Switzerland, and Italy. It is said that at Paris one can get a special card of admission into Belgium from the club's headquarters. It is easy to pay duties at every frontier, but difficult to get the money back when leaving a country. There is no duty on bicycles at British ports. The cost of joining the Touring Club of France is about \$1.50. Unless otherwise absolutely compelled, always take your bicycles on the train or steamer by which you travel. Do not lose sight of them. Ship them as baggage along with your trunks.

"It is the testimony of all who have ever traveled in Europe on a bicycle that it is a most fascinating trip. Such an outing offers health, pleasure, and instruction to all who appreciate the pleasures afforded by the use of the bicycle, and who enjoy a vacation in the open air amid beautiful scenery in a country with splendid highways. It is not to be expected that a person unacquainted with the languages, manners, and customs of the different countries can travel through them unassisted without annoyance, trouble, and loss of money. There are many reasons why it is better to join a party conducted by a person who is thoroughly familiar with the details of touring in foreign countries.

"To a traveler time is money. You cannot afford to spend a good share of it looking up accommodations and then get very poor service at high rates. If you do not speak the language of the country in which you are traveling, you are continually hampered and delayed in your sightseeing and travel. These facts are now so thoroughly appreciated that the majority avail themselves of the services of the tourist agents, who take them over the most desirable routes in the best possible manner and at a great saving of time, temper and money. If such services are desirable over the beaten tracks of travel, how much more are they necessary on a tour a wheel, where the rider is taken through many out-of-the-way places?"

It is said that more than 76 per cent. of those who people New York to-day were born of foreign mothers, while more than 40 per cent. were themselves born on foreign soil. Peter Stuyvesant ruled in his day over 1,400 New Yorkers who conversed eighteen different tongues.

When Father Carves the Duck.

We all look on with anxious eyes,
When father carves the duck.
And mother almost always sighs
When father carves the duck.
Then all of us prepare to rise
And hold our bibles before our eyes
And be prepared for some surprise,
When father carves the duck.

He braces up and grabs a fork
When'er he carves a duck.
And won't allow a soul to talk
Until he's carved the duck.
The fork is jabbed into the sides,
Across the breast the knife he slides,
While every careful person hides
From flying chips of duck.

The platter's always sure to slip
When father carves the duck.
And how it makes the dishes chip!
Potatoes fly amuck!
The squash and cabbage leap in space,
We get some gravy in our face
And father mutters Hindoo grace
When'er he carves the duck.

We then have learned to walk around
The dining room and pluck
From off the window sills and walls
Our share of father's duck.
Whilst father growls and blows and jaws,
And says the knife was full of flaws,
And mother jeers at him because
He couldn't carve the duck.

Watch the Market on Wire Goods.

From the St. Louis Hardware Reporter.

It will pay all the using industries to watch the markets for wire goods. The demand has been exceptionally large this season, and in the case of barbed wire it is said that there has never been a greater need for its use than at the present time. Farmers, as a class, are finding an extended and immediate

need for fencing, and it is said by those who have gone carefully over the field that the preparations for new work are on a much larger scale than at any time for years.

It is not likely, however, that this work will be done at cost figures approaching closely to the present quotations. With the comparative scarcity of steel billets and rods, coupled with the enlarged movement in wire, the market has a reasonable expectancy for advancing to a point considerably above that at which it is now held. This is a matter that especially concerns the hardware trade, and should not be lost sight of in considering the general situation.

Too Much System.

"There is too much system in this school business," growled Tommy. "Just 'cause I snickered a little the monitor turned me over to the teacher, the teacher turned me over to the principal, and the principal turned me over to paw."

"Was that all?"

"No; paw turned me over his knee."

An Apt Illustration.

Tommy—Paw, what is adding insult to injury?

Mr. Figg—Well, I once had a dentist at work on my teeth for half a day, and when he got through he said he hoped I had had a pleasant time.

An agent authorized to sell goods at retail has no authority to mortgage them.

STRONG POINTS

in bicycle frames means durability. Clipper rear forks are **straight**, reinforced with steel blades. They are tapered from $\frac{3}{4}$ inch to $\frac{1}{2}$ inch and fitted to crank brackets, which in turn are fitted with ball races 3 inches or more apart.

IN CLIPPER BICYCLES

are to be found original, practical, and mechanical features, which have been imitated or reproduced outright by nearly every high-grade maker in the business. Few, if any, makers have succeeded in producing frames and bearings the equal of those found in Clipper Business Bicycles.

MADE BY THE

GRAND RAPIDS CYCLE CO.,
GRAND RAPIDS, MICH.

Pratt 265 N.



IT'S
WORTH
A
CENT!

IF YOU ARE

A dealer and thinking of adding a line of Bicycles, or a dealer with a line of Bicycles, or a rider in the market, you are

INTERESTED

in knowing what there is on the market.

We presume you know something about Cycloid, Keating, Winton, Columbus and Storer Bicycles. It's certainly worth a cent (or postal) to get catalogues and prices.

We have a very attractive proposition to make to you. Spend a cent.

Studley & Jarvis,
Grand Rapids, Mich.



3 GREAT BICYCLES
THE WORLD
THE HAMILTON
THE AMERICA

Write for Catalogues and Prices. A few more good Agents Wanted.

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

Increasing Interest in Bicycles.

Written for the **TRADESMAN**.

Most of the great inventions of modern times have assumed their positions in the economy of civilized life without any long-continued public interest. There is a period of wonder at the indication of scientific progress, and at the ingenuity involved, and of gratulation at the addition to the factors of human welfare, and then the matter quickly loses its popular interest; the improvement assumes its quiet place and soon is considered as a matter-of-fact element in social or business life, and it seems as though it had always existed.

But the invention of the bicycle is unique in that, as the years pass, there is not only no indication of an abatement of popular interest, but it seems to constantly increase in universality, until it is wonderful how large a place in the public attention is occupied by the new means of progression. And, while with some the element of novelty no longer exists, the spread of the interest by the constant and rapid accession of new converts more than compensates for this loss of novelty, and keeps the sense of newness an increasingly important part of the general interest.

The wheel is yet in the stage of adoption as a means of increasing the happiness and welfare of the human family. The ratio of its growth is yet an increasing one; and the spread of the interest in the subject is not slackening in any direction. An indication of this fact is found in the countless additions to the literature on the subject. This has become so familiar that it is coming to be taken as a matter of course, and few stop to consider how much of the public attention is claimed in this connection. There is not only

a large and rapidly increasing list of journals especially devoted to the subject, but large space is accorded to it in most of the newspapers and general press. Almost every daily has its bicycle department or bicycle notes, and general articles on the subject are found everywhere. The extent to which this literature has grown, and is still growing, is a sufficient indication of the universality of the interest.

The explanation of this wonderful and long-continued growth of interest, as compared with that attaching to any other single contribution to the means of physical comfort and improvement, lies in the fact that the wheel has a degree of individual interest exceeding any other invention. At first, it was only for boys or young men of athletic tastes and pursuits, and it was a considerable time before a man of any dignity would bestride the boyish plaything; and it was still longer before girls and women could think of such an immodest procedure, however much they might covet the sport. Now, it is invading all classes and all ages of both sexes. It has ceased to be thought of as an instrument for sport, but has assumed a sober place as a means of individual progression and of physical improvement and development. Its economic and sanitary value has been so abundantly demonstrated that the accessions to the lists of its votaries not only include all classes of the physically robust, but many from the ranks of the ailing and semi-invalids.

Of course, the secret of this continued growth is found in the fact that the wheel is doing such wonders for the physical improvement of its adherents. Not only is it a means of healing the weak ones, as hinted above, but all of

its sensible riders are better for its use. This fact is manifested in sounder health, increased muscular and other physical development, and so in a stronger mental and moral manhood and womanhood. And, while such progress continues manifest, there will be no abatement of the growth of the universal interest.

NATE.

Made a Good Impression.

"I think," said young Mrs. Torkins "that we will like the new servant better than we did the other."

"For what reason?" enquired her husband.

"She carries a smaller basket to and from her home."

Pure Grit Ineffective.

"This is all rot about pure grit winning success."

"How so?"
"I sank a fortune in a grindstone factory."

Through a series of experiments at the Colorado State Agricultural College, a wild pea has been so tamed that it gives a very good substitute for the Brazil coffee bean. It is known as the Idaho coffee pea, owing to its having been found in that State growing in rank profusion.

Denver, Colo., is to have a building 125 feet long by 50 feet and two stories high, to be devoted exclusively to doctors' offices. Twenty physicians can be accommodated, and there will be a common operating room, fitted up in the most approved manner.

While the First National Bank of Chicago is credited with deposits of \$32,000,000, the Bowery Savings Bank of New York has \$54,000,000, and the Bank for Savings, of the same city, has \$50,000,000; the German Savings Bank, \$34,000,000.

Making His Pile.

"Early and late he is working—
Says that's his natural style;
He wasn't cut out right for shirking,
And they say he is 'making his pile.'"

"Married, of course," I suggested,
"With babies to climb on his knee?"
"No; too many dollars invested—
He's never had leisure, you see."

"No hand for sports—isn't active;
And ask him to go to the play,
And he'll say it's mighty attractive—
He'll be glad to on some other day."

"And suppose you suggest that he's losing
The joys that make living worth while;
He declares your ideas are amusing
And asks: 'Aint I making my pile?'"

"No wife to dispute my dominion,
No children to go to the bad;
Give me cash, in my humble opinion,
The best friend a man ever had."

"If you speak of the pleasure of giving,
He puts on a cynical smile,
And remarks that you'll learn more by living.
Poor fool!—but he's making his pile."

Marrying on \$10 a Week.

"Young Higginside married, you say, on \$10 a week? That took nerve, anyhow. What was he working at?"
"Nothing. It was the girl that was earning the \$10."

Hard on the Butcher.

Customer (entering a meat market)—
I should like to see a nice, fat goose.
Small Boy—Yes, sir. Father will be down directly.

Like Meets Like.

Indignant Butcher—That dog of yours has been getting into my sausage.
Pointer—Well, he seems to know his place, doesn't he?

Where a guaranty in the sale of goods is explicit, evidence of custom is not admissible to change the meaning.

A creditor may, in good faith, take his debtor's entire property at a fair valuation in payment of an honest debt.

**Half-tone Engraving
Wood Engraving Photo Engraving**

... All kinds of ...

ENGRAVING

In best manner, at shortest notice, from the Engraving
Department of the

TRADESMAN COMPANY

With the latest and most improved appliances and machinery for the production of Illustrations and Printing Plates, by all the leading processes, complete on the premises, its facilities for the prompt production of the best work are second to none in the State.

TRADESMAN COMPANY, Grand Rapids, Mich.

Shoes and Leather

How a Pennsylvania Shoe Dealer Succeeded on the Cash Plan.

R. C. Dougherty in Boot and Shoe Recorder.

I have clerked in four general stores, all of which did a credit business. The first two stores were in Saltsburg, Indiana county, Pa. It was in August, 1873, when I first went into the store business. The first bill I sold was a peck of new potatoes and the party said charge them. Of course, it was done, as nearly all the business conducted there was on the credit system. Saltsburg and the country around for seven or eight miles had a population of 2,500 from which to draw trade. There was a coal mine at Fairbanks, about two miles away. The miners were paid once a month and the stores at Saltsburg were all anxious to have the largest trade.

There were five or six general stores in Saltsburg, and as there was no company store at first, the miners were free to deal wherever they wanted to, providing they could get credit. Of course, all the stores wanted the trade, as cash in thirty days was as good as cash down. At least it was counted so at that time. Some of the miners would pay promptly each pay day, others would pay only part of their bill, leaving a balance. At the next pay day the bill would be larger than the month before, and then a larger balance would be left. When the merchant would ask them to try and square the account they would get angry and go to some other store to deal, and would take as many of their friends (misery loves company) along with them as possible. The merchant was out his money, also having the ill-will of the ones who left.

I clerked for this merchant nineteen months, when I went to another store in the same town, where I acted as clerk and book-keeper for ten years. We had to deal with the same class of people there as we had in the other store. Some would pay spot cash; some every thirty days; some of them never paid and seemed to think they were smart in getting all they could on credit, by paying a small amount each pay day, and finally leaving the merchant and going to the next one who was anxious to do business with him. We got so accustomed to selling on credit, and to those who really wanted to pay for what they got, that we could nearly always tell whether it was to be charged or paid for before the person would say anything about it. But whether it was cash or credit the goods were sold at the same price. Nearly every one who left a balance always had something to kick about the goods were not as sample or did not wear as long as they should. The merchant, to hold their trade, would always have to allow a rebate.

Finally the balance would become so large that the merchant would have to quit giving them goods, or the man would leave the store and deal at another store until he could work the same game on all the stores in town. Then the man would be ready to leave the town, or go to the store he owed the least balance and pay cash for his goods, at the same time paying some on his account until he would get paid up in full, then get credit again, as none of the other stores would trust him. He would pay up in full each pay day, until he was ready to leave, when he would leave a bill of from \$30 to \$40 on the books, to keep the merchant in remembrance of him when looking over his ledger. I have known as many as six or eight men to quit dealing at the store in one month, leaving a balance on the books of \$30 to \$40, and the same would be repeated year after year by others. Now you can see where the profit on the goods was going. A few years ago the firm went out of business with less money than when they commenced, but having several ledgers filled up with bad accounts. If they had sold for cash they would have had as large a trade or larger than they had, and would have had their cash or goods.

In 1885 I came to Leechburg and

clerked in the largest store in the town. There were only seven or eight general stores in Leechburg at that time, Leechburg having a population of 2,000, and within a distance of five miles 2,000 more from which to draw trade. Leechburg has three rolling mills, two foundries, one steel works and eight or ten coal mines near town. The mills and mines pay every two weeks, and still the credit system is in full force, and a great many deal on the credit system. 'Tis true some buy on the cash system, but 'tis so much easier buying by having it charged. Those who want to be honest can be so and pay their bills promptly every two weeks, or if they cannot pay in full at the end of two weeks, pay in full at the end of the month. Those that do not want to pay, follow the same rule as they do in other towns, and visit all the stores where they can get credit. Now the worry of the merchant comes; how is he going to get the money to meet his bills? He sends out statements to the ones that owe him, hoping they will come and pay him at least part of the bill, but the notice is hardly worth the paper it is written on. If the merchant fails, they deal at another store, and stay there until that fails, or refuses to carry them longer. So it will continue to the end of time, unless the merchants adopt a protection society, but there is too much work connected with that; then some of the men would hear about it and it would soon be a thing of the past.

How many honest merchants have failed during the past few years? It will never be known, but if the ones who owed had paid their just debts, many would have been helped over the hard times. But then, people must have a good time, and if they cannot have it on their own money they can have it on what money belongs to other people. It is nice to go away on a visit, spend money freely, and make people think you own the town, where if the honest debts were paid the poor merchant could get a long needed vacation. This United States is a big country and no difference where persons go they will hear about hard times, and bad accounts and failures.

I have given you enough of credit talk; now for the cash side of the question. In the spring of 1887, I concluded to start a shoe and men's furnishing goods store in Leechburg and to sell for cash. August, 1887, found me starting a small store. I started to sell for cash because I had seen the evil effects of credit, also for the reason I did not have enough money to do a credit business with. If I had a million dollars I might start a credit store to see how long I could hold out, but as I had not, and worked for all I had, I would sell for cash or keep the goods. The goods, some of them, were placed in the windows, and I waited for trade. It was a small stock of goods compared with the other stores in town, but they were paid for and unless I got the cash they would remain on the shelves. The trade did not come in very fast. The people were not used to cash stores, they had been so long accustomed to buying on time that they still clung to that idea.

The merchants told me I could not make a success by selling for cash and as people would go to their stores they would tell them they would sell them as cheap as I could. They finally got to coming around to see what kind of goods I had; and after selling a few of the people goods that pleased them and at lower prices than they had been in the habit of paying for goods of the same quality, they commenced to get their eyes open and to tell others about the goods. It is always hard to do business at first, but I stuck to it and in the fall the fun commenced. It commenced on gum boots and they cost either \$2.56 or \$2.58 wholesale. The credit merchants started their boots at \$3.25 and I started them at \$3, then they dropped to \$2.90, \$2.75 and finally \$2.50 per pair, but I figured that if they charged theirs and lost the account, why I could sell them for \$2.50 and only be out 6 or 8 cents a pair. The fight only continued about a month, as the stores commenced to handle second grade

rubbers and I continued to sell Candee and Goodyear glove, but when the people found the difference in the grades they were willing to pay more for good goods. Then we fought it out on other lines; but cash against credit won.

I never liked to sell goods below cost, but when it had to be done there was no other way about it, and I was getting good advertising out of it. Four of the merchants who were in business when I commenced are now out of business. Others have taken their places. There are fourteen stores in Leechburg at the present time, including general stores, who are handling shoes, and still we only have a population of 4,500 to sell to. You can see how the trade is cut up. A few years after we commenced business I let a few persons have goods for two weeks or between pays; then they would come and pay their bills and get more goods. Then some would forget to come around on pay day and would buy elsewhere. Perhaps they would come in between pays and would want more goods, saying they would pay in full the next time, but we would not sell them any more goods until their other bill was paid for, and to some we would not open up another account. Some would get angry but they would get over that as only one was angry, but when I would ask and they refuse to pay, then both were at the outs.

About four years ago we had a strike in our largest rolling mill. The men were thrown out of employment and the men with families were compelled to go elsewhere to find work. Quite a number went to Canton, Ohio, where they started a mill of their own and are getting along nicely. While they were here and out of work the stores all gave them credit as they had left their money with the merchants while they were working. Of course, some of the men who worked in the mill could not get credit, for they would not pay their bills when working, but they were few in number compared with the ones who paid their bills. All those who had dealt

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

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with me and paid cash could get what goods they wanted until such time as they could find work, but those who would not pay what they owed while earning money could not get credit while not working. I did not lose any money by sticking to the men and would do so again.

The last two years we have not opened up any new accounts. There is not a day passes, but what one or more people ask for credit, but we tell them we have not been opening accounts for some time and we treat all alike. If they deal at another store we tell them to get an order from the store where they deal. Then at the first of each month I go to the merchant and collect the amount and he attends to collecting it from the other party. At the present time we have five stores here that sell for cash, several who do a small credit business, and the balance are ready to give credit to those who want it, hoping to increase their trade, and if the customer deals with them several years to make enough off them to make up for what they lose in the end.

We all know how hard it has been to do business during the past few years. The merchants have been living on hope so long that the diet of hope has become stale. How have the credit stores flourished during the past four years? How many of them have failed? They had so much money on their books that they could not get it when they needed it. Then they would be compelled to go to the bank or to some of their friends and borrow the money to help them tide over the failure that was staring them in the face, expecting that some who owed them would try and pay their accounts and help them to pay back what they owed. But no help in shape of money from the ones whom they expected to pay them came, and unless they could borrow more money they would have to take the sheriff in as a partner. How they worried during that time no one but themselves will ever know. And how about the manufacturers or jobbers whom the merchant owes? He is unable to pay the manufacturers and jobbers who have been expecting to get the money to help them pay what they owe. The men who work for the manufacturer or jobber must live as well as other people, and if they are not paid, then they and their families have to suffer, all on account of the men who owe the merchant not paying him and making him unable to pay others.

I believe in keeping money in circulation and if every one would sell for cash it could be done. Then would we not have a glorious country? The end of the world might not come, but the end of worrying about bad debts would make a person feel like being in a new country.

We have always made it a rule to buy the best goods to be had for the money, and to sell at the lowest cash prices. It is hard work to convince people at first that it is cheaper in the end to pay 25 cents to 50 cents per pair more for good solid shoes than to buy imitations, but if you cannot convince them one way you can another way. Let them buy a cheap pair of shoes, then the next time sell them a better pair and they will never want a real cheap pair again. Before hard times came we always kept the higher grade of shoes, ranging in price from \$2 to \$5.50. We used to sell more men's shoes at \$5 and \$5.50 than we did of \$3 shoes, but when the strike took place the ones who wore the good shoes left town and as times got harder and harder we had to buy cheaper goods, but always tried to buy them in solid goods. We would sell shoes for \$3 for men and ladies that other stores doing a credit business have to sell at \$3.50 and \$4 and as consequence we have gained in amount of sales and number of pairs sold. We keep a book on purpose for marking number of pairs sold each day and can tell each year whether we gain or lose. The last year showed a gain of over 300 pairs more than for 1895. There are no more people here now than there were four or five years ago, but we are selling more shoes.

We sell for cash and one price to every person. We have Americans, Englishmen, Italians, Hungarians, Poles and others to deal with; but no difference who buys the goods, it is one price to all. If I was away for a week or a month, and people who bought shoes during that time would bring them back, I would refund the money—the amount marked in plain figures on the box—and not ask them if they bought them for less money. We mark our goods in plain figures, and if the person does not want them at that price I will show him other priced goods, or else he will have to go out without buying them. When it comes to selling out some lines we are not going to handle any more, or if the sizes get all broken, then we place them on a counter, mark the price in red ink, and try to get them out of the way. If they do not go at the reduction, then we make a one-half price sale and get rid of them. And by that means we do not have to keep old goods on our shelves.

How to Get Rid of Old Stock.

The retail shoe dealer of to-day who will persist in carrying stock from season to season in the hope of eventually getting out even on it by a lucky sale sometime in the future when the boom comes is laying up loss and trouble for himself. The mode of doing a retail shoe business has changed so much in the past few years that it is not only bad business policy to carry old stock, but it is positively dangerous, as being a sure means of eating, not only one's profit, but his business as well in the end; and too much stress cannot be laid upon this one point, nor its dangers too frequently commented upon. I had a conversation with a retailer the other day on this point, and he pointed out to me the fact that he was located in a small town where it seemed to him impossible to do anything else with his stock but await the calls of the public for his goods, while he admitted freely that the people were constantly calling for something new and that when he put such goods in stock he invariably found not only a ready but a very profitable sale for them. It would, therefore, appear that all of his energies should be put in this direction of securing such goods as the people demanded, at the proper time. I have always held, in all of my articles on this subject of retailing shoes, that it is the business of a retailer to secure what the people want, and that such a course persisted in will not only build up one's business but add constantly to his profit and reputation. What a retailer must do is to get quick action on any goods he feels are going to stick and reduce the price on them until they reach a point where they will go. Suppose you have a shoe in stock to-day that you have sold through the fall and winter at, say, \$3; it cost you about \$2, and through change of style it has ceased to be attractive to the buyer. What are you going to do? Leave it on the shelves until you have others to keep it company? Is there any money in that? Not a cent. It costs you about 1 cent a day to carry it. The longer you carry it the more it will cost you, and all the time its selling qualities are being reduced—a sure loss here every day. Now suppose you cut that shoe to \$2 at once to move it, a loss here of profit. Don't figure your profit, because you haven't made it and it isn't in the goods. Suppose it does not sell at \$2 and you cut it to \$1.50, a loss here of 50 cents a pair; looks bad on the face of it, no doubt, but the price \$1.50 will sell it, and then you have \$1.50 in cash to invest in another pair of shoes. You use

it to buy a pair of up-to-date tan shoes at \$1.50, and that pair, being right and seasonable, is closed out in say thirty days, at \$2.50, and you put the \$2.50 into another pair of up-to-date shoes at \$2, putting the 50 cents into the bank, and in the course of thirty days you sell this new pair that costs you \$2 for \$3. It goes because it's the right kind of shoe, and at a profit. Now, what has been the result of all this to you in actual loss or profit? Let us figure it:

	Loss.	Gain
Old stock sold at.....\$1 50	\$.50	\$
\$1.50 shoe sold at..... 2 50	1 00
\$2.00 shoe sold at..... 3 00	1 00
	\$.50	\$2 00

This shows a gain of \$1.50, worked up from the original loss of 50 cents, and you have the \$3 in cash capital to go on buying more goods, all done in about sixty days by getting \$1.50 cash out of the shoe that cost you \$2. Did you ever figure out your business on this basis? Do you see by this illustration that the temporary loss is a permanent gain? This is the true principle of doing business. It's the principle on which successful dealers work. Will you try it, or will you let that \$2 shoe lie on your shelves day after day, month after month, until it has so many neighbors that you have neither salable stock nor money with which to buy more, and the red flag is hung out and the sheriff gets the rake-off, while your name is added to the list of those who have failed? Think it over and mark down that old stock. STANLEY STANTON.

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

Now is the season of the year when the ordinary shoe store about town pulls down its dust-laden boxes of last spring's shoes and flaunts them before its patrons as the "new styles." Fact is, styles in ordinary footwear seldom change. They are stereotyped in appearance—to be had at every store—but not here.—B. Rich's Sons, Washington, D. C.

Wanamaker shoes are good clear through. Lots of shoe sellers laugh at us for putting good inner soles in shoes. They say anything will do for inner soles—because they don't show. Somehow, our way seems best. Wanamaker shoes wear longest.—John Wanamaker, Philadelphia, Pa.

If there ever was a time in your life when it was to your advantage to get right up early in the morning—and start for a bargain sale—that time is here! First-comers will get the biggest plums. Be quick.—Family Shoe Store, Washington, D. C.

Excuses for the low prices attached to our high-grade shoes are necessary. It's a well-known, undeniable fact that we are the leaders, who set prices on shoes that no other dealer can match—no matter what the happening. The largest shoe store in the State would

never have grown to such proportions had it allowed any other house to equal the advantages it constantly gives to the shoe-buying public. We are determined to get rid of the balance of our stock of shoes that were very slightly damaged by water.—Eagle Shoe Store, Elizabethport, N. J.

While carrying a tightly covered pot of hot meat out of the house, a Cumberland, Md., woman was severely burned by the grease spattered over her by the explosion in the pot which contact with the cold air caused.

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.,
Fitch Place - Grand Rapids, Mich.

Snedicor & Hathaway

80 to 89 W. Woodbridge St., Detroit,
Manufacturers for Michigan Trade.



DRIVING SHOES, MEN'S AND BOY'S GRAIN SHOES.

Smith Shoe Co., Agts. for Mich., O. and Ind.

New Prices on Rubbers

LYCOTING, 25 and 50 off.
KEYSTONE, 25 and 50 and 10 off.

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

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

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

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

MICHIGAN BARK & LUMBER CO.,

527 and 528
Widdicombe Bld.
Grand Rapids, Mich.

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

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

Correspondence Solicited.



SMART SAYINGS.

Short Catch Phrases and Pointed Paragraphs.

Balky waches made to keep time or money refunded.—A. H. Pehrson's, Mitchell, S. D.

"No; a roll of our wall paper will not cover more surface than others," but—H. J. Baily & Co., Portland, Me.

A bright, fresh stock, all prices worthy of the day, worthy of our fame and above all worthy of our customers.—Hearn, New York.

Don't handicap your feet by putting poor shoes on them, and then scold because they hurt and wear out quickly.—Adler, Joliet, Ill.

A pretty girl to draw attention, a mule to draw a cart, a bankrupt sale to draw a crowd, but the Bee Hive prices draw the trade.—Bee Hive, Parkersburg, W. Va.

We could deliver to you a whole string of reasons why "cheap" furniture should be avoided, but we rather give reasons why our productions should be sought.—Winkel's, Winona, Minn.

Our spring stock, which will not be like some ancient spring chicken—too hard to digest. Most of our incubators will throw their production within the next two or three weeks.—The Cyclone, Guthrie, Okla.

The gold or silver eagle is the "bird" in the hand that is worth two in the bush. House furnishers and buyers in our lines will find our prices will save them many eagles.—W. H. McKnight, Sons & Co., Louisville, Ky.

If you are not provided with a calendar to tell you that we are upon the threshold of a new season, just step in our place this week and you'll miss nothing of spring except humming birds and butterflies.—The Fair, Montgomery, Ala.

Advertised low prices, without the supporting crutches of style and quality, are meaningless, when, as now, woman's knowledge of both is almost intuitive. Large type argues nothing for worth, wear or fashion.—A. Harris & Co., Dallas, Tex.

"I go crazy over these beautiful linen goods," remarked an admiring customer yesterday. A judicious form of insanity surely; the new goods are really very handsome and very reasonably priced.—Haskell & Tripp, New Bedford, Mass.

Looking backward to a year ago, we thought we had the handsomest dress fabrics that could possibly be produced. We were wrong. There is such an improvement in the new designs and weaves that an old pattern feels very much out of place if shown in company with the new ones.—The Richardson, Burlington, Vt.

A Grecian feast or symposium for only a few persons used often to cost an Attic talent—about \$1,200—because of the delicacies served. You can buy here for a fraction of a dollar delicacies of any country in prime condition.—Cook's, Galveston, Tex.

It's the difference between the month-old egg and the egg of to-day that gives the latter its value. It's the difference between the product of ordinary tailors and the dressy clothing of ours that makes ours more desirable.—Vannest, Coleman & Co., Trenton, N. J.

Pity, isn't it, that as we grow older we believe less in "fairy tales"? Yet, judging from the general run of advertisements, you'd think the owners of some stores think the grown-up public still read fairy tales—or, worse still, believe in them.—Mark Bros., Philadelphia.

The thread of the average tailoring house to-day either leans towards the ridiculously low prices or to the exclusive trade. Better strike a happy medium and stand as we do, a dividing line between the cheap and shoddy and the exorbitant.—Burnham & Phillips, New York.

With your permission—we appoint you a Committee of one to ascertain where you can make your spring purchases with best advantage to yourself. We believe that if you investigate the subject thoroughly, you will buy here.—A. C. Sklenar, Winona, Minn.

Every man in America would have his clothes made by a reputable tailor if he fully realized how much more comfort, new style and more money's worth he gets when he buys his garments that way. It is not odd that a man who has once worn a genuine made-to-order suit hardly ever goes back to a ready-made. Try Willis, the Tailor, Guthrie, Okla.

Many persons believe that all furniture is alike, just muscle and material mixed. This is true of some kinds—we often get it in for repairs; but there's another kind where brains are used and conscience also. A job made without skill or honesty is no good. Our furniture is known for its quality, durability and economy in the end.—Mark Wright & Co., Charlottetown, P. E. I.

We have to blow our own horn. There's no one to do it for us. The people with whom we do business would help us occasionally, to be sure, but we can't wait for that. We want you to know—right now—that we are the best plumbers on earth—that our prices are honest—that we can give you complete and long-drawn-out satisfaction.—The J. W. Chamberlin Co., Bangor, Me.

Changes in Hardware.

From Stoves and Hardware.

In one sense at least, the hardware business is not what it used to be. It has changed, but for the better. There are almost as many out-of-date styles and forms in the memory of the oldest hardwareman—who may also be the oldest inhabitant—as there are novelties and new devices in fact, and the progression that has been made in this respect is one of the most marked characteristics of the trade. Hardware goods are so close with human wants that their development in manufacture is practically a record of the advancement made by civilization, and there is probably no other industry that marks this advancement more clearly or that shows more widely how human ingenuity has satisfied its own requirements.

The old latch-string on the outside of the door was typical of hospitality when every householder was his neighbor's friend, but it has given way to a safety-lock that answers modern purposes and needs. The knocker has surrendered, long ago, to the bell, and, in turn, the bell-pull has been replaced by the electric button. The knob on the door is still a knob, but its ancestors or proto-types would not recognize their offspring in its new form and dress. These are but single instances of the changes and improvements that now characterize all lines of hardware, while they have probably contributed as much to the growth of the business as has been done by the increase in population.

And yet, in some ways, the hardware trade is going backward. The colonial style of builders' hardware has been a fact for half a decade, taking us back a hundred years or more to the time when almost everything in metal was wrought by hand. Even the knocker itself is coming back to the extremists in the styles of our forefathers, although it is not likely to come into any degree of general use. Andirons or fire-dogs have had a sort of second birth for the fad-dists, who, in their extremities, may even return to the old spit and the old-time basting ladle, not to mention the warming pan and the candle snuffers. In fact, the old is becoming new again, with the difference that in our adaptation of ancient ideas we have improved on the originals and shown how the development in hardware is practically that of the age in which we live.

Slightly Mixed in Her Terms.

She walked into the office of the Judge of Probate and asked: "Are you the judge of reprobates?"

"I am the Judge of Probate," was the reply.

"Well, that's it, I expect," quoth the old lady. "You see, my husband died detested and left me several little infidels, and I want to be appointed their executioner!"

SWINDLING BICYCLIST.

How He Rides a New Machine Each Season at a Nominal Cost.

From the New York Sun.

"I have gone up against a varied assortment of swindling games since I went into the bicycle business," said the manager of a downtown bicycle agency yesterday. "but before I got into this line I was in charge of an installment house, and before that was cashier in a Broadway hotel, so I had my eye teeth cut, you may say. But I've unearthed a gentlemanly crook whose game is not only novel but smooth as silk, and he is absolutely the limit in my wide acquaintance with bicycle swindlers.

"Each season for three years to my knowledge this fellow has sported a new machine, of standard make, with all the up-to-date accessories. At the end of the season he discards that wheel and when spring comes about with young, tender, green blades of grass in the parks, and equally green and tender chumps like myself doing business in the bicycle line, this chap will be seen on another wheel, the newest model, the most popular make, and with the latest trimmings. His season's riding doesn't cost him over \$10, and that's his record for three years, if not longer.

"I'll tell you how he does it: In the first place he has an honorable profession and a wide acquaintance. In the next place he is naturally a swindler. In the last place we bicycle dealers and agents will stand a great deal before acknowledging that we have lost a deal or a wheel.

"The modus operandi of the gentleman whose bicycles have been dirt cheap for him is as follows: Several years ago at the beginning of the road season, he presented his card and his impressive personality at the downtown agency for a well-known make of bicycle.

"I don't want to waste time in poking over cheap articles," he said; "I want only the best, and that quickly."

"Of course, the salesman was delighted. The professional man's eye lighted on a wheel that was "one in a thousand," as the makers of rifle barrels say. He examined it critically, put in a few objections to the make of tires and the saddle, just to show that he knew all about wheels and wheeling, and he wound up by saying carelessly:

"Ship it to my home address and send the bill to my office. I shall expect to try the machine and test it to my satisfaction."

"The salesman, a trifle flustered, went back to the credit clerk, showed the customer's professional card, and was told to get a cash deposit of \$25, two references, and an agreement to pay so much a month on the price.

"Mr. Professional Man beamed upon the salesman, furnished the references, giving the names of two gentlemen well known on Newspaper Row, and in commercial circles, but—he had only \$10 to spare, and presumed that would suffice as a guarantee of good faith. His references proved O. K. He got the wheel. All the firm received was that solitary payment of \$10! They allowed the first month to expire without sending him a statement. The next month, June, they respectfully requested a payment on account. In July, August, and September ditto, the requests increased in businesslike terms, but with no perceptible effect upon the customer, who, meanwhile, rode that \$10 wheel for all he was worth. In October the credit man complained to the head of the firm, and a peremptory notice was sent to the delinquent. It read something like this:

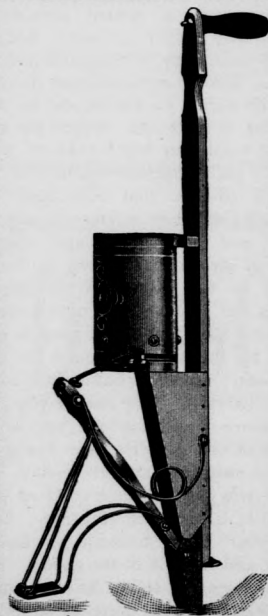
"Sir—You have used the Spokeless machine No. 0000 six months, and paid only \$10 on account. If you do not call at once and settle in full we shall be compelled to forcibly remove the wheel from your possession."

"The gentlemanly crook had expected just such a denouement. He promptly replied, curtly informing the firm that the Spokeless wheel did not come up to representation, and that unless it was removed at once from his premises he should be obliged to put it in storage at the expense of the dealers.

"Each year since, that fellow has played the same game on some bicycle house which does business on the installment plan. Not only is he not ashamed of such contemptible trickery, but he actually boasts of his success in getting a season's sport on a new standard wheel for little or nothing."

When asked how he detected the swindler, the bicycle dealer replied:

"Well, you know that 'Pride goeth before a fall.' This gentlemanly crook confided his scheme to an acquaintance, and added the information that he intended to reduce expenses this year. He boasted that he had found where a first-class wheel could be bought on the installment plan by paying \$5 down, and he sagely concluded that he would be in \$5 by patronizing that house. His acquaintance told the story at a certain club, and it came to my ears. The professional man's name is on a bicycle blacklist now, and I trust that his course of swindling is at an end."



The American Corn Planter

Made by

Sheffield Mfg. Co.

We are agents for
Western Michigan.

Foster, Stevens & Co.

Write for Circulars
and Prices.

The Desirability of Restricting Foreign Immigration.

Written for the TRADESMAN.

For half a century immigration to this country has been upon an enormous scale. While it is not a subject that agitates the minds of politicians, it is of vast importance to every true American citizen. Figures are usually considered dry argument, but I trust they will be of interest to the reader. All the statistics herein contained are taken from the compendium of the eleventh census of the United States. The writer can, therefore, vouch for their correctness. In the last decade—1881-1890—there came to this country 5,246,613 immigrants, the largest number of people who have left their native land to seek homes in another country in any decade since the history of the world has been kept. Now, it has been demonstrated by the past that the nucleus of our American-born population cannot assimilate this vast horde to our mode of life, for a large proportion of the parents are in a state of willful ignorance; and not only their children, but their children's children, are found in the same deplorable condition. In a recent report published by the census bureau it is shown that there were 20,676,046 persons of foreign parentage in the United States in 1890, which was almost one-third of the entire population of the country, or 33.02 per cent. In 1870, those of foreign parentage were only 28.25 per cent., showing that immigration has steadily increased in the past twenty years. The greatest percentage is shown by North Dakota—78.08 per cent., or over three-fourths of the population being of foreign parentage. Minnesota is second, with 75.42 per cent. The largest percentage in cities was found in Milwaukee, where 86.36 per cent. were of foreign parentage. The second largest was found in Holyoke, Mass.—82.97 per cent.

The perusal of these statistics causes one to enquire, What effect does this vast foreign immigration have on wages in America? I quote from Henry A. Robinson, in the Tenth Annual Report of the Bureau of Labor Statistics of Michigan, page 32:

"The workers of each nation have their rate of life—that is to say, their social customs—that regulates the cost of rearing a family and supplying its members with those things necessary for their existence, and that enables them to be as good as their neighbors. This rate of life regulates the rate of wages. As a rule, the people will work for what will enable them to keep up this rate; the satisfaction of their desires is obtained by this wage. Now, it is plain that, were a nation with a high rate of life to be suddenly deluged by intelligent and capable laborers whose rate of life was much lower, the competition would bring a hardship on those of more expensive tastes. There are sections of the United States where such a state of affairs has existed. One is in California, another is in Massachusetts. In the one the Chinese have worked evil to the native Americans, in the other the French Canadians have driven those other nationalities from the cotton factories."

This statement of Mr. Robinson exactly coincides with the American idea, i. e., that our greatness as a nation is due, not to the fact that we are the greatest producers, but that we are the greatest consumers of choice foods and manufactured articles of our own workshops of any nation in the world. It is

also admitted that our past prosperity is, no doubt, partially due to the ability of our working classes to obtain a more just remuneration for their labor than the workers of any other nation on the face of the earth. It is generally conceded by our merchants—who are not wage-earners and, therefore, look at the subject from an unprejudiced standpoint—that our future prosperity must come along the same line. But someone says: "Emigrants will not continue to come in as large numbers in the future as they have in the past, owing to the business depression of the times." Let me say that, in my opinion, they will continue to come as long as this country retains its present title, "The Refuge of the Nations;" and they will not cease to come in large numbers until it shall be that they cannot better their condition by coming to our shores. Then the printer will only have to change one letter to make the motto read, "The Refuse of the Nations!"

Let me explain why my predictions of the future are governed by the historical facts of the past: In every decade since the record of immigration has been kept, immigration has increased, except in the decade from 1861-1870, the Civil War decade, when there was a falling off of 283,390 from the preceding decade. But in the ten years following, when the great financial panic of '73 was followed by years of business stagnation, there came to this country the unprecedented number of 2,812,191, showing that it requires a stronger barrier than hard times or a financial upheaval to keep them out. At different periods since 1838, this question has been subjected to congressional investigation, but with very little, if any, good result, which is proven by the fact that the criminal and pauper element continue to come in increasing numbers, some writers to the contrary notwithstanding.

Congress has, from time to time, enacted laws providing for the restriction of foreign immigration, but has been, thus far, unable or unwilling to enforce them. Consequently there has accrued no particular benefit to the American people. That the people have always been in sympathy with such legislation is best shown by the following: As the 54th Congress was nearing its close, the Lodge Immigration Bill was passed by both Houses and placed in the hands of the President, who, on the second day of March, vetoed the same. Had he not vetoed the measure on that day, it would have become a law because of the expiration of the ten day limit. The next day the bill was passed over his veto by a vote of 193 to 7 by the Lower House, which is composed of the so-called "representatives of the people" because they are elected by the people. Owing to the great press of business in the remaining hours of Congress, the Senate was not able to put the bill on its passage. Consequently, the will of the people was defeated.

F. S. BURHANS.

Owosso, Mich.

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 ...

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
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BUTTS, CAST

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

BLOCKS

Ordinary Tackle.....	70
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CROW BARS

Cast Steel.....	per lb 4
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CAPS

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

CARTRIDGES

Rim Fire.....	50& 5
Central Fire.....	25& 5

CHISELS

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

DRILLS

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

ELBOWS

Com. 4 piece, 6 in.....	doz. net 55
Corrugated.....	1 25
Adjustable.....	dis 40&10

EXPANSIVE BITS

Clark's small, \$18; large, \$26.....	30&10
Ives', 1, \$18; 2, \$24; 3, \$30.....	25

FILES—New List

New American.....	70&10
Nicholson's.....	70
Heller's Horse Rasps.....	65&10

GALVANIZED IRON

Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16.....	17
Discount, 75 to 75-10.....	

GAUGES

Stanley Rule and Level Co.'s.....	60&16
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KNOBBS—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
30 to 60 advance.....	Base
10 to 16 advance.....	05
8 advance.....	10
6 advance.....	20
4 advance.....	30
3 advance.....	45
2 advance.....	70
Fine 3 advance.....	50
Casing 10 advance.....	15
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	45
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel 1/2 advance.....	85

PLANES

Ohio Tool Co.'s, fancy.....	@50
Sciota Bench.....	60
Sandusky Tool Co.'s, fancy.....	@50
Bench, first quality.....	@50
Stanley Rule and Level Co.'s wood.....	60

PANS

Fry, Acme.....	60&10&10
Common, polished.....	70& 5

RIVETS

Iron and Tinned.....	60
Copper Rivets and Burs.....	60

PATENT PLANISHED IRON

"A" Wood's patent planished, Nos. 24 to 27 10 20	
"B" Wood's patent planished, Nos. 25 to 27 9 20	
Broken packages 1/4c per pound extra.	

HAMMERS

Maydole & Co.'s, new list.....	dis 33 1/2
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30c list 70
Blacksmith's Solid Cast Steel Hand 30c list 40&10	

HOUSE FURNISHING GOODS.

Stamped Tin Ware.....	new list 75&10
Japanned Tin Ware.....	20&10
Granite Iron Ware.....	new list 40&10

HOLLOW WARE

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

HINGES

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

WIRE GOODS

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

LEVELS

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

Sisal, 1/2 inch and larger.....	6
Manilla.....	9

SQUARES

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

SHEET IRON

	com. smooth.	com.
Nos. 10 to 14.....	\$3 30	\$2 40
Nos. 15 to 17.....	3 30	2 40
Nos. 18 to 21.....	3 45	2 60
Nos. 22 to 24.....	3 55	2 70
Nos. 25 to 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
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SASH WEIGHTS

Solid Eyes.....	per ton 20 00
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TRAPS

Steel, Game.....	60&10
Oneida Community, Newhouse's.....	50
Oneida Community, Hawley & Norton's 70&10&10	
Mouse, choker.....	per doz 15
Mouse, delusion.....	per doz 1 25

WIRE

Bright Market.....	75
Annealed Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 15
Barbed Fence, painted.....	1 80

HORSE NAILS

Au Sable.....	dis 40&10
Putnam.....	dis 5
Northwestern.....	dis 10&10

WRENCHES

Baxter's Adjustable, nickelled.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	80
Coe's Patent, malleable.....	80

MISCELLANEOUS

Bird Cages.....	50
Pumps, Clistern.....	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@1/2.....	12 1/2
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	

TIN—Melyn Grade

10x14 IC, Charcoal.....	\$ 5 75
14x20 IC, Charcoal.....	5 75
20x14 IX, Charcoal.....	7 00
Each additional X on this grade, \$1.25.	

TIN—Allaway Grade

10x14 IC, Charcoal.....	5 00
14x20 IC, Charcoal.....	5 00
10x14 IX, Charcoal.....	6 00
14x20 IX, Charcoal.....	6 00
Each additional X on this grade, \$1.50.	

ROOFING PLATES

14x20 IC, Charcoal, Dean.....	5 00
14x20 IX, Charcoal, Dean.....	6 00
20x28 IC, Charcoal, Dean.....	10 00
14x20 IC, Charcoal, Allaway Grade.....	4 50
14x20 IX, Charcoal, Allaway Grade.....	5 50
20x28 IC, Charcoal, Allaway Grade.....	9 00
20x28 IX, Charcoal, Allaway Grade.....	11 00

BOILER SIZE TIN PLATE

14x56 IX, for No. 8 Boilers, (per pound.....	9
14x56 IX, for No. 9 Boilers, (per pound.....	

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 Collection and What Came of It.

Written for the TRADESMAN.

As a member of a commercial house in the Far West, I was selected to make a collection due us from a wealthy ranch owner and stock dealer whom from time to time we supplied with agricultural implements and groceries.

This was many years ago. As for banks and banking—well, the fact is, the least said about them the better; a draft from any one of them to-day might be dishonored by all the others to-morrow. O, yes, banks were plenty, also bank notes—called by courtesy paper money—but there was precious little specie in the vaults behind them. "Wild-cat" was a common name for the bank notes of that day, and the large percentage of counterfeit paper was almost as current.

Our customer, Joseph Marsden, had written us that the amount due—nearly \$2,000—was in his possession and ready to be paid to our accredited agent. I was intimately acquainted with the man, through matters of business, but had never met any of his family nor visited him at his farm home.

Railroads were not so common then as now and few through trains ran upon the East and West roads, and I was obliged to make a journey of 150 miles by rail to a station in a new agricultural section, and thence walk about three miles south into the country. In order to reach the ranch before dark, I boarded the first through train early in the day. It was about the middle of September, and the train was delayed several hours by a washout of some of the grading.

It was between ten and eleven o'clock that night when we reached the long one-story building denominated a "station," situated on a level prairie beside a wagon road running north and south, and was the only building within a mile in any direction. As I was the only passenger for the place, the wheels hardly ceased turning while I stepped to the platform. There being a small lake in the immediate vicinity, the station was very appropriately named "Longmere." The night was dark as Erebus and a steady drizzling rain was falling, and I hoped to find shelter here for the balance of the night. One end of the station seemed to be fitted up as a waiting room, and the balance, with small, high windows, was presumably the freight room. There was a faint glimmer of light from one of those windows, and, feeling my way to the door of the waiting room, I pounded lustily upon it. Obtaining no reply, I slowly made a circuit of the building, finding a door upon the opposite side, upon which I repeated the raps, accompanied by peremptory demands for admission. I made three or four circuits of the station, hoping I might at last arouse some sleepy inmate. Vain hope! I afterward learned that the agent only returned at six o'clock each morning.

The rain was increasing in volume and, as there was no sign of shelter here, I struck out on foot for Marsden's ranch. It seemed a long quarter of a dozen miles over the fenceless, treeless prairie; but, "It's a long lane that has no end," and I at last saw a light on my right hand apparently from the second story window of a dwelling house set back two or three hundred feet from the highway, and surrounded by a board fence. This agreeing with the description of Marsden's homestead, and being the only building I had encountered

during my walk, I opened a small gate and walked stumbingly toward it.

The light I had first noticed was from one end of the house; but, while approaching the front, none was visible. As I came near a front door, however, a line of light appeared horizontally above it through a crevice over the top. I had been given a partial description of the inside of the house, so knew that the front door opened into a vestibule, where a hanging lamp was lighted at night, and thence a winding stairway led to the upper story, entirely concealing the landing and door at the top. I therefore did not hesitate to walk into the vestibule, the door of which opened noiselessly, but which I closed with a bang in order to arouse someone who might possibly be sitting up for me, as I was expected on that afternoon train. The sound of the closing door had hardly died away when I heard another open above me; and, although the speaker did not move into view, a voice called out, "Leave your umbrella in the hall, Isaac, and come up to the fire. The money is here."

I left the umbrella as requested and, with satchel in one hand, ascended the carpeted stairs and, reaching the upper landing, stood in the open door of a large square room with three doors opening into it. A large table (with evidences of the last meal upon it, also a lighted lamp) stood near the center. Another smaller table stood back against the opposite wall and to the right of the first. This had papers of some kind upon it, which were partially covered with a dark piece of cloth. Over this small table, and dependent from the wall, was a large mirror hanging at an angle of perhaps forty degrees. Directly in front of me, and near the lamp on the large dining table, sat a woman with her back towards me, engaged in reading. To the right of the doorway in which I stood, and about eight feet distant, was a grate, and a middle-aged man, with a poker in his hand, was bending over it, endeavoring to encourage the fire with some dry fuel. Above this grate was another mirror, nearly as large as the first mentioned, inclining at about the same angle from the wall, giving an air of comfort—even faded elegance—to the room.

Neither party seemed aware of my presence, so silently had I come upon them. The man suddenly looked up toward the door where I was standing and the poker fell with a clatter from his grasp. Fear, astonishment and anger strove for the mastery in his bloodless face. For an instant only he gazed at me as at an apparition, then slowly said, "Well—I'll—swear!" with a forcible accent on the last word.

With a look of wonder I could not disguise, I replied, "I, also, feel like it, if it would do any good."

"The Devil!" he exclaimed, with a still stronger accent on the last word.

"No, sir—Mr. Smith, at your service," said I pleasantly.

At the first sound of the man's voice, the woman dropped the book from her hand as if it were suddenly stricken with paralysis, and quickly faced about in her chair and was now regarding me suspiciously. She might have been 45 years old. Her square-cut lower jaw, black eyes and eyebrows and dark coarse hair, cut short, gave her a vicious, masculine appearance not prepossessing.

As I uttered the last sentence, a villainous expression darkened her com-

"The World Challenger"



Lasts for years and Pays for itself every four to six months. Keeps fine cut tobacco in Perfect Selling Shape all the time.

Out of many testimonials we just give one sample below:

Messrs. Devereaux & Duff.

GENTLEMEN: You ask us how we like your Tobacco Pail Covers and Moisteners, and we say we like them just so well that we would not take five dollars apiece for them and have to do without them. We use them on all our fine cut tobaccos.

Respectfully,
HALL BROS.,
Owosso, Mich.

Send orders direct to us or to our jobbers anywhere.

DEVEREAUX & DUFF, Proprietors,
OWOSSO, MICH.

STANDARD OIL CO.

DEALERS IN

ILLUMINATING AND LUBRICATING

OILS

NAPHTHA AND GASOLINES

Office and Works, BUTTERWORTH AVE.,
GRAND RAPIDS, MICH.

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

Highest Price Paid for Empty Carbon and Gasoline Barrels.

panion's face. "Is your name Isaac, sir?" he savagely demanded.

For answer I swung the end of my satchel into view, upon which was printed in white letters, "Isaac Smith."

His expression changed instantly, as he said, "O, I supposed you were my pard on this ranch, when I called to you below. His name is Isaac, and he went to our county town to-day, and I was expecting him back every minute."

"Well, sir, I sincerely beg pardon for the intrusion, but it is also my turn to be astonished," I replied; "I supposed I was entering the home of my friend, Joseph Marsden, or I should not have intruded so unceremoniously; and you are not the man."

"You are more than three miles north of Marsden's ranch," said my host; "and why are you so far out of your way?" With the question, the man reached for my satchel and, pushing a chair toward me, continued: "Take a seat, Mister Smith, and tell us all about it."

"And you tell me I am more than three miles north of Mr. Marsden's, when I supposed I was going south all this time!" said I. "How could this have happened?" and I then related my ineffectual attempts to arouse someone at the railroad station.

The man laughed aloud, called me a "tenderfoot," and said I had lost my points of the compass in wandering around Longmere, and had started off north, when I should have gone south.

"I fear I must ask you to shelter me for the balance of the night," said I, "as I am about tired out and the rain is still falling."

"Kate," said the man, addressing the woman, "can we find a place for him?"

"Yes," was her reply; "and perhaps he would like something to eat."

"No," I replied, "I am not hungry; but I am wet and cold and, with your permission, would like a drop of the brandy I notice on your table."

"Help yourself, sir," came from the man, who was looking me over inquiringly, and I at once proceeded to pour a small quantity of the liquor into an empty glass. Then, reaching for a steaming teakettle in front of the grate, I filled the tumbler, with the remark, "This will revive my drooping spirits."

As I slowly sipped the hot liquid, it occurred to me to briefly state my errand into this new region of country. "Yes," said I, reflectively, "I see now how it was that I blundered there at the station. It was dark as Egypt. A wide path ran around the building; and, in going several times around it in different directions, in the darkness, I must have become bewildered and started off what I supposed south, but came exactly in the opposite direction. Your house, being on the east instead of the west side of the road, was at my right hand, just as I had been told I would find Mr. Marsden's. Then, too, it is not to be wondered at that, when you called my name 'Isaac' so familiarly, and also said, 'The money is here,' I thought I was addressed by Mr. Marsden himself. He is a quaker, and you may remember that they address everyone by the given name. You see, I was on my way to receive from my friend Marsden a sum of money due our firm, and he had written us that he had sold a drove of cattle and that the money would be in his possession at this date."

Without seeming to notice them, I saw the man and woman exchange significant glances.

"Well, Mr. Smith," said my host, "it's rather queer that I, too, was to receive some money about this time—quite a coincidence, in fact; but ours was for wild land that we sold to a stranger; and when I said to you, 'The money is here,' I was just looking it over—and, 'blame my picture,' if I don't believe every dollar of it is counterfeit! It's all paper money, from a good many different banks—most of it new—and, if I find it's surely counterfeit, I'll make trouble for that man, or my name's not Thomas Lyon!" and he brought his fist down heavily on the table, making the dishes rattle. Suddenly a new thought seemed to strike him. "Are you a good judge of paper money, Mr. Smith," he enquired, "because, if you are, I would like you to examine it and give me your honest opinion?"

"I shall be pleased to give you my opinion, Mr. Lyon," I answered; "and if I, a stranger to you, do say it, it is nevertheless true that never, since a boy, have I been deceived in detecting counterfeit from genuine engraved paper at a glance."

At this, my host (par force) arose from his chair, walked over to the small table I spoke of, moved it out about two feet from the wall and removed the cloth partially spread over it, revealing six or eight packages of apparently new, and nearly new, bank notes.

"There, Mr. Smith," said he, placing a chair to the table, which made it so happen that my back was toward the grate and I was facing the mirror on the east wall, "look those bills over; and I will watch you throw out the bad ones."

Just then the woman quietly arose and moved her chair nearer the southeast corner of the room, and some ten or twelve feet distant from me. She could watch my manipulation of the money but, from her position, could not look me squarely in the face. Whether, by any means, that woman opened a door to another room near the corner where she sat, I shall never know; but, in a moment of abstraction, after I had examined some of the bills and placed them in convenient shape to handle rapidly, as I raised my eyes from the table for an instant, a vague movement or shadowy flash across the mirror before me arrested my attention!

Quickly as that flash in the mirror my mind took in the situation. From the man's position or that of the woman nothing could be seen that was being revealed to me. That mirror on the west wall was transferring to the mirror directly in front of me the movements of a man in a room at the southeast corner, through an open door a few feet back of the woman's chair!

Not one of the trio suspected I could know what I was seeing so plainly. I still moved the packages of money as if to examine them in several ways, but really to gain my senses. Several times I raised my face thoughtfully toward the mirror before me, with a package of the notes in my hands, as if to focus them at certain distances before the eye. Through the partially open door I could distinguish the cat-like movements of a man several feet back of it. In his right hand was a long navy revolver, which he held muzzle downward near his right leg. The woman was apparently watching both myself and

the man with the revolver, while she was pretending to read.

I had a bright light before me, and knew, at the first glance, that every note that came under my vision was a well-executed counterfeit, and my tongue had just been ready to frame the words when that shadowy flash in the mirror sealed my lips.

I felt the cold perspiration starting from every pore of my body. How rapidly the brain acts in moments like this! In a second, almost, I saw the entire history of my host and his bank notes—and also the only way by which I might hope ever to leave that building alive!

I did not dare raise my eyes to the mirror again, fearing instant death if caught in the act.

I went on with my work of examination, rapidly exposing a corner of each note to my gaze, now and then hesitating as if to reassure myself of correctness until all were examined.

"Well," said the man, as I pushed back from the table, "now for your decision!" and he spoke in a harsh, determined tone.

I looked him squarely in the face, at the same time wiping the perspiration from my own and complaining of the warmth of the room, and smilingly replied: "Only your overanxiety, Mr. Lyon; you are simply mistaken. Everyone of those bank notes is genuine," and I breathed an inward prayer to be forgiven the falsehood. "Of course, some of them are soiled more than others; but that is of no consequence."

"One thing more, Mr. Smith," said my host: "How am I to know that you are speaking the truth, as you see it, regarding this money?"

I divined his purpose and coolly felt

in a pocket or two and brought forth two twenty-dollar notes. "These," said I, "were drawn from a bank in Nebraska day before yesterday, and are as good as gold anywhere. I am perfectly willing to exchange them for any bills of equal figures on this table;" and I thereupon counted forty dollars from the pile nearest me and deposited the two twenties in their place. "Had I more money with me," I continued, "I should not hesitate to exchange it all for yours, if you so desired." (And this assertion was true as gospel, for, "What will a man not give for his life?" "Surely this should convince you," said I, "that I know my business as a judge of paper money. Just how I know this fact, I am unable to explain, or to teach the art, if such it is, to others.



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.

"Now, Kate," said Mr. Lyon, as he arose from his chair and looked at his watch, "show the gentleman to his room—on the right at the farther end of the hall." Then, addressing himself to me, he said, "Stranger, we breakfast at six o'clock, and will call you. Good night."

The woman led the way down the hall, carrying a small lamp.

"We don't keep a regular tavern," she volunteered, "but do accommodate a good many business people who come this way. You've done a good turn for Mr. Lyon, and he's thankful to you. Good night." The woman spoke kindly, and as if she also had personally received a favor; yet I could not interpret her exact meaning.

Left to my thoughts, I reviewed the overwhelming incidents of the evening. I felt positive that farming was not the only business of this strange couple, and from the construction of the house, was confident it had been a hotel in the past. On both sides of the hall through which I reached my room was a continuous line of doors, all consecutively numbered. There was a heavy old-style lock, and bolt above it, on my door, with which I barred all ingress. But I concluded, from what I had seen and heard, to sleep with my clothes on—if at all—the balance of the night.

My slumbers, however, were neither sound nor sweet, as may be imagined.

Several hours later, I was aroused and startled by a man's voice plaintively singing the following lines, while apparently promenading the hall:

"Come, let us lay our books away and join the festive throng,
And pass away an idle hour with a light and cheerful song.
The evening bell has tolled and our daily task is done;
And now the waning light is ours—'tis moments fairly won."

CHORUS.

O sweetest hour!
When the twilight fades away,
The evening star is seen afar,
And the heart is light and gay."

In an instant I was on my feet on the floor, before being fairly awake, and believed I must be dreaming, as the song carried me back almost to childhood. What had happened? Where was I? Even the voice itself had a familiar sound, and the words—the words—were certainly my own—an old school song that I had written thirty years before, and set to the air of "Dearest Mae!"

As the singing ceased, I opened my door and, with the lamp in my hand, beheld a man about my own age approaching, with his hand extended and a broad smile on his face.

"Good evening, Isaac; I thought you were in there and that our old school song would surely unbolt that door."

"Ira Langdon Willits, as I'm alive!" I exclaimed; "how came you here?" and I grasped the hand of a boyhood friend with the warmth of "auld lang sine" and, without releasing it, hastily drew him into my room and closed the door. "Tell me all," I demanded. "How came you here? And did you know I was in this house? Or, am I dreaming, for years have passed since we have seen each other?"

"I came here with a precious prisoner," he answered, "who admitted me, and quietly placed three others in my charge."

"I am the sheriff of this county," he continued, "and know most of its residents and their occupations. Your host, Tom Lyon, told me that 'a Mr. Smith' was here, and that he would prove his own innocence by you, a stranger who had accidentally sought a night's lodging—you are probably aware you are in

the headquarters of a gang of counterfeiters, having, as Lyon informs me, handled a few thousands of his spurious paper since your arrival? My prisoners are now in irons; and two of my deputies are with me. Upon hearing your name—not a common connection—I felt that it might be my old schoolmate, and that, if so, our old school song would bring you out of that room. And you see I was right in my conjectures."

"How did I get into this building so quietly?" you ask. Briefly, I had long suspected the pair—Lyon and Smith—and yesterday found Smith uttering some of his spurious paper at the village, and, having arrested and searched him, started about midnight with him for this ranch, informing him that his own life depended upon his quietly admitting me and my men inside this house, and making no outcry until every occupant I wanted was manacled. We took the two men and a woman by complete surprise, and were only deterred from paying you a visit also by Lyon's statement in detail of the examination of his money, and your decision regarding it. Then it flashed upon my mind that possibly you were my old schoolmate, and had instantly known its character and had some very good reason for deciding and acting as he says you did. We have all those notes in our possession, and, while I am not an expert, I am confident you are right."

As the sheriff ceased, I replied in a whisper, "Every dollar of that paper is counterfeit, and he may have told you that, to verify my statement to him, I made an exchange of forty dollars of my own money for forty dollars of his stuff!"

At daylight next morning, one of the sheriff's deputies conveyed me in a carriage to Mr. Marsden's farm, my old friend having previously handed me my forty dollars which the scalawag Lyon had in his possession. Mr. Marsden had good bankable paper money ready for us, to cancel his indebtedness; and that same evening I stepped on board a westbound train at Longmere, for home.

At the trial of Lyon and his partners in crime, at the following term of the Circuit Court, I was summoned as a witness; and the prisoners were sentenced to long terms of imprisonment.

FRANK. A. HOWIG.

Paper Underclothing.

The Japanese are now making underclothing of their finely crisped or grained paper. After the paper has been cut to a pattern, the different parts are sewed together and hemmed, and the places where the buttonholes are to be formed are strengthened with calico or linen. The stuff is strong, and at the same time very flexible. After a garment has been worn a few hours it will interfere with the transpiration of the body no more than do garments made of fabric. The stuff is not sized, nor is it impermeable. After becoming wet, the paper is difficult to tear. When an endeavor is made to tear it by hand it presents almost as much resistance as the thin skin used for making gloves.

A Model Cook.

Yeast—We've got a new cook that's a wonder.

Crimsonbeak—What's the matter with her?

"She's been in the house three weeks and no one has heard her say what make wheel she rides."

An agent who solicits advertisements has no authority to agree that payments shall be made by goods furnished to the agent personally.

THE FEE & BROWN CO.

Manufacturers of Pickles, Baking Powder, Etc., Detroit, Mich.

The Fee & Brown Co., Detroit, has been identified with the manufacturing business for the past seven years. They are well known as manufacturers of pickles, baking powders, flavoring extracts, catsups, table sauces, and grocers' specialties generally. They make a specialty of sweet spiced pickles and fancy bottled goods, using only the best qualities and having an established reputation for supplying first-class, reliable products.

The Fee & Brown Co. was thoroughly reorganized three years ago, and William W. Vaughan has the management of the business. Neither Mr. Fee nor Mr. Brown is connected with the firm in any way whatever, and it is gratifying to note that under the new management the business has shown a substantial increase, not only in the number of

sales, but in the satisfaction given the trade generally.

Grocers will observe that in this week's issue the Fee & Brown Co. illustrate a pickle display stand, which is an excellent device for showing and storing a variety of bulk pickles in an attractive manner. Enterprise nowadays counts, and it would be well for every dealer reading this, who is at all interested, to write at once to the Fee & Brown Co. for special offer in connection with this display stand and their pickles. It certainly pays to get out of old ruts, and here is an opportunity for the trade who are wide-awake to their own interest.—Detroit Herald of Commerce.

John G. Garibaldi, of Chicago, well known through the Northwest as the "Banana King," is to build a home in Chicago for aged and indigent Italians. The Italian colony in Chicago numbers 30,000, and they have never had such an institution.

For Rain or Shine..



Mackintoshes,
Rubber Coats,
Umbrellas, Parasols.

An assortment
that will please you.

Voigt, Herpolsheimer & Co.

WHOLESALE DRY GOODS,
GRAND RAPIDS, MICH.

New designs, new colorings, new goods for

SUMMER

You can only appreciate our elegant assortment of summer goods by looking them over. Your inspection is asked.

DRAPERIES

Cameo draperies, art demins, plain and figured cretonnes, silkline, printed burlaps, etc. All styles, all prices.

WASH GOODS

Dimities, organdies, Honiton lace effects, homespun dress linen, Madras cloth, etc., from the cheapest to the best.

Summer corsets, all qualities. Ribbons. Laces. Embroideries. Underwear. Silks. Dress Trimmings, etc.

P. STEKETEE & SONS, GRAND RAPIDS.

1897

MILLINERY

"CRITERION"

NEW CATALOGUE OF

CORL, KNOTT & CO.,

Manufacturers and Jobbers,

Grand Rapids, Michigan.

Write for it before buying.

1897

1897

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.

A. Sant is at work organizing a post of the Michigan Knights of the Grip at Menominee. Abe is a hustler.

Will W. Wixson (Fletcher Hardware Co.) attended the wedding of his brother, A. F. Wixson, at Milwaukee, April 1.

L. Perigo is spending a couple of months among the trade of interior New York in the interest of L. Perigo & Co., of Allegan.

The Michigan Commercial Travelers' Association has issued invitations to the opening reception of the new club rooms of the Association, to be held Saturday evening, April 10.

Walter S. Shaw, traveling representative for Phipps, Penoyer & Co., has the sympathy of the fraternity in the demise of his son, 15 years of age, whose death was caused by drowning.

Edward Frick (Olney & Judson Grocer Co.) has purchased the Dr. Bullen residence, at 234 South College avenue, and will take possession of the premises about May 1. The residence is beautifully situated in an oak grove and contains all the modern conveniences.

E. R. McCormick, for ten years connected with the wholesale grocery house of Symons Bros. & Co., at Saginaw, has accepted a position with the Alderton Mercantile Co. Mr. McCormick started with Symons Bros. as house salesman, which position he held two years. He was then elected Secretary and Treasurer, which position he has since held. His family will remain in the city, but he will be absent most of the time.

E. L. Smith and J. A. Weston, two well-known traveling men, who have made Lansing their home for several years, have purchased the Moores & Weed stock of hardware and will continue the business at the old stand. Both are experienced business men, well and favorably known to the trade. Mr. Weston will continue on the road for the Peninsular Stove Co., of Detroit, and Mr. Smith will devote his entire attention to the hardware business.

Albion F. Wixson, Upper Peninsula representative for the Fletcher Hardware Co. (Detroit), was married April 1 to Miss Millicent Pascoe, the youngest daughter of Hon. Peter Pascoe, of Marquette, the ceremony occurring at the residence of W. H. Searles, at Milwaukee. Mr. and Mrs. Wixson will be "at home" after April 10 at 420 North Third street, Marquette. The Tradesman extends congratulations, assuring the bride that if Mr. Wixson proves half as devoted to his family as he is faithful to his business, he will be a model husband.

This story is told by a commercial traveler of one of the railways in Scotland, which is said to be still a little shaky: "We were bounding along," he said, "at the rate of about seven miles an hour, and the whole train was shaking terribly. I expected every minute to see my bones protruding through my skin. Passengers were rolling from one end of the carriage to the other. I held on firmly to the arms of my seat. Presently we settled down a bit quieter—at least I could keep my hat on, and my teeth didn't chatter. There was a quiet looking man opposite me. I looked up with a ghastly smile, wishing to appear cheerful, and said: 'We are going a little smoother, I see.' 'Yes,' said he, 'we're off the track now.'"

Eighty-Eight New Members Since January 1.

Flint, April 5.—Thirty-one active members and fifty-seven honorary members have joined the Michigan Knights of the Grip since Jan. 1, as follows:

ACTIVE MEMBERS.

J. E. Dodge, Logansport, Ind.
D. A. White, Petoskey.
Christian Rippe, Flint.
John A. Lane, Flint.
Harvey W. Hatch, Minneapolis.
C. C. High, Kalamazoo.
I. Goldsteine, Detroit.
Geo. L. Blackburn, Detroit.
William Murch, Mt. Clemens.
Jno. T. Bible, Ionia.
Chas. H. Adams, Grand Haven.
James C. Higgins, Detroit.
William J. Ambros, Lansing.
Isaac A. Bosset, Detroit.
M. H. Gunn, Lansing.
Thos. Griffith, Port Huron.
Fred N. Beach, Linden.
T. H. Kloeffer, Armada.
John Jordan, Detroit.
S. H. Foster, Cleveland.
John N. Cooley, Portland.
Clarence D. Waldo, Kalamazoo.
Philo E. Hackett, Wolverine.
H. C. Josselyn, Lansing.
Jno. S. Buler, Chicago.
D. S. Duffick, Mason.
W. R. Simms, Marshall.
Chas. Force, Irving Park, Ill.
Geo. S. Axford, Rochester.
Alfred J. Brummeler, Grand Rapids.
C. F. Shummay, Concord.

HONORARY.

John Rowell, Alma.
Mrs. Frank Le Ferve, Bay City.
S. P. Lantz, Lansing.
C. Burke, Cadillac.
Alex Martin, Baraga.
Frank Neville, Hancock.
H. T. Emerson, Menominee.
P. S. Lott & Son, Flint.
Carrel Bros., Dorr.
G. H. Schindehette, Bay City.
A. D. Milhan & Son, Coldwater.
W. M. Simms, Coleman.
J. E. Rice, Grand Rapids.
A. P. Eggleston, Flushing.
Jas. N. Stokes, Cadillac.
Polk Lockwood, Fowlerville.
Thomas E. Sharp, Elk Rapids.
E. T. Penoyer, Muskegon.
E. L. Dibble, Jackson.
Robt. F. Miller, Elsie.
Geo. Carrigan, Lapeer.
Louis C. Garrison, Bay City.
Malette & Cooper, Cheboygan.
Murphy & Gomely, Newberry.
Martin B. Baum, Saginaw, E. S.
Chas. Golling, Alpena.
A. E. Stockwell, Munising.
H. C. Booth, Grand Rapids.
E. D. Snow, Dowagiac.
Wm. H. Chambers, Monroe.
J. E. Imman, Richmond.
W. H. Brockenshaw, Oxford.
Henry A. Brosaat, Port Huron.
Theo. J. Bach, Sebewaing.
C. H. Rubl, Jackson.
E. K. Westcott, Marine City.
Leb Anderson, Grand Ledge.
Albert Ash, East Tawas.
R. B. Durnion, Sault Ste. Marie.
G. W. Trumble, Ewart.
Pat Donovan, Mt. Pleasant.
Eichhorn & Grieb, Port Huron.

Geo. H. Bow, Kalkaska.
Geo. C. Fenton, Mt. Clemens.
Chas. P. & Oscar C. Downey, Lansing.
S. G. & E. F. Ray, Coldwater.
F. Springborn, Lenox.
H. W. Merrell, Owosso.
Malone Bros., Lake City.
J. J. Shaw, Port Huron.
Robt. Remer, Lansing.
A. L. Mosher, Homer.
John Cuttler, Howell.
E. S. Foley, Manistique.
John Christie, Escanaba.
J. K. Gillam, Chelsea.
I. W. Berd, Montague.

PROOFS OF DEATH.

Uriah Hoffmaster, No. 4150, Traverse City, died of neuralgia of the heart Feb. 22. The Board is waiting for an administrator to be appointed before paying the indemnity.

A. M. Sprague, No. 462, of Los Angeles, Cal., died of softening of brain Mar. 3.

J. D. Durgy, No. 3628, of Saginaw, died about two weeks ago.

There will be an assessment, No. 1 for 1897, issued April 15.

The delinquent members are paying up nicely, considering the very dull times and the large number out of employment. Ninety-eight have paid back dues since the second notice was mailed. DELL C. SLAGHT, Sec'y.

Flour and Feed.

The market has dragged along for the past week without any especial features, except a tendency to lower prices, on account of the downward trend of the wheat market. Speculators have, apparently, used every power which could be commanded in depressing the price of wheat, regardless of the statistical position of the world's stocks; and, in the meantime, buyers of flour are cautious about making investments, expecting every day to be able to buy lower. An upward turn, however, is likely to come just when it is least expected, as winter wheat is now, practically, exhausted, there being less than 3,000,000 bushels in store, including all of the stocks at the principal grain centers, so that, from this time on, the stocks of spring wheat at Chicago, Minneapolis and Duluth will be very rapidly depleted for domestic use, regardless of any foreign demand. Before the middle of May, therefore, better values will likely prevail for both wheat and flour, and surely will unless the bear operators are permitted to deliberately mark the price of other people's property down, regardless of quantity or real value.

Mill stuffs are in good demand and prices are well sustained. Feed and meal are in fair demand, with prices unchanged for the week.

WM. N. ROWE.

EAGLE HOTEL

\$1 Per Day. GRAND RAPIDS.

Equal in every respect to a \$2 house. Large rooms. Good beds. Superb Table.

J. K. JOHNSTON, Prop.

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. PENOYER, 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.

Dollar 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.

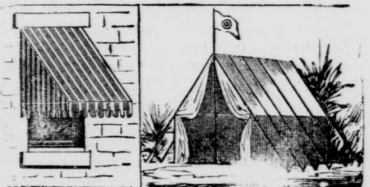
COLUMBIAN TRANSFER COMPANY

CARRIAGES, BAGGAGE AND FREIGHT WAGONS

15 and 17 North Waterloo St.,

Telephone 381-1 Grand Rapids.

Awnings and Tents



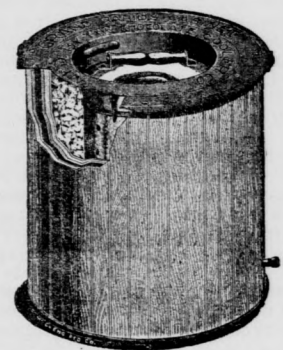
Best goods and lowest prices in the State. All work guaranteed. Send for prices.

CHAS. A. COYE, 11 Pearl Street.

SODA FOUNTAIN EXPENSE

INCLUDES THE ITEM

"Ice Cream Lost or Wasted."



The New Round Grand Rapids Ice Cream Cabinet

Will make ciphers of the figures opposite this item.

It is handsome and in keeping with Soda Fountain surroundings. Its looks please customers. Its convenience enables the dispenser to serve customers promptly. Its economy in ice and cream will please every owner of a fountain.

Made in sizes from 8 to 40 quarts.

Send for Description and prices.

Chocolate Cooler Co.,

GRAND RAPIDS, MICH.

Drugs--Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

C. A. BUGGER, 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 SODA FOUNTAIN.

Things to Do and Things to Avoid— Methods of Meeting Competition.

From the Helper.

"The first and most important word of advice is—get started early in the season. Bear in mind that the first warm days of April seem as hot, and are really much more uncomfortable in their warmth, than the hot days of July, for one is not accustomed to warm weather in the spring; and these first premonitions of the coming summer are, by their striking contrast, more uncomfortable than the genuine heat which comes later. Make ready early, then, for this spring trade. The manufacturers of fountains are becoming busier every day; the repairing of old apparatus and the making of needed enlargements give them all they can do, and even if you are sure that you can have your fountain at any moment that you see fit to order it, there is no advantage gained by this delay. Nothing is more annoying than to have the hot days come and find you unprepared. You will be losing, not only money, but valuable customers who early establish the habit which follows them through all the season. If they acquire the custom of going to some other store, it will be more difficult for you to secure them as customers later. More than this, you can usually save money by ordering early and you get the choicest of new goods, especially in the matter of apparatus.

A second point of importance is this: be sure and make no mistake in the selection of your fountain. It is a safe rule to follow that you should always buy a little better fountain than you can afford. The reason for this is that the tendency is towards economy, with the result that, if you have any success in your new venture, you will outgrow your fountain before the first season is over. This compels you to go to all the expense of exchanging. It is wiser to buy a large fountain and to charge off a part of the extra cost at the very start as an insurance fund to provide against the danger of outgrowing your apparatus in the first two or three seasons.

So much for the size of the fountain. Now as to its appearance. Remember that it is an old adage, "As the fountain looks, so the soda tastes." A cheap fountain will dull the thirst of the best customer. Never forget, in the dispensing of soda water, to always keep in mind that it is not needed merchandise which you are selling, but the satisfaction of an appetite. The whole attempt should be to arouse and stimulate that appetite, thereby inducing the order. Delicate surroundings and faultless serving, when reinforced by a really beautiful fountain, will, in any store, attract a large trade for this best of summer beverages.

Collect all hints as to the conduct of the business, and keep any valuable clippings from the newspapers or journals. The business of dispensing soda water is growing to enormous proportions, and it deserves more attention than it is receiving. With no new ideas whatever, a rich harvest might be reaped by merely avoiding the palpable mistakes which one sees in this busi-

ness on all sides. Soda water drinkers are a long-suffering class, and they have many grievances, which may be briefly indicated here: First, as to surroundings. An habitually sloppy counter will drive away twenty-five per cent. of all your customers within thirty days. Better pay a dollar more a week for your attendant, and have one of greater skill. Second, no one, when warm and thirsty, likes a crowd. Therefore, locate your fountain, if possible, so as to provide ample space, with one or two chairs for tired customers. Third, don't trust to your attendant to manage the various details of the mechanical work. Let it be your own business to correct at once any bad habit into which he may fall. Do not let him fill the syrup cans in plain view of your customers. It is not a pleasing sight to witness. The can should be taken into a back room, and after being thoroughly washed and filled, it may be returned to its place. Fourth, keep a sharp eye upon the quality of your syrups and the sharpness of the charged water. If your hear constant sputtering at the draught-arm, it may come from various causes, but in any case it needs your attention. In the same way test yourself the sharpness and pungency of the water, and the flavor and rich quality of the syrup. See that the cream which your attendant uses is absolutely fresh, and as it will not keep fresh in warm weather for more than a dozen hours, even when it is on ice, you must arrange for its purchase in small quantities. Many valuable points in regard to the mechanical features of the fountain, with technical information in regard to formulas and compounding, can be gathered from odd items and clippings, if one is careful to see that these are saved.

There are various ways in which you should repel competition, or rather in which you should make your establishment more attractive than your neighbor's, for this amounts to the same thing in the end. The question of price is no longer a possible method, for it is well established now that soda, with the ordinary cream syrups, has a fixed price of five cents a glass. And in this connection remember, as we said in an earlier article, that the size of the glass is not so important as the quality of its contents. The vital factors in meeting competition are the fountain itself, its surroundings, the manners and methods of your attendant in dispensing, and the quality of the beverage. You do not need to advertise; if you find that you can offer a few new and attractive flavors, such as the plum juice brought out this season by James W. Tufts, it may go far towards securing extra customers; but your business will succeed about in proportion as you understand and carry out the questions of scrupulous cleanliness, bright surroundings, prompt service, and a good quality of soda. As a single instance, take the item of tumblers. There are half a hundred different thicknesses. Use good judgment in your selection. The thinnest glass is none too good for a bar room; and if soda water drinkers, as a class, are less fastidious and appreciative than the tipplers of the barroom, then, and only then, can you afford to use a thicker and less attractive glass. Take another illustration: There are two ways to remove the inevitable slopping upon the marble counter. One is to use an unsightly, dirty cloth, with much display of unnecessary rubbing; the other is, in the quietest and quickest way, attracting the least possible attention, to go lightly over the marble surface with a white, clean, half-dry sponge.

In all these matters it is quite impossible to supply taste and delicacy where even the appreciation of them does not exist. Much can be accomplished, however, by close reading on the subject, following out the many good suggestions and criticisms which are made, and doing everything possible to ensure the comfort of your customers, to arouse their thirst, and to gratify it in a manner which makes them remember it pleasantly for days to come.

Sale of Emmenagogues and Abortifacients.

Philadelphia Correspondence Pharmaceutical Era.

Does the drug trade realize the disreputable character of the traffic in those advertised specialties whose purpose, although disguised in carefully worded circulars, is both immoral and illegal? Do druggists appreciate that they are in constant danger of coming into conflict with Uncle Sam if they deal in them? One Western jobber recently was assessed a heavy fine for inadvertently using the mails to further his business in this character of preparations. By all this is meant that class of "female pills" exploited under various fanciful and expressive titles designed to attract the attention of prospective customers—pills of pennyroyal, tansy, cottonroot and other like substances popularly supposed to possess emmenagogue and abortifacient properties. Each special preparation is sent out with advertising matter and "literature" so worded as to forcefully emphasize and call attention to their "specific" properties. In this guise they are heralded as a "relief to the suffering and distressed woman" and a specific for those troubles which alone it is a woman's lot to bear. But however eloquently and adroitly worded are those appeals, there is no doubt as to who buys the pills or for what purpose they are made and sold. In fact, they are purchased by persons who either desire to use them for immoral pur-

poses, or they are secured by persons who are misled by the advertisements into using them under a misapprehension of their real purpose. This city is a hotbed for production and exploitation of these disreputable articles. It is pleasant, however, to note that one of the local wholesale houses has recently issued a circular letter to the trade announcing that it will hereafter decline to fill all orders for specialties of this character. Other jobbing houses inform your correspondent they will discontinue such sales so soon as their present stock is exhausted. Business considerations, rather than principle, but the effect will be good.

Retail druggists, too, should study their responsibility in this matter. In making sales the druggist is encouraging frauds of the worst type, and morally contributing to a direct violation of the statutory laws of every civilized country. Attempts have been made by the United States postal authorities to interdict the transmission of these remedies through the mails, but it is difficult to prove legal fraud, proprietors "proving" that their goods were sold only for the purpose advertised, and they were not intended for producing abortion. Let the drug trade throw them out entirely. It is a disreputable and dishonest traffic.

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.



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

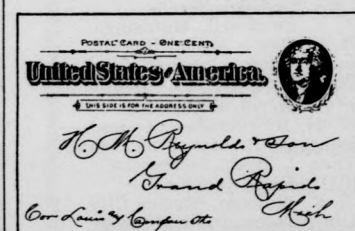
THE "MONITOR."

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

THE FAMOUS

S.C.W

5 CENT CIGAR.
Sold by all jobbers. Manufactured by
G. J. JOHNSON CIGAR CO., Grand Rapids.
ENTIRE BUILDING, 15 CANAL STREET.



For only one cent you can have an expert
examine

YOUR LEAKY

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

H. M. REYNOLDS & SON,
GRAND RAPIDS OFFICE, CAMPAU & LOUIS.
DETROIT OFFICE, FOOT OF THIRD STREET.




WHOLESALE PRICE CURRENT.

Advanced—Linseed Oil, Turpentine, Oxalic Acid
Declined—Glycerine.

Acidum			Alumina			Borates			Carbonates			Chlorides			Fluorides			Gases			Halogens			Metals			Minerals			Oils			Resins			Sulphates			Sulphides			Sulphur			Tannins			Urea			Vitamins			Waxes			Zinc		
Aceticum.....	80	10	Benzolium, German	80	85	Boric.....	20	15	Carbolicum.....	20	41	Citricum.....	40	46	Hydrochlor.....	30	5	Nitrosum.....	80	10	Oxalicum.....	120	14	Phosphoricum, dil.....	10	15	Salicylicum.....	45	50	Sulphuricum.....	1 40	1 60	Tannicum.....	1 40	1 60	Tartaricum.....	30	38																					
Ammonia			Aniline			Bacca			Balsamum			Cortex			Extractum			Ferru			Folia			Gummi			Herba			Magnesia			Oleum			Syrups			Tinctures			Urea			Vitamins			Waxes			Zinc								
Aqua, 16 deg.....	40	6	Aqua, 20 deg.....	60	8	Carbonas.....	120	14	Chloridum.....	120	14	Black.....	2 00	2 25	Brown.....	80	1 00	Red.....	45	50	Yellow.....	2 50	3 00	Cubese.....	130	15	Juniperus.....	60	8	Xanthoxylum.....	25	30	Copaiba.....	60	65	Peru.....	40	45	Terabin, Canada.....	40	45	Tolutan.....	80	85															
Aniline			Bacca			Balsamum			Cortex			Extractum			Ferru			Folia			Gummi			Herba			Magnesia			Oleum			Syrups			Tinctures			Urea			Vitamins			Waxes			Zinc											
Black.....	2 00	2 25	Brown.....	80	1 00	Red.....	45	50	Yellow.....	2 50	3 00	Cubese.....	130	15	Juniperus.....	60	8	Xanthoxylum.....	25	30	Copaiba.....	60	65	Peru.....	40	45	Terabin, Canada.....	40	45	Tolutan.....	80	85	Cinchona Flava.....	18	18	Enonymus atropurp.....	30	30	Myrica Cerifera, po.....	20	20	Prunus Virgin.....	12	12	Quillaja, gr'd.....	12	12	Sassafras.....	12	12	Ulmus.....	15	15						
Bacca			Balsamum			Cortex			Extractum			Ferru			Folia			Gummi			Herba			Magnesia			Oleum			Syrups			Tinctures			Urea			Vitamins			Waxes			Zinc														
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Bacca			Balsamum			Cortex			Extractum			Ferru			Folia			Gummi			Herba			Magnesia			Oleum			Syrups			Tinctures			Urea			Vitamins			Waxes			Zinc														
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Bacca			Balsamum			Cortex			Extractum			Ferru			Folia			Gummi			Herba			Magnesia			Oleum			Syrups			Tinctures			Urea			Vitamins			Waxes			Zinc														
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Bacca			Balsamum			Cortex			Extractum			Ferru			Folia			Gummi			Herba			Magnesia			Oleum			Syrups			Tinctures			Urea			Vitamins			Waxes			Zinc														
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Bacca			Balsamum			Cortex			Extractum			Ferru			Folia			Gummi			Herba			Magnesia			Oleum			Syrups			Tinctures			Urea			Vitamins			Waxes			Zinc														
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Bacca			Balsamum			Cortex			Extractum			Ferru			Folia			Gummi			Herba			Magnesia			Oleum			Syrups			Tinctures			Urea			Vitamins			Waxes			Zinc														
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Bacca			Balsamum			Cortex			Extractum			Ferru			Folia			Gummi			Herba			Magnesia			Oleum			Syrups			Tinctures			Urea			Vitamins			Waxes			Zinc														
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Bacca			Balsamum			Cortex			Extractum			Ferru			Folia			Gummi			Herba			Magnesia			Oleum			Syrups			Tinctures			Urea			Vitamins			Waxes			Zinc														
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Bacca			Balsamum			Cortex			Extractum			Ferru			Folia			Gummi			Herba			Magnesia			Oleum			Syrups			Tinctures			Urea			Vitamins			Waxes			Zinc														
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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 Frazar'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 3 doz.....75 1 lb cans doz.....1 50 Bulk. 1 lb cans doz.....45 1 lb cans 3 doz.....75 1 lb cans doz.....1 50 Acme. 1 lb cans doz.....45 1 lb cans 3 doz.....75 1 lb cans doz.....1 50 El Purity. 1 lb cans doz.....75 1 lb cans 3 doz.....1 20 1 lb cans doz.....2 00 Home. 1 lb cans doz.....35 1 lb cans 3 doz.....55 1 lb cans doz.....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. 	CHEESE. Acme.....10 1/2 Amboy.....11 1/2 Gold Medal.....11 1/2 Ideal.....12 Jersey.....12 Lenawee.....12 Riverside.....12 Sparta.....10 1/2 Brick.....10 1/2 Edam.....19 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 1/2 Less quantity.....3 Pound packages.....4 CREAM TARTAR. Strictly Pure, wooden boxes.....35 Strictly Pure, tin boxes.....37 COFFEE. Green. Rio.....17 Fair.....19 Good.....18 Prime.....19 Golden.....20 Peaberry.....22 Santos. Fair.....19 Good.....20 Prime.....22 Peaberry.....23 Mexican and Guatamala. Fair.....21 Good.....22 Fancy.....24 Maracaibo. Prime.....23 Milled.....24 Java. Interior.....25 Private Growth.....27 Mandehling.....28 Mocha. Imitation.....25 Arabian.....28 Roasted. Clark-Jewell-Well's Co.'s Brands Fifth Avenue.....30 Jewell's Arabian Mocha.....30 Wells' Mocha and Java.....25 1/2 Wells' Perfection Java.....25 1/2 Sancaico.....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.....20 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 1/2 gross.....75 Felix 1/2 gross.....1 15 Hummel's foil 1/2 gross.....85 Hummel's tin 1/2 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. Gail 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 1/2 Evaporated 50 lb boxes.....2 1/2 California Fruits. Apricots.....9 @ 10 1/2 Blackberries.....6 @ 2 Nectarines.....6 @ 2 Peaches.....7 1/2 @ 2 Pears.....8 @ 2 Pitted Cherries.....12 Raspberries.....12 California Prunes. 100-120 25 lb boxes.....3 1/2 90-100 25 lb boxes.....4 1/2 80-90 25 lb boxes.....4 1/2 70-80 25 lb boxes.....5 1/2 60-70 25 lb boxes.....6 50-60 25 lb boxes.....6 1/2 40-50 25 lb boxes.....7 30-40 25 lb boxes.....7 1/2 cent less in 50 lb cases Raisins. London Layers 3 Crown.....1 60 London Layers 5 Crown.....2 50 Dehesias.....3 25 Loose Muscatels 2 Crown.....5 Loose Muscatels 3 Crown.....6 Loose Muscatels 4 Crown.....7 FOREIGN. Currents. Patras bbls.....4 1/2 Vostizas 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 28 lb boxes.....6 1/2 @ 8 Sultana 1 Crown.....8 1/2 @ 9 Sultana 2 Crown.....9 @ 9 Sultana 3 Crown.....9 1/2 @ 9 Sultana 4 Crown.....9 1/2 @ 9 Sultana 5 Crown.....10 1/2 @ 9 FLY PAPER. Tanglefoot.....30 Regular, per box.....25 Regular, case of 10 boxes.....25 Regular, 5 case lots.....25 Regular, 10 case lots.....25 Little, per box.....13 Little, case of 15 boxes.....14 Little, 10 case lots.....14 Holders, per box of 50.....75	FARINACEOUS GOODS. Farina. Bulk.....3 Grits. Walsh-DeRoo Co.'s.....2 00 Hominy. Barrels.....2 25 Flake, 50 lb. drums.....1 00 Lima Beans. Dried.....3 1/2 Maccaroni and Vermicelli. Domestic, 10 lb. box.....60 Imported, 25 lb. box.....2 50 Pearl Barley. Common.....1 1/2 Chester.....2 Empire.....2 1/2 Peas. Green, bu.....80 Split, per lb.....2 1/2 Rolled Oats. Rolled Avena, bbl.....3 30 Monarch, bbl.....2 80 Monarch, 1/2 bbl.....1 55 Private brands, bbl.....2 75 Private brands, 1/2 bbl.....1 50 Quaker, cases.....3 20 Sago. German.....4 East India.....3 1/2 Wheat. Cracked, bulk.....3 24 2 lb packages.....2 40 Fish. Cod. Georges cured.....4 @ 4 Georges genuine.....4 1/2 @ 4 1/2 Georges selected.....5 @ 5 Strips or bricks.....5 @ 5 Halibut. Chunks.....10 Strips.....9 Herring. Holland white hoops keg.....65 Holland white hoops bbl.....80 Norwegian.....2 50 Round 100 lbs.....1 30 Round 40 lbs.....13 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 60 lbs.....1 Family 10 lbs.....1 Sardines. Russian kegs.....55 Stockfish. No. 1, 100 lb. bales.....10 1/2 No. 2, 100 lb. bales.....8 1/2 Troat. 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.....1 60 No. 2.....1 60 No. 3.....1 60 No. 4.....1 60 No. 5.....1 60 No. 6.....1 60 No. 7.....1 60 No. 8.....1 60 No. 9.....1 60 No. 10.....1 60 No. 11.....1 60 No. 12.....1 60 No. 13.....1 60 No. 14.....1 60 No. 15.....1 60 No. 16.....1 60 No. 17.....1 60 No. 18.....1 60 No. 19.....1 60 No. 20.....1 60 No. 21.....1 60 No. 22.....1 60 No. 23.....1 60 No. 24.....1 60 No. 25.....1 60 No. 26.....1 60 No. 27.....1 60 No. 28.....1 60 No. 29.....1 60 No. 30.....1 60 No. 31.....1 60 No. 32.....1 60 No. 33.....1 60 No. 34.....1 60 No. 35.....1 60 No. 36.....1 60 No. 37.....1 60 No. 38.....1 60 No. 39.....1 60 No. 40.....1 60 No. 41.....1 60 No. 42.....1 60 No. 43.....1 60 No. 44.....1 60 No. 45.....1 60 No. 46.....1 60 No. 47.....1 60 No. 48.....1 60 No. 49.....1 60 No. 50.....1 60 No. 51.....1 60 No. 52.....1 60 No. 53.....1 60 No. 54.....1 60 No. 55.....1 60 No. 56.....1 60 No. 57.....1 60 No. 58.....1 60 No. 59.....1 60 No. 60.....1 60 No. 61.....1 60 No. 62.....1 60 No. 63.....1 60 No. 64.....1 60 No. 65.....1 60 No. 66.....1 60 No. 67.....1 60 No. 68.....1 60 No. 69.....1 60 No. 70.....1 60 No. 71.....1 60 No. 72.....1 60 No. 73.....1 60 No. 74.....1 60 No. 75.....1 60 No. 76.....1 60 No. 77.....1 60 No. 78.....1 60 No. 79.....1 60 No. 80.....1 60 No. 81.....1 60 No. 82.....1 60 No. 83.....1 60 No. 84.....1 60 No. 85.....1 60 No. 86.....1 60 No. 87.....1 60 No. 88.....1 60 No. 89.....1 60 No. 90.....1 60 No. 91.....1 60 No. 92.....1 60 No. 93.....1 60 No. 94.....1 60 No. 95.....1 60 No. 96.....1 60 No. 97.....1 60 No. 98.....1 60 No. 99.....1 60 No. 100.....1 60 No. 101.....1 60 No. 102.....1 60 No. 103.....1 60 No. 104.....1 60 No. 105.....1 60 No. 106.....1 60 No. 107.....1 60 No. 108.....1 60 No. 109.....1 60 No. 110.....1 60 No. 111.....1 60 No. 112.....1 60 No. 113.....1 60 No. 114.....1 60 No. 115.....1 60 No. 116.....1 60 No. 117.....1 60 No. 118.....1 60 No. 119.....1 60 No. 120.....1 60 No. 121.....1 60 No. 122.....1 60 No. 123.....1 60 No. 124.....1 60 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Lautz Bros. & Co.'s Brands.



Acme, 70 lb cakes.	
Single box	3 43
5 box lots	3 35
10 box lots	3 28
25 box lots	3 23
Acme, 60 lb cakes.	
Single box	3 00
5 box lots	2 90
10 box lots	2 85
25 box lots	2 80
Acme, 5 cent size.	
Single box	2 85
5 box lots	2 75
10 box lots	2 70
25 box lots	2 65
Acorn, 120 cakes, 75 lbs.	
Single box	2 85
5 box lots	2 75
10 box lots	2 70
25 box lots	2 65
Marseilles White.	
Single box	2 85
5 box lots	2 75
10 box lots	2 70
25 box lots	2 65



100 cakes, 75 lbs.	
Single box	5 75
5 box lots	5 65
10 box lots	5 60
25 box lots	5 50
100 cakes, 5 cent size.	
Single box	4 00
5 box lots	3 90
10 box lots	3 85
25 box lots	3 80



Single box	
5 box lots, delivered	2 85
10 box lots, delivered	2 75
25 box lots, delivered	2 65
Schulte Soap Co.'s Brand.	
Schulte's Family	2 75
Clydesdale	2 85
No Tax	2 50
German Mottled	1 85
Electro	3 25
Oleine, white	2 55
Thompson & Chute's Brand.	
Single box	2 80
5 box lots, delivered	2 70
10 box lot, delivered	2 75
25 box lot, delivered	2 65



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



Single box	
5 box lots, delivered	2 65
10 box lots, delivered	2 50
Allen B. Wrisley's Brands.	
Old Country, 80 lb bars	2 20
Good cheer, 60 lb bars	3 75
Uno, 100 lb bars	2 50
Doil, 100 lb bars	2 25

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



Kingsford's Corn.	
40 lb packages	6 40
20 lb packages	6 40
Kingsford's Silver Gloss.	
40 lb packages	6 40
20 lb packages	6 40
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
40 lb boxes	4 40

Common Gloss.

1-lb packages	4 40
3-lb packages	4 40
6-lb packages	5 40
40 and 50 lb boxes	2 40
Barrels	2 40

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 38
Domino	5 25
Cubes	5 00
Powdered	5 00
XXXX Powdered	5 13
Mould A. M. Choce Drops	4 75
Granulated in bbls	4 75
Granulated in bags	4 75
Fine Granulated	4 75
Extra Fine Granulated	4 88
Extra Coarse Granulated	4 88
Diamond Confee. A	4 75
Confee. Standard A	4 63
No. 1	4 50
No. 2	4 50
No. 3	4 50
No. 4	4 50
No. 5	4 44
No. 6	4 31
No. 7	4 19
No. 8	3 94
No. 9	3 81
No. 10	3 63
No. 11	3 50
No. 12	3 44
No. 13	3 38
No. 14	3 38
No. 15	3 31
No. 16	3 25

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.

Cigars.

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 3/4 in.	65 00
Governor Yates, 5 1/4 in.	70 00
Monitor	30 00
H. & P. Drug Co.'s brand.	
Quintette	35 00
G. J. Johnson Cigar Co.'s brand.	



VINEGAR.

S. C. W.	
Leroux Cider	10 00
Robinson's Cider, 40 grain	10 00
Robinson's Cider, 50 grain	12 00
WICKING.	
No. 0, per gross	25 00
No. 1, per gross	30 00
No. 2, per gross	40 00
No. 3, per gross	75 00

Fish and Oysters

Fresh Fish.

Whitefish	Per lb.
Trout	8 00
Black Bass	7 00
Halibut	12 1/2
Ciscoes or Herring	4 00
Bluefish	10 00
Live Lobster	20 00
Boiled Lobster	22 00
Cod	10 00
Haddock	8 00
No. 1 Pickerel	8 00
Pike	8 00
Smoked White	8 00
Red Snapper	13 00
Col River Salmon	13 00
Mackerel	20 00

Oysters in Cans.

F. H. Counts	38 00
F. J. D. Selects	27 00
Selects	22 00
F. J. D. Standards	20 00
Anchors	18 00
Standards	16 00

Oysters in Bulk.

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

Shell Goods.

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

Candies.

Stick Candy.

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

Mixed Candv.

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

Fancy-In Bulk.

Lozenges, plain	@ 9
Lozenges, printed	@ 9
Choc. Drops	@ 14
Choc. Mountments	@ 12 1/2
Gum Drops	@ 5
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. Choce Drops	@ 75
Gum Drops	@ 80
Licorice Drops	@ 75
A. B. Licorice Drops	@ 75
Lozenges, plain	@ 55
Lozenges, printed	@ 55
Imperial	@ 55
Mottos	@ 65
Cream Bar	@ 50
Molasses Bar	@ 50
Hand Made Creams	80 @ 50
Plain Creams	60 @ 50
Decorated Creams	@ 60
Strut Rock	@ 60
Burnt Almonds	1 25 @ 55
Wintergreen Berries	@ 55

Caramels.

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

Fresh Meats.

Beef.

Carcass	6 1/2 @ 7 1/2
Fore quarters	5 @ 6 1/2
Hind quarters	7 1/2 @ 9
Loins No. 3	9 @ 14
Ribs	9 @ 12
Boneds	6 @ 6 1/2
Plates	4 @ 4

Pork.

Dressed	@ 5
Loins	@ 7 1/2
Shoulders	@ 6
Leaf Lard	5 1/2 @ 8

Mutton.

Carcass	6 @ 7 1/2
Spring Lambs	8 @ 9

Veal.

Carcass	6 @ 7
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Crackers.

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

Butter.

Seymour XXX	4
Seymour XXX, 3 lb. carton	4 1/2
Family XXX	4 1/2
Family XXX, 3 lb. carton	4 1/2
Salted XXX	4 1/2
Salted XXX, 3 lb. carton	4 1/2

Soda.

Soda XXX	4
Soda XXX, 3 lb. carton	4 1/2
Soda, City	5
Zephyrette	10
Long Island Wafers	9
L. I. Wafers, 1 lb. carton	10

Oyster.

Square Oyster, XXX	4
Sq. Oys. XXX, 1 lb. carton	5
Farina Oyster, XXX	4

SWEET GOODS-Boxes.

Animals	9
Bent's Cold Water	13
Belle Rose	6
Cocoanut Taffy	9
Coffee Cakes	8
Frosted Honey	10
Graham Crackers	6
Ginger Snaps, XXX round	5
Ginger Snaps, XXX city	5
Gin. Snps, XXX home made	6
Gin. Snps, XXX scalloped	5
Ginger Vanilla	7
Imperial	6
Jumbles, Honey	10
Molasses Cakes	6
Marshmallow	12
Marshmallow Creams	13
Pretzels, hand made	6
Pretzels, Little German	6
Sugar Cake	18
Sultanas	10
Sears' Lunch	6
Sears' Zephyrette	10
Vanilla Square	7
Vanilla Wafers	12
Pecan Wafers	12
Cruff Coffee	9
Mixed Picnic	10
Cream Jumbles	11 1/2
Boston Ginger Nuts	6
Chimmie Padden	9
Pineapple Glace	12

Grains and Feedstuffs

Wheat.

Winter Wheat Flour.

Local Brands.	
Patents	5 00
Second Patent	4 55
Straight	4 30
Clear	3 90
Graham	4 30
Buckwheat	3 40
Rye	2 65
Subject to usual cash discount.	

Flour in bbls., 25c per bbl. additional.

Worden Grocer Co.'s Brand.	
Quaker, 1/2s	4 35
Quaker, 1/4s	4 35
Quaker, 1/8s	4 35

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	1 50
Granulated	1 75

Feed and Millstuffs.

St. C. Feed, screened	11 75
No. 1 Corn and Oats	10 75
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	26
Less than car lots	28

Oats.

Car lots	20 1/2
Carlots, clipped	23
Less than car lots	25

Hay.

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

Fruits.

Oranges.

California Seedlings.

96-112	@ 25
125-150-175-200	@ 25

California Navels.

96	@ 20
112	@ 25
125	@ 30
150-175-200	@ 35

Valencias in Cases.

420s	@ 4 00
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Lemons.

Strictly choice 300s	@ 25
Strictly choice 300s	@ 25
Fancy 300s	@ 30

Fruits and Produce.

Importance of the Storage Houses Making Full Statements.
From the New York Produce Review.

We are now entering another season of rapid accumulation of eggs in cold storage. This business of holding spring eggs to equalize the natural decrease of production which occurs later in the season has come to be a large and necessary adjunct to the egg trade. Owing to the peculiar variations in the late fall and winter production of eggs, the liability of values late in the season to wide fluctuations, the final outcome of spring and summer egg speculations for long holding is largely a matter of chance. Experience has shown that there is a certain season of unloading, say from about September 1 to about January 1, when the chances of marketing held eggs may be calculated upon with reasonable certainty. It has become evident of late that when all available storage space is occupied the quantity of eggs carried is greater than can usually find a profitable outlet during this period and that when values are then supported at a profitable point the result is a large surplus to carry over the turn of the year upon which losses are more frequent than gains.

Therefore, the key to safe or unsafe operations in storing spring eggs is only to be found in a knowledge of quantity and cost in relation to the same elements of calculation as recorded for previous seasons.

Of these, quantity is the prime essential, because it is only from a knowledge of the quantity to be carried that the price which may be safely paid can be determined.

We consider it most unfortunate that these heavy withdrawals of spring eggs must be conducted in the dark. It is indeed strange that the manifest importance of this knowledge has not, long ago, caused such a demand for it as to compel regular weekly statements by every public storage house in the country.

If, among the cold storage operators of the country, some were able to secure this information reliably while others were not, we could understand why these fortunate and perspicacious individuals should wish to keep others in the dark; this would be accounted for by ordinary and legitimate business selfishness. Probably the conceit of some who suppose that they really do have access to this "inside" information is responsible for their opposition to public statements, or, at least, for their failure to take active steps to secure them.

As a matter of fact, there is no one, no matter how shrewd, who can get this information of the extent of storage accumulations with sufficient accuracy to afford him any special advantage. Even if there were such, the popular ignorance of the subject would defeat the value of exclusive information to the few who possessed it. For the only useful effect of the knowledge of accumulations would be in affecting the disposition to store and, consequently, values; and the information would have to be general and widespread in order to produce this result.

For instance, let us suppose that storage operations, having been begun on a certain basis of cost, should be found, under a full publicity of accumulations, to produce in a few weeks a reserve stock so large as to make the speculation look unsafe. The natural result would be to check the buying and cause prices to fall to a point at which it might be renewed in safety, thus preserving a reasonable balance between quantity and cost.

If no one knows the extent of the accumulations it is, of course, impossible to preserve any such relation intelligently; and if a few only knew, their knowledge would only result in their own cessation of buying; others would probably continue to hammer away in the dark, and the unhealthy conditions produced would result to the disadvantage of all concerned.

We have many times urged the importance of full statements by the storage houses. Boston has such statements already. If New York would follow, other cities would, undoubtedly, soon fall into line. Probably the New York houses would comply with a general demand for the information on the part of their customers. It is a matter of vast importance and we trust that the New York Mercantile Exchange may soon appreciate it and start the ball rolling which will give us weekly statements of all holdings of eggs and butter in the public warehouses.

Some Facts Concerning the Eggs of Commerce.

There is a standard joke in the variety theaters, so often told that it has come to have a familiar sound to the ears of patrons, concerning a remark made by a city man who heard that eggs had gone down to a cent apiece. "I don't see how the hens can do it for the price." Notwithstanding the reduction in the price of eggs, and the almost unlimited supply of them in all countries that have developed their agricultural resources, it is a fact that the trade in eggs, their exportation from one country to another, has become a large item of international commerce, as some recent figures show. The case of Denmark is in point. Denmark's trade in eggs with foreign countries, chiefly with England and Scotland, has grown enormously. Twenty years ago the annual Danish export of eggs was 600,000; now it is reckoned at 110,000,000. In the same period the importation of eggs into England has increased tenfold, but only a part of the whole number come from Denmark, the two other egg exporting countries from which England draws its supplies being Holland and France. France exports to other countries 600,000,000 eggs in a year and Italy exports 500,000,000 eggs in a year, chiefly to Austria and Germany.

The dairymen of the United States depend chiefly on the enormous home market, and they have rivals in the export of American eggs in the Canadians, Canada ranking next to France and Italy and ahead of Denmark and Holland as an egg-exporting country. Canada exports to other countries 300,000,000 eggs in a year. For the fiscal year of 1895 the Treasury figures give as the total exports of American eggs to foreign countries 151,000 dozen, which is equivalent to 1,812,000 eggs. In the fiscal year 1896, however, the total exports of American eggs increased to 328,000 dozen, or 3,936,000 eggs, a little more than twice as much. The export figures for this year indicate a still further increase, and a market for American eggs is likely, therefore, to be secured in what the political campaign orators are accustomed to call, somewhat vaguely, the near future.

It is a somewhat curious fact that the weight of eggs is materially larger in Northern than in Southern climates. Canadian eggs, for instance, are heavier than those shipped from the United States, and eggs in the Northern States of this country are heavier than those from the South.

Ferdinand Schumacher, the oatmeal king, who began business without a dollar and has made millions, doesn't believe that the man who is afraid of working over time will amount to much. "Personally, I have always worked on the eight-hour system," he says. "Eight hours before luncheon every day except Sunday, and eight hours after luncheon. That is the only system that will make a man successful in business nowadays."

A manufacturing firm in Fitchburg, Mass., has been condemned by a jury in Boston to pay \$12,000 as damages to one of its workmen who was injured by the fall of a bridge between two of its workshops. The man sued for \$30,000.

Berlin spent last year \$735,000 on street cleaning, lighting and sprinkling; for the police \$1,500,000 and for the maintenance of the poor over \$2,500,000.

Young Hustlers



Yet with several years' experience in the business and four years associated together at the same stands, 60 West Woodbridge St. and 350 East High St. They enjoy an enviable reputation among shippers for getting the highest market prices for produce and making right returns.

HARRIS & FRUTCHEY, DETROIT.

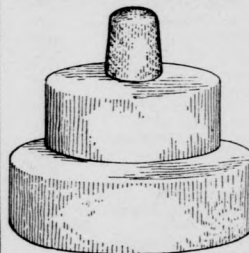
Miller & Teasdale

Fruit and Produce Brokers.

BEANS OUR SPECIALTY POTATOES

Consignments solicited. Advances made.
Reference: American Exchange Bank, St. Louis.

601 N. Third Street,
ST. LOUIS, MO.



BUTTER Of All Grades Wanted

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

Market Street,
Detroit, Mich. **R. Hirt, Jr.**

It Costs You Nix



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

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

Yours for business,
HENRY J. VINKEMULDER.

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

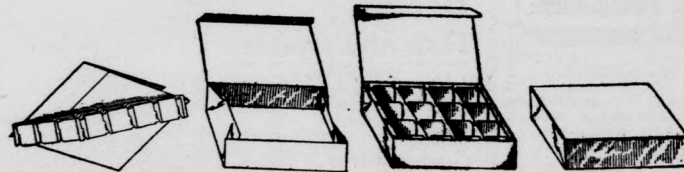
J. M. DRYSDALE & CO.

WHOLESALE FRUITS,
SAGINAW, MICH.

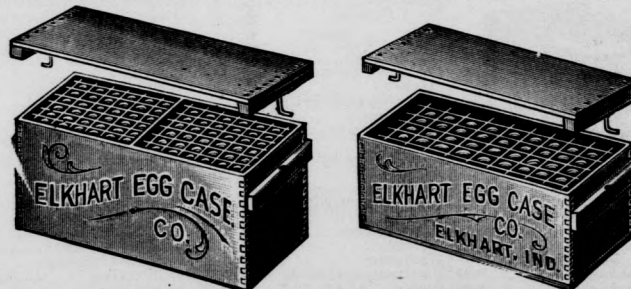
ELKHART EGG CASE CO., Elkhart, Ind.

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.

GOTHAM GOSSIP.

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

Special Correspondence.

New York, April 3.—The circus is in town; the weather is simply perfect. Given this combination and we don't care whether school keeps or not. Business in jobbing grocery circles is pretty good. There are quite a good many buyers in town in the dry goods district and among them are a number of general storekeepers—X-roads department storekeepers—men who sell everything—and in the aggregate the amount of their purchases always makes quite a handsome total. The wholesale grocery houses have been busy and as time goes on the situation becomes more and more hopeful.

The coffee situation remains most depressing, especially for certain rather small roasters who not many weeks ago loaded up with coffee at what seemed at that time very attractive figures. The market has since then been steadily tending downward and, with huge receipts at primary points, there seems likely to be no change upward. A year ago Rio No. 7 was selling at 12.55@12.60, while to-day it is 7.55@7.60—a decline of about 45 per cent. These rates are for future contracts. On the spot 8c is about the correct quotation. There are in stock and afloat in this country and coming here 725,000 bags. East India coffees are in fair request and the situation is very encouraging. Rates have not advanced, but there is a firmer feeling. West India and Central American grades are dull and Good Cucuta was selling the latter part of the week at 15@15½c. The tone of the market is in buyers' favor.

The sugar market has been on a boom during the past few days, so far as refined is concerned, and the refineries are largely oversold. Orders have come from every direction and an advance of ½c was made in all grades down to No. 7. Raw sugars are in a muddled condition, owing to the tariff bill's unsettling influences. Receipts here for the week have been large, aggregating nearly 60,000 tons. Foreign refined has been advanced to correspond with the appreciation in domestic.

In teas there is no change whatever in the situation. Prices are practically the same as last week. Upon the whole, however, there is a better feeling and the trade anticipate a growing confidence for the remainder of the season.

The rice market is decidedly firm and an advance of ½c is almost inevitable with the close of the week. Some uneasiness is felt as to what disposition the Senate will make of the tariff bill and higher quotations will create no surprise at any time.

In spices the week has not been as active as previous ones and, while the outlook is no less favorable, as a general thing there seems to be a disposition in some quarters to let things drag along as they may. Prices remain unchanged in any particular.

With warmer weather at hand, the demand for molasses has naturally grown somewhat smaller and quotations are hardly as firmly adhered to as in previous weeks. Of course, for really fancy stock the demand is fair and some jobbers have done a very satisfactory volume of business. Syrups are in very moderate request. Quotations remain practically unchanged.

There is a firmer market for Alaska salmon, and that is the only feature of encouragement in the canned goods market. In case goods must be sold, they will fetch scarcely enough to pay for the cans. Nothing is being done in futures and the season seems likely to be about as dull as any on record.

Lemons and oranges, bananas and pineapples are all in rather better request than last week. Orders for lemons, especially, have come to hand in quite a satisfactory way. Florida oranges are in rather limited supply and there is an increasing firmness in consequence.

Dried fruits, both foreign and domestic, are moving slowly but, so far as prunes are concerned, there is a very

light stock and a demand that is constantly increasing.

Twenty-two cents is the established quotation for best Western creamery butter. While the demand is hardly as urgent as last week, the supply is so light that the quotation made is firmly adhered to, and yet there seems to be no disposition to go above 22c. With better roads the supply will doubtless soon grow larger and there will come a reaction.

Cheese is quiet. Small supplies of new cheese are coming to hand and are held at 10½c, old full cream, 12½c.

A Dealer's Advice to Women Who Wish to Care for Furs at Home.

"Furs are easy enough to keep during warm weather," said a storer of furs the other day, when approached on the subject. "If ladies would only use a few simple preventives they could keep them at home as well as we can in our storerooms. Of course, a fur garment is better hung up than folded away in a box or trunk. First, because there is less danger of crushing and wrinkles; second, because moths can be more readily seen at their work. The best plan is to select a dark closet and have it papered all over, top and bottom, with tar paper. As its surface is sticky, it should be covered with a second coat of paper to prevent the clothes coming in direct contact with the tar. For this second coat I find newspaper as good as anything that can be used. Perhaps the smell of printers' ink helps the tar do its work, or it may be because newspaper is porous and allows the tar odor to come through more readily. Before hanging in this closet, all garments, both fur and wool, should be carefully beaten with a slender cane. Here is the great secret of keeping furs. It is in cleaning them before they are put away. If a moth or a moth egg goes into the closet with them the damage is only partially prevented. While the egg will hatch, the moth only lives for a short while and cannot increase, but during that brief life I have known these little insects to spoil the beauty of an elegant garment. So the greatest care should be taken to beat and comb furs clean before storing them away. For this purpose a fur comb should be used, or a slender, strong cane, that will reach the skin itself. The safest plan is to remove the garments from this closet about once a month and give them a thorough beating. Some persons hang them in the sun on these occasions, believing that the sun destroys moths and moth eggs, while, as a matter of fact, it hatches the eggs and like any other heat, makes the moth thrive.

"Where only a chest or trunk or, as is sometimes the case, only a pasteboard box is to be had, then the management is different. After the cleaning process, which is always the same, it is best for the chest, box, or trunk to be lined with tar paper, after the same manner as the closet. But where this is not practicable any of the numerous moth preventives may be used; although sold under different names, their ingredients are about the same. They should be carefully sewed in bags to prevent contact with the furs, as they invariably leave spots on dark-colored skins. The odor can be overcome by a thorough beating and hanging for several hours in the wind or open air, that is, where the furs have been removed and beaten during the season; otherwise, the odor is hard to get rid of.

"Some dealers use the fumes of sulphur to clean furs already attacked by moths, but that should be a last resort, as it discolors the garment and necessitates it being redyed. Many of the old-fashioned preventives have some virtue in them, as sassafras, china root, etc., and can be used to advantage by people in the country, where they are easily obtained, but persons in the city have better means within their reach."

The special assessment books turned over to the County Treasurer by the City Collector of Chicago the other day showed that for the year ending March 10, 1897, there are on record \$3,000,000 of delinquent taxes.

Strawberries

Radishes, Spinach, Cauliflower, Green Onions, Cucumbers, Tomatoes, Strawberries, Sweet Potatoes, Bermuda Onions, Lemons, Oranges, Bananas, Asparagus, Lettuce, Parsley, Green Peas, Wax Beans, New Beets, Vegetable Oysters.

ALLERTON & HAGGSTROM, Jobbers,

Both Telephones 1248.

127 Louis Street.

Grand Rapids, Mich.

NEW VEGETABLES

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

We have also a fresh supply of

Oranges, Lemons, Figs, Bananas and Sweet Potatoes.

STILES & PHILLIPS,

Both Telephones 10.

9 NORTH IONIA ST., GRAND RAPIDS.

GREEN VEGETABLES

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

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

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

BUNTING & CO.,

20 & 22 OTTAWA STREET,

GRAND RAPIDS, MICH.

SEEDS

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

MOSELEY BROS.,

Wholesale Seeds, Beans, Potatoes,

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

SEEDS

CLOVER AND TIMOTHY.

All kinds of

FIELD AND GARDEN SEEDS.

Correspondence solicited. Your order will follow, we feel sure.

BEACH, COOK & CO.,

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

NEW CROP SEEDS FOR 1897

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

ALFRED J. BROWN CO.,

Seed Growers and Merchants.

GRAND RAPIDS, MICH.



EGGS

Bought on Track At point of Shipment

WRITE FOR PRICES.

M. R. ALDEN, Grand Rapids, Michigan. 98 S. DIVISION STREET.

ENGRAVERS

BY ALL THE LEADING PROCESSES

PORTRAITS, BUILDINGS, MACHINERY, STATIONERY HEADINGS, EVERYTHING.

HALF-TONE ZINC-ETCHING WOOD ENGRAVING

TRADESMAN COMPANY

GRAND RAPIDS, MICHIGAN.

THE FIRST TRIP.

Interesting Reminiscences of an Old Timer on the Road.

I was three weeks making my preparations and I carried more personal baggage than the prima donna of an opera company. Now I manage to get along comfortably with an extra pair of socks and a hair brush wrapped up in a newspaper and jammed into my overcoat pocket. A man in whom I placed the utmost confidence said that my success on the road would depend altogether on my personal appearance. He insisted that I should wear a plug hat and a Mother Hubbard overcoat with a white rose pinned on the lapel. Retribution later overtook this false friend. He served two terms in the Legislature and one in the State penitentiary, and has in other ways suffered disgrace.

Bidding my house good-bye one bright May morning, and instructing them to increase their stock immediately, I set out on my travels to astonish the world of trade, and I did—in a way.

The newest thing on earth is a new drummer. He has "first trip" written all over him and is spotted with the same alacrity as a newly married couple. He at once becomes a mark for train boys, hotel employes, bootblacks and others who are looking for a "good thing." What it costs him to "learn the road" will never be known.

The first town I made was Oatville, arriving there too late to interview the merchants. I placed myself on exhibition, however, in the hotel office and told two or three good stories which I had learned especially for the trip. Nobody laughed, and the landlord volunteered the information that drummers had been telling him those same stories every year since he opened the house in 1856. I sneaked off to bed leaving a 5 o'clock call.

About 11 o'clock I was awakened by a brass band playing under my window. I dressed myself and stepped out on the balcony. The crowd set up a shout, "There he is! Hoorra!" Then the band played another piece and I felt it my duty to make a few remarks. "Gentlemen, while I appreciate this unexpected honor, I take it more as a compliment to the house I represent than to its humble servant. Here is \$20. Drink to our prosperity." The crowd howled with satisfaction and I re-entered my room impressed more than ever with the importance of myself and the popularity of the house I represented. The next morning I read in the Oatville Oracle that the head waiter of the hotel had married the chambermaid, that they were serenaded by the Oatville band and that the groom had generously given the crowd \$20. Further, my speech was reported in full and was referred to as neat, modest and appropriate. I confessed to myself as I read it that it really did seem to fit the occasion.

After breakfast I started on my rounds. The first merchant I called upon stunned me by declaring that he had never heard of my house. The second said that my firm had swindled him on a shipment of hams and gave me just one minute in which to reach the sidewalk. The third was selling goods cheaper at retail than I could at wholesale. The fourth told me that the Dover Packing Company was selling tomatoes at 50 cents a dozen, while the best figure that I could make was 60 cents. I wired my people that every house in the country was underselling us and that it was impossible to do

business. They wired back: "Never mind what other houses are doing. They are stringing you. Get in and dig, or come home." I dug. In a month I was wearing human clothes and acting a little more like a rational being. My success dated from the time that it stole over me that there were other travelers and other houses, and that it was just barely possible that the wheels of commerce would continue to turn, even if I should take a vacation for a few hundred years.

Siftings from the Saginaws.

A furniture dealer named John Marrow disappeared Thursday with about \$100 on his person and has not been seen since. He weighs about 140 pounds, has a full grey beard, wears a long black overcoat and a black stiff hat.

E. C. Fluery has withdrawn from the firm of Robey & Fluery and will take a position on the road for an Eastern house.

Fred J. Koch, who conducted a grocery store at the corner of Fourth and Kirk streets, has retired. Charles F. Koch, who has been with him for the past five years, and Mr. Charles H. Wiechmann, of Zilwaukee, will be his successors.

The Saginaw Basket Co. reports more orders at present than a year ago at this time. The officers state that the prospects for a good season's business are excellent.

William F. Piress, who has been in the employ of the James Stewart Co. for the past year, has purchased the grocery stock of N. J. Kern, corner of Ninth and Cherry streets, and will conduct business on a cash basis.

William E. Robey, who has been connected with the shoe houses in the city for the past eight years, has started in business for himself at 122 North Washington avenue.

John Daper has removed his tailor shop to the Avery block, 500 Genesee avenue.

Druckhammer & Kalzow have dissolved partnership and the business will be continued at the old stand by Mr. Kalzow. Mr. Druckhammer, who has purchased the grocery stock of Henry Reinke, will start another store on Genesee avenue.

WE NOW MAKE... HARNESS



All Styles
For Wholesale Trade

We have jobbed harness many years, but could not always procure satisfactory stock. Now our "Hand made" Harness is of the very best stock obtainable and we guarantee quality of material and workmanship to be SECOND TO NONE.

Trial Orders from Dealers solicited.
Send for Catalogues and Price Lists.

Jobbers of
Carriages and
Implements.

BROWN & SEHLER,
GRAND RAPIDS, MICH.

Spot Cash for Eggs

We don't want them on commission, but buy outright. We will mail check on day of arrival. Write for prices.

W. R. BRICE & CO.,

108 South Division Street,
Grand Rapids.

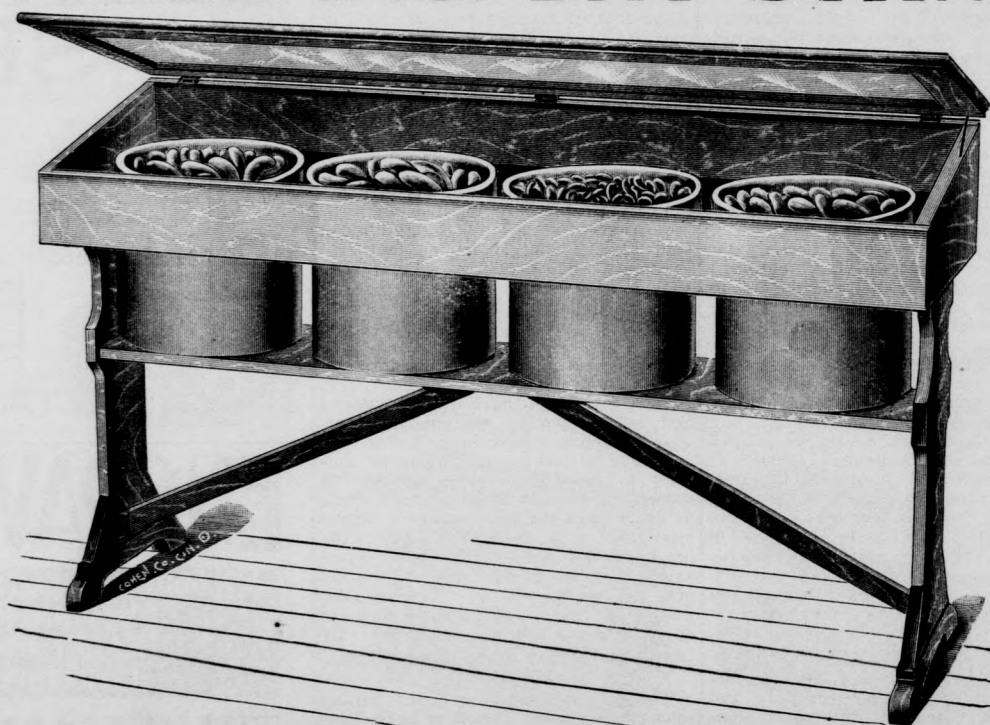
Reference: Fourth National Bank,
Grand Rapids.

Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids.

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 FBB & 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. 22
Lv. G'd Rapids 6:45am 10:10am 3:30pm 12:45pm
Ar. Ionia..... 7:40am 11:17am 4:34pm 12:30am
Ar. St. Johns..... 8:25am 12:10pm 5:23pm 1:57am
Ar. Owosso..... 9:00am 1:10pm 6:03pm 3:25pm
Ar. E. Saginaw 10:50am..... 8:00pm 6:40am
Ar. W. Bay C'y 11:30am..... 8:35pm 7:15am
Ar. Flint..... 10:05am..... 7:05pm 5:40am
Ar. Pt. Huron 12:05pm..... 9:50pm 7:30pm
Ar. Pontiac..... 10:53am 2:57pm 8:25pm 6:10am
Ar. Detroit..... 11:50am 3:55pm 9:25pm 8:05am

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

GRAND Rapids & Indiana Railroad Sept. 27, 1896.

Northern Div. Leave Arrive
Trav. C'y, Petoskey & Mack... 7:45am + 5:15pm
Trav. C'y, Petoskey & Mack... 2:15pm + 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
7:10a.m. train has parlor car to Cincinnati.
7:00p.m. train has sleeping car to Cincinnati.

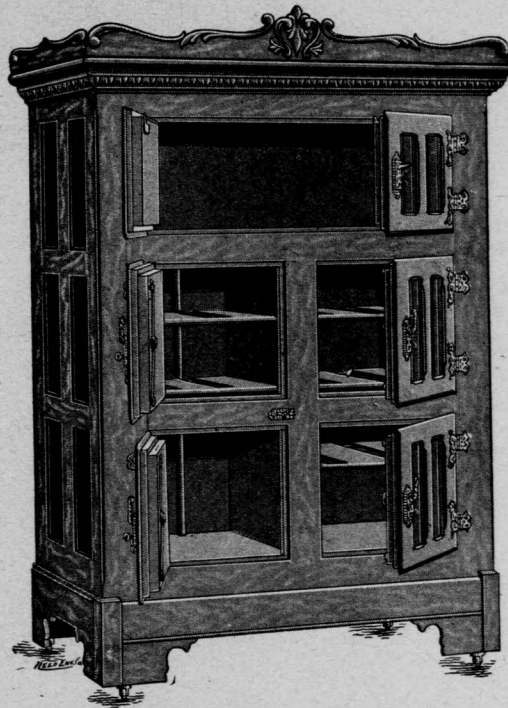
Muskegon Trains.
GOING WEST.
Lv G'd Rapids..... 7:35am +1:00pm +5:40pm
Ar Muskegon..... 9:00am 2:10pm 7:05pm

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

Every Dollar

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

Grocers' Refrigerators



A grocer writes us: "Words will not express the satisfaction we have in using the new refrigerator you sent us, and do not know how we ever got along without it. It increases our business and is very economical in the use of ice."

Ask for catalogue showing 17 styles of Grocers and Butchers' Refrigerators.

H. LEONARD & SONS, Manufacturers,
GRAND RAPIDS, MICH.

THE UNIVERSAL VERDICT

Manitowoc Lakeside Peas have sold the best of any line of canned vegetables this season. In fact, they are now hard to secure and will be until new pack. Price is advancing daily. This tells the story.

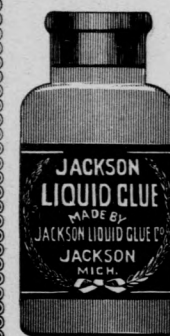
THE ALBERT LANDRETH CO.,
MANITOWOC, WIS.

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.

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

SHIP YOUR FREIGHT
AND TRAVEL via the

GOODRICH LINE

THE MOST POPULAR LINE TO

CHICAGO

AND ALL POINTS WEST.

Leave MUSKEGON at 6:00 p. m.
Leave GRAND HAVEN at 9:00 p. m.
Tuesday, Thursday, Sunday, arriving in CHICAGO the following morning in time for the outgoing trains.

THIS IS THE SHORT LINE TO CHICAGO.

Passengers should see that their tickets read via this popular line. Call on any ticket agent, or on JAS. CAMPBELL, City Passenger Agent D. & M., Grand Rapids, for tickets and detailed information.

H. A. BONN, Gen'l Pass. Agent,
CHICAGO.

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

The
Cream
of
WHEAT

The
Cream
of
WHEAT

America's Finest
Hard Spring Wheat Flour

Ebeling's Cream of Wheat

The Great Bread Producer.
Made at Green Bay, Wis.

The
Cream
of
WHEAT

The
Cream
of
WHEAT



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.

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.