

MICHIGAN TRADESMAN

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Volume XIV.

GRAND RAPIDS, WEDNESDAY, APRIL 14, 1897.

Number 708

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.

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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.

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OWOSSO, MICH.



We Pay HIGHEST MARKET PRICES in SPOT CASH and Measure Bark When Loaded.
Correspondence Solicited.



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527 and 528
Widdicombe Bld.
Grand Rapids, Mich.

N. B. CLARK, Pres.
W. D. WADE, Vice-Pres.
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We are now ready to make contracts for bark for the season of 1897.
Correspondence Solicited.

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MANUFACTURER OF

BROOMS AND WHISKS
DETROIT, MICH.

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

We carry a stock of cake tallow for mill use.

Nos. 122 and 124 Louis St.,

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"Try It,"
"Twill Pay You"

To handle

Clydesdale Soap

It sells rapidly, yields good profits, is well advertised. Manufactured by

SHULTE SOAP CO., Detroit, Mich.

Beautiful premiums given away with Clydesdale Soap Wrappers.

THE TRADESMAN

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

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

**This Patent Ink Bottle FREE
To Fly Button Dealers**



**WHAT ARE
FLY BUTTONS?**

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

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

The Fly Button Co.,
Maumee, Ohio.

**FOR
1897**

Our celebrated
Thin Butter Crackers

will be trade winners for the
merchants who know them.

Christenson Baking Co.,
Grand Rapids.

J. A. MURPHY, General Manager.

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25 Fountain Street,
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We sell phones for private lines.
Write for information and catalogues.

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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:

Enclosed find my
check for \$1.00, for which please
send me "Michigan Tradesman"
1 year, to North Birmingham, Ala.
Yours truly,
W. E. Hansberger

MICHIGAN TRADESMAN

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MICHAEL KOLB & SON,

Established nearly one-half a century.

Wholesale Clothing Mfrs.,

Rochester, N. Y.

All mail orders promptly attended to, or write our Michigan Agent, William Connor, Box 346, Marshall, Mich., who will show you our entire line of samples. Mr. Connor will be at Sweet's Hotel, Grand Rapids, in room 82 on Friday, Saturday, Sunday and Monday, April 9, 10, 11 and 12.

The.....

PREFERRED BANKERS LIFE ASSURANCE COMPANY

.....of MICHIGAN

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

Home office, DETROIT, Michigan.

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

A Groc=er's

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

BARLOW BROS.,

GRAND RAPIDS, MICH.

The Michigan Trust Co.,

Grand Rapids, Mich.

Acts as Executor, Administrator, Guardian, Trustee.

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

COMMERCIAL CREDIT CO., Ltd.

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

THE **Grand Rapids** FIRE INS. CO.

Pr. apt. Conservative, Safe.
J. W. CRAWFORD, Pres. W. FRED McBAIR, Sec.

SUSPENDERS

Important, up-to-date improvements. N. E. web and leather combination. A good thing to investigate. Retail at 25 and 35 cents. Sample by mail.

GRAHAM ROYS & CO.,

Fitch Place - Grand Rapids, Mich.

Save Trouble
Save Losses
Save Dollars

TRADESMAN COUPONS

GENERAL TRADE SITUATION.

While the average of prices and the general volume of trade have made an unfavorable showing on account of the speculative reaction in wheat and the unfavorable conditions of floods and bad roads, there are yet an increase in the feeling of confidence and a disposition to accept the new basis of low values, with an increase in jobbing activity at points where conditions are normal, that are, on the whole, reassuring. The fact that railway securities have stood the ordeal of the transmissouri decision not only without a decline, but showing a positive strengthening, is of considerable reassuring significance.

The reaction in wheat in the face of strong bull indications seems to show that the price has been sustained to an unwarrantable extent by speculative interest. The decline of about six cents brings the quotations to a lower basis than at any time since last September. Western receipts are nearly equal to those of last year. Export movement continues slow.

The reaction in iron prices since the new basis of values in the ore pool still continue, until grey forge has broken the record by touching \$8.75 at Pittsburgh, and Bessemer is again down to \$10. A number of steel works, including the Illinois, have been closed by strikers, or to forestall such action.

The advance in wool seems to have lessened sales; but this is not significant as to mills, for the reason that most are supplied for many months to come. The demand for women's dress goods is decidedly better and some real improvement is noted in that for men's wear. Naturally, the floods have caused an advance in cotton and the manufacture is improving, although undue stocks are still a disquieting feature. Shipments of shoes from Boston are beginning to decline, on account of the continued high prices of leather, which prevent manufacturers from meeting the ideas of the dealers.

The general financial outlook as to the principal centers seems to continue favorable. There is no danger of an undue demand for foreign settlements on account of increased imports, which some feared would result from the tariff legislation. Failures for the week, 232, against 212 for the preceding.

It is reported that a gigantic consolidation of the oil interests of the world has been practically brought about by the Standard Oil people. After prolonged negotiations with the Russian magnates, Nobel Bros., who control the Black Sea output of oil, the Standard Oil Company, it is said, induced the Russians to become a factor in a three-cornered plan to divide the world's supply. The Standard Oil Company and Cudahy Bros., of the West, who are the Standard Oil Company's greatest rivals, completed the membership in the proposed triangular deal. Nobel Bros. consented to "come in" if Cudahy Bros. could be induced to join. With this understanding the Standard Oil Company made overtures to their Western rival, with the result still in doubt.

Cudahy Bros. recently acquired ownership of the Manhattan Oil Company, which was controlled by E. C. Benedict, Roswell P. Flower, J. A. Billings and others, and made the great Western concern practically independent of its Eastern competitor. It is understood also that Cudahy Bros. have withheld their answer pending action on the part of the United States Pipe Line Company, the producers' association of the State of Pennsylvania, which was not invited into the deal.

It would be interesting to the readers of the Tradesman to know what influence the State Food Commissioner brought to bear on the Tradesman's occasional correspondent to secure her enthusiastic approval of his plan to increase the appropriation voted his office by the Legislature from \$10,000 to \$18,000 per year. Her plea for the additional money is thoroughly in keeping with the traditional instincts of her sex and Mr. Grosvenor has made a ten strike in securing the support of a partisan who can write as convincingly and talk as incessantly as the lady above referred to.

"Where is your clerk?" asked the dried apple purloiner of the general storekeeper as he helped himself from the oyster cracker barrel. "He got too fresh and I had to bounce him." "Why, I thought he was a nice chap, what did he do?" "Well, a lady came in and asked for a stove lifter and the smart cuss handed her a pint bottle of gasoline."

The production of aluminum is on the increase in the United States, the output last year being 1,300,000 pounds, against 900,000 in 1895, 817,600 in 1894, 312,000 in 1893 and 168,000 in 1891. A dozen years ago the metal cost nearly \$8 a pound. Last year the price averaged only 40 cents a pound.

Francis Murphy's recent temperance campaign of two months in Boston is said to have resulted in 13,000 signers to the pledge. Boston will put itself to temporary discomfort as quick as any city in the country to give a noted character a warm reception.

The New York woman who was sued the other day for \$10,000 worth of dresses and other "toggerly" has enlightened the world on one point: She said with much decisiveness that a gown is old when it has been worn five times.

At Norfolk, Va., a plant has been established with capacity for five tons of peanuts daily, for the manufacture of peanut oil, peanut flour, and stock feed, the estimated combined yield representing more than \$400 a day.

"Better have an egg to-day than a hen to-morrow," is an old saying. It means, in other words, that it's better to hustle to get your full share of the present trade than to wait for a boom which may never come.

The trade paper is the organ of trade, as indispensable as the counter or the office desk; it broadens business, keeps it out of ruts, makes easier work for the workers, builds progression, stimulates good fellowship.

"I suppose your daughter is just like mine—rather ride a wheel than eat."
"Not exactly; but she would rather ride a wheel than cook."

CURIOUS DECISION.

That was a rather curious and inconsistent decision by the Federal Court at Toledo, in the Arbuckle-Woolson fight. The Court held that one company could buy the controlling stock in a corporation for the express purpose of hurting a rival, and not for legitimate business purposes, but that the rival as a stockholder had no right to ask for relief.

The Arbuckles, it will be remembered, threatened to go into the sugar refining business. The Sugar Trust thereupon bought into the Woolson Spice Co. for the purpose of waging a coffee war against the Arbuckles. The latter also purchased stock in the Woolson Co. and sought to restrain the company, under control of the Sugar Trust, from cutting the price of coffee. The Court, in refusing the injunction, found that the Havemeyers had bought the stock to break down the Arbuckle coffee interests as a means of keeping the latter from competing with the Sugar Trust in the refining of sugar. It was not a bona fide purchase of stock in the Woolson Co. Yet the Court holds that the plaintiffs are not asking for the injunction in good faith and therefore refuses it. It would look as though good law ought to protect the minority stockholder against the bad faith of the majority stockholder. The former is at least entitled to protection when the establishment is being run for an improper purpose.

The interesting question to the public is whether the Sugar Trust will be able to win its fight by such questionable means against competition, when it gets into the Supreme Court? Will the latter tribunal allow this or any other great trust to prevent others from entering their particular field by buying and wrecking other establishments, as in this case? Is this not a conspiracy against trade? Of course, if the Woolson Spice Co. was legitimately reducing prices, no interference would be proper; but when the facts show the selfish and arbitrary hand of the Sugar Trust for the sole purpose of preventing Arbuckle Brothers from engaging in the sugar business, the matter becomes one of wide public interest. There is going to be no vigorous kick, however, in the meantime against cheaper coffee.

Got More Than He Wanted.

Angry caller (at newspaper office): Say, I want that little advertisement I gave you two days ago—"Wanted, an electric battery in good working order"—taken out.

Advertising clerk: What is the matter? Didn't we put it in the right column?

Angry caller: Column be dashed! The advertisement overdid the business. My house was struck by lightning last night.

Soap from Corn.

A soap manufacturing concern at Des Moines, Ia., is experimenting in the manufacture of soap from corn. It is said the first lot of cakes turned out proved a success. The cakes resemble those of castile soap except that the color is not quite as dark. The soap makes up compactly, but is light and will float.

Bicycles

News and Gossip of Interest to Dealer and Rider.

The records kept at the Patent Office show to what an enormous extent the invention of bicycle improvements has grown in this country. Since 1876 over 4,000 patents relating to bicycles have been granted by the United States Patent Office, and at least half of these have been issued in the last six years. It now takes the labor of eight expert assistant examiners to handle the applications of cycle inventors, and even with this force there is always a big batch of applications awaiting examination. How fast this industry has grown may be judged from the statement that up to 1876 only about 300 patents for cycles had been issued. There is no country in the world that shows a similar rate of growth in this same line.

* * *

A correspondent of the Bicycling News insists that new riders, in purchasing wheels, pay too little attention to the proper adjustment of the machine, especially in the matter of crank length, which point he discusses at some length as follows: "Length of crank should be suited more to the height, or rather the length of leg and foot of a rider than to the gear used; at least such is my experience. I have recently been riding a machine with 7-inch cranks and 70 gear, and could not make half the headway I could on one with 6½-inch cranks and 62½ gear of as nearly as possible the same class and weight. With the larger crank the foot is not only raised and depressed 1½ inches more, but travels between 3 and 4 inches farther at each revolution. For a short man to have such cranks must necessitate serious extra work to the knee and hip joints. My own idea would be that for persons up to 5 feet 2 inches, 6 inches is long enough; 6½ inches up to 5 feet 6 inches; 6¾ inches up to 5 feet 9 inches; 6¾ inches up to 6 feet, and 7 inches for those who are above this height. I recently was shown a model of an expanding crank; but the use of this would, I fear, entail a change of the height of the seat pillar. The idea is a most ingenious one and well worked out. The crank varies half an inch, so that the rider, when ascending or descending steep hills or plugging against the wind, can make the best use of his increased leverage."

* * *

Women who are chary of other fingers than their own toying with their bicycles, and prefer rather to rub them down and oil them themselves, need not necessarily find the task uncleanly, if they take the simple precaution to wear gloves while applying oil. A bicycle, to be kept in good condition, should be cleaned every time after use; otherwise dust and grit are apt to sift into the bearings and wear them down. The plated parts must never be so neglected that they begin to rust, nor must mud be allowed to cake on the enamel, for in removing it you will assuredly leave a few scratches. Beware of a superfluity of oil. A well-kept bicycle only needs to be oiled at the end of every hundred miles. A faint squeak will generally tell you when the oiling is necessary.

* * *

London will soon have the finest cycling clubhouse in the world. The beautiful mansion known as Sheen House will be converted to that purpose. Since the Comte de Paris left the

old house it has fallen into sad decay, but now it will be overhauled and the "biker" will claim it as his own. The winter garden will be converted into a conservatory; a covered passage will lead thence into the billiard-room. The main entrance is large, lofty and handsome. On the first floor will be women's drawing-rooms and boudoirs, dining and supper-rooms; on the second floor, dressing and bedrooms. There are numerous reception, reading and writing-rooms, tea, smoking and card-rooms, and several luxurious bath-rooms. The stables are to be used for the storage of cycles. Members will be able to buy and hire cycles at reduced rates. The club, although nominally a cycling club, will encourage all the sports, football, cricket, swimming, skating, tennis, croquet, etc. Portions of the beautiful park will be set aside for flower shows, and possibly a stage will be erected in the open air, where musical and theatrical entertainments will take place.

Willing to Be Helped Out.

From the Detroit Free Press.

"I'm a believer in the bicycle," declared a lawyer of prominence the other day. "In fact, I ride one myself and derive a great deal of benefit from it, but I know of more than one instance where it has led to family dissension. I was called upon professionally the other day by a fine-looking, intelligent, nicely-dressed woman of about 35. Without any tears or other preliminaries she stated that she desired my services in procuring a divorce."

"Upon what grounds, madam?" "You can give them a technical name after I have told you what they are. No couple ever lived more happily than did Fred and myself until he brought a tandem home for our joint use. He thought it best that we should do our wheeling together, and I agreed with him. His thoughtfulness and desire to be with me were very pleasing."

"To be sure." "But all my anticipations were blasted. He developed a stubbornness that I never discovered in his character. He never proposed going where I wanted to go. If I had my mind set upon going to the island he went to the boulevard, and if I had a preference for one street he selected another. It often occurred, too, that when one of us was anxious to go out the other was not in the mood. I cannot endure another such season."

"Did it ever occur to you, madam, that it might be wiser to give up your tandem than your husband?"

"Indeed, I'm not going to give up the bicycle just because he chooses to be a tyrant. I want you to commence proceedings."

"Perhaps, without letting him know what you have in mind, I could persuade your husband to buy you a wheel of your own."

"Oh, if you only could! The latest and finest. I'm sure he would; Fred's so generous. I was confident you would help me out."

What She Wanted Was in the Men's Department.

She was rather a petite little thing and quite handsomely dressed, so two or three clerks undertook to wait on her at once.

"I want to gain a little information in regard to styles for the coming summer," she explained.

"Certainly," replied the clerk who had succeeded in getting to her first. "I can show you the latest fashion plates, or give you a brief description of some of the principal novelties, so that you may get some sort of an idea of what you would like to look at."

"That would suit me exactly," she returned, smiling sweetly.

"Well," he explained, determined to

do himself proud, "the fashionable skirt this summer will be—"

"The what!" she exclaimed in astonishment.

"The—the—really fashionable skirt," he faltered, wondering what could be the trouble.

"The skirt!" she cried. "What did you think I asked for?"

"Something—er—er—er for summer wear," he answered hesitatingly.

"Of course," she said. "I didn't ask anything about winter garments, did I?"

"No-o."

"Well, then, what are you talking about skirt for? Do I look like an old fogey?"

"Certainly not. I wouldn't intimate such a thing for a minute."

"Then trot out the fashions that I asked for. What's the latest thing in bloomers and bathing suits? Are they to be worn scant or full? Is a jockey cap to be the correct thing for road wear, or must I get a yachting cap and put a batpin in it so that I can tell it from my brother's? Should I wear a blouse waist, or may I put on a man's negligee shirt with a short sack coat over it?"

"Really, Miss, I—er—er—I—you see, this is the ladies' dress goods department, and I—er"

"Of course it is," she interrupted. "It's the ladies' dress goods that I want. If you don't think that's what I asked for, you must have kept your eyes shut all last summer."

"Well, the fact is," he tried to explain, "that while we have some of the things you want in this department, you will have to go to the men's department for most of them."

"The men's department!" she exclaimed. "What's the difference?"

"Why, frankly," he replied in desperation, "there is mighty little."

Then she went away threatening to report him for not showing proper respect for a lady.

When a merchant knows his business it does not take the people long to know him.

Bicycle Contracts.

We make a compact contract drawn up by one of the ablest attorneys in the country, which we are able to furnish at following prices:

100, \$2; 500, \$3; 1,000, \$4.50.

No bicycle dealer can afford to get along without this form.

TRADESMAN COMPANY,
GRAND RAPIDS.

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 Stormer 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.



Clipper Light Roadster

to any disinterested, unprejudiced, expert mechanic, ask him to pull it to pieces, examine it piece by piece, test it part by part, analyze every bit of steel, compare every particle of workmanship, every inch of finish, and every article of equipment, from grips to tires; and, if he can suggest a more expensive method of construction, which is more useful or more practical, we'll embody it in our 1898 wheel at no extra cost. No machine-made bicycle, turned out in lots of over 3,000 need to cost a single dollar more to produce than the Clipper Light Roadster. No machine-made \$100.00 bicycle is worth a single cent more than our \$80.00 Clipper. If it's worth to you the difference in price to say you "ride a \$100 wheel," you may be right in paying the price. Some \$100 bicycles sell in auction rooms and Department Stores at less than \$30.00. That's about what they are worth.

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

THE TORONTO OCTOPUS.

Effect of the Department Store in the Canadian City.

Written for the TRADESMAN.

I recently attempted to give the readers of the Tradesman some idea of the manner in which the big Toronto department stores were injuring the mercantile interests, both wholesale and retail, of the entire province. The figures quoted in that article were obtained from a journalist of Toronto and were supposedly correct. However, a small trade paper published in Toronto took exception to the article on account of alleged statistical misstatements, and in reply attempted to show that mercantile conditions in Canada in general, and the Toronto department stores in particular, were not as bad as the wicked Yankee papers would feign make out. But does it not seem just a little strange that this paper, which caters to the retail fraternity of the province for a circulation upon which to base its real support or advertising revenue, should even attempt to apologize for the existence of a monster that is sapping the life blood out of every retail store within a radius of one hundred miles of its own office? It may be the little paper is subsidized by the big hydra-headed concerns, or it may be that the writer of the apology had his John Bull pride of home institutions just a little rattled by the Tradesman's publication, and aired his sentiments in a sort of "mind your own business" mood. It is to be hoped the latter is the true explanation, as it furnishes the only possibility of an excuse.

And now the daily press has turned its guns on the destroyer of legitimate trade, the Toronto Sun having recently made the following significant utterance:

In the belief that departmental stores are inimical to the interests of the city, its business men and its property owners, the Star has decided to devote its columns and its influence to the encouragement of the class of merchants who stick to the usual method of business. In the upbuilding and maintenance of these smaller stores lies the prosperity of the city and its people. * * * While upholding the opponents of departmental stores and deploring the existence of the latter, it would be inconsistent in the Star to accept the advertisements and money of the departmentals, and to-day, although it means a heavy loss to the Star in receipts, they have been notified that this paper will in the future decline to receive their business.

The first demand made by way of checking the evil is a system of taxation that will protect the people by equalizing the tax-paying burden. The departmental stores have revolutionized trade conditions in the city, and a new plan of taxation is demanded that will be better suited to the changed condition of the tax payers. Those who are responsible for this changed condition are reaping the greatest benefits thereby, and the people demand that they should be made to pay a proportionate share of the city's expenses. According to the most reliable sources of information as to the present condition of things, such a change seems necessary if the city expects to pay its way.

Now what are some of the facts as to the evils brought about in the city of Toronto by the department stores? The wholesale houses are disappearing, and the number of travelers employed is continually growing less. Those who are employed are compelled to take smaller salaries, and as a general thing

each succeeding failure means one more empty warehouse in the city. A depressed tone pervades the wholesale ranks, and many of them imagine they might do better in Montreal, Ottawa or Quebec. On all the principal streets stores may be seen which were once used for the retailing of merchandise but now are empty or used as warehouses. The rental of stores as a means of income has, in many localities, been absolutely wiped out. The business center has contracted until it is now confined to a few blocks, and outlying store property is being converted into tenement houses. Although the productiveness of this property has been destroyed, the taxes have not diminished, and in many cases total abandonment would be dollars saved to the owners. It is only in the little trade centers remote from the big octopus center that a reasonably healthy trade is being done; but even in these places the trade has been diminished and rentals have been cut down. The number of clerks and other employees engaged in the stores of the city have been greatly reduced, and those who remain have had their wages cut down. It is claimed that the number of adults so employed has been reduced one-half, and rentals more than one-half. The closing of these stores, and the consequent setting adrift of families all over the city who were depending on them for a means of livelihood, injuriously affected the bake shops and meat markets, and they, too, have been forced to obtain lower rentals or shut up shop. Toronto is largely a commercial city. A large proportion of her homes are occupied—or were, rather—by commercial travelers, clerks and others employed in the wholesale and retail mercantile concerns of the city, and it may be readily seen that both owners and renters have been injured beyond measure by this gigantic evil.

Of course, there are those who attribute all these evils to the big Toronto boom, but they are not found in the ranks of trade. No doubt more stores were erected during the boom than were needed, and if trade conditions were the same as before the boom, these superfluous stores would be the only empty ones in the city. The boom that was inflated prices and stimulated activity throughout the entire city; and the boom that is concentrates inflation of property values and mercantile activity at the corner of Young and Queen streets, where the great octopus is located. Within a few rods of this corner rentals are inflated above high-water mark in boom times, and this inflation, which does not extend a half block in any direction from the big departmental stores, has caused a corresponding shrinkage of values outside of this small center. The mercantile life of the city was distributed along the business streets and in the numerous minor trade centers throughout the entire city, under the old condition of things. During the boom everything was inflated and trade was active, and when the big bubble burst, the wind escaped and trade went down to a hard-pan basis, but it was distributed just as it had always been. Now it is different. A new agency has been at work which has gathered up this distributed trade and concentrated it under one roof, leaving empty stores, ruined merchants, idle clerks, moneyless tenants and crippled real estate owners in its wake. Do you say all this is only the effects of the boom? Nonsense. The collapse of the

Toronto boom caused a prostration of trade, but it did not subsequently gather it up and concentrate and centralize it at the corner of Young and Queen streets. Before the boom there were scores of stores in the city where now there are none. The boom came with its superfluities and when it collapsed its superfluities collapsed with it. A reconstruction on the old basis followed, and then the departmental store rose up like a giant octopus with numerous arms reaching out in every direction, and the trade of the many was drawn into the capacious maw. Such is the true condition of Toronto to-day, and such will be the condition of any city that breeds a like monster of similar dimensions within her borders. E. A. OWEN.

Excusable Ignorance.

The newly arrived stranger in Atlanta started up Whitehall street in search of information. As told by a local paper, he encountered a tall, yellow-faced individual in a droopy coat and soiled tie. "My good sir," said the stranger, "I am in search of information concerning this great State of Georgia, and feel sure that you can assist me very materially. What is your population?" "Dunno." "What kind of school system have you here?" "Dunno." "How about your tax rate?" "Dunno." "Is your government friendly or unfriendly to manufacturing corporations?" "Dunno." "Let's see—how does Georgia rank among the other states of the South in its agricultural products?" "Dunno." "Ah! you do live here then?" "Yaas." "What do you do?" "Oh, I'm just a member of the Legislature."

Not So Easy as It Looked.

From the Rochester Democrat and Chronicle.

A Rochester woman, whose husband objected to the bicycle on general principles, went to a riding academy in his absence and commenced to take lessons. When the head of the house returned she had become a mistress of the wheel. She was much troubled as to how she would go about telling her husband that she had learned to ride. She finally hit upon a scheme.

One afternoon she surprised her husband by asking him to go to the riding academy with her and watch some of her friends learn to ride. He thought it would be rare fun, and so went along. On arriving there she surprised him still more by selecting a wheel and attempting to mount it. After a number of attempts she succeeded, and rode in a zig-zag fashion, and her husband began to be afraid that she would injure herself. Suddenly she straightened up and sailed about in grand style, to his astonishment.

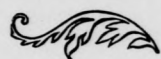
"Well, if it's as easy as that to learn to ride a bicycle, I guess I'll try myself," he said.

The next day found her husband at the riding academy, but he did not learn as readily as he expected. In fact, he had a fall and sustained a bad bruise on his forehead. He was taken home in a carriage, and his wife now has some compunctions of conscience as she thinks how she deceived him regarding the treacherous bicycle.

The Pineapple Outlook.

The crop of Bahama pineapples will be quite large this year and of excellent quality. Nothing has appeared to give the growers in that country any trouble, and they have paid particular attention to planting and cultivation. Florida reports a fine pineapple crop this year, although the season will be a late one, owing to the frosts having set back the plants. There need be no fear of a pineapple famine this year.

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.

**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

Around the State

Movements of Merchants.

Durand—Dr. Witherspoon will erect a drug store building at this place.

Morenci—Leroy Rorick has purchased the harness stock of L. S. Brenner.

Albion—Oharra & Elliott succeed E. J. Emmons in the grocery business.

Bangor—J. A. Sherrod, of J. A. Sherrod & Son, general dealers, is dead.

Riverdale—Lathrop & Woodward succeed M. C. Lathrop in general trade.

White Cloud—Miles Roach succeeds Thos. Jardine in the grocery business.

Chesaning—G. L. Kinch has moved his jewelry stock from Merrill to Chesaning.

Sault Ste. Marie—C. H. McBean succeeds Newton & McBean in the meat business.

Clarksville—L. A. Scoville has sold his implement stock to Wear & Prosser, of Sebewa.

Hudson—Lorenzo Barkmas has removed his grocery stock from Pittsford to this place.

Reed City—J. M. Springstead has opened a new meat market. He hails from Baldwin.

Mackinaw City—A. W. De Wolf will shortly open a grocery store in the Marsh building.

Williamsburg—Chas. Will has removed his hardware stock from Harrietta to this place.

Ishpeming—Chas. Farm has leased the Carlton building and will embark in the bakery business.

Oshtemo—John H. Hobden is having the foundation laid for an extension to his store and warehouse.

Bellevue—R. C. Needham has purchased the Bellevue bakery and will run a restaurant in connection.

Dundee—Smith & Miller, meat dealers, have dissolved. The business will be continued by Smith & Scott.

Harbor Springs—Welling & Stein have opened their new dry goods and furnishing goods store in the Clarke block.

Ann Arbor—Ottmar Eberbach, of Eberbach & Son, druggists, is able to be behind the counter again after a long illness.

Benton Harbor—Conger Bros., of Kalamazoo, have rented the north store in the Newland block and will open a variety store.

North Lansing—Stephen Gauss has purchased the bakery of G. Gutekunst and will continue the business at the same location.

Lansing—Charles Piella has rented the store recently occupied by B. P. Richmond and will remove his stock of jewelry to that location.

Holland—J. Elferdink, Jr., has purchased the boot and shoe stock of Daniel Bertsch and will continue the business at the same location.

Detroit—Jack Barnes, who has been the manager of the furnishing department for R. H. Traver, has returned to his old home in Philadelphia.

Bad Axe—The Saginaw Hardware Co. has sold its hardware stock here to William Hawks, of Port Austin, who will remove it to the latter place.

Bay City—J. F. Martin, formerly prescription clerk for Frank Teeporten, has embarked in the drug business under the style of J. F. Martin & Co.

Ann Arbor—S. Baumgartner has absconded, leaving numerous creditors of the Vienna bakery and grocery. The stock and fixtures have been seized by Rinsey & Seabolt by virtue of a chattel mortgage.

Lansing—J. L. Hudson, of Detroit, has purchased the boot and shoe stock of E. C. Jessop & Son, and will conduct the business through Herbert E. Cross as agent.

Portland—Fire in the grocery store of Geo. Seymour recently damaged the stock to the extent of \$200, fully covered by insurance.

Fennville—Miss Mary Billings and Mrs. C. H. Rogers have formed a co-partnership under the style of Billings & Rogers and embarked in the millinery business.

St. Johns—Henry H. Tromp has purchased the interest of his silent partner in the shoe firm of George Woodruff & Co. The firm will hereafter be known as Woodruff & Tromp.

Mendon—Geo. Vernier & Son, who were formerly engaged in the hardware business at Lake Ann and South Frankfort, have removed both stocks to this place, where they will continue in the same business.

Tecumseh—Mr. Parrish, formerly of Mt. Pleasant, has purchased the Baker & Hall drug stock recently taken possession of by Williams, Davis, Brooks & Co. on a chattel mortgage. Mr. Parrish will add to the stock.

St. Johns—W. W. Peck, of Ionia, an old clothing man of twenty-five years' experience, and Mr. Webber, of the old firm of Webber & Wagner, have formed a copartnership and opened a new clothing store at 17 Clinton avenue.

Reed City—Z. V. Payne, who has been manager of H. Harrington's dry goods store for the past three and one-half years, has packed up the stock and shipped it to St. Louis, where Mr. Harrington conducts a general store.

Bridgeton—R. S. Shiffert has sold his general stock to Chas. Rainouard and John Sharp, who will continue the business under the style of Rainouard & Sharp. Mr. Shiffert has removed to Fennville, where he has re-engaged in trade.

Boyer City—A. T. Johnson has sold his grocery stock to Mrs. M. A. Ward, who will continue the business at the same location. Mr. Johnson has moved his boot and shoe stock to Traverse City, where he will re-engage in the shoe business.

Corunna—Geo. C. Clutterbuck, of the firm of Currie & Clutterbuck, will spend a portion of his time on the road for a Pennsylvania shoe firm. The close confinement in the store has become detrimental to his health and he has hopes that an occasional trip around the State will be beneficial.

Manistee—F. W. Cron has contracted for the erection of a three-story brick building on the vacant lot adjoining his present place of business. The structure will be 26x115 feet in dimensions, heated by steam and lighted by electricity. The contract calls for the completion of the building by Sept. 1.

Benton Harbor—Robert Young and Wm. Harper have formed a copartnership under the style of Young & Harper, to embark in the merchant tailoring business. Mr. Young was formerly engaged in the same business at South Haven and East Saginaw. Mr. Harper has been a traveling salesman for twenty years.

Detroit—The Walsh Coal Co. has filed articles of association. The capital stock is \$10,000, of which \$5,300 is paid in. The stockholders are Joseph Walsh, Flint, Mich., 50 shares; S. F. Walsh, Delray, 350 shares; W. A. O'Hare, Flint, 100 shares; Louis A. Grobe, Flint, 10 shares, and E. D. McGowen, Delray, 20 shares.

Manufacturing Matters.

Nunica—Ed. Brown has resumed operations at his creamery.

Detroit—Jacob Brown, President of the Detroit Alaska Knitting Co., is dead.

Ovid—The Clinton County Fruit Co. has made 300 barrels of cider this spring.

Edmore—J. J. Hatinger is arranging to remove his old shingle mill at Kirby Lake to Antrim county, where he has a shingle timber run for about five years.

Niles—A Chicago manufacturer of canning machinery is making preparations for starting a canning factory at this place. He expects to have the factory running full blast by next fall.

Ludington—The Cartier Lumber Co. has a force of men at work getting things in shape and will begin on the season's cut in about ten days. Meantime the company is shipping out lumber at a lively rate.

Muskegon—There are more logs in the drive of 1897 than there were last year. Well-posted lumbermen predict that not less than 40,000,000 feet of logs will come down the river this year, to be sliced up in Muskegon mills.

Bangor—H. A. Portman is the leading spirit in the organization of a box and basket factory, with an authorized capital stock of \$25,000. The brick building formerly used as a foundry will be utilized as a factory by the new company.

Trufant—The L. C. Whittier general stock has been purchased by J. Hansen and H. C. Hansen, who will continue the business under the style of Hansen & Son. The senior partner will devote his entire attention to his grist mill, while the junior partner will look after the store.

Muskegon—The Amazon Hosiery Co.'s factory is running with a large force and increasing it day by day. The palming department is very busy and a consignment of leather for this department is being received every other day. The carding and spinning departments are running night and day and the other rooms at night as occasion requires.

Alamo—Nearly \$5,000 has been subscribed in support of a creamery enterprise. A site has been secured and the building will be ready for operation inside of sixty days. The plant complete, not including the site, will cost \$4,000.

Bronson—The Monarch Portland Cement Co. has its side tracks all graded and a part of the foundation laid for its office building. The contract for building the large factory buildings, 70x300 and 70x250 feet respectively, has been let to a Cleveland firm, and the terms of letting call for the completion of same within twenty-five days. The building will be built of iron, steel and Portland cement, being all fire-proof.

Lyons—The buildings of the Ionia Sandstone Co., located between Lyons and Ionia, are completed and the machinery is being placed. The machinery building is 26x58, and the boiler room 25x31. Power is furnished by a 40-horse power engine, which is in place. There will be four sashes of saws, with two tracks under each sash, so that dimension stone is put on the car direct from saw. The drills will be operated by compressed air. Stone will be handled in the yard with steam hoists.

Au Sable—The H. M. Loud & Sons' extensive plants are now in operation, the large mill running night and day. This firm employs 1,000 men in round numbers and the end of their raw prod-

uct is not yet in sight. Their bicycle rim and guard factory is running full time, employing 25 men, as are also their tie and long timber mills, and the rails over their 40 miles of railroad are kept hot by the numerous trains bringing in raw material for the different factories.

Jackson—The George T. Smith Manufacturing Co. has filed articles of association with the county clerk. The capital stock is placed at \$200,000, of which 57½ per cent. is paid in. The stockholders are Dwight S. Smith, 4,500 shares; George T. Smith, 4,000 shares, and Henry H. Smith, 3,000 shares. The object of the company is to manufacture flour and grain mill machinery. The company is now doing business in a building formerly occupied by the defunct Collins Manufacturing Co.

Owosso—D. R. Salisbury will move his shoe factory back to this city from Corunna. Owosso contractors have been figuring on the job of tearing down the two-story brick building occupied by the factory and erecting the same on a site now owned by Salisbury. Last summer Mr. Salisbury moved his plant to Corunna and erected a two-story brick building upon being promised a bonus of \$3,000 by the city. This he never received, although he claims to have fully lived up to his part of the agreement.

Ishpeming—The Lake Superior & Ishpeming Railway is extending its lines in this city to the mines west and south of town and will be in shape to handle a very large tonnage of ore this season. The business of both the Duluth, South Shore & Atlantic and Chicago & Northwestern lines will be much reduced by the new road, which has the easiest grades and consequently the cheapest line to ship over of any Lake Superior railway handling ore. Notwithstanding this it is doubtful if the line will prove a very remunerative investment to its owners—the Cleveland-Cliffs and Lake Angeline mining companies—as it has cost, with equipment, \$3,500,000—double the estimated cost. The total income of the line can scarcely exceed 10 per cent. of this sum a year and it costs a great deal of money to operate a railroad, even when it is well built and equipped, with minimum grades and maximum capacity.

Bay City—A contract which means a great deal for this city was entered into a few days ago between the Michigan Central Railway and J. Willis McGraw. The contract provides for bringing to this city about 250,000,000 feet of logs for sawing into lumber. The timber is still standing in Otsego county and will be reached by an extension of the Bagley branch of the Michigan Central. The contract provides for the construction of about five miles of the road by Mr. McGraw, who has purchased the right of way, the rails and a locomotive. He will begin work at once. The contract for hauling extends over a period of eight years. This railway extension will tap a section said to be the finest belt of standing hardwood timber in Michigan. It is composed of gray elm, basswood, curly birch, ash and pine. There is a considerable quantity of pine, much of it being of the cork variety. It was at first the intention of Mr. McGraw to erect a sawmill in the heart of the timber and to ship the lumber to this city, but after mature deliberation he concluded to make the other arrangement. Several of the local mill firms are now figuring on the sawing contract.

Grand Rapids Gossip

Davis & Nickle have opened a grocery store at Mulliken. The Lemon & Wheeler Company furnished the stock.

John Kiilean & Son are stocking up the store at 31 East Bridge street as an annex to their present store on the corner of Kent and East Bridge streets.

The Grand Rapids Gas Light Co. reports net earnings of \$10,917 for March, in comparison with \$9,801 in March, 1896—an increase of about 11½ per cent. The net earnings for the first three months of this year are over 5 per cent. greater than during the corresponding period of last year.

O. L. Davis and C. L. Maurer have formed a copartnership under the style of Davis & Maurer and embarked in the drug business at Cadillac. The Hazeltine & Perkins Drug Co. furnished the stock. Mr. Davis was engaged in the drug business at Cadillac for thirteen years, until his stock was destroyed by fire. Mr. Maurer was formerly a member of the firm of M. V. Gundrum & Co., general dealers at Leroy, but for the past four years has acted in the capacity of prescription clerk for H. L. Van Vranken, at Cadillac. The new firm will be temporarily located in the old postoffice building, but will remove to the new Wardell block Sept. 1.

The Grocery Market.

Sugar—The market sustained a mixed decline Monday and a similar decline Wednesday. The condition of the market is a good deal of a conundrum.

Coffee—So long as the exports from Rio and Santos continue as large as at present, the market will continue to be weak; but as soon as there shall be a dropping off of receipts from those points, the market is sure to rebound. At the first indications of a reduction of receipts at Rio the market is expected to advance at least 1c. There is no change in the package coffee market this week. The market is still irregular, and may be expected to decline at any time. The fact that the market is weakened by a large supply of coffee is back of the fact that the roasters have been able thus far to carry on the war, and to continue it indefinitely. Although the present condition of the market is weak, yet dealers recall that it is stronger than it was about eight years ago, for the reason that there was a million bags more in sight, and prices were higher than now, while the requirements of the world are greater now than then.

Canned Goods—All kinds of vegetables are going out rather more freely than for some time. There is no change in canned fruits. Reports from the Coast are to the effect that trouble is likely to occur over the canning of Columbia River salmon, as it did last year. The cannery have issued their schedule of prices for the coming year, and propose to pay 4c for fish to the fishermen. The fishermen's union, on the other hand, have held a meeting and have decided that they will not fish for less than 4½c, and a strike is in prospect. It does not look as though the fishermen would have the better of the fight, as they did not last year hold the field completely against the packers, although they forced them to compromise, yet only after the better part of the season was passed.

Tea—No perceptible advance in the price of high-grade teas has occurred

as yet, although they are sympathetically affected by reason of the advance in the lower grades. Holders of high-grade teas are not anxious to sell, and it is probable that sales, if made, would show a slight advance.

Dried Fruits—Peaches have been in a little more enquiry during the week, at unchanged prices. Prunes have been the best seller of the whole line, and while there has been no actual advance as yet, holders are very firm in their ideas, especially as regards the large sizes, which are scarce. The two heaviest months for dried-fruit consumption are before us, and nobody would be surprised to see prunes higher. Currants are very quiet, although the market is firm.

Provisions—The unlooked-for decline in the wheat market appears to have had some influence in depressing hog products. The demand has been well up to expectations, and in some channels is showing an improving tendency. The export clearances are particularly large of both lard and meats. The situation does not appear to justify expectations of a declining tendency in values, for the consumption is large at current values.

Purely Personal.

Christian Bertsch has returned from Boston, where he selected lines of fall goods for the Herold-Bertsch Shoe Co.

S. M. Smyth, the Scottville potato buyer, predicts that potatoes will be much higher this fall than for the past two years. He thinks the price of wheat advancing will lead those in the Northwest who have of late given attention to potato growing to return to that cereal. He is also of the opinion that many who have been growing potatoes the past two years will abandon that crop on account of the low prices that have ruled.

Thomas Friant, who was thrown from his carriage a couple of weeks ago while driving on South Division street, sustaining painful injuries to one knee, is recovering rather more rapidly than either his physician or friends expected would be the case, due largely to the recuperative capacity of a splendid physical constitution. Mrs. Friant was also thrown to the ground, landing under a horse driven by a reckless driver, but miraculously escaped serious injury.

M. D. Galloway, a prominent dry goods merchant of Albion, died April 7 after a short illness, aged 37 years. For several years he traveled through the West with a line of dress goods. About six years ago, in order to be with his family, he purchased the dry goods stock of E. F. Mills. Sickness soon invaded his home, taking first a daughter, then his wife, father and mother—all during about six months' time. This was a severe blow, from which he never rallied, resulting in death as above stated. He leaves a beautiful daughter, 8 years old, quite well provided for by insurance. Mr. Galloway was of a very kind disposition, always looking to the happiness of his family and of those in his employ.

Cheap Rates to New York.

On account of the Grant monument ceremonial at New York City April 27, the Grand Trunk Railway will make rate of one fare and a third to New York and return. Tickets will be sold April 23 to 26 inclusive and will be valid to return up to and including May 4. For tickets and information apply to all agents of the Grand Trunk railway system and connections, including the D. & M. city office, 23 Monroe street. Jas. Campbell, C. P. A.

The Grain Market.

Wheat took an upward turn, as was expected, and is now fully 6c per bushel above the prices of the 7th inst. When the Government crop report came in, showing only 81 4-10 per cent. of an average winter crop (about 300,000,000 bushel yield), some war news, cables 1d. higher, another fair decrease in the visible, the fact that navigation is now open, with 10,000,000 bushels less in sight than on July 1, 1896—all tended to influence higher prices, and, last but not least, the short sellers got scared and bid high in order to even up their sales. We think that wheat has seen bottom and will advance gradually. While wheat demands a fair price in comparison with other farm products, such as corn, rye, oats, buckwheat, etc., we think the scarcity is so universal that wheat will advance at least 10@15c per bushel before long. We read that spring wheat is being sown in the Northwest, but in the same paper we read of blizzards and several feet of snow in the same localities. We also notice that the Red River Valley is inundated with water and the same is true of the Jim River country. Spring wheat should be nearly all sown by this time and the State of Minnesota will be called on to furnish seed, as many farmers are virtually out of it.

There is nothing to say of corn and oats, as the price remains about the same as when our last report was made.

The receipts during the week were 26 cars of wheat, 4 cars of corn and 4 cars of oats—rather a small number of cars.

Local millers are paying 82c for wheat. C. G. A. VOIGT.

The Produce Market.

Asparagus—\$3.20 per box of 2 doz. bunches.

Beets—40c per bu.

Butter—Separator creamery is weak at 18c. Dairy grades are coming in so plentifully that dealers have dropped their quotations to 10@12c.

Cucumbers—Cincinnati stock commands \$1.35 per doz.

Eggs—Local handlers have done as they predicted they would do and reduced their paying price to 7½c per doz., exclusive of freight to this point, also freight on return cases.

Green Beans—\$2 per ½ bu. box.

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, 10c 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 2½c per lb.

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

Strawberries—Louisiana stock brings \$2.25 per case of 24 pints.

Wax Beans—\$2.40 per ½ bu. box.

Flour and Feed.

There has been no material change in general condition of the flour trade for some time. Prices have declined 20@25c per barrel during the week, but prices are beginning to firm up again, in sympathy with wheat, and will probably be restored again to the old basis within a few days. All classes of buyers in the larger markets seem to be awaiting the result of the May liquidation in wheat, naturally expecting the usual depression in markets as a consequence. Foreign trade is at a standstill, so far as any new business is concerned, there being very few enquiries

coming in, and exporters find it useless to send out quotations. What few bids are being submitted from the other side are too low to admit of acceptance.

There has been a fairly good trade in ground feed, meal, etc., both corn and oats being scarce, with prices tending upward. Millstuffs are still in good demand and millers are not accumulating any surplus. WM. N. ROWE.

Detroit Grocers to Take in the Meat Dealers.

Detroit, April 12—At our next meeting we expect to add to our membership something over one hundred and fifty from the Retail Butchers' Association, the retail meat dealers having come to the conclusion that more effective work can be done under one organization than by two separate associations.

At our last meeting it was decided to ask each organization in the State to send one or more representatives to Lansing to work in the interest of our exemption bill. We expect to move in this matter very soon and will keep the different associations posted as to the time of meeting at Lansing. We will send a delegation from here, as well as an attorney, and if our brother merchants can send delegates from other parts of the State to represent our interests, we think that it would be very effective and, perhaps, be the only way to secure the enactment of the measure. E. MARKS, Sec'y.

Marquette—The base price for 1897 ore has been settled, the figures being \$2.65 for Norrie ore. At this figure there is but little profit to any but the most favorably situated mines, but there are mines which, by reason of producing ore of superior desirability, will command a considerable premium over the base price for their product. It is certain there will be a heavy demand for ore and that the production will be larger than has ever been achieved in any previous year. The mines that can make a small margin of profit on the current figures can work strongly and employ full forces, as there will be a market for their product in practically unlimited quantities. Many mines which cannot figure out a profit at all with ore at \$2.65 for standard Gogebic bessemers will continue in operation and will work strongly. It costs a great deal of money to keep a large mine idle for any length of time, as the fixed charges for pumping, superintendence and other things that must be done unless the mine is permanently abandoned mount up rapidly, while the question of taxation is even worse to face. The closing down of a mine for the season always means increased taxes, because a certain proportion of the people who have depended on the mine for their daily bread are unable or unwilling to secure work elsewhere and they must be fed. It would cost very nearly \$100,000 a year to entirely close down the Lake Superior or Cleveland-Cliffs mines of this city, and fully as much, if not more, would be required to cover actual expenses for a year of idleness by the Norrie mine at Ironwood. It is better to trade an old dollar for a new one than it is to let the old dollar go and get no new one in place of it.

A Genuine Surprise.

Business Man—I thought I'd surprise my clerks by getting down to the office at the opening hour.

Customer—And did you?

Business Man—No; there wasn't one of them there.

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

GOTHAM GOSSIP.

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

Special Correspondence.

New York, April 10—Considering the obstacles to business improvement—the uncertainty regarding the tariff now pending in the Senate, the decision of the Supreme Court against railroad combinations, and the storms and floods which have interrupted traffic in some sections of the country—the quiet condition of the situation is not a surprise. Indeed, for the next few weeks we may expect transactions to continue on a moderate scale. It is worthy of note, however, as an evidence of improvement, that while the decrease of business failures during the first quarter of 1897 was only about 2 per cent., the liabilities show a decrease of 16 per cent., the average of liabilities being smaller than in any year since 1892.

There has been a decline of 1c on No. 7 Rio coffee during the week, the closing price to-day being 7½c. One sale took place at 7c, cost and freight. The movement in mild grades is easy. Much indifference is manifested by buyers, notwithstanding the low prices. Good Cucuta is quoted at 14½c, Mocha, 21@22c, with fancy held at 30c. The amount of Brazil coffee in store and afloat is 681,889 bags, against 421,341 bags at the same time last year.

Sales of raw sugar during the week have been moderate. The final passage of the new French bounty law has had a depressing effect on the foreign market and a sympathetic influence here. Prices close unchanged from last week. For refined sugar the demand has ruled slow at steady prices. Granulated is now higher than it has been since last September.

In teas the distributive demand is slow, with prices steady. The recommendations of the Board of Experts appointed to regulate importations of tea which exclude many Pingsuey and low-grade Oolong teas, have called forth a protest from a prominent Japan firm, who claim that the present standards will seriously disorganize trade in Japan tea.

Tariff legislation has stimulated the demand for rice, which has been active. The duty under the new bill will be ½c higher and, as the bill provides that it shall affect, from and after April 1, all goods now entered within its range, importers and dealers are not slow in taking chances to sell at current prices. Southern markets are reported steady.

The spice market is quiet, both here and abroad, with prices practically unchanged. No great activity is looked for before the first part of next month, when canal navigation opens.

Little interest is manifested in the molasses market, which is firm on desirable open kettle and good centrifugals. Syrups are dull, with prices ranging from 8@20c.

Business is not rushing in canned goods circles. Buyers are indifferent and markets are irregular; and, take it altogether, there is nothing of interest to record. Reports of the establishment of new factories are still numerous and many old concerns are contemplating operating on a larger scale. The only relief to the monotony is the war among the salmon packers on the Columbia River which promises now to demoralize that market.

The demand for the entire line of dried fruits is slow, with stocks lighter than usual at this time of year. There is a slight improvement in the market for California prunes, but not much demand for California raisins.

Oranges and lemons are in better request, with supplies ample. Pineapples are scarce and selling at full figures. Bananas are in good supply and cheap.

Trade is not very active in butter. Receipts have been light the last few days and this has checked any decline in prices.

The cheese situation is a steady one, with the supply of new full cream moderate and in firm hands. State full cream fancy, 12½c.

The market for eggs shows no material change. Arrivals are liberal and prices are low. Some strictly fancy Northern are held at 9¾c, while average prime Western bring 9½c.

Marrow beans are offered freely at \$1.10 for choice stock. Pea beans are slow, but steady at 85c for choice.

The late P. T. Barnum frequently turned to his own advantage crowds that he caused to collect in front of his old museum by the simplest devices. When business was dull he would send a man out into the street with injunctions to carefully lay down several bricks at regular intervals on the sidewalk in a deliberate and mysterious manner, and as soon as he had attracted attention he was to pick them up and walk into the museum. Some of the people whose curiosity had been aroused by this proceeding invariably bought tickets and followed the bricklayer inside. There is a Chinese laundryman upon Sixth avenue who may not have heard of Barnum, but he has evolved a somewhat similar scheme to boom his business. He not only washes clothes, but also sells Chinese curios. Several weeks ago he started to paint a sign on his front window. The word "laundry" was to appear in big letters, and when the Chinaman seated himself in the window and began to paint, a gaping crowd collected outside. Perhaps the fact that the Chinaman started to paint his sign backward, beginning with the "y," may have been the excuse for it. At any rate, the Chinaman saw that he had stumbled upon a good thing, and after spending half an hour in painting the two letters "r" and "y" he retired to the back of his shop. Several of the spectators outside went in to look at his curios. The Chinaman wiped out the two letters that he had painted that evening, and on the following afternoon painted them again for the entertainment of the crowd. He has been working on this sign ever since, and it is no nearer completion. The crowd that gathers each day to watch him has been the envy of every small storekeeper in the block.

It Will Shrink.

Moses, Jr.—Fader, a shentleman in der shop wants to know if dat all-wool nonshrinkable shirt will shrink?

Moses, Sr.—Does id fid him?

Moses, Jr.—No; id is too big.

Moses, Sr.—Yah, id vill shrink!

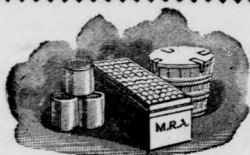
Elgin System of Creameries.

It will pay you to investigate our plans, and visit our factories, if you are contemplating building a Creamery or Cheese factory. All supplies furnished at lowest prices. Correspondence solicited.

R. E. STURGIS,

Allegan, Mich.

Contractor and Builder of Butter and Cheese Factories, and Dealer in Supplies.



.. EGGS ..

Bought on track at point of shipment. Write for prices.

M. R. ALDEN, Grand Rapids, Mich.
98 S. Division St.

Citizens' Phone 555.

The Vinkemulder Company,

Jobber of FRUITS AND PRODUCE.

Manufacturer of "ABSOLUTE" * *

Pure Ground Spices, Baking Powder, Etc.

We will continue to put up Baking Powder under Special or Private Labels, and on which we will name very low prices, in quantities.

We make a specialty of Butchers' Supplies and are prepared to quote low prices on Whole Spices, Preservative, Sausage seasoning, Saltpetre, Potato Flour, etc.

We also continue the Fruit and Produce business established and successfully conducted by HENRY J. VINKEMULDER.

THE VINKEMULDER COMPANY, 418-420 So. Division St.,
Grand Rapids.
Successor to Michigan Spice Co.

Seeds

When in want of Seeds for the farm or garden we can supply them at low prices consistent with quality. Don't deceive yourselves and your customers by handling seeds of questionable character.

CLOVER, TIMOTHY, GRASS SEEDS,
ONION SETS, FIELD PEAS, ETC.

GARDEN SEEDS IN BULK.

ALFRED J. BROWN CO., GROWERS AND MERCHANTS,
GRAND RAPIDS, MICH.

SEEDS

CLOVER AND TIMOTHY.

All kinds of

FIELD AND GARDEN SEEDS.

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

BEACH, COOK & CO.,

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

SEEDS

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

MOSELEY BROS.,

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

GREEN VEGETABLES

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

STRAWBERRIES

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

BUNTING & CO.,

20 & 22 OTTAWA STREET,

GRAND RAPIDS, MICH.

NEW VEGETABLES

We are headquarters. 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.

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.

PLEA FOR PURE FOOD

And an Appropriation of Eighteen Thousand Dollars.

Lansing, April 12—Odd, isn't it, that one's mind will revert to the unusual or ridiculous associations one may have with persons or places—one proof, perhaps, that Schenkel has based his theories of memory culture on facts. Who ever sees a copy of the San Sistine Madonna without instantly remembering its caricature—Fairbank's cherubs? Who ever sees Governor Pingree without thinking of potatoes? Neither can I ever come to Lansing or hear the name, but I think of that old conundrum concerning the feat in surgery this city is said to have performed. Just now, however, more wonderful things are in progress than Lansing. The Legislature is in session; the spirit of reform is abroad; bills providing for all sorts of things are being presented and the members of both houses are full of business. One may easily recognize them as they go about with deep furrows in their foreheads, and a preoccupied manner, indicating the intensity of thought they give the mighty questions they must decide; or they wear a determined, self-satisfied air which suggests that the thinking period is past and the decision made, whether their vote shall be aye or nay.

How positively funny it is to one outside to see the much made of nothing! What in conscience's name can it matter to the good citizens of the commonwealth of Michigan whether the label on a molasses barrel be printed in letters one inch or ten inches high—in fact, whether it be labeled at all? No one is likely to mistake molasses for benzine, yet it is a fact that this is one of the momentous questions over which our legislators "furrow their brow." This question was not only discussed and haggled over by the committee, but actually consumed the time of the House for hours and, I believe, still remains unsettled.

Some really important issues are now being considered by different states, notably the department store bill in Illinois and the passenger rate question here, both surely of vital interest to us all. Almost equally important are the pure food law enacted at the last session of our Legislature and the amendments thereto proposed at this session. This law, as it stands, has unquestionably had a salutary effect upon the food products which fall within its scope. As viewed by a "consumer" it seems both inadequate and defective—defective because so many essentials have been overlooked, and non-essentials exaggerated; inadequate, because a law has been provided without the requisites for its enforcement. The present Commissioner is a practical man, thoroughly in sympathy with the spirit and the letter of the law. He has, however, neither the funds nor working force necessary to even get at the most open and flagrant violation of the law. Think of even attempting to inspect the food products placed for sale in this great State, with three men! Compare that number with the armies required to sell them! The smallest jobber in the State has a greater number to place his merchandise alone. If the appropriation asked for to increase the force of inspectors is not granted, then I hope the man who votes against it will have to eat "filled cheese" (and I don't care what it's filled with) for the remainder of his days. Of course, outsiders always see so clearly just how easy it is to perform even the hardest task, and I confess, I, like Josh Whitcomb, feel entirely equal to "regulating the hull darned thing." At all events I do believe it is our duty—certainly the duty of the grocer who puts these goods into the hands of the consumer—to study, to think and to speak on this pure food question.

How unreasonable we are to expect these men to come down here to Lansing and within a few days frame laws to meet every requirement and cover every point, and we expect them to do it unaided by any real knowledge of what is essential or important! I will

venture a guess that one-third of the Committee having the food questions under advisement hardly know the difference between a prune and a can of salmon. True, they might be expected to study up on the questions presented to them, but whoever does what is expected? Lack of time, lack of opportunity, mayhap lack of interest, step in, so that the only sure way of securing good and just legislation on food products is to see to it that "our member," at least, has the benefit of our experience and opinions to aid him in framing the law under which we will live.

Baking powder is one of the products not heretofore provided for by the food law, and a bill is now before the Committee which attempts to fix the grade or value of baking powder by classification, based on the acid principle used—cream of tartar, phosphate or alum—and stipulates that the label give formula and proportions. This baking powder question is to me simply amusing. Answer to yourself this question: What if in the long ago the discoverer of the chemical formula which he named baking powder had stumbled upon alum or ammonia or lime or phosphate, instead of cream of tartar, and that thenceforth every fence and tree had proclaimed, "Pure Alum Baking Powder," or "Pure Ammonia Baking Powder," what would have been your ideas on the subject? Eminent chemists tell us that no more injurious thing can be taken into the human stomach than cream of tartar as combined with the sodas in baking powder. Others, equally eminent, rail against alum, and so on down the list; hence all or none may be injurious. To me it seems that the good judgment of the housewife and the price fix the value (or supposed value) of this article. Every woman knows that if she wants a strictly pure cream of tartar powder she pays 50 cents per pound. When she pays only 25 cents, she as well knows that she gets some other formula. If she only pays 10 cents—well, she gets all she pays for, at any rate. From no point of view am I able to see how the consumer and dealer are either protected or benefited by this new bill. A certain class of manufacturers would, unquestionably, be benefited, because they would be able to put upon the market, at no expense beyond that of the ingredients, copies of the formulas which it has cost the older manufacturers thousands of dollars and years of labor and experiment to evolve. The Minnesota law, requiring printed formula on the label, has, I understand, been pronounced unconstitutional. A law requiring wholesome ingredients only is enough, but if a little more rigid ones seem in demand, provide that the label shall bear the name of no ingredient not used; nor the word "pure" used in conjunction with any ingredient except such be a fact. For instance, a label reading "pure cream tartar baking powder" would not be lawful if the smallest percentage of other acid principle had been used.

If we, the innocent consumers, are to be protected alike from frauds on our purses, as well as our digestive apparatus, why not include in the list of restricted articles a lot of other things sold for domestic purposes? For instance, an inferior grade of bluing means more vexation to the soul of a housewife than almost any other one thing. An article of the best quality can be produced so cheaply that one wonders how it pays a manufacturer to spend a moment in finding substitutes or adulterants; soaps which take the skin off our hands and leave the dirt on; stove polish which won't polish; matches which won't strike, and a long list of humbug specialties too long to undertake. Really these questions are too grave to jest over.

Returning to food products, one line seemingly overlooked by the framers of the Michigan law is tinned or canned meats, fish, fruits and vegetables. Deaths from metallic poisoning are of almost daily occurrence, as reported through our papers, and it is no unusual thing to read of entire families or picnic parties being made sick by eating

preserved foods. Not only should the law protect us from the impurities and adulterations of foods, but likewise from unhygienic methods of packing; also from the danger of buying foods which age has rendered unfit to eat. I often see cans of food upon grocers' shelves which, judging from appearances, might have been packed in the '60's. It needs no chemist to tell us that the tin from these cans must be almost if not quite dissolved in the liquid and that the contents are dangerous in the extreme. The remedy is less easily pointed out than the fault. However, a system of dating the labels of each year's pack; the interdiction of tin cans of inferior quality, or without some coating or varnish to prevent the action of the acid on the tin; a limit as to age; the provision for regular, frequent and systematic inspection; the right to confiscate all canned goods not meeting such requirements—all might remedy evils which seem greater to me than putting a pinch of harmless tumeric in a ton of

mustard or a bit of burnt sugar to color a cask of vanilla extract, because, while the former kills, the latter merely pleases the eye and does not alter in any degree the result.

There are so many other things which should be brought within the jurisdiction of the Pure Food Commissioner and his deputies—so many reforms to be inaugurated and executed—that one stands appalled at their number and their importance.

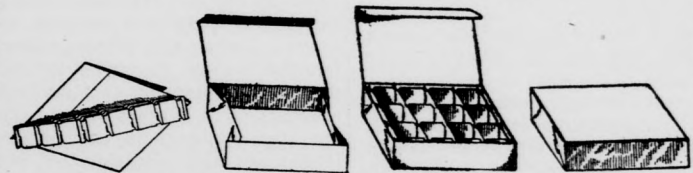
The Boston Transcript says: "Often times the worst enemies of a reform are found among its most earnest friends, because they are unable to move slowly." I heed the warning and will be satisfied if our present Legislature will vote to the department that little item of \$18,000, so that we can have enough inspectors to cover the ground once a year, at least, and protect the honest manufacturer who is complying with the law from the tricky one who takes his chances after the inspector has gone by.

EMMA L. ALLEN.

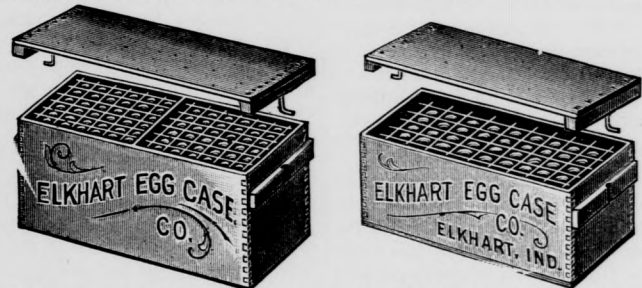
ELKHART EGG CASE CO., Elkhart, Ind.

Manufacturers of EGG CASES AND FILLERS,

Are placing on the market a Grocers' Delivery Case.

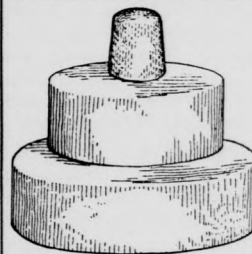


This case, being shipped folded flat, goes at low freight rate, and occupies little room on counter. Contains a complete filler, carries eggs safely. Will be printed with your "ad." free when ordered in thousand lots. Price \$10 per thousand. Can be returned and used many times.



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

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



BUTTER Of All Grades Wanted

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

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

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.

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and
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When writing to any of our Advertisers, please
say that you saw the advertisement in the
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E. A. STOWE, EDITOR.

WEDNESDAY, - - - APRIL 14, 1897.

State of Michigan, } ss.
County of Kent.

Henry Patterson, being duly sworn, deposes and says as follows: I am pressman in the office of the Tradesman Company and have charge of the presses and folding machine in that establishment. The regular edition of the issue of April 14 comprises 6,500 copies. And further deponent saith not.

HENRY PATTERSON.

Sworn and subscribed to before me, a
Notary Public in and for said county,
this fourteenth day of April, 1897.

HENRY B. FAIRCHILD,

Notary Public in and for Kent County,
Mich.

EMPLOYMENT OF CONVICTS.

Something of a sensation was caused last week by the discussion and temporary defeat in the Legislature of the Molster bill, to do away with the competition of the prisons of the State with the products of free labor. Among the sensational features was the defense of the furniture industry of the Ionia Reformatory by the Warden of that institution, who took occasion to turn the tables upon the free labor manufacturers by complaining that they sold certain classes of goods at prices below what he could sell them for when made by prison labor. He claimed that the furniture manufacturing of his institution is being done at a profit, and carried his opposition of the bill to such length that he received considerable criticism from the members of the Legislature for the activity of his partisanship.

That the bill as introduced and urged met a speedy defeat is not a matter of wonder and the fact of its coming again to the front in committee of the whole and being passed for further consideration is no indication of a serious intention that it shall become a law. There was attempted, in its preparation, the embodiment of too many of the unsolved questions of prison reform for it to stand any chance of ultimate success; indeed, its failure on this account is so manifestly certain that it gives a strong presumption that it was not urged by its advocates with any real expectation of success—that it was one of the movements designed to gain the approbation of "labor" rather than any serious attempt to secure action. The proposition to send out the inmates of the prisons and reformatories with

"balls and chains" is, under present conditions, too preposterous for serious consideration. The title of the bill might be saved for the preparation of provisions which should modify and lessen, or destroy, such competition entirely, but the ball and chain feature cannot be a part of the provision.

The question of the employment of prisoners is a serious one in all the states of the Union. Various attempts have been, and are being, made to solve the problem, but the solution seems likely to be a slow one. The most notable and promising advance is that made by New York, in simply prohibiting prison competition, and leaving the working out of the results of this action—the new conditions thus raised—to be met as experience and study of the subject may determine. As might be expected, there is some difficulty in keeping the criminal wards of the State pleasantly and profitably employed, but there seems to be no disposition to return to the old system.

Already, the discussion of the subject has suggested some feasible plans for the lessening of the number needing employment in the larger prisons. Thus, the counties are required to take care of their short-term convicts themselves. Under the present system of fees and mileage, in most of the states, there is a premium put upon sending all offenders to a distant prison. There are large numbers in each of the reformatories and penitentiaries of this State who could be cared for just as well by local authorities.

In many of the county prisons there are provisions for employment in the direction of road improvement. From these there may be developed means of wider application. There are many prisoners who may be safely used on public works without the ball and chain accompaniment; and there are possibilities of securing the willing compliance of these, through rewards and the advantages to them of such employment, or the making of the work in the prison itself more arduous and uninviting than that outside.

There is certainly a great need in this direction and, like all great economic needs, a way will develop to meet the requirements. Radical action to meet all the possible conditions of such questions is necessarily impracticable, if not ridiculous. The true friends of prison and labor reform will second all efforts to stop the output of prison-made goods, even at the expense of increased cost to the State of caring for criminals, and will then urge every possible means of keeping the prisoners healthily and profitably employed.

New York and Greater Brooklyn are one city now, with a big toll bridge between them, and collects \$2,000,000 toll from her own people for going about in her own village. This makes Greater New York a greater humbug. Tolls on public highways are old style—invented to keep turnpikes in order—and have no excuse for being kept up within the limits of a progressive city, where residents paying taxes expect to be provided with streets and sidewalks and bridges for their use without extra charge.

It is published that the Chaplain of the Oklahoma Legislature gets but \$1.50 per day. Yet there is no place in the country where a greater responsibility rests upon a chaplain, or where the straight and narrow path is harder to travel.

EUROPEAN ALLIANCES.

The recent developments connected with the Eastern question have shown that important changes were at work in the relations of the various European powers towards each other. In the first place, there has been evident a very marked lack of harmonious action between Russia and France. These two powers, heretofore regarded as the closest of allies, have taken opposite sides in several phases of the negotiations connected with the solution of the Cretan problem. Russia, for instance, has been a strong advocate of coercive measures towards Greece, while France, on the other hand, has rather opposed all propositions to deal harshly with the little Hellenic kingdom.

Considering that Italy forms part of the "Triple Alliance," one would naturally expect to find that country siding with Austria and Germany in the present crisis. This has not been the case, however, as Italy has warmly seconded the course adopted by France and Great Britain and held aloof from Germany and Austria. It is further worth noting that since the cordial interview held in Paris between Lord Salisbury, the British Premier, and M. Hanotaux, the French Minister of Foreign Affairs, France and Great Britain have acted in harmony in all matters affecting Crete and Greece.

All these occurrences would seem to point to the probability that important changes in the European alliances are pending. Owing to the many causes for disagreement existing between England and France, it might be unreasonable to look for any alliance between those two countries in the near future, but that their relations are now more cordial than they have been for some time is apparent. Italy, ever since her helpless financial and military condition was demonstrated by the Abyssinian disaster, has ceased to be an active member of the "Triple Alliance," and it is generally understood that when the term of the existing agreement expires the arrangement will not be renewed. Italy now seems to be gravitating rapidly towards England and France, and while closer commercial relations will no doubt be established with the latter country, it is probable that a very close understanding will be arrived at with the former, as far as military co-operation in the Mediterranean Sea is concerned. However weak Italy may be as a land power, there is no denying that she has a splendid navy—a fact of vastly more importance to Great Britain than it could possibly be to any other power.

From numerous signs it is inferred that the existing "Triple Alliance" will be succeeded by an alliance of the "Three Emperors"—that is to say, of Russia, Germany and Austria. The emperors will shortly exchange visits, and it is expected that during these reunions the details of a new tripartite compact will be arranged. It would be folly to suppose that such an alliance would tend to promote peace in Europe, because the manifest strength of such an arrangement would be sure to lead to more or less friction between these great military despotisms of Continental Europe and the maritime strength of Great Britain, France and Italy.

A combination of Russia, Germany and Austria would be particularly formidable, as it would, in all probability, attempt to settle the Eastern question without regard to Great Britain and France. These two latter powers could,

of course, not permit any such course, and because of the common danger that would be faced they would be forced into a close, if temporary, alliance.

The outbreak of war between Greece and Turkey might serve to fully develop all these various changes, or at least set in active motion the undercurrents of intrigue and secret negotiation, from which equally startling developments might be expected.

RETROACTIVE TARIFF.

There has been a general feeling of assurance throughout the country that there could be no elements introduced into the tariff revision by Congress which should have a disquieting effect on trade. Consideration of increasing rates would naturally stimulate movement, as has been manifest in several lines during the months of discussion. But the attitude of the House on the question of retroactive duties, while having no material direct effect, except to lessen the movement of imports by the introduction of uncertainty, is such that the comfortable assurance is being decidedly lessened. The proposition to make the bill retroactive is so generally considered unconstitutional and absurd that there is considerable question as to what motive could prompt such a proposition.

A ridiculous consequence of the proposition is the instruction from the department to its collectors to take such measures as will enable them to collect the new duties on present imports when the law is passed and becomes operative—if such should ever be the case. The absurdity of one branch of Congress calling upon a department to take measures for the retroactive enforcement of a proposed law is so manifest that it may well excite question as to what will come next.

The closing up and seizure of the effects of a branch of a "Wall Street" bucket shop in this city gives a local interest to an episode which is of wide significance in its bearing upon fraudulent speculative schemes and the gullibility of a certain large element of the general public. The local concern in question assumed to be a branch of a large Wall Street brokerage firm, probably for the purpose of entrapping the credulous among the large class of those who seem to think that Wall Street operations mean sure profits. In addition to the influence of this prestige there was a skillfully-devised bait prepared in the way of so-called syndicates operating upon a positively "safe system" promising large and sure returns. It is said that the operations of this concern had already become very extensive throughout the country, and it is probable that the chief swindlers had already gathered a rich harvest before the final collapse, which was doubtless an expected ending to their career. It has been suggested that the withholding of quotations by the Stock Exchange might lessen such enterprises; but these swindles can be, and are, carried on without the aid of any reliable quotations. Probably there can be no effective remedy for such drafts upon the resources of the simple until the advance of education and morality shall destroy the so-widely-prevalent mania for such gambling. The enforcement of the criminal laws may be of some avail in lessening the damage in some instances; but in most they are practically useless, as the consummation of the swindle usually precedes the knowledge of its fraudulent character.

THE HUMAN UPGROWTH.

Probably there is nothing which intelligent foreigners visiting the United States regard with more surprise than they do the extraordinary development and use of machinery and mechanical appliances in the various processes of ordinary industries which they find here.

The American mind is particularly fruitful of inventive activity, incited thereto by the growing demand for an increased productive power. Time and again strenuous efforts have been made to secure a decrease of production in many staples in order, by reducing the supply, to raise the prices; but such efforts are seldom attended with success.

The records show that in 1890 there were registered at the Patent Office, in Washington, 26,292 inventions. This was for a single year. In the same year in France there were registered only 7,634 inventions. Adam Smith, the once standard English authority on political economy, recites that, at the beginning of the century, ten expert workmen could make by hand 48,000 daily of that small but indispensable article, the pin. To-day, in a single factory in Massachusetts, by means of seventy machines tended by four men and a boy, the daily product is 7,500,000 pins, stuck in papers and ready for use.

At the beginning of the century, iron nails were made by hand, although a machine for making them had been patented. In 1818 a pound of nails, according to size, cost 18 to 37 cents. To-day a pound is worth 2 cents and the production in the United States in 1893 was about 9,000,000 kegs, of 100 pounds each. Among instances of the productiveness of machinery cited by United States Commissioner of Labor Carroll D. Wright are the following: In an agricultural implement factory in the West, 600 laborers produce as much as 2,145 before the present machinery. In a gun factory, one man used to make the pieces of one gun a day, and now three men make the parts of 130 guns. Machines save 80 per cent. of the labor in the manufacture of women's shoes; 66 per cent. in the making of men's shoes. Furthermore, with the McKay machine, a laborer can finish 300 pairs of shoes where he formerly could make five at handwork. A few years ago a manufacturer made 500 dozen brooms per week with seventy good laborers; he now makes 1,200 dozen with nine laborers. A cotton weaver, with the handloom, used sixty to eighty threads a minute; the power-loom uses 180, while the laborer tends from two to ten looms, according to the nature of the product.

Remarking upon the wonderful advance in printing machinery, a recent writer remarked: What would the copyists of the Middle Ages, who wrote, perhaps, hardly four pages an hour, have thought if they had been told that the day would come when a machine would produce in an hour the contents of twelve million manuscript pages? But, then, there is a demand for all those printed pages, because everybody to-day reads. In the Middle Ages it was the exception to find anybody who could read and write. The reader of Sir Walter Scott's immortal romance of "Ivanhoe" will remember how ignorant, in the time of Richard the Lion, not only were the common people, but also the knights and nobles of high degree. Few of them could read or write.

There is a most important question to be asked in connection with this ex-

traordinary growth of machinery. It is: What effect has been exerted upon the general condition of the people? Are the people better or worse off?

It is certain that the enormous increase of production caused by machinery and scientific invention has so cheapened all articles of consumption as to put them in the reach of all classes. But what has been the effect in displacing or in giving opportunities to labor?

This question is answered by the Commissioner of the Labor Bureau of New York. In his eighth annual report he declares that the United States and Great Britain are the countries which own and use the most machines. Compare the general condition of laborers in those countries with that of any country whatever in the world where machines are unknown, except in the most primitive forms. Where is the superiority? It is almost a paradox, and yet it is a truth, that machines bring about a much larger employment and improvement, not only because they increase production, but because they multiply the chances of employment and greatly increase the consumption of products. In fact, the census of the United States shows that the proportion of laborers to the total number of inhabitants has increased in the same period that the machine has taken most complete possession of manufactures. From 1860 to 1890, while the population of the United States doubled, the number of persons employed in industry increased nearly threefold, and at the same time the mechanical power, measured by horsepower, increased fourfold. Inventions have created new industries, such as photography, electricity, telegraphy, electrotyping, railroading, manufacture of sewing machines and bicycles, etc., and have thus given to labor much more employment than they have withdrawn from it.

Every invention and discovery develops new powers in man, places new domains within his reach and creates new wants and needs to be gratified or supplied. These open new and vast fields of industry which require the labor of men and women. Life becomes more complicated, luxury grows, comforts are placed within the reach of all, and education and the means of information given to every one who will accept them. Of course, there are difficulties and embarrassments caused by the necessity for making new adjustments. Men turned out of one employment must learn another. This is harder upon the aged and upon those of inferior capacity; but it is the result of natural conditions which must always be met at one time or another.

The human lot is vastly improved. Slavery is extinguished in all civilized countries and men are being emancipated from every sort of domination save the obligations of duty, honor, truth and morality. Every individual has an opportunity to do his best, be that much or little, and it is his own fault if he fail to use it. The human condition is constantly improving, and those who fail to make the most of it have only themselves to blame.

The project for the founding of the Vermont Maple Sugar Exchange, which was agitated during the winter, has evidently been abandoned for the present and will be of no service during the present season. It is stated by one of the movers in the affair that the scheme has not been given up, but will be revived later in the year.

CONTRACT SYSTEM PERNICIOUS.

One of the worst public abuses that have grown up in the cities of the United States is the letting out to contractors of public work which should be done directly by the municipal authorities.

The letting out of public service to contractors nourishes and encourages the worst political evils. It creates a strong temptation to corrupt arrangements between contractors and public officials to gain for the former undue advantages at the cost of the community. The opportunities thus presented for "jobs" and "deals" form an incentive for unfit men to seek public office. Then again, contractors for public work are likely to be in politics; to have extensive political alliances both among voters and with their friends, the officials, and thus exert a debasing influence on public affairs.

The public officials and the contractors in such cases form a coalition to defraud the taxpayers out of their money, and, although the contracts may have penalty clauses to enforce their performance, these penalties are never applied; but, on the contrary, the neglect and default of the contractors are always excused by those who should enforce the contracts. Some American cities that have abandoned the contract system and are doing their own work have found great benefits from the change. Boston is one of these.

In a report on the Boston public service it is declared that great improvements have been obtained. In the street department a change was made, two years ago, in the system of sprinkling the streets. The contract method was practically abandoned, and the work was done by the department directly. In two districts, in 1895, there was a saving of over 36 per cent. by day work over the contract work in 1894. In one of these districts, the South End, the saving was 50 per cent. Not only was the cost less, but the work was much better done. A more intelligent class of men was employed, and they were much better paid. When citizens have complaints to make they can now easily reach the public authorities; but contractors would pay little heed to complaints and it was not easy to reach them. In street cleaning in Boston, actual results show that the average cost of cleaning 11,418.99 miles of streets actually swept was \$15.58 a mile, and that, notwithstanding this low cost, which included much that is charged to other accounts in other cities, Boston paid higher wages than any other city, except New York.

It is said that the two cleanest cities in North America to-day are New York and Toronto. New York not only employs and thus directs all its street cleaning and garbage dispatch forces, but it has an organized department, with an adequate and properly adjusted equipment of horses, carts, brooms, stables and stations, and it pays its men \$2 a day and upward for eight hours' work.

Toronto, with 190,000 population, has abandoned the contract system for all public service, and recent report states that the street commissioner has, during the last seven years, entirely revolutionized the care of the streets of the city. He has not only organized the execution of this work under a distinct department, but out of the margin thus saved from the annual appropriations for caring for the streets he has actually built and equipped a modest but complete set of workshops, where the entire con-

struction and repair work of the department is executed. Not only are the sprinklers, rotary sweepers, automatic loading carts and snow scrapers, each after a special pattern devised by the commissioner or under his direction, built in these shops, but even the harnesses are made there, the horses are shod there, and it is the truthful boast of the commissioner that every article of manufacture used by the department is produced from the raw material in these shops, and in every department it is claimed that the work is done better, as well as more cheaply.

This will always be the case if honest men are put in office and there are no contracts to tempt them to jobbery.

The city of Dresden owns a daily paper, *Dresdener Anzeiger*, which was given to it by its late proprietor, on the condition that all profits arising therefrom should be spent upon the public parks. This year a large playground of nearly eight acres was purchased from Prince George, the king's brother and heir apparent, and it will be ready for use this summer. The paper continues to hold the respect of all citizens, for the trust has been carried out in its broadest spirit, and the power has never been employed to foster any school of opinions—social, political or religious.

Germany has now definitely given notice to the Russian government that it will refrain from any kind of representation at the forthcoming International Congress of Medicine at Moscow, unless all restrictions with regard to the passports of the Hebrew members of the German delegation are at once withdrawn. It is insisted that the Jewish members of the Congress shall receive from the Muscovite authorities identically the same treatment as their Christian colleagues.

The Kentucky Legislature has passed a bill reducing the salary of the Assistant Adjutant General to one dollar per year. The official should be made to pay a bonus for an office that gives him a chance to wear the uniform of a major general when he is doing the work of a company clerk.

Alaska's yield of gold this year is estimated at \$10,000,000. Thirty years ago Uncle Sam paid over \$7,200,000 for the territory, so that it seems that he did not make such a bad speculation as some of the pessimists of that time made out, at least to their own satisfaction.

It is said that at least a dozen valuable articles of commerce, including cellulose, celluloid, smokeless gunpowder, lacquer, roofing material, glucose and papier-mache can be made from cornstalks, and that they will soon be worth \$25 per acre.

Japan is said to contemplate stock breeding on a large scale. The government proposes the founding of 350 farms for experiments with foreign breeds of horses for cavalry and artillery use.

"Peroxide journalism" is the latest for the yellow kid papers. The name is fitting in that it is as obnoxious as the thing it represents.

Men who would not stoop to beat a carpet have been known to beat a carpet dealer.

When you hear a man boast of being shrewd he is next door to silly.

Flour and Feed

Comparative Merits of Whole Wheat and Bolted Flour.

Written for the TRADESMAN.

It may seem preposterous for me to revert to the past—as far back as sixty years ago—for optimistic comparisons with the present; but at the risk of finding at least a "corporal's guard" who will agree with me, I shall venture to describe and solicit a verdict upon certain lines of merchandise sold at that and also at the present time.

I aver that, sixty years ago, any article of merchandise was supposed to be—and generally was—intrinsically all that it purported to be, while to-day it is "gilded and veneered," so to speak, and made to present a more fashionable and—perhaps to the eyes of this generation—a more beautiful appearance. The product of to-day may sell for a less price, even were it placed beside the old—as production has cheapened—while, for all purposes intended except to please the eye and Fashion, the older is the superior. It is true that, in this progressive age, "it is other people's eyes that ruin us." We build, we dress, we live, we eat to please others instead of ourselves.

For our present purpose, we will speak of the several kinds of grain and the various uses of the flour produced from them:

The wheat flour of to-day is, for all purposes as food, so inferior to that made by the grinding instead of the crushing process that no comparison can be made except an arbitrary one. The crushing or roller process makes a nearly white, dry and finely-powdered flour—more proper to say meal, as the particles do not naturally adhere to each other—while flour from the same wheat ground by the old process is in color a perceptibly golden yellow, will easily retain the imprint of the hand under pressure, which the former will not, and also has a slight but clearly perceptible moisture of its own. It is quite possible that by the roller process of making wheat flour the gluten, which constitutes about one-eighth of it, is so changed in its chemical nature as to cause the widely-marked difference in the food prepared from it. The same flour is not always produced from different varieties of wheat, even by the roller process, and the cheapness, in the production of some kinds, may have caused their quite universal use, to the gradual exclusion of most others; but it is a fact that to-day there is a growing sentiment in the United States demanding a return to the process of half a century ago for the manufacture of wheaten flour. In order to verify my statement, it is only necessary to converse with those who have once made use of the ground flour, in their own cooking and by their own manipulation.

Early in the 40's the cracker, made from wheat flour, was in universal demand as an article of diet. It was found in every grocery and eating house and upon every lunch counter. It was not the chippy, semi-transparent nothing called, by courtesy, a "wafer," but was a rich, crisp, delicately-browned round biscuit, made to delight the palate instead of the eye, and to satisfy hunger. It was truly a cracker in all that the word implies, and its equal is not found in the market to-day. The nearest approach to it is either the modern cracknel or egg biscuit, or the Boston biscuit, two of the best now

made. For many years, in the long ago past, the good housewife made her own crackers.

To-day, I interviewed an old lady of eighty years, enquiring if she ever made her own crackers. "Indeed, I once did," was the answer; "and, if I could have the same flour, I would try to make them now; but nowadays the way in which flour is made burns and crushes the life all out of it, and neither as good bread nor crackers can be made from it by any one."

No cracker nor cake designed for sale over the counter should be made in square form, for two reasons: First, owing to the sharp angles, they become dry and hard in one-half the time that the round one will. Second, they are invariably badly broken, from the same cause, in transportation. It is not unusual to find from two to six quarts of cracker bits when the bottom of a box or barrel of square crackers is reached; and, as a rule, this is almost a total loss to the merchant. Still, aside from the loss by breakage, it is hardly to be expected that the thin, pale and tasteless apology for cakes or biscuits of to-day will retain either their shape or good qualities for any length of time. The great number of kinds of cakes and biscuits made by the large trust companies, from meal or flour of every eatable variety of grain, and shipped to every point of the compass for consumption, tells of the vast business in this line, and the age some of this food must naturally attain before being consumed.

The most serious mistake of the age, in preparing material for our bread foods of every kind, is not so much the crushing or powdering process of the grains as the sifting out of the most nourishing, nutritious and important part of the flour or meal, which furnishes health and strength for both body and brain. I have before stated in the Tradesman that the bran from oatmeal and wheat flour alone contains 18 per cent. of gluten. In bolting the crushed grain, to please the eye or a perverted taste, we consign to the bran and middlings a large portion of this gluten which is so necessary for the human system.

Listen to this, from a celebrated chemist: "The whole meal or flour, obtained by simply grinding the grain, is equally nutritious with the grain itself. By sifting out the bran, we render the meal less nutritious, weight for weight; and, when we consider that the bran is rarely less, and is often considerably more, than one-fourth of the whole weight of the grain, we must see that the total separation of this covering causes much waste of wholesome human food." FRANK A. HOWIG.

The Moscow papers state that one of the principal firms in Russia for the manufacture of church bells will shortly send to the Emperor Menelik ten splendid bells, richly decorated in strictest Russian style. The bells are intended for the Abyssinian churches, and cost more than 10,000 roubles, which sum has been contributed by the friends of Abyssinia in Moscow. A blind bell-ringer is being sent with the bells, in order to teach the Abyssinians to ring their bells in the Moscow manner.

Fifty years ago England imported three eggs a head for its population; last year it imported forty for each inhabitant, the whole number being 1,589,387,000. Many come from Russia, which exported 1,500,000,000 eggs last year, and more from Italy.



Flower Time

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

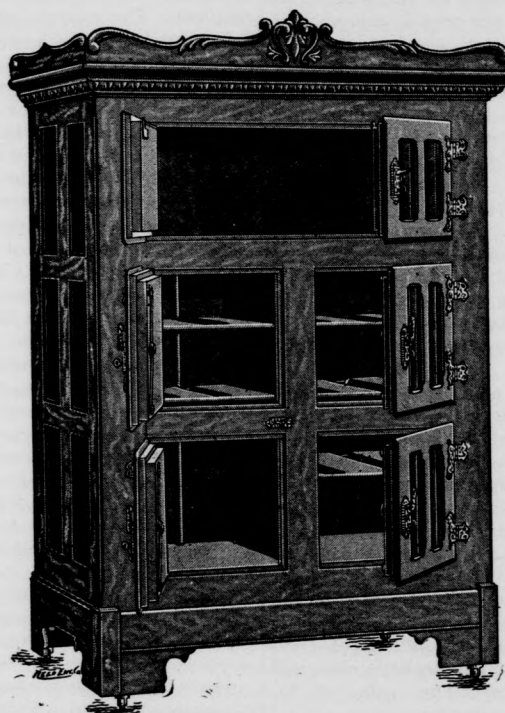
LILY WHITE

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.

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.

SIXTY YEARS AGO.

Kleptomania Flourished Then as Now.
Written for the TRADESMAN.

There were kleptomaniacs in those days.

No profession or occupation of any kind furnishes so good an opportunity for the study of human nature as does that of salesman in a general retail store. I remember once hearing a learned and celebrated lawyer remark that, if he had a dozen boys that he intended for the learned professions, he should not regard their education complete, to insure success, unless they had served an apprenticeship to some form of mercantile life, either on their own account or in the employ of others. This theory he afterwards put into practice. His two sons, after graduating with honors from Hobart College, Geneva, New York, followed mercantile pursuits for four years, with reasonable success, but finally drifted back into the paternal office and made good lawyers and successful politicians. Their mercantile experience had furnished them with a knowledge of human nature that fitted them for more rapid progress in their profession than they could have acquired in any other way.

Every conscientious salesman of experience can recall the anxiety he has felt when called to wait upon customers supposed to belong to the class mentioned in the opening of this paper. The necessity and impossibility of being in two places at the same time, or having eyes in the back of their heads, call for untiring vigilance. Especially is this the case if the goods asked for are small and expensive, such as ribbons, gloves, laces, etc., that may be easily hidden. If articles of trifling value, such as pins, needles, thread, etc., are shown, the vigilance must be just the same, but the anxiety is less. The methods resorted to by these pilferers to conceal their plunder show much ingenuity and often verge on the ludicrous. A case in point came within my own experience: A regular customer, the wife of a well-to-do young farmer, bought liberally of all kinds of goods used in a farmer's family; but I noticed that she seldom bought any of the little necessities for making up her purchases for family use. She used to leave the store after making her purchases of me, and when she returned she would take out of her pockets more or less small articles that were loose. This aroused my suspicions and I determined to watch her if chance offered. One day she came in and asked to be shown some darning needles. I set the box containing the needles in papers marked "sharps," "betweens" and "assorted," as they were designated, for her to select such as she wanted. I noticed that she opened some of the papers. Just then I was called to the other end of the counter but, keeping an eye on her movements, I saw her put needles into her mouth from several papers and carefully close the papers again. Finally, she laid out half a dozen darning needles of assorted sizes and when I came back she laid the change to pay for them on the counter, with the remark that she "did not need any of the others." I took up the money and, looking her in the eye, asked her as politely as I could, under the circumstances, if she did not intend to pay for those she had in her mouth. Her face assumed an expression of mingled pain and shame that was almost ghastly, as she took them

out of her mouth and counted them, with tears of humiliation in her eyes that excited my sympathy. She had smuggled in her mouth two dozen! But she paid me for them, at the same time begging me piteously not to expose her, for her husband's sake and that of her little family. She acknowledged, upon being questioned, that she had been in the habit of pilfering in a small way for some time, and that there were times when she could not resist the temptation. I told her it was my duty to inform my employer, unless she preferred doing so herself, and I presumed it would go no farther. She dried her eyes and asked if Mr. Gorham was in the store. I said Yes and led the way to the office. She entered; but what transpired there I never asked. She came out a half hour after, her face tear-stained but beaming with hope and good resolutions. Then I knew that my kind employer, instead of harshly accusing her, had been pouring oil into that wounded heart. She afterwards told me that she not only made a full confession, but full restitution for former small thefts of which we knew nothing. She continued to be a liberal customer of the store for years after I left, but was never again suspected of dishonesty. Evidently, the mild treatment she received worked a radical cure.

The fact that these cases of kleptomania turn up when and where least expected often gives the salesman a startling surprise. I will narrate one more instance that came under my own observation: The Easter season of 1843 ushered in a craze for cherry colored ribbons. They were both satin and taffeta and were worn in every variety of width, from the narrowest used for trimming the leghorn, poke or cottage bonnets inside and out, to the broader ones that mingled in profusion with the delicate ruching encircling the neck, or were used as trimming for the rather low-necked dresses then in fashion, and the broad sash, with its flowing ends, that spanned the waist. So general was the demand for this particular shade of red that they became very scarce. Among our best village customers was a wealthy widow lady and her daughter. They were connected by marriage with the oldest and most aristocratic families in Western New York, one member of which was then holding a cabinet office in Washington. The daughter used to do most of the shopping. She always bought the best we could show her. One day after I had been waiting on her, I missed a pair of fawn-colored gloves from the box she had been handling, worth at retail \$2. No one else had been near them. But the suspicion that flashed upon my mind almost took my breath away. I tried to dispel it but, like Hamlet's ghost, it would not "down at my bidding." Realizing the value of their patronage and the place they held in my employer's esteem, I resolved not to tell him just then my suspicions, but to watch. A few days later, we received a small invoice of ribbons, among them being a few pieces of the much-coveted cherry red. The very next day Mrs. J. and her daughter came into the store and made some purchases. The daughter saw the new box of ribbons and asked me to show them. I set the box on the counter only a few feet from where I was waiting on her mother. I knew the number of pieces of each shade the box contained. When I returned it to the show case one piece of cherry red ribbon was

missing! In view of the social standing of the parties, I made up my mind it was time my employer took a hand at detective work. After they went out I went to the office and told my suspicions, and my reasons for them, to my employer. Surprise and doubt were mingled in his face as he replied: "Mr. Welton, do you realize what you are telling me? You must be mistaken. Don't tell a living soul what you have told me. Your motives, no doubt, are the very best, and I want you to understand I appreciate them. But it can't be so! Your suspicions shock me!" I asked him to allow me to call him to wait on her the next time she should come in. He replied that he should be glad to do so. A few days later, Miss J. came in again. It happened that I was busy at the grocery counter, with soiled hands—I was making some changes in stock. Excusing myself, I called Mr. Gorham from the office to attend her. She asked for linen lace edgings. I saw, to my satisfaction, that he was calling her attention to some new fancy laces just received, and was showing her articles that she did not call for, evidently to give her every opportunity to filch if so disposed. When she left the store, his voice trembled as he said: "Mr. Welton, your suspicions were well founded!" (mentioning the articles she had carried away). Among them was a piece of very narrow Valenciennes edging worth 75 cents a yard. After closing the store in the evening, he called me into the office for consultation. He began by saying: "This is the most embarrassing situation I was ever placed in. You realize the importance of the trade we are getting from the circle in which she moves, and the social relations that have been so long cherished between our families. Her mother is a widow with a very high sense of honor. She is in very delicate health and an open exposure would kill her. Of course, this can no longer go on; so what shall we do? I suggested the course pursued in the former case; but he could not see his way clearly for that. The social positions of the two persons so widely differed, etc., etc. It was finally arranged that her brother-in-law, who was also a merchant, should be taken into our confidence, and his advice, being an interested person, should be followed. Luckily, the mother was, by that time, visiting friends in New York; the daughter was alone at home. Her brother-in-law proposed that he himself visit her at her home, in company with my employer, which was immediately done. When confronted with the evidence of her guilt, she made no denial; and, when asked to produce the goods, led the way to her room and exposed to view a trunk filled with small articles of stolen property—costly bound books, jewelry, ribbons, laces and many articles for which she could never have found any possible use. She gave the name of every man to whom the property belonged, and without the faintest shadow of contrition! The property was promptly returned to the various owners, with the earnest request that secrecy be observed. I think the disgrace never reached her mother's ears. The strangest thing of all was that she did not seem to realize the disgrace that hung over herself. She soon after went to New York, to live with a brother; but the monomania grew upon her until she was finally sent to a private asylum. W. S. H. WELTON. Owosso, Mich.

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.



A
PURE
MALT
SUBSTITUTE
FOR
COFFEE
MANUFACTURED
BY

KNEIPP MALT FOOD CO.

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

PROTECTION

DIAMOND CRYSTAL SALT in boxes is impervious to the odor of the mackerel barrel. Fastidious customers believe in such protection.

See Price Current.

DIAMOND CRYSTAL SALT CO.,
ST. CLAIR, MICH.

Dry Goods

The Umbrella That Never Was Purchased.

Probably a respectable majority of your readers never entertained a suspicion that not until very recently has the summer umbrella found any favor whatever in the eyes of the proper young man in the bustling, bustling towns of Central California. For lack of positive general knowledge I apply this statement only to a limited area but I was reliably informed that the same custom then prevailed throughout the State.

Late in the spring of the year 1883 I got me up from among my good "sucker" people and followed the star of empire to the glowing golden West, where I soon found remunerative employment in the office of the leading newspaper in a beautiful little city not far from San Francisco. There was at this time certainly nothing about the ordinary attire of the average Easterner to make him conspicuous there. Even the silk hat, although quite a new innovation, had been adopted by a few leaders of fashion and therefore might be worn with a fair degree of assurance that nothing would be hurled at it more material than some of those popular little queries showing an abnormal interest in its antecedents. But umbrellas! I shudder even now at thoughts of what might have befallen me had it not been for the favorable trade conditions which enabled each and every dealer in umbrellas in that thriving burg to dispose of his last rain-shade before the summer drouth relegated it to the rank of dead stock.

The nights in that region are almost invariably cool, but the sun often shines fiercely during the day, and, as I had to walk several blocks on a sunny street for my noonday meal, it very naturally occurred to me one scorching hot day a few weeks after my arrival that I must have an umbrella. Accordingly, with no thought of violating either the written or unwritten law of the land, I stepped into a store where one would expect to find such an article and innocently made my want known.

The polite clerk informed me, without the least expression of regret, that they had closed out their entire stock before the end of the rainy season (which lasted some weeks longer than usual that year), and would not re-order until fall. I thought the fellow eyed me in an unwarranted manner, but the truth of the matter did not penetrate to my seat of intelligence, and so, although somewhat surprised at the completeness of my failure there, I went a short distance up the street and entered another store, with the most perfect confidence that I would find the desired commodity. Imagine my surprise when I found that the prolonged wet spell and cautious buying combined had caused that firm's entire stock of umbrellas to vanish also. At the third and fourth places visited the same conditions prevailed; and as my disappointment became more pronounced the salesman would smile sympathizingly and look at me in a way that plainly said: "Poor fellow! when did you escape? We're really sorry for you but, of course, you'll have to be looked after again."

At last I struck a kind-faced old furnisher who had once lived—well, I have forgotten now where he had lived, it may have been Illinois, or it may have been New York, or it may have been somewhere else—at any rate in his younger days he had occasionally seen men as well as women carrying sunshades, and so he listened to my tale of woe without becoming in the least alarmed. His reply was a hearty laugh followed by the remark: "Young man,

you may be thankful you didn't find an umbrella. Men don't carry them here except during the rainy season. If you had gone down the street to-day carrying one, people would either have thought you crazy, or geyed you out of town for a dude."—Apparel Gazette.

More Trouble at Yonie De Haas' Tavern.

Written for the TRADESMAN.

Mill Iron, April 4—Aie tankang das Dutch Tavern baie Yonie De Haas bane Hodo. Bae Yiminy! aie skal yump das Tavern naxt taime aie baie ba masalf. Sontang bane hapan avari taime aie stopang baie Yonie's. Copal veaks afar das beefstak trobal, Meister Murphy sa baie maie, "Yonie, yo Sveede, Scun of aie gon, aie vant yo to com baie Yim Darling Grocery stor das da. Aie brang some Parlass tobacco an overball, an von tang aie skal tal yo—af yo com har gain an got yag on lake lass taime, aie bat maie tan dollar yo yump das yob pratty quivick." Yo saie, aie bane pratty scare, an aie com baie Yim Darling. Bane got maie lode on, an yust tank, "Aie will yust com baie Yonie's an gat drank alcoholla an yump das town." Das vas bout dree o'clock, p. m. Aie yust com abei tha offace, an Yonie saie, "Hallo, Sveede, Aie sae! Hallo, Yonie!" An baie vas saieang sontang baie mae, an a fallar com baie Yonie an sae sontang. Yonie sae, "Yas, aie skal tal har. Yo com op baie das parlar an aie skal brang har baie yo." Aie saie, "Yonie, com baie katchan." An vomans comang long wad Yonie an com baie parlar. Aie har loud talking, an dan, Yumping Yiminy! aie har crack-bang thra taime lake aie gon, an vomans skramang, "Murder!" an avari tang baine oxcit-mant. Aie ron up baie das parlar, an vomans comang out yallang, an blud all ovar har. "Aie baine killed!" har saie. Yust dan, som vomans com an take har vay, an sand for doctor. Aie tank, "Aie skal com an saie whar Yonie an onder fallar baie." Aie find dem baie das parlar. Yonie got das fallar on floor, an haie bane top of haim. Haie say, "Lat mae go! Aie skal not skoot any more!" Yonie, haie saie, "Aie kno d—m vell yo vont skoot no more!" Val, som onder fallar com an gatang rope, tae das man up tite, an ask Yonie, "Vat was das trobal?" Haie saie: "Das fallar wife yump him. Har gattang sick of har yob. Har vant har com back, an har say sha skal not. Haie yust pullang out ravolvlar, an saie, 'Dan tak das!' an comance skooting har. Yonie, haie knockang haime down an yump on haime tal us fallar com on halp haim." Baie Yiminy! aie yust don't wait for alcoholla. Aie yust yump on mai lode, an aie bat yoo aie baine baie camp in pratty gude hurry. Aie com back baie camp, an aie got no yag on. YONIE YONSON.

It was discovered in Spokane, Wash., the other day that the new populist officials, who took office in January, have been using the county courthouse for living apartments. They pay no rent. The building is large, and for some time there have been a number of vacant rooms in the upper story. Nineteen people eat, sleep and live there, including the county superintendent of schools, deputy treasurer and others. These officials claim they have the right to use the county courthouse as a living place.

A train load of broom corn arrived in Kansas City the other day, bound for Onondaga, N. Y., where it will be made into whisk brooms. The train was made up of twenty handsomely decorated cars and was said to carry the largest single shipment of broom corn ever made from any point in the world. The corn was grown near Sterling, Kan., and is a part of a crop of 1,600 tons.

It is said that Mme. Sarah Bernhardt has never used wine or other intoxicants, confining her beverages mostly to milk and water, and that she attributes largely to this the remarkable preservation of her powers.

The Preacher's Son.

A minister who used to preach in Kalamazoo had a little boy. A few days before his father left the city to go to his new parish one of his neighbors said to the little boy:

"So your father is going to work in Detroit, is he?"

The little boy looked up wonderingly. "Oh, no," he said. "Only preach."

A Boy's Idea of Economy.

Little Dick—"Papa, didn't you tell mamma we must economize?"

Papa—"I did, my son."

Little Dick—"Well, I was thinkin' that mebbly if you'd get me a pony I wouldn't wear out so many shoes."

An Apt Illustration.

Freddy—What does it mean, Papa, when it says that all men are born free and equal?

Papa—It means, my son, that for a time at least we are unmarried.

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.

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

1897

MILLINERY

"CRITERION"

NEW CATALOGUE OF

CORL, KNOTT & CO.,

Manufacturers and Jobbers,

Grand Rapids, Michigan.

Write for it before buying.

1897

1897

For Rain or Shine..



**Mackintoshes,
Rubber Coats,
Umbrellas, Parasols.**

An assortment
that will please you.

Voigt, Herpolsheimer & Co.

WHOLESALE DRY GOODS,
GRAND RAPIDS, MICH.

The Unfortunate Experience of a Successful Furniture Salesman.

Jacob A. Riis in the Century.

I had been working all winter and spring in the western part of New York State, alternately at wood chopping and at making cradles and bedsteads, with a brief interval during which I ran a wheelbarrow express from the village hotel down to the steamboat landing a mile and a half away, when I made my first and only flight into business as a drummer. I still think that it was a success in a way, even if it didn't work out exactly right. But that was not my fault. I like a concern, anyhow, that can stand up alone in times of prosperity; this couldn't. It was an infant industry; that was the mischief.

It was this way. A lot of my fellow-workers in the factory had hit upon the idea of setting up in business for themselves on the co-operative plan. They had no capital, but they hired a shop with water power; wood was cheap, and the oil-country close at hand, with boom towns springing up all over it like mushrooms. They wanted beds and tables and chairs down there, and had money to pay for them. All that was needed was some one who could talk to go and sell them the things; then enough could be made to establish the business before the credit of the concern gave out. They picked me for that job, and I, nothing loath, dropped ax and wheelbarrow, and started out.

An album full of photographs of furniture and a price-list made up my equipment. I was to do the rest. I remember, as though it were yesterday, the first storekeeper I struck. It was in Titusville. He was a cross old man, and wouldn't so much as look at my pictures; but when I poked the book under his nose and it fell open right at the extension-tables, he had to in spite of himself. I told him the price before he could get his eye off the picture, and he took another look. He turned over the leaves, while my heart beat high with anticipation, and by and by he came back to the extension tables. If they were any good he wouldn't mind a dozen or so; but he had to bind me down to an iron-clad contract as to price and quality, since he had never seen me before, and didn't know our tables. I signed that contract—I would cheerfully have signed anything just then—and many more like it in the three weeks that followed. It was singular how suspicious they were of extension tables, in spite of the fact that they hankered after nothing else, in that free-handed country. But then I early made up my mind that that was the way of trade.

There were others in Titusville who wanted extension tables, and I let them have them gladly. I must have sent home an order for a hundred that night before I took the late train for Oil City so as to be up and doing with the birds. There it was the same thing, and so in Pithole Center, in Franklin, and all the way down the Allegheny River. There was evidently a famine in extension tables. They wanted nothing else. It seemed as if no one slept or sat down in that country, but just ate. But I made up my mind that they probably all kept boarders, oil running high in those days and lots of people streaming in from everywhere. Before that day was at an end I had determined to let the rest of it go, and to throw myself on the tables entirely. If tables they wanted, tables they should have, if it took the last stick of wood in Chautauqua county, with Cattaraugus thrown in. A thunder storm raged while I canvassed Oil City, and the lightning struck a tank. The oil ran down the hill, and set one end of the town on fire. But while it was burning I sold extension tables in the other end, reasoning that they would need so many more of them when they came to rebuild. There must have been something contagious about my enthusiasm, judging from the way those tables went.

That night I went to bed happy after sending home a big order for extension tables, all under iron-clad contract, and telling them to hurry them up. I slept the sleep of the just. I don't

know what kind of a time my employers had when they got that order next morning, but I can guess. It seems that they telegraphed to my customers, and received only copies of the iron-clad contract, with assurances that it was all right—they had seen my papers. They wired for me, but no telegraph was swift enough to keep up with my progress through that oil-country. My blood once up, I swept through the region like a storm-wind, scattering extension tables right and left, until finally I sold a dealer in Allegheny City a full thousand dollars' worth in one bill. When that order came home they gave it up. They didn't wire any more, because it was no use. Not until I brought up in Rochester on the Ohio River near the State line, my last cent gone, and sent back for fresh supplies, were they able to locate me. Every morning the mail had mapped out my trail to them, but where I might be by that time, out on the front, there was no telling.

They sent me \$10, and wrote me just to come back, and sell no more tables. But I was not to be balked in that way. I laid out a route which the \$10 would cover, into Ohio a little way, and planted a few score extension tables in every town I came to. They were just as greedy for them there as in Pennsylvania. Finally I pinched myself of a dinner or two, and wound up with a run to the city of Erie on the lake, and filled that place with tables, too. Then I went home, feeling like a conqueror.

My chief met me at the depot; he wore a look of exhaustion. There was a crowd at the factory just across the canal, and a flag hung out of the window. I felt that it was not a wholly undeserved honor. I had done the best I could, and a reception a little out of the usual would not be unnatural. I asked him what he thought of it, and he said that it was great!

Lots of times since I have tried to recall what were my feelings when I found out that it was the sheriff's flag that hung out of the window. I suppose that I must have been stunned. The concern had "busted." Too much extension table had wrecked it. Instead of four hundred and fifty dollars commission, I got seventy-five cents, which was just half of what the boss had in his pocket. He divided squarely. And that ended my career as a drummer—along with the firm's.

What was the matter? Why, the price-list. It seems that by some mistake the selling price of extension tables had been put lower than the cost of working up the wood. Perhaps that also explained my sudden popularity with the trade—perhaps; I cannot say that I like to think of it that way.

How Six Grocers Were Forced Out of Business.

Stroller in Grocery World.

In a little city about two hours' ride from Philadelphia there is a Baptist church which runs a grocery store, through which groceries are supplied to members of the church at actual cost.

Before this scheme started there were eleven groceries in this town, which has about 4,000 inhabitants. Now there are but five and two of these are on the ragged edge. As a scheme to increase the membership of the Baptist church, the idea is a splendid success; and the circumstances surrounding the innovation plainly demonstrate the truth of the statement that the grocer who refuses to co-operate and combine will be an unknown quantity in a few years.

My first news of the church store reached me through a grocer who was one of the five still left. I used to go to the town every two months, but during the last two years I haven't been there. As soon as I got to the place I walked direct to what used to be the leading grocery store and found the building occupied by a dry goods establishment. When I enquired, I found that not only this, but five more stores had gone the long road. Then I went to a store which I knew still stood, and it was there that I learned of the cause of the condition.

"Yes, I'm here yet, but I don't know how long I will be," said the grocer,

as he answered my salutation. "If these infernal Baptists keep selling groceries to everybody in the place I don't know what'll become of me."

"How long has the scheme been working?" I asked.

"About eighteen months," he answered; "eighteen months too long."

"How is the thing done?" I asked.

"Well, it's simple enough," he said.

"This minister thought he saw a good way of gettin' members, so he opened a grocery store, put one of his young men members in there and started to sell everything at flat cost. Of course, he allows for the young fellow's wages, but that amounts to a very small percentage on selling two or three hundred people."

"Do they deliver?" I asked.

"Not small packages. Such things as barrels of molasses are carted and the customer pays 5 or 10 cents."

"Has the scheme got any new members for the church?" I asked.

"Has it? Well, I guess so!" was the response. "When the thing first began to work, that church didn't have over 100 members. Now it's got 250, if it's got one."

"Why couldn't the other six grocers stay in the business?" I asked. "Looks like a mighty short time to force five good grocers out."

"Well, the trouble was this: Nearly every one of the stores that have slumped had the balance of their trade among the Baptists, and when this church store was opened, and all these Baptists flocked to buy of it, why these other stores felt it. Then all of us have felt it somewhat. The minister does not seem to make any particular distinction over the people who want to get in the church. No matter whether they go simply to get in on the cheap groceries or not, they are taken in all right, and it is surprising how many have gone in. As I said, the membership has nearly trebled."

"Do they sell good stuff?" I asked.

"Oh, yes," admitted the grocer, rather reluctantly. "Their stuff's all right. It's the sort of competition that you can't buck against."

Then I went to see the minister of the church. He was a very decent fellow, more of a commercial man than a clergyman, however. The store occupied a fair-sized building two doors from the church and it looked just like other grocery stores. The young fellow in charge has a boy to help him, and he looks like a real business man. I didn't get to talk with him, for the store was full when I was there.

I went on to the parsonage and was fortunate to find the clergyman in.

"Yes, sir; it's my idea," he said, when I had opened the subject.

"Does it pay?" I asked, bluntly.

He smiled. "Very well," he said.

"Does it secure your church any members?"

"It's more than doubled the membership so far."

"But is an increase of this sort beneficial?"

"Well," the minister answered, "if we once get them in the church, we'll have a better chance of doing them good than if we didn't have them, won't we?"

"How about the other grocers that you've crowded out of business?" I asked.

Again the clergyman smiled, deprecatingly. "It's all in the way of competition," he said. "I have always believed a church should be of as much benefit to its members as a lodge or any other organization; in other words, that it should make it of temporal advantage to belong as well as spiritual."

"It seems rather a cruel way to compete with regular merchants," I hazarded.

"Not at all," he persisted. "It's what everything is coming to."

"Do you find it hard work to find jobbers who will sell to you?" I asked.

"Do—I find—it—hard—work?" the minister repeated, as if he didn't exactly comprehend me.

"Yes."

"Why, before the store was hardly planned, I had thirteen salesmen here, each representing a different house, all after the trade. That's how hard I found it. Why should the jobbers refuse to sell to us?"

"You'd naturally think," said I, "that they'd have the interests of the regular retailers at heart."

He sniffed. "The jobbers have at heart only the interests of those who can yield the most profit to them," he said.

In reply to further questions, he explained the method employed to identify members at the store. Each church member carried a card signed with the minister's signature, which had to be presented whenever an order was given.

I would rather be a laborer of the streets than one of the five grocers remaining in that town, watching, like a drowning man, for the tide which is rising higher, higher, nearly ready to engulf them.

There are nearly 6,000,000 total abstainers in Great Britain and Ireland, yet, notwithstanding this fact, the consumption of liquors during 1896 exceeded that of the previous year by \$32,500,000.

The owners of a Colorado sawmill started a well to supply water for their engine, and, at a depth of sixteen feet, struck pay ore, and will have a mine instead of a well.

FIRE PROOF ASPHALT PAINT AND VARNISH

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

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

Try Hanselman's Fine Chocolates

Name stamped on each piece of the genuine.

Hanselman Candy Co.,

Kalamazoo, Mich.

426-428-430 East Main Street,

Shoes and Leather

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

We want to impress on your minds that we handle only reliable shoes; that we show twice as many styles as any two stores in Louisville, and that our prices are positively below those of any other house or your money refunded quick as a flash.—Levy's, Louisville.

You can count the number of shades of satin and suede slippers which most shoe stores show on the fingers of one hand—excepting the thumb. Here you pick from dozens—and if your gown is of a shade which we cannot match from our stock we willingly make the slippers to order from the satin which you supply or from a sample. Such requires but a few days, and there is no extra charge for it.—B. Rich's Sons, Washington.

We take care to buy only such shoes as are well made of good, honest leather, soft, easy and comfortable, yet stylish, neat fitting and serviceable, so that they make a lasting friend of the buyer.—G. F. Streit, Altoona, Pa.

There's a great deal in the way a shoe is first put on, and the way the foot settles into it. If it is tight where it should be, and loose where it should be, there will be very little trouble. We make a study of these things.—G. A. Johnson & Co., Manistee, Mich.

"Spare your feelings the disagreeable task of looking at a pair of ill-fitting shoes; spare your feet the pain of wearing them; spare your pocket-book the humiliation of knowing that you robbed it. Our shoes look well, fit well, wear well—this is the least we could possibly say about them. Come in and see them—our prices will do the rest.—Printers' Ink.

Sidelights on Shoe Topics.

There are going to be some warm times in the rubber footwear trade this season and some of the oldtime activity may be looked for.

An Englishman has invented a boot and shoe cleaning and blacking machine, consisting of a series of brushes mounted on an endless chain revolved by hand or power around the shoe when placed in the framework.

A neat combination in serviceable footwear for misses' and children's wear is shown in glove calf spring heels, with black patent calf heel foxing, tip and lace stays, combining wear and attractive selling qualities at popular prices.

In bicycle shoes the regulation lace ball and low cut oxford of last season appear to be the most acceptable and practical goods for the purpose for both sexes, and on these styles there appears to be no large surplus now in sight. These goods worn with golf leggings add much to a neat bicycle costume. A medium dark tan are the most acceptable.

Despite the cry of a firm leather market, all things point to a weaker one in the past two weeks, and shoes of the medium and cheap grades are being sold as cheap as ever by many shoe manufacturers, and a buyer with good credit or the cash can go into the Boston market to-day and fill up on many lines of goods at prices as low as any that the trade has experienced in the past four years.

What is the use of spending our time kicking over conditions in the shoe trade and trying to hold the people back from seeking something new in footwear? It is a well-known fact to business men in the trade that the shoe manufacturer or jobber who has something new and attractive to offer his customers each season is getting the trade right along; and conditions never will be different. It is the penalty we pay for being in business, and the only sensible way out of it is to find the want as early as possible and set ourselves courageously to work to supply it if possible. There was a time when coal was delivered in wagon loads, now it is packed in bags; and the time was when shoes were packed sixty pairs in

a case loose, now they come in single cartons. We cannot change this, but we can make use of the new methods if we wish to, for the world moves on regardless of our protests, and the merchant who moves with it is the one who reaps the profit.

American Boots in England.

From the London Figaro.

The remarkable feature of the American boots, which have now established themselves among us, and have evidently come to stay, is the extraordinary flexibility of the leather of which the soles are made. These boots and shoes are completed on the wrong side, and are afterward turned inside out in a manner that must astonish some of our bootmakers, who appear to think that the human foot should be shod in the stiffest and most unyielding material, so far as the sole is concerned. But there is one item to be regretted with regard to the American form of footwear, and that is the very pointed toes.

Usefulness of the Jobber.

William Quiney Wales in the Metal Worker.

The position of the jobber in all lines of goods has been much discussed of late, especially the jobbers in hardware and kindred trades, as it would seem that in these lines, more particularly, the manufacturer was trying to reach the consumer oftener than in former years. I can recollect, when I first went into the employ of a jobber in sheet iron, tin plates and metals, almost every article was imported, and the consumer was obliged to go to the importer, who was the jobber, to buy. In those days the profits were large, and stocks carried were much greater than at present. Since then everything has changed, and the jobber is no longer the exclusive handler of these articles. He is in fear of competition of other jobbers, also of manufacturers, who are not content to sell the jobber, but try to sell the consumer. Every one, I think, will admit the necessity of a distributor, or some one who can carry an assorted stock of these goods with a large variety of sizes and qualities. This can only be done by the jobber, who has a capital invested for this special purpose. * * * If the consumer realized the cost of carrying a large and well-assorted stock of goods in the city, with the necessary warehouse expenses, the force of clerks required for prompt shipments, also expenses of carting in delivery of goods, there would be fewer complaints made about the profits of the jobber. Then, again, there is the question of credits. The manufacturer wants his money promptly, as he is obliged to pay cash for his labor and most always for his material.

This the average consumer is not able to do, so that the jobber occupies the position not only of warehouseman but banker for his customers, buying his goods on 10 to 30 days and trusting them out from 30 days to four, five and even six months. I wonder how many manufacturers would be willing to sell the consumer on the same basis of profit that he does the jobber and stand the losses by "bad debts" that the jobber has to. This is quite an important item to be provided for, and cuts largely into the jobber's profits. * * * From my standpoint manufacturers' interests are only hindered by agents and brokers. When a jobber meets this kind of competition he is obliged, for self-protection, to buy lower than he has been buying, in order to cover the cost that he is under in doing business, and so this cuts down the profit of the manufacturer, the latter having created a competition which reacts against himself. From the point of the consumer there is an advantage in dealing with the jobber. In case goods are imperfect, or there is any other trouble with them, he can make his complaint and receive some satisfaction, as usually manufacturers sell so close they cannot afford to make rebates or allowances or even permit stock to be returned unless they deduct from the credit a percentage to cover the cost of so doing.

How to Unload Unsalable Stock.

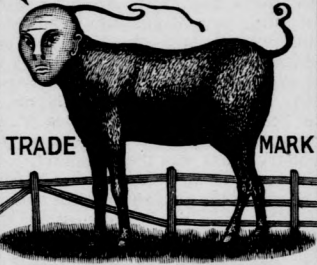
The merchant who has not sufficient courage to sell unsalable goods at less than cost to get his money out of them had better get out of business, for he is only putting off the evil day when circumstances will force him out at the loss of business and reputation. There are other ways of getting the money out of your old back numbers: If you don't want to sell them yourself, box them up and ship to the nearest auction house. They will get the money out of them for you inside of ten days or two weeks. The goods that may not be salable in your district may be in active demand somewhere else, and in a public auction room where many buyers gather each week are men who are looking for the very goods you cannot find a market for and who are ready to pay a fair price for them. Don't be afraid to do this, even if your name is on the goods. It is legitimate, is done by men who sell you, and if there are any of your creditors disposed to offer objections to your selling goods thus that will not sell otherwise, the quicker you scratch that firm off your list the better; they are of the old foggy class, who finally lay down themselves and show up about 25 cents on the dollar of tangible assets, although they may be figured at face value at about \$1.50. Learn to grasp the great truth in merchandising, that there are no eggs in last year's birds' nests.

STANLEY STANTON.

It is said that the present department store system originated about forty years ago with the great dry goods firm of Todd, Burns & Co., of Dublin. When A. T. Stewart visited Ireland about 1861 he examined the innovation closely, and began to introduce some of the features in his New York store.

HEROLD-BERTSCH SHOE CO'S

Chinese Calf



EVERY PAIR WARRANTED.

SOLD ONLY BY US

**Herold-Bertsch
Shoe Co.,**

5 and 7 Pearl Street.

State Agents for

**Wales-Goodyear and
Connecticut Rubbers.**

Mail us your orders.

DISCOUNT

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

HIRTH, KRAUSE & CO.

RINDGE, KALMBACH & CO.

12, 14, 16 PEARL STREET

MANUFACTURERS AND JOBBERS OF

BOOTS, SHOES AND RUBBERS

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

BOSTON RUBBER SHOE CO.

EXCELLENT EXAMPLES.

Sample Advertisements from Boots and Shoes Weekly.

The Tradesman commends the following advertisements to its friends in the shoe trade, because they embody the excellent features of brevity, crispness of statement and seasonableness:

It Is Very Odd



that anyone should puzzle his head over the question as to where shoes can be bought best and cheapest. We think we have an established reputation for selling good footwear. We know we sell on close margins. These facts being self-evident, why need you ponder longer?

A Possibility.

It is just possible that we will do more shoe business this year than all the other shoe houses in Crostown combined. It looks that way now. Business has grown so, that we have had to enlarge the store and engage more salespeople. Others have stood still. We march on. Are you with us?

The Pinch Of a Shoe

gives more annoyance than even the wearer realizes. A tight shoe stops circulation; at least it curtails it, and the natural result is benumbed and cold feet in winter, uncomfortably hot feet in summer. Furthermore, the tight shoe wears blisters, raises corns and bunions, and makes you walk unnaturally.

Faultless Fitting,

such as we do here, is plainly much to be desired. Think what it is worth to have your feet feeling free and easy—free to run or jump or dance as you like! Faultless fitting is our forte. Come and see how we do it.

BRING IN YOUR FEET

and \$2.50 in money—we do the rest for you. And if we cannot show you satisfactory value for your money it is not incumbent upon you to buy. We are here to stay, and want your trade next season as well as this.

Cheap Shoes...

are like everything else cheap. They are no good. If you ever bought a pair you know this. An extra dollar invested in footwear means months of extra wear and continued satisfaction. If you are in a frame of mind to buy good, reliable and correctly stylish footwear at reasonable prices, we can please you.

These \$1.98 Shoes

Look well and wear well; consequently there are not many pairs of any one size left; therefore, let this be fair warning that if you are not here this week you will not likely have another shy at these splendid one-ninety-eights—the best shoes at the price ever passed over a counter.

Failed to Achieve Success as a Shoe Salesman.

He had spent his early days on the farm, and later, when his family moved into the village, he found employment in the general store as clerk. He was a successful salesman, and being acquainted with a man employed in a New York shoe store, was invited to come to the Eastern metropolis, where he was promised a position.

The Hoosier was filled with joy at the prospect and promptly accepted the offer. He was set to work hustling and unpacking boxes and made generally useful. But it was his ambition to become a clerk, and with this in view he always took pains to be neatly dressed and respectful in every way, hoping thereby to be invited, upon some busy day, to aid the other clerks in the handling of customers.

One day his opportunity came. He had been very observant of the manners of the salesmen whenever he chanced to be about the salesrooms, and upon one occasion noticed the impression made upon a woman with a highly arched instep, when the clerk who waited upon her said, after she had made some remark about being from Kentucky: "One would know you were a Southern woman by your arched instep."

The first customer who was assigned to the youth from Indiana was a woman who had once been young, but was so no longer. She was far from good looking as to face or figure, but really had a pretty foot, and was well aware of the fact.

"I live in Chicago," she informed the clerk, "but I always get my shoes in New York."

"Indeed," said the newly-installed clerk, who was somewhat embarrassed by the dignity of his new position. Then, suddenly vaguely remembering the compliment that had brought such a satisfied smile to the face of the woman from Kentucky, he murmured: "One could not fail to recognize that you are a Chicago woman. The fact is evidenced by your foot."

"Sir!" said the customer, sharply, and without waiting for apologies she gathered up her one shoe that had been removed, and poking her foot into it she hastened out of the store. The next day the manager received a note from the customer, telling him what had occurred.

The Hoosier boy is now engaged at his old occupation in the village store, weighing butter and measuring calico.

Value of Cash Customers

Correspondence Hardware Dealers' Magazine.

That the cash customer is better appreciated in Europe than in America, one need only enquire of any traveled man, or recount his own experiences.

Go to a grocery, dry goods or iron monger's store anywhere in England to make some purchase and enquire the price. You will receive a polite answer, and then, if you happen to have credit at the particular store and you ask to have the article you covet charged, you will be politely told that the article, whatever it is, whether a half pound of sugar or ten pounds of nails, will be a tuppence or a thrippence more for "booking." The first named price is the cash price, since the presumption always obtains that when prices are asked the transaction is to be for cash.

What is true in England is for the most part true on the Continent of Europe. If books must be kept, merchants and shop-keepers entertain a pet theory that the people for whom the books are kept should be made to pay the cost of the same. Merchants of any large city in our own country can tell

of repeatedly receiving bills from German houses, and always finding even the cost of the postage on the bill charged in the account. Throughout Europe, the eminently equitable plan obtains of encouraging a cash business by giving the cash customer an advantage over the customer who pays his bills but once a month or once in six months, or sometimes not at all.

Here in free America in retail establishments both cash customers and debit customers are placed on nearly the same footing; on the other side the debit customer pays a trifle more for his necessities than he ought to pay, in order to make up the losses arising from bad accounts.

There are many people who perforce of circumstances are compelled to pay cash for everything they purchase, and in the majority of cases they carry home their purchases without the slightest show of trouble to the seller. Why should they not be given an advantage in a cash price over that purchaser who not only has the purchase entered on the books of the merchant, but in the majority of instances has it delivered at his home, and the trouble is often enhanced by the merchant having to send an employee to the house of the purchaser to secure his or her order. To maintain delivery wagons and order collectors and book-keepers costs a deal of money.

Why should the cash customer be made to help pay for that in which he has no part or interest? If he be his own order collector, his own deliverer, and he pays cash, why should he not have the advantage of this condition, precisely as cash customers of wholesale merchants have an advantage. The rule is scarcely without an exception for the wholesale dealer to make a special rate to the cash customer.

Why should not the dollar or dollar-and-half-a-day man be given equal advantage? Why not defer to cash in America as European merchants defer to it, since cash in America is worth even more than it is in Europe?

New Prices on Rubbers

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

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

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

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

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



This represents our Boys' and Youths' Oil Grain Water Proof Shoes, made of very best stock to wear, nice fitting and good style; size of Boys', 3-5; Youths', 12-2. Every pair warranted. Write for prices or send for samples on approval. These shoes keep feet dry, look nice and no rubbers are needed.

SNEDICOR & HATHAWAY CO., Detroit, Mich.
Also makers of the celebrated Driving Shoes, Grain Creedsmoors and Cruisers.
HEROLD-BERTSCH SHOE CO., of Grand Rapids, Agents.

Engraving

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

Tradesman Company,
Grand Rapids,

Clerks' Corner

How the Ancient Dress Pattern Was Sold as a Bargain.

Written for the TRADESMAN.

"Say, Snelly, how long has this velure dress pattern been in stock? It looks rather antiquated."

"Let me see," mediated Snelly; "that was bought while we were in the old store, the season before we moved up here, and we moved in the spring of '89. That makes eight years, doesn't it? When that pattern was first put in stock, we asked \$30 for it. We had just as good talent behind the counter then as we have now; but somehow none of the boys were able to sell it. Well, we brought it with us to the new store and offered it at \$25, with a premium of 50 cents for the clerk who would sell it. We draped it onto a form and displayed it in the window time and again, talking its merits to every customer whom we could get to listen; but it wasn't a bit of use—no one would have it. So season after season has gone by, the velure dress pattern has decreased steadily in price, and the premium for selling it has as steadily increased until, to-day, the clerk who sells it for \$10 gets one-fifth of that amount for himself. So there, young fellow, if you want to win fame, glory and a two dollar bill, pitch right in and sell it."

Joe Chalmers had been promoted from the linings counter to the novelty dress goods counter only a few days before the above conversation took place. In looking over the stock with a view to learning the prices of the different lines, he had spied the piece of old velure tucked into an out-of-the-way corner. Placing it on the counter, he had asked the question which drew out the history of the old dress pattern.

Snelly's advice to "pitch in and sell the pattern" was not lost on young Chalmers. The premium, to be sure, was an object; but to sell a dress pattern which so many older and more experienced men had not been able to sell would, most certainly, win, if not fame, at least the commendation of Mr. Fanning, the manager.

Chalmers made up his mind that he would sell that pattern. His experience in the linings department had taught him that it was much more difficult to sell goods that were old and out of date, although offered at less than cost, than those that were new and stylish. He knew that his promotion to the dress goods counter was a recognition of his ability as a salesman; and to sell the old velure chestnut would be a feather in his cap.

The new dress goods clerk discovered, after a week had gone by, that it was no use to show that pattern to city people, who are always posted in regard to fashionable fabrics. He also discovered that it would be best not to recommend it as new and stylish, but rather to show it on its own merits—an A1 cloth, offered cheap because it was a short pattern and a little out of style, would be a much better argument than to represent it as one of the newest and most stylish things in dress goods.

Chalmers' fellow clerks had a good deal of sport out of his efforts to dispose of the old pattern. They named it "Chalmers' pet," and teased him about being so anxious to win the \$2 premium. They could make him fighting mad by repeating, in his hearing, the retort of an old Irish woman to whom Chalmers had tried to sell the pattern: "Sure, me b'y, ef yez wuz ez ould ez that pace uv driss guds, ye'd 'ave bether sinse than ter be atillin' annywan that it's new sthoyle. Sure, an' it looks as though it come out uv the arruk!"

Nevertheless, Chalmers did not give up hope nor desist in his efforts, although, after his encounter with the Irish woman, he was more careful about what he said before others in praise of the old stuff.

The Christmas season was fast approaching and many country people were in the city buying things for Christmas. Chalmers felt that, if he was to sell that pattern ever, now was the time. "If I could only get hold of some man from the country who did not know anything about styles, and who wanted to buy his wife a dress for Christmas, I feel sure I could make him believe that this old velure is the very thing he wants," said he to a fellow clerk, as he took down the despised thing from the shelf and flung a yard or two into soft folds on the counter.

"You might as well give it up, Chalmers," replied his companion, "for you can't sell it. Nobody, not even a rustic, wants that kind of goods nowadays."

"Well, that may be true; but it's here to be sold and—by gings! here's a man now who's after a dress for someone, I'm sure. I'll bet you all I get over \$10 for it that I'll sell him the old velure pattern!"

"That's a go," replied the other, as Chalmers went forward to wait on the man.

His surmise was correct—the man did want a dress for a Christmas present for his wife.

"Show me suthin' thet hez a leettle

red into it—my wife looks best in red. The dress she wore when we was merried was most all red, an' I hain't seen her hev nothin' sence thet's looked half so nice."

Chalmers displayed several pieces of cloth, from 50 cents to a dollar a yard, just to feel the size of his prospective customer's pocketbook. It had the desired effect.

"I don't mind payin' \$10 or \$12 fer the dress, ef I see jest what I think she'd like," said the man.

Chalmers brought forward several patterns at the prices named. Then he displayed the old velure pattern, saying, as he did so, that here was a pattern which they were offering at much less than the regular price, as it contained only five and a half yards of goods; "but," he continued, "if your wife is not large, there will be plenty of cloth in it to make her a dress, and—"

He got no further.

"Large!" exclaimed the farmer. "Sake's alive, young feller, she hain't no bigger' a pint o' cider! Thet is a beauty, sure 'nough—just her color, too. How much ye ask fer it?"

"It's worth \$15, but, as it's a short pattern, I'll let you have it for \$12."

"Twelve, hey? Say \$11 an' I'll take it!"

Chalmers could scarcely conceal a smile of delight as he slowly replied, "Well—as it's for a present—I—may as well—be good natured and let it go at your price."

Joe Chalmers was the proudest clerk in the store that Saturday night when the manager, handing him the \$2 premium, said: "You have done well, Chalmers. Keep pegging away and you're sure to come out on top of the heap."

MAC ALLAN.

Points of vantage on the route to be followed by the procession of the Queen and royal family on June 22 are already fetching enormous prices. It is said the proprietor of a small private hotel overlooking St. Paul's cathedral has let his windows to a speculator for £2,000, and a shopkeeper in the fancy goods trade, with premises situated in the center of Ludgate Circus, has refused the offer of £1,000 for the hire of his seven windows. It will be the greatest window show ever seen in any city.

The only obstacle to the discovery of the north pole, in the opinion of Lieutenant Peary, is the absence of \$150,000. With this sum he would establish a colony of Esquimaux at some point not farther than 350 miles from the pole, and would make this the basis of his future operations.

How to Conduct a Credit Business Successfully.

Hustler in San Francisco Grocer.

When people come to me for credit, I begin by having a thorough understanding with them that the money must be paid when due, or their credit stops. Not only that; I have also an understanding with them as to whether all of the family are authorized to order goods. This I find to be necessary, as I have had cases of a daughter ordering goods and the mother saying afterwards that she had no right to do so.

The worst collector imaginable is the grocer who is lenient in the first place, but who afterwards gets frightened and tries to bluff people into paying up. This is just what people want. It gives them an excuse for getting angry and refusing to pay.

I believe that quietly insisting on prompt payment from the very first is the only way to do business where you can't trust the law to help you. The proof that my method is successful lies in the fact that I have often had accounts paid by people covered with attachments. Why, I have even collected money from people whose furniture was being carried out of the house.

Emperor William says his grandfather was "modest and unpretentious." The present Emperor must take after his other grandfather.

Association Matters

Michigan Hardware Association

President, HENRY C. WEBER, Detroit; Vice-President, CHAS. F. BOCK, Battle Creek; Secretary-Treasurer, HENRY C. MINNIE, Eaton Rapids.

Michigan Retail Grocers' Association

President, J. WISLER, Mancelona; Secretary, E. A. STOWE, Grand Rapids; Treasurer, J. F. TATMAN, Clare.

Traverse City Business Men's Association

President, THOS. T. BATES; Secretary, M. B. HOLLY; Treasurer, C. A. HAMMOND.

Grand Rapids Retail Grocers' Association

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

Owosso Business Men's Association

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

Jackson Retail Grocers' Association

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

Alpena Business Men's Association

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

Lansing Retail Grocers' Association

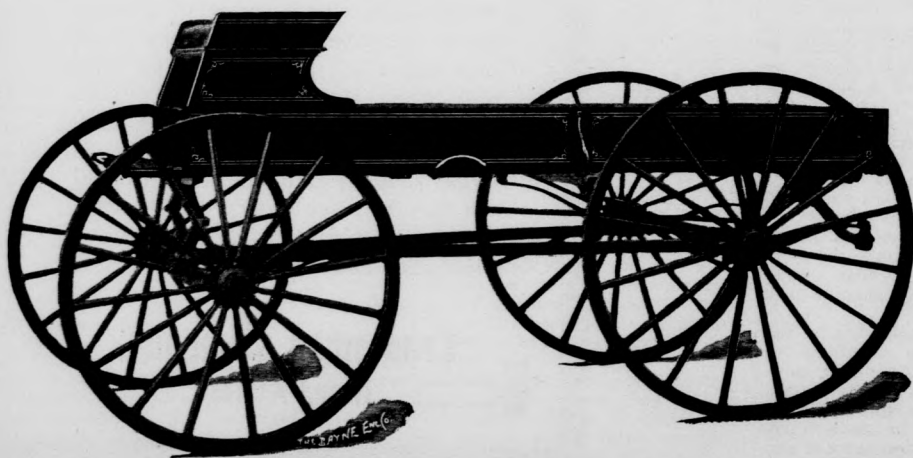
President, F. B. JOHNSON; Secretary, A. M. DARLING; Treasurer, L. A. GILKEY.

Grand Rapids Retail Meat Dealers' Association

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

Adrian Retail Grocers' Association

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



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.

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. M. Grieve, city salesman for Strong, Lee & Co. was recently married to Miss Pierson, of Flint.

Fred L. Anderson, traveling representative for the Rogers Shoe Co. (Toledo), has recently sold new stocks to the following dealers: H. J. Hawkins, Elsie; L. M. Greenwood, Muir; H. D. Bent, Shepherd.

The Western Union telegraph service is proverbially slow and unsatisfactory all over the country. A Grand Rapids furniture salesman who recently returned from New England relates an incident tending to show that the service in Maine is no more satisfactory than it is in Michigan. He was in the upper part of a county and wanted to reach another town that night. He telegraphed the hotel keeper in the latter place early in the day to send a team to the station for him. When he reached the station at night no team was there, so he started to walk to the village, which was quite a little distance off. No sooner had he started than the station agent said to him: "Are you going to the village?" "Yes." "Then I wish you would take a despatch up to the hotel." It was the despatch ordering the team.

There is a splendid future field for the American commercial traveler in foreign countries and this fact is realized by many young men who have such a career in contemplation. Great efforts are being made all through the United States to increase the exports of American industrial products, and these efforts are materially promoted by suggestions received from various United States consular officers in all parts of the world. Louis Stern, United States Commercial Agent at Bamberg, Germany, has made a careful study of the subject. One of the essential qualifications of an American commercial traveler abroad is familiarity with the language of the country in which he intends to operate. Mr. Stern calls attention to the necessity that such a man should have a thorough knowledge of the branch of trade he represents, and it is above all necessary that he should know his competitors; know not only their weak but their strong points. These are points of knowledge that can never be acquired by even the most intelligent business men through a comparison of samples and prices; they can only be acquired by careful study on the spot. He maintains that a proof that such facts are actual requirements can be taken from the fact that the manufacturers of the mercantile nations of the Old World send their sons or some of their most capable young clerks to other countries for at least one year,

where they can gratuitously gather a business knowledge that will be of inestimable value to them afterwards. It is in this way that the Germans have opened up commercial relations in districts that were entirely monopolized by England only a few years ago. Mr. Stern advises all young Americans who are about to enter upon a commercial career to study their particular class of trade abroad for at least one year, and says in conclusion: "To our young American man, with his ready grasp of ideas, his energy and the indefatigable zeal which is a birthright with most of us, such a sojourn in foreign lands is of inestimable value; in fact, the education of a young man in these days is not complete unless he has spent some time abroad."

The Successful Salesman.

From Brains.

The successful salesman cultivates his memory. He learns and remembers the names of his customers, and greets each of them as he or she enters the store.

The successful salesman is always polite. When customers are irritating he remembers that it is his business to sell goods, not to quarrel. The salesman is as truly a diplomat as the Minister to England.

The successful salesman does not ask too many questions. Few women know exactly what they want when they come into a store. The successful salesman finds, in a general way, what the customer wants to look at, and then shows a generous selection from the stock, without waiting to be asked, "Haven't you anything else?"

Never talk politics or religion with your customers. On these two subjects, particularly, most people have strong beliefs or prejudices. They are not likely to think kindly of any one who opposes them. He is a wise clerk, moreover, who does not allow himself to be drawn into a controversy of any kind. Let him keep his mind fixed upon the one subject of selling goods.

In most stores women make up more than half of the customers, and women, more than men, appreciate the little courtesies of life. No matter how wise, how rich, how poor or how stupid a woman may be, she likes to have the door opened for her; she likes to be called by name and have a chair offered her; and after these little attentions have been shown her she is in the best possible humor to buy.

The successful salesman always honestly believes in the goods he is selling. Unless a salesman is sincere he can never be a permanent success. One way to gain this sincere belief is to have a thorough knowledge of your goods. This knowledge is also the first step to ward promotion. Don't forget that buyers are chosen from the ranks of salesmen, and buyers must know all about the goods they buy.

Siftings from the Saginaws.

C. S. Grant has taken a position with T. A. Downs as salesman in his shoe store.

A. E. Tomlinson & Son, of 605 Court street (W. S.), will remove their drug stock April 15 to 114 North Michigan avenue.

The bicyclists of the Saginaws and Bay Cities will build a cinder track between the two cities, each contributing half toward the expense. Midway between the two cities a beautiful club house will be built to accommodate the lovers of the wheel. Many of the most enthusiastic bicyclists are business men and clerks.

Charles Suley is having a new delivery wagon made that will be a model of neatness.

E. L. Parsons, of the firm of Seeley & Parsons, clothiers, is suffering with a severe attack of la grippe.

De Witt Gage has taken the position of shipping clerk with the James Stewart Co., Ltd.

SUCCESSFUL SALESMEN.

H. R. Radford, Representing the Clark-Jewell-Wells Co.

Harry R. Radford was born at Climax, May 6, 1873. He attended the common school of the place until 16 years of age, when he entered the Exchange Bank of W. C. Pond, where he remained three years, when, receiving a flattering offer from Godsmark, Durand & Co., of Battle Creek, he removed to that place and entered the employ of that house as book-keeper. Three months later he was offered a position as traveling salesman for the same house and availed himself of the opportunity, starting out on his new career Feb. 1, 1894, taking the available towns on the Grand Trunk, Mich.



igan Central and C., J. & M. Railroads as his territory. When Frank Parmenter handed in his resignation as traveling representative for the Clark-Jewell-Wells Co., last fall, he was asked to recommend his own successor and, on looking over the field, concluded to recommend Mr. Radford, who was accordingly engaged by the C.-J.-W. Co., his engagement dating from Jan. 1.

Mr. Radford resides in Kalamazoo, having recently removed to that place from Cassopolis, and visits the trade on the Kalamazoo division of the Lake Shore, the main line of the Michigan Central, the main line of the Grand Trunk and the C. & W. M. west to Watervliet.

Mr. Radford was married Oct. 15, 1895, to Miss Nellie Adams, of Cassopolis. He is a member of Backus Lodge, No. 55, F. & A. M., at Cassopolis; Battle Creek Lodge, No. 35, K. of P., and Bagdad Temple, No. 63, Dramatic Order Knights of Khorassan, also of Battle Creek.

Mr. Radford attributes his success to hustle and push, having achieved his present position without the assistance of anything but merit and hard work.

Enthusiastic Over the Merits of Borax.

Toledo, Ohio, April 13—Will you permit me to contribute to your fine paper? My physician recently said: "Tell all grocers it is their duty to keep in stock powdered borax of the purest quality and to have printed slips telling its hundreds of uses." This knowledge he desires to become widespread, because, as he added: "Borax is a disinfectant, a germicide, an antiseptic and it must supersede all the harmful, dangerous articles now in use."

If your drain is sour, borax dissolved in hot water will sweeten it.

If your kitchen sink is greasy or sour, borax will cleanse it.

If you have cockroaches, borax will surely eradicate them. Place it around

in small tin dishes, mixed with a little powdered sugar.

If the baby has a canker sore mouth, swabbing it with borax water will cure it and prevent further canker sores, if continued.

Nurses in hospitals now make an all-healing salve by simply stirring borax into vaseline until it becomes thick.

Blankets and flannels will remain beautifully soft if washed in plenty of borax and warm water. Borax may stand around, carelessly left by a servant, and not harm the tiniest baby. Ammonia and carbolic acid, which can do no more in the way of disinfecting, are terribly dangerous.

Brushes and combs, paints and linoleums, oil cloths, silver and laundry work may be effectively cleansed with borax, and its especial charm is that it will not "eat" the hands; in fact, borax is used by manicures to "whiten, soften and beautify the hands."

I have used it for twenty-five years in every department of the household and give it away for Christmas gifts, because it is one of the most exquisite articles pertaining to the needs of home or hospital, workshop or laundry.

LOUISE MARKSCHEFFEL.

He Was a New Clerk.

Lady Customer: Are you sure this is real Ceylon tea?

Well-informed Young Salesman: Certainly, madam. Mr. Ceylon's name is on every package.

Cutler House at Grand Haven.

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

Commercial House

Iron Mountain, Mich.

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

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

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. PENNOYER, Manager, MUSKEGON, MICHIGAN.

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

Any Man

or woman can sell more goods after getting

Tonsorial Work

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CARRIAGES, BAGGAGE AND FREIGHT WAGONS

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

Drugs==Chemicals

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

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

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

MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

President, G. C. PHILLIPS, Armada.
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Executive Committee—A. H. WEBBER, Cadillac;
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The Drug Market.

Alcohol—Grain has again advanced.

Balsams—Tolu, very scarce and firm. Peru, consuming request fair and demand steady.

Beans—Vanilla, easier in tone, due to near new crop of Mexican, and also large receipts of Bourbons. The materially lower prices of vanillin have resulted in an increased consumption of that article, and the demand for beans is, in consequence, not so urgent.

Cantharides—Consuming demand fair and values maintained.

Cassia Buds—Market very strong, prime being in light supply and offers sparing.

Chloral, Hydrate—Quotations steady.

Colocynth Apples—Market is tending lower, the result of free arrivals, and values are lower.

Cream Tartar—Trade demand fair.

Essential Oils—Business, with both buyers and sellers, is limited to actual requirements, on account of the uncertainty that prevails in regard to the pending tariff question. Anise and cassia, both steady. Sassafras, easier. Peppermint, quiet.

Flowers—German chamomile, exceedingly scarce. American saffron, only small sales reported. Arnica, demand fair.

Gums—Camphor (domestic), firmly held.

Juniper Berries—The light supply is being firmly held.

Leaves—Short buchu, quotations maintained. The firmer feeling in coca is also maintained.

Lycopodium—Demand has subsided and the market is now tame.

Menthol—Dull.

Mercurial Preparations—Firm.

Morphine—Consuming demand has been good and prices are firm.

Naphthaline—Active and firm.

Opium—Business in shipments has been curtailed by the retroactive clause of the tariff bill, and the situation abroad is not particularly interesting at present. Local market has been quiet and tone easy, the available stock being unusually large.

Roots—Ipecac, good seasonable demand is reported by dealers and values have been maintained. Mexican sarsaparilla, no special demand. Jamaica ginger is higher, the advance being due to lighter receipts of new crop and further buying for London account. Golden seal is a trifle easier, while mandrake is a trifle higher.

Seeds—Canary, stronger, and prices have advanced. Cummin is a fraction lower. Italian fennel, also, is lower. Mustard, very dull.

Sponges—While the spot market has ruled dull, the statistical position is in

favor of holders, and quotations for all desirable descriptions are steady. Nothing new is heard from primary markets.

How Tomatoes are Preserved in Italy.

In every house and cottage the preserving of tomatoes is carried on. Terraces, balconies, and even the flat roofs of the houses are half covered with plates containing the deep-red substance. After gathering, the tomatoes intended for preserving are spread out for some hours in the sun until the skin has somewhat shrunk. They are then passed through a sieve so that they may be freed both from seeds and skins. As they contain a large proportion of water, the substance which has been passed through the sieve must be hung in bags, from which the water exudes, and soon a pool of dirty-looking water is formed beneath each bag. Strange to say, it is in no way tinged with red. The mixture which remains in the bags has the consistency of a very thick paste. It is then salted, the proportion being a little less than an ounce of salt to a pound of preserve. The process now requires that it should be spread on flat plates, exposed to the sun, and stirred from time to time with a wooden spoon, so that the upper part may not form a crust, while underneath it remains soft. It is a picturesque sight when the women are to be seen flitting about on their roofs and terraces attending to their deep-red preserve, their colored handkerchiefs flung on their heads to screen them from the rays of the burning sun when it is at its fiercest. In the evening the contents of the various plates are taken in and stirred up together, for if moistened by the night dew the whole would be spoiled. After being exposed to the sun for seven or eight days, the same process being repeated each day, the preserve is finished and placed in jars for winter use.

His Irrelevant Questions.

From the Chicago Post.

She had just returned from a visit to Milwaukee, and something had happened to displease her.

"The fact of the matter is," she said, "we get swindled in this town and haven't sense enough to know it."

"You must have run across a bargain somewhere," he suggested, for he knew her failing.

"Bargain!" she exclaimed. "Why, I tell you, William, we don't know where to shop to make money. Do you remember the last shirt I bought you?"

He did. He would have said he did even if he didn't, but it so happened this time that he did, for it had given him considerable trouble in one way and another. "Well," she exclaimed, "I paid just one dollar for that shirt in Chicago, and I saw an exact duplicate of it at a marked-down sale in Milwaukee for 98 cents."

"Why didn't you go on to St. Paul?" he asked wearily. "Perhaps you could have got the same thing for 93 cents. Or Winnipeg might have given it to you for 91. One has to go after bargains, you know."

She wasn't quite sure whether he was making fun of her, but she felt that it was possible, and refused to continue the subject in consequence.

Havana Tobacco Is High

Because the tobacco fields of Cuba are being destroyed. Yet the makers of "Ouellette's Havana Smokers" have decided not to increase their price or reduce the quality of stock used in their manufacture. Although roughly made, they are an expert's smoke. George Wilson, representing T. C. Ouellette, of Detroit, is offering them to the trade.

More than one-third of the population of Switzerland are depositors in the savings banks. There are 557 institutions of this description in the country with 1,196,549 depositors.

A Kansas City doctor, who was looking for a crazy patient whom he was to lock up in an insane asylum, found the lunatic serving on a jury in the Circuit Court.

The Vilest of Frauds.

From the Pharmaceutical Era.

There are stringent postoffice rules which, if enforced as they should be, would make it impossible for a certain class of swindlers to do business. The "lost manhood," "nervous debility" frauds thrive because they are very shrewd in the wording of their advertisements, and because the postoffice authorities and the express companies apparently make no attempt to get below the surface and ascertain the true character of the traffic, which is a fraud and deception from start to finish. It is to be wondered, too, what sort of conscience and moral sense are possessed by newspaper proprietors (and religious papers are the worst of the lot) who print the lying advertisements of these concerns, and what sense of respectability must be that of bankers and other business men who allow their names to be printed as references.

In Michigan the surveillance of these fakes seems to be conspicuous by its absence, for that State fosters a brood of them, at Marshall, Battle Creek, Delray, Kalamazoo, etc. The last named city is cursed with one of the worst of them, who uses the name of Thomas Slater, and is particularly nervy and obnoxious in his methods. He buys large space in the papers and uses the name of a reputable bank as reference, apparently without protest of the honest inhabitants of that fair city, whose duty is and effort should be to squelch the disreputable enterprise which is bringing such unenviable notoriety upon them. A description of this man's methods will serve as a description of the many others of the same type.

Under the heading "Free to Every Man," or a similar one, he describes (?) symptoms during the years he "rolled and tossed about on the troubled sea of sexual weakness," and offers to send "the method of this wonderful treatment free." An answer to the advertisement brings back a circular letter from Slater, carefully gotten up in imitation of a dictated and copied type-written letter, in which he pretends to be a philanthropist, and asks the recipient to fill out an enclosed blank giving symptoms, and to send it to the Michigan Medicine Company of Kalamazoo.

The letter is so suggestive that it cannot be published here, and the questions asked are of a revolting character.

Up to this point the promise has been that everything was to be free, but as soon as the medicine people get confidential information about the victim's youthful errors and his hopes of marriage, they assume a more domineering tone. All their correspondence is run off a printing press by the hundred, but in careful imitation of one person's handwriting or of copied typewriting. The circulars are particularly obnoxious, describing in detail symptoms (or supposed symptoms) which are shrewdly calculated to make the poor victim believe he is a sufferer from the most horrible diseases and to be almost in extremis. After frightening them nearly to death the game is merely to run their patients through the mill by working off on them successive circulars until a package of medicine is sent C. O. D. After this course has progressed a while, further correspondence is conducted, with a view to the patient's taking supplementary treatment, owing to the interesting and complicated character of his troubles.

It is a stigma upon Kalamazoo that it should allow such an institution to exist within its borders; it is a disgrace to the journalism of that city that one of its evening newspapers should print the advertisements of the concern, and it is not to the credit of the physicians, druggists and others interested in medicine, and the business men generally that they do nothing to abolish the Michigan Medicine Company and Thomas Slater. And, too, the quicker the postoffice issues a "fraud order" and enforces it against the malodorous enterprise the better for the morals of that community and the choice collection of "suckers" reached by the advertisements. There are laws enough to make it impossible to work the scheme either through the mails or the express companies, if the authorities were but alive to their duties and responsibilities.

PATENT MEDICINES

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

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.

THE "MONITOR."

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

We have in this brand a \$30.00 cigar which we can recommend in the strongest terms.



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

"MASTER" "YUMA"

The best 5 cent cigars ever made. Sold by

BEST & RUSSELL CO CHICAGO.

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






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

Morpha, S.P. & W.	1 95	2 20	Sinapis.....	2	18	Linseed, pure raw..	33	36
Morpha, S.N.Y.Q. & C. Co.	1 85	2 40	Sinapis, opt.....	2	30	Linseed, boiled.....	35	38
Moschus Canton.....	2	10	Snuff, Maccaboy, De	2	34	Neatsfoot, winter str	65	70
Myristica, No. 1.....	65	80	Snuff, Scotch, DeVo's	2	34	Spirits Turpentine..	35	40
Nux Vomica...po.20	15	18	Soda Boras.....	6	8			
Os Sepia.....	15	18	Soda Boras, po.....	6	8			
Pepsin Saac, H. & P. D. Co.	1	00	Soda et Potass Tart.	20	28			
Picis Liq. N.N. ½ gal. doz.	2	00	Soda, Carb.....	1½	2	Paints	BBL	LB
Picis Liq., quarts.....	2	00	Soda, Bi-Carb.....	3	5	Red Venetian.....	1½	2 23
Pis Liq., pint.....	85	50	Soda, Ash.....	3½	4	Ochre, yellow Mars.	1½	2 23
Pil Hydras.....	30	35	Soda, Sulphas.....	2	20	Ochre, yellow Bar.	1½	2 23
Piper Nigra...po. 22	18	18	Spts. Cologne.....	2	60	Putty, commercial..	2½	2½ 23
Piper Alba...po. 35	7	30	Spr Myrcia Dom.....	50	65	Putty, strictly pure.	2½	2½ 23
Pilx Burgun.....	30	35	Spts. Vinl Rect. bbl	2	42	Vermilion, Prime		
Plumbi Acet.....	10	12	Spts. Vinl Rect. 10gal	2	45	Vermilion, English.	70	75
Pulvis Ipecac et Opil	1 10	120	Spts. Vinl Rect. 5gal	2	47	Green, Paris.....	13½	15
Pyrethrum, boxes H. & P. D. Co., doz.....	1 25	30	Less 5c gal. cash 10 days.			Green, Peninsular..	13	16
Pyrethrum, pv.....	30	33	Strychnia, Crystal..	1 40	1 45	Lead, Red.....	5½	6
Quinae.....	8	10	Sulphur, Subl.....	2½	3	Lead, white.....	5½	7
Quinae & German.....	26	31	Sulphur, Roll.....	2	2½	Whiting, white Spn	6	70
Quinia, S. German.....	20	29	Tamarinds.....	8	10	Whiting, gliders..	2	30
Quinia, N.Y.....	24	29	Terbenaz Venice.....	25	30	White, Paris Amer..	2	1 00
Rubia Tinctorum.....	12	14	Theobroma.....	40	45	Whiting, Paris Eng.		
Saccharum Lactis pv	24	26	Vanilla.....	9 00	16 00	clif.....	2	1 40
Salacin.....	3 00	3 10	Zinci Sulph.....	7	8	Universal Prepared.	1 00	1 15
Sanguis Draconis.....	40	50						
Sapo, W.....	12	14	Oils			Varnishes		
Sapo, M.....	10	12	Wahle, winter.....	70	70	No. 1 Turp Coach...	1 00	1 20
Sapo, G.....	15	15	Lard, extra.....	40	45	Extra Turp.....	1 00	1 20
Siedltz Mixture.....	20	22	Lard, No. 1.....	35	40	Coach Body.....	2 75	3 00
						No. 1 Turp Furn.....	1 00	1 10
						Extra Turk Damar..	1 55	1 80
						Jap. Dryer.No.1Turp	70	75

Hazeltine & Perkins Drug Co.
Grand Rapids, Mich.

GROCERY PRICE CURRENT.

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

AXLE GREASE. Aurora, doz. gross 5 00 Castor Oil, doz. 7 00 Diamond, doz. 5 50 Frazer's, doz. 9 00 IXL Golden, tin boxes 75 9 00 Mica, doz. 8 00 Paragon, doz. 5 50	CHEESE. Acme, doz. 10 1/2 Amboy, doz. 11 1/4 Gold Medal, doz. 11 1/2 Ideal, doz. 12 Jersey, doz. 12 Lenawee, doz. 12 Riverside, doz. 12 Sparta, doz. 10 1/2 Brick, doz. 7 5/8 Edam, doz. 19 Limburger, doz. 15 Pineapple, doz. 43 1/2 Sap Sago, doz. 18	COUPON BOOKS.   Trademan 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	FARINACEOUS GOODS. Farina. Bulk, doz. 3 Grits. Walsh-DeRoo Co.'s, doz. 2 00 Hominy. Barrels, doz. 2 25 Flake, 50 lb. drums, doz. 1 00 Lima Beans. 3 1/2 Maccaroni and Vermicelli. Domestic, 10 lb. box, doz. 60 Imported, 25 lb. box, doz. 2 50 Pearl Barley. Common, doz. 1 1/4 Chester, doz. 2 Empire, doz. 2 1/4 Peas. Green, bu. 80 Split, per lb. 2 1/4 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, doz. 3 20	Souders'. Oval bottle, with corkscrew. Best in the world for the money.  Regular Grade Lemon. 2 oz. doz. 75 4 oz. doz. 1 50 Regular Vanilla. 2 oz. doz. 1 20 4 oz. doz. 2 40 XX Grade Lemon. 2 oz. doz. 1 50 4 oz. doz. 3 00 XX Grade Vanilla. 2 oz. doz. 1 75 4 oz. doz. 3 50	SALT. Diamond Crystal. Cases, 24 3-lb boxes, doz. 1 50 Barrels, 100 3 lb bags, doz. 2 75 Barrels, 40 7 lb bags, doz. 2 40 Butter, 28 lb. bags, doz. 30 Butter, 56 lb. bags, doz. 60 Butter, 20 14 lb bags, doz. 3 00 Butter, 280 lb bbls, doz. 2 50 Common Grades. 100 3 lb sacks, doz. 2 60 60 5 lb sacks, doz. 1 85 28 11 lb sacks, doz. 1 70 Worcester. 50 4 lb. cartons, doz. 3 25 115 2 1/2 lb. sacks, doz. 4 00 60 5 lb. sacks, doz. 3 75 22 14 lb. sacks, doz. 3 50 30 10 lb. sacks, doz. 3 50 28 lb. linen sacks, doz. 32 56 lb. linen sacks, doz. 60 Bulk in barrels, doz. 2 50 Warsaw. 56-lb dairy in drill bags, doz. 30 28-lb dairy in drill bags, doz. 15 Ashton. 56-lb dairy in linen sacks, doz. 60 Higgins. 56-lb dairy in linen sacks, doz. 60 Solar Rock. 56-lb sacks, doz. 21 Common Fine. Saginaw, doz. 70 Manitowish, doz. 70
BAKING POWDER. Absolute. 1/4 lb cans doz. 45 1/2 lb cans doz. 85 1 lb cans doz. 1 50 Acme. 1/4 lb cans doz. 45 1/2 lb cans doz. 75 1 lb cans doz. 1 00 El Purity. 1/4 lb cans per doz. 75 1/2 lb cans per doz. 1 20 1 lb cans per doz. 2 00 Home. 1/4 lb cans 4 doz case. 35 1/2 lb cans 4 doz case. 55 1 lb cans 2 doz case. 90	Chicory. Bulk, doz. 5 Red, doz. 7 CATSUP. Columbia, pints, doz. 4 25 Columbia, 1/2 pints, doz. 2 50 CLOTHES PINS. 5 gross boxes, doz. 45 COCOA SHELLS. 20 lb bags, doz. 2 1/4 Less quantity, doz. 3 Pound packages, doz. 4 CREAM TARTAR. Strictly Pure, wooden boxes, doz. 35 Strictly Pure, tin boxes, doz. 37	ONE CENT COUPON 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, any denom. 1 00 50 books, any denom. 2 00 100 books, any denom. 3 00 250 books, any denom. 6 25 500 books, any denom. 10 00 1000 books, any denom. 17 50	Sago. German, doz. 4 East India, doz. 3 1/4 Wheat. Cracked, bulk, doz. 3 24 2 lb packages, doz. 2 40 Fish. Cod. Georges cured, doz. 4 Georges genuine, doz. 4 1/4 Georges selected, doz. 5 1/4 Strips or bricks, doz. 8 Halibut. Chunks, doz. 10 Strips, doz. 9 Herring. Holland white hoops keg, doz. 60 Holland white hoops bbl, doz. 7 50 Norwegian, doz. 2 50 Round 100 lbs, doz. 1 30 Sealed, doz. 13	GLUE. Jackson Liquid, 1 oz. per doz. 65 Jackson Liquid, 2 oz. per doz. 98 Jackson Liquid, 3 oz. per doz. 1 30 GUNPOWDER. Rifle-Dupont's. Kegs, doz. 4 25 Half Kegs, doz. 2 40 Quarter Kegs, doz. 1 35 1 lb cans, doz. 30 1/2 lb cans, doz. 18 Choke Bore-Dupont's. Kegs, doz. 4 00 Half Kegs, doz. 2 25 Quarter Kegs, doz. 1 25 1 lb cans, doz. 34 Eagle Duck-Dupont's. Kegs, doz. 8 00 Half Kegs, doz. 4 25 Quarter Kegs, doz. 2 25 1 lb cans, doz. 45 LICORICE. Pure, doz. 30 Calabria, doz. 25 Sicily, doz. 14 Root, doz. 10 MINCE MEAT. Ideal, 3 doz. in case, doz. 2 25	SPICES. Whole Sifted. Allspice, doz. 9 Cassia, China in mats, doz. 10 Cassia, Batavia in bund., doz. 30 Cassia, Saigon in rolls, doz. 32 Cloves, Amboyna, doz. 15 Cloves, Zanzibar, doz. 9 Mace, Batavia, doz. 60 Nutmegs, fancy, doz. 60 Nutmegs, No. 1, doz. 60 Nutmegs, No. 2, doz. 45 Pepper, Singapore, black, doz. 9 Pepper, Singapore, white, doz. 12 Pepper, shot, doz. 10 Pure Ground in Bulk. Allspice, doz. 12 Cassia, Batavia, doz. 22 Cassia, Saigon, doz. 35 Cloves, Amboyna, doz. 20 Cloves, Zanzibar, doz. 15 Ginger, African, doz. 15 Ginger, Cochinchina, doz. 20 Ginger, Jamaica, doz. 22 Mace, Batavia, doz. 70 Mustard, Eng. and Trieste, doz. 20 Mustard, Trieste, doz. 25 Nutmegs, 400 lb, doz. 40 Pepper, Sing., black, doz. 10 1/4 Pepper, Sing., white, doz. 15 1/8 Pepper, Cayenne, doz. 17 1/2 Sage, doz. 18
JAXON Our Leader. 1/4 lb cans, doz. 45 1/2 lb cans, doz. 75 1 lb cans, doz. 1 50 Pearless. 1 lb cans, doz. 85 BASKETS.  Standard Bushel, per doz. 1 25 Extra Bushel, per doz. 1 75 Market, doz. 30 1/2 bushel, bamboo del'ry, doz. 3 50 3/4 bushel, bamboo del'ry, doz. 4 00 1 bushel, bamboo del'ry, doz. 5 00 Iron strapped, 50c extra. Diamond Cloth, 30x16, doz. 2 50 Braided Splint, 30x16, doz. 4 00	COFFEE. Green. Rio, doz. 17 Fair, doz. 18 Good, doz. 19 Prime, doz. 19 Golden, doz. 20 Peaberry, doz. 22 Santos. Fair, doz. 19 Good, doz. 20 Prime, doz. 22 Peaberry, doz. 23 Mexican and Guatamala. Fair, doz. 21 Good, doz. 22 Fancy, doz. 24 Maracaibo. Prime, doz. 23 Milled, doz. 24 Java. Interior, doz. 25 Private Growth, doz. 27 Mandehling, doz. 28 Mocha. Imitation, doz. 25 Arabian, doz. 28 Roasted. Clark-Jewell-Well's Co.'s Brands Fifth Avenue, doz. 30 Jewell's Arabian Mocha, doz. 30 Wells' Mocha and Java, doz. 25 1/2 Wells' Perfection Java, doz. 25 1/2 Sanchaibo, doz. 23 Valley City Maracaibo, doz. 23 Ideal Blend, doz. 16 1/4 Leader Blend, doz. 14 Worden Grocer Co.'s Brands Quaker Arabian Mocha, doz. 31 Quaker Mandehling Java, doz. 31 Quaker Mocha and Java, doz. 29 Toko Mocha and Java, doz. 26 Quaker Golden Santos, doz. 23 State House Blend, doz. 22 Quaker Golden Rio, doz. 20	DRIED FRUITS-DOMESTIC Apples. Sundried, doz. 2 1/4 Evaporated 50 lb boxes, doz. 4 California Fruits. Apricots, doz. 9 10 1/4 Blackberries, doz. 6 Nectarines, doz. 7 1/4 Peaches, doz. 8 Pitted Cherries, doz. 8 Prunelles, doz. 12 Raspberries, doz. 12 California Prunes. 100-120 25 lb boxes, doz. 3 1/2 90-100 25 lb boxes, doz. 4 1/4 80-90 25 lb boxes, doz. 4 3/4 70-80 25 lb boxes, doz. 5 1/4 60-70 25 lb boxes, doz. 6 50-60 25 lb boxes, doz. 6 1/4 40-50 25 lb boxes, doz. 7 30-40 25 lb boxes, doz. 7 1/4 cent less in 50 lb cases	FLAVORING EXTRACTS.  Jennings'. D. C. Vanilla, 2 oz. 1 20 3 oz. 1 50 4 oz. 2 00 6 oz. 3 00 No. 8 4 00 No. 10 6 00 No. 2 T 1 25 No. 3 T 2 00 No. 4 T 2 40 D. C. Lemon, 2 oz. 1 20 3 oz. 1 50 4 oz. 2 00 6 oz. 3 00 No. 8 4 00 No. 10 6 00 No. 2 T 1 25 No. 3 T 2 00 No. 4 T 2 40	POTASH. 48 cans in case, doz. 4 00 Babbitt's, doz. 3 00 Penna Salt Co.'s, doz. 3 00 PICKLES. Medium. Barrels, 1,200 count, doz. 3 40 Half bbls, 600 count, doz. 2 20 Small. Barrels, 2,400 count, doz. 4 40 Half bbls, 1,200 count, doz. 2 70 RICE. Domestic. Carolina head, doz. 6 1/4 Carolina No. 1, doz. 5 Carolina No. 2, doz. 4 1/4 Broken, doz. 3 Imported. Japan, No. 1, doz. 5 1/4 Japan, No. 2, doz. 5 Java, No. 1, doz. 4 1/4 Table, doz. 5 1/4 SEEDS. Anise, doz. 12 Canary, Smyrna, doz. 4 Caraway, doz. 10 Cardamon, Malabar, doz. 8 1/2 Hemp, Russian, doz. 4 Mixed Bird, doz. 4 1/4 Mustard, white, doz. 6 1/4 Poppy, doz. 8 Rape, doz. 5 Cuttle Bone, doz. 20	SYRUPS. Corn. Barrels, doz. 12 Half bbls, doz. 14 Pure Cane. Fair, doz. 16 Good, doz. 20 Choice, doz. 25 SODA. Boxes, doz. 5 1/4 Kegs, English, doz. 4 1/4 SOAP. Laundry. Armour's Brands, doz. 2 70 Armour's Family, doz. 2 70 Armour's Laundry, doz. 3 25 Armour's Comfort, doz. 2 80 Armour's White, 100s, doz. 6 25 Armour's White, 50s, doz. 3 20 Armour's Woodstock, doz. 2 55 Armour's Kitchen Brown, doz. 2 40 Armour's Mottled German, doz. 2 40 SOAP. American Family, wrp'd., doz. 3 33 American Family, unwr'd., doz. 3 27 Dome, doz. 3 33 Cabinet, doz. 2 25 Savon, doz. 2 50 Dusky Diamond, 56 oz., doz. 2 10 Dusky Diamond, 58 oz., doz. 3 00 Blue India, doz. 3 00 Kirkoline, doz. 3 75 Eos, doz. 3 65
CONDENSED PEARL BLUING 1 doz. pasteboard Boxes, doz. 40 3 doz. wooden boxes, doz. 1 20 BROOKS. No. 1 Carpet, doz. 1 90 No. 2 Carpet, doz. 1 75 No. 3 Carpet, doz. 1 50 No. 4 Carpet, doz. 1 15 Parlor Gem, doz. 2 00 Common Whisk, doz. 70 Fancy Whisk, doz. 80 Warehouse, doz. 2 25 CAKE FROSTING. Nacretoin, per doz. 2 25 Two doz. in case assorted flavors-lemon, vanilla and rose. CANDLES. 8s., doz. 7 16s., doz. 8 Paraffine, doz. 8	CONDENSED MILK. 4 doz in case. Gall Borden Eagle, doz. 6 75 Crown, doz. 6 25 Daisy, doz. 5 75 Champion, doz. 4 50 Magnolia, doz. 4 25 Challenge, doz. 3 50 Dime, doz. 3 35 Kneipp Malt Coffee. 1 lb. packages, 50 lb. cases, doz. 9 1 lb. packages, 100 lb. cases, doz. 9	FOREIGN. Currents. Patras bbls, doz. 4 1/4 Vostizias 50 lb cases, doz. 4 1/4 Cleaned, bulk, doz. 3 Cleaned, packages, doz. 6 1/4 Peel. Citron American 10 lb bx, doz. 14 Lemon American 10 lb bx, doz. 12 Orange American 10 lb bx, doz. 12 Raisins. Ondura 28 lb boxes, doz. 6 1/4 Sultana 1 Crown, doz. 8 1/4 Sultana 2 Crown, doz. 9 Sultana 3 Crown, doz. 9 1/4 Sultana 4 Crown, doz. 9 1/2 Sultana 5 Crown, doz. 10 1/4	HERBS. Sage, doz. 15 Hops, doz. 15 INDIGO. Madras, 5 lb boxes, doz. 55 S. F., 2 3 and 5 lb boxes, doz. 50 JELLY. 15 lb pails, doz. 30 17 lb pails, doz. 34 30 lb pails, doz. 60 LYE. Condensed, 2 doz, doz. 1 20 Condensed, 4 doz, doz. 2 25	SALETERATUS. Packed 60 lbs. in box. Church's, doz. 3 30 Deland's, doz. 3 15 Dwight's, doz. 3 30 Taylor's, doz. 3 00 SAL SODA. Granulated, bbls, doz. 1 10 Granulated, 100 lb cases, doz. 1 50 Lump, bbls, doz. 1 Lump, 145 lb kegs, doz. 1 10	JAS. S. KIRK & CO.'S BRANDS. American Family, wrp'd., doz. 3 33 American Family, unwr'd., doz. 3 27 Dome, doz. 3 33 Cabinet, doz. 2 25 Savon, doz. 2 50 Dusky Diamond, 56 oz., doz. 2 10 Dusky Diamond, 58 oz., doz. 3 00 Blue India, doz. 3 00 Kirkoline, doz. 3 75 Eos, doz. 3 65

Lautz Bros. & Co.'s Brands.



Acme, 70 1 lb. cakes.	
Single box	3 43
5 box lots	3 35
10 box lots	3 28
25 box lots	3 23
Acme, 60 1 lb. cakes.	
Single box	3 00
5 box lots	2 90
10 box lots	2 85
25 box lots	2 80
One box free with 5; two boxes free with 10; five boxes free with 25.	

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.	



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

Henry Passolt's Brand.



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



Single box	2 80
5 box lots, delivered	2 75
10 box lots, delivered	2 70
25 box lots, delivered	2 65
Wolverine Soap Co.'s Brands.	



Single box	2 65
5 box lots, delivered	2 60
10 box lots, delivered	2 50
25 box lots, delivered	2 45
Allen B. Wrisley's Brands.	
Old Country, 80 1-lb. bars	2 20
Good Cheer, 60 1-lb. bars	3 75
Uno, 100 10-oz. bars	2 50
Doil, 100 10-oz. bars	2 25

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



Kingsford's Corn.	
40 1-lb. packages	6 64
20 1-lb. packages	6 34
Kingsford's Silver Gloss.	
40 1-lb. packages	6 34
20 1-lb. packages	6 34
6-lb. boxes	7 00
Diamond.	
64 100 packages	5 00
128 50 packages	5 00
32 100 and 64 50 packages	5 00
Common Corn.	
20-lb. boxes	5 00
40-lb. boxes	4 40

Common Gloss.	
10 packages	4 40
5-lb. packages	4 40
6-lb. packages	5 40
10 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 13
Domino	5 00
Cubes	4 75
Powdered	4 75
XXXX Powdered	4 88
Mould A	4 75
Granulated in bbls.	4 50
Granulated in bags	4 50
Fine Granulated	4 50
Extra Fine Granulated	4 63
Extra Coarse Granulated	4 63
Diamond Confection	4 38
Confection Standard A	4 25
No. 1	4 25
No. 2	4 25
No. 3	4 25
No. 4	4 19
No. 5	4 13
No. 6	4 06
No. 7	4 00
No. 8	3 88
No. 9	3 75
No. 10	3 63
No. 11	3 50
No. 12	3 38
No. 13	3 31
No. 14	3 25
No. 15	3 19
No. 16	3 13

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

TOBACCOES.	
Cigars.	
Clark-Jewell-Well's Co.'s brand.	
New Brick	35 00
Morrison, Plummer & Co.'s b'd.	
Governor Yates, 4 1/2 in.	58 00
Governor Yates, 4 1/4 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.	
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	8 00
Trout	8 00
Black Bass	10 00
Halibut	12 00
Ciscoes or Herring	4 00
Bluefish	10 00
Live Lobster	17 00
Boiled Lobster	19 00
Cod	10 00
Haddock	8 00
No. 1 Pickerel	8 00
Pike	7 00
Smoked White	8 00
Red Snapper	13 00
Col River Salmon	13 00
Mackerel	10 00

Oysters in Cans.	
F. H. Counts	40 00
F. J. D. Selects	30 00
Selects	25 00
F. J. D. Standards	20 00
Anchois	20 00
Standards	20 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	5 40 @ 7
Standard H. H.	5 40 @ 7
Standard Twist	6 00 @ 7
Cut Leaf	7 40 @ 8 1/2

Mixed Candy.

Competition	6 00 @ 6
Standard	6 00 @ 6 1/2
Leader	6 00 @ 7
Conserve	6 00 @ 7 1/2
Royal	6 00 @ 7 1/2
Ribbon	6 00 @ 8
Broken	6 00 @ 8
Cut Leaf	6 00 @ 8
English Rock	6 00 @ 8
Kindergarten	6 00 @ 8 1/2
French Cream	6 00 @ 9
Dandy Pan	6 00 @ 10
Valley Cream	6 00 @ 13

Fancy-In Bulk.

Lozenges, plain	11 @ 14
Lozenges, printed	11 @ 14
Choc. Drops	11 @ 14
Choc. Monumentals	11 @ 14
Gum Drops	11 @ 14
Moss Drops	11 @ 14
Sour Drops	11 @ 14
Imperial	11 @ 14

Fancy-In 5 lb. Boxes.

Lemon Drops	60 @ 50
Sour Drops	60 @ 50
Peppermint Drops	60 @ 50
Chocolate Drops	60 @ 50
H. M. Choc. Drops	60 @ 50
Gum Drops	60 @ 50
Licorice Drops	60 @ 50
A. B. Licorice Drops	60 @ 50
Lozenges, plain	60 @ 50
Lozenges, printed	60 @ 50
Imperial	60 @ 50
Mottos	60 @ 50
Cream Bar	60 @ 50
Molasses Bar	60 @ 50
Hand Made Creams	80 @ 90
Plain Creams	60 @ 90
Decorated Creams	60 @ 90
Straw Rock	60 @ 90
Burnt Almonds	1 25 @ 25
Wintergreen Berries	60 @ 55
Caramels.	
No. 1 wrapped, 2 lb. boxes	60 @ 30
No. 1 wrapped, 3 lb. boxes	60 @ 45
No. 2 wrapped, 2 lb. boxes	60 @ 45

Fresh Meats.

Beef.	
Carcass	6 1/2 @ 7 1/2
Fore quarters	5 00 @ 7 1/2
Hind quarters	7 1/2 @ 9
Loins No. 3	9 @ 14
Ribs	9 @ 12
Rounds	6 00 @ 6 1/2
Chucks	4 00 @ 5
Plates	4 00 @ 4
Pork.	
Dressed	6 00 @ 5
Governor Yates	6 00 @ 7 1/2
Shoulders	6 00 @ 7 1/2
Leaf Lard	5 1/2 @ 8
Mutton.	
Carcass	6 00 @ 8
Spring Lambs	8 00 @ 9
Veal.	
Carcass	5 00 @ 6 1/2

Crackers.

The N. Y. Biscuit Co. quotes as follows:	
Butter.	
Seymour XXX	4 00
Seymour XXX, 3 lb. carton	4 40
Family XXX	4 00
Family XXX, 3 lb. carton	4 40
Salted XXX	4 00
Salted XXX, 3 lb. carton	4 40
Soda.	
Soda XXX	4 00
Soda XXX, 3 lb. carton	4 40
Soda, City	4 00
Zephyrette	5 00
Long Island Wafers	9 00
L. I. Wafers, 1 lb. carton	10 00
Oyster.	
Square Oyster, XXX	4 00
Sq. Oys. XXX, 1 lb. carton	5 00
Farina Oyster, XXX	4 00

SWEET GOODS-Boxes.

Animals	9 00
Bent's Cold Water	13 00
Belle Rose	9 00
Coccolant Taffy	9 00
Coconut Cakes	8 00
Frosted Honey	10 00
Graham Crackers	6 00
Ginger Snaps, XXX round	5 00
Ginger Snaps, XXX city	5 00
Gln. Snps, XXX home made	5 00
Gln. Snps, XXX scalloped	5 00
Ginger Vanilla	7 00
Imperial	6 00
Jumbles, Honey	10 00
Molasses Cakes	10 00
Marshmallow	12 00
Marshmallow Creams	13 00
Pretzels, hand made	6 00
Pretzettes, Little German	6 00
Sugar Cake	6 00
Sultanas	10 00
Sears' Lunch	10 00
Sears' Zephyrette	10 00
Vanilla Square	12 00
Vanilla Wafers	12 00
Pecan Wafers	12 00
Fruit Coffee	9 00
Mixed Picnic	10 00
Cream Jumbles	11 1/2 @ 11
Boston Ginger Nuts	6 00
Chimney Fadden	9 00
Pineapple Glace	12 00

Grains and Feedstuffs

Wheat.

Wheat	82
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Winter Wheat Flour.

Local Brands.	
Patents	4 80
Second Patent	4 30
Straight	4 19
Clear	3 70
Graham	4 00
Buckwheat	3 40
Rye	2 65
Subject to usual cash discount.	
Flour in bbls., 25c per bbl. additional.	
Worden Grocer Co.'s Brand.	
Ceresota, 1/2s.	4 40
Ceresota, 1/4s.	4 30
Quaker, 1/2s.	4 35
Quaker, 1/4s.	4 35

Spring Wheat Flour.

Olney & Judson's Brand.	
Ceresota, 1/2s.	4 40
Ceresota, 1/4s.	4 30
Ceresota, 1/8s.	4 25
Ball-Barnhart-Putman's Brand.	
Grand Republic, 1/2s.	4 40
Grand Republic, 1/4s.	4 30
Grand Republic, 1/8s.	4 25
Worden Grocer Co.'s Brand.	
Laurel, 1/2s.	4 40
Laurel, 1/4s.	4 30
Laurel, 1/8s.	4 25

Lemon & Wheeler Co.'s Brand.

Parisian, 1/2s.	4 40
Parisian, 1/4s.	4 30
Parisian, 1/8s.	4 25

Meal.

Bolton	1 50
Granulated	1 75

Feed and Millstuffs.

St. Car 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	25
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	2 00 @ 2 25
126-150-176-200	2 50

California Navels.

96-112	2 35
126	2 35
150-176-200	2 35

Valencias in Cases.

420s.	2 40
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Lemons.

Strictly choice 360s.	2 50
Strictly choice 300s.	2 30
Fancy 360s.	2 30
Ex. Fancy 300s.	2 30

Bananas.

A definite price is hard to name, as it varies according to size of bunch and quality of fruit.	
Medium bunches	1 25 @ 1 50
Large bunches	1 75 @ 2 00

Foreign Dried Fruits.

Figs, Choice Layers	10 00
Figs, New Smyrna	10 00
14 and 20 lb. boxes.	10 00
Figs, Naturals in	10 00
30 lb. bags	10 00
Dates, Fards in 10 lb boxes	8 00
Dates, Fards in 60 lb cases	6 00
Dates, Persians, H.M.	6 00
B. 60 lb cases, new	6 00
Dates, Sairs 60 lb cases	4 40

Nuts.

Almonds, Tarragona	12 00
Almonds, Ivaca	1

IMITATING MEN.

Wherein Women Should Emulate Their Example.

One of the reproaches brought against the new woman is that she tries to imitate man. This is regarded as a monstrous accusation, although it is hard to see why, unless man is regarded as good enough to copyright, and any infringement on the patent is resented.

Of course, there is a prejudice against all kinds of imitations, and it cannot be said the new woman's understudy of the masculine role has been a distinguished success. Some of them have thought that the hideous and abominable bloomer was a satisfactory alias for the convenient trouser. Others, in their efforts to be manly, have overlooked the importance of being gentlemanly. These were the inevitable results of experimenting with a new thing. It has taken man several thousand years to reach the stage of perfection he now enjoys, and it was not to be expected that woman could dash off a satisfactory copy at a moment's notice.

For my part I love the men, God bless 'em! as Kate Field used to say, and while I don't desire to become an imitation man myself, or to see my sisters making masculine caricatures of themselves by adopting trousers and short hair and what they fondly believe to be a masculine swagger, still I think there's any number of things in which we may become gainers by imitating our husbands and brothers.

One of the first things, I think, is that I should like to see women adopt the same rational attitude towards each other that men do to other men. If man's inhumanity to man makes countless thousands mourn, as it has been said to, woman's offishness to woman makes countless millions tired. Talk about the caste prejudices among the Brahmins and the Parsees! It sinks into innocuous desuetude before the haughty glare with which some totally insignificant woman will regard some entirely unoffending other woman. There is nothing more absurd than the unfounded suspicion with which women regard those of their sex who are not on their visiting list.

In nothing is this exclusiveness of women so noticeable as in traveling. A man who goes on a railroad journey will while away the time in conversation with the other men he meets. Often these chance acquaintances develop into friends or valuable business connections, and at the least a man has gained information, or has passed the time agreeably. Not so the women along. They have sat up in frozen silence, glared at each other over the tops of their books, and probably formed the most desperate estimates of each other's characters. I know one woman who proudly boasts that she made the entire trip to Vancouver and never opened her lips to anyone but the employes of the railroad and hotels. Think of all the pleasant companionship she must have missed. But, truth to tell, it takes a brave woman to risk the snub she is apt to get if she addresses a fellow woman traveler to whom she has no letter of introduction.

Not long ago I made a railway journey of a couple of days with a most charming-looking woman occupying the section before me. For two whole days I gazed in admiration at her fine and intelligent face, and wished I knew her, for I am one of those who love the sound of the human voice, and to

whom silence is the abomination of desolation. She gave no sign that she returned my desire for acquaintance, and as my rashness in making advances has frequently recoiled upon my unfortunate head, I said nothing, either. If we were men, I thought sadly, we should have been acquainted in fifteen minutes. She would have told me all about her family and occupation, and whether she was married or only in love, and I should have returned her confidences with similar interesting details about myself, and we should have enjoyed ourselves, instead of sitting here like two dummies, just because we are women. At last an accident happened to her frock, and I supplied from my own store a safety pin at a time when safety pins were worth their weight in gold to her. That will fetch her sure, I thought. She thanked me, and then petrified again into silence. Every now and then I still meet her, face to face, on Canal street. If we were men we would stop and shake hands, and I should say, "Hello, old chap, did that safety pin hold?" and we would both laugh and have a chat. But, being women, we don't do that. Instead, we stiffen up when we meet, and she sights at the top of the Morris building, while I become absorbed in the trolley wire, and so we pass each other by, because a silly custom has decreed that the wayfaring woman is a fool if she inclines to any sort of graciousness to a sister woman she doesn't know.

Another thing in which women might imitate men to advantage is in taking themselves less seriously. The woman who does anything out of the common always feels that she is a Christopher Columbus who has just discovered herself. And the worst part of it is that she can never rest until she calls on the world to come and see this marvelous thing. "Behold," she shouts from the housetop, "I am the great and original woman carpenter! I have driven a nail. It is not straight, and I mashed my finger in hammering it in, but that's nothing. I am a woman, and I have demonstrated a woman's right to the carpentering sphere and to drive nails if she wants to. My picture will be printed in the paper, and the women's clubs will give me receptions, for great and admirable is the new woman." Now, as a matter of fact, work is the one sexless thing in the universe. It is good or bad, independent of whether it was performed by a man or a woman, and when a woman claims for what she has done that it is good, for woman's work, she has damned it with faint praise. Perhaps it is because men have been longer at work in broader fields that they never make this mistake. When a man has to sew on his buttons you never hear of him triumphantly flaunting the achievement in the face of the world, and announcing that he has gained an entrance into a sphere hitherto occupied by oppressive woman. He would never consider that he was working out the manifest destiny of his sex by sewing on a patch, or that darning his socks entitled him to a reception from the poker club, or any especial consideration from the press. Instead, if he called attention to it, he knows very well he would be considered a blooming idiot. Woman's work will have gained in dignity and worth when it ceases to be woman's work and is only good work.

Those of us who have cut the wisdom teeth of experience have found out that

men have the best of things in this world, and we have learned to avoid, as we would the plague, things especially prepared for women, when a masculine substitute may be had. Short-shanked collar buttons that come undone at every critical moment, hair brushes that are in a continual state of moulting bristles, are thought to be good enough for women. If you have a necktie that doesn't look like you have

made it yourself, you must wheedle it out of some man. Towels as big as a postage stamp are considered sufficient for a woman, while if you want big, generous ones, the clerk will tell you that they are gentlemen's size. It is against these invidious distinctions that we want to protest in the good strong English men call kicking.

Then think of the restaurants that cater exclusively to women. No one

The Quick Meal Blue Flame Kerosine Stove

HAS NO EQUAL AS TO CONSTRUCTION, DURABILITY AND BEAUTY. EVERY STOVE A WINNER.



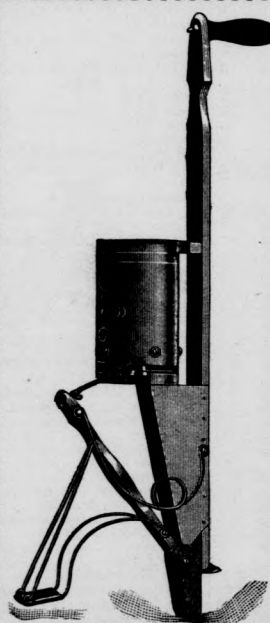
It Gives a Large Blue Flame, Same as Gas or Gasoline.

It Fills a Long-felt Want. It's Perfectly Safe.

The Quick Meals are built with Brass Burners (never rust), Brass Tanks (never leak), Aluminum Chimneys (cannot corrode). It is a perfect success. It lights, burns and can be put out without smell, smoke or soot. The construction of the burner is simple and can be taken apart in one minute. The wick adjustment is very easy and the general construction of the stove excels all other makes and will prove a lasting home comfort. Write for catalogue, mentioning advertisement.

VANDERVEEN & WITMAN,

Michigan Agts., GRAND RAPIDS.



The American Corn Planter

Made by

Sheffield Mfg. Co.

We are agents for
Western Michigan.

Foster, Stevens & Co.

Write for Circulars
and Prices.

wanting a real good dinner, and capable of judging of what a good dinner consists, would any more go to them than he would go to a haberdashery store to buy a gatling gun. They are symphonies in pies and studies in cream puffs. If a good, honest, thick steak should by accident find itself in such a place it would throw the establishment into hysteria, and a juicy mutton chop would turn over and expire of chagrin at being caught in such company. Of course, such places supply the things for which they have a demand. Women eat such stuff; they gorge themselves on pies and thin steaks and stringy chops sometimes because they don't know a good thing when they see it, but mostly because it is cheap. The last thing a man economizes on is food; the first thing a woman feels she can do without is something good to eat. A woman will pay \$25 for an Easter bonnet that consists of a rose and an aigrette without turning a hair, and shudder at the extravagance of giving 50 cents for a good lunch. A man knows that good food, eaten at the right time, means strength and health and ability to do good work, and this is one of the first things that the new woman who means to compete with men in business and the professions will have to lay to heart. Gigantic financial transactions were never erected on the basis of an omelet souffle or floated on ice cream and cake.

Women have been in the example business so long themselves, it is hard for them to realize that men have in many ways a much broader outlook and a truer sympathy than women have. Men know how to forget as well as forgive. They know how to talk a disagreeable thing over and then let it drop. A woman can never resist dragging it up again. Men can do you a favor and never mention it again. Women feel that they have established a claim to gratitude on you. Men attend more to their own affairs and less to their neighbors'. They are less critical. They judge people less by their clothes. These are all virtues which the bachelor girl might well copy from her gentlemanly brother.

DOROTHY DIX.

The Hardware Market.

With the coming of spring it is noticeable that there is more business moving. Since April 1 trade has been much better than for any month this year. It is astonishing how quick business revives with the first pleasant weather, and it is to be hoped that this revival will continue and that we may be on the eve of a large volume of business. Many lines of hardware continue low and irregular in price, and notwithstanding the marked revival of business in this section of the country, the whole tendency seems to be downward, not only on all grades of shelf hardware but in iron and heavy hardware. Some lines, however, are so low that manufacturers find it impossible to make any concessions in price, even to secure an order. Collections are fairly good.

Wire Nails—There continues to be a good demand for wire nails and the capacity of the manufacturers is nearly taxed to meet the demand. Notwithstanding a strike in one or two mills, and the inability of some to run on account of the floods in their vicinity, the few mills which are running are enabled to keep the market fairly well supplied. The price of nails, however, is firm and it is impossible for jobbers to place orders within 10c a keg as low

as they did in January or February. Whether this advance will be maintained is a question depending on when the mills now closed begin to run, but it is believed that during the remainder of the spring, prices will remain fairly firm. Jobbers have made no special changes in their prices from stock, but direct shipments from mill are very firm at \$1.50@1.45 rates, depending upon the size of the order.

Barbed Wire—Notwithstanding the mills are unable to fill orders for prompt shipments on barbed and smooth wire, they report a decided lessening in orders, and when they get the orders now on their books filled, they are wondering where new business is coming from. Prices are not as firm as they have been and orders can be placed with both mills and jobbers at 5@10c per cwt. cheaper than they could during the month of March.

Augers and Bits—The combination recently existing between all manufacturers of these lines of goods is becoming somewhat demoralized and prices are not maintained with any degree of firmness.

Screws—The market still continues in an unsettled condition. Some of the manufacturers are making extremely low prices, which are duplicated in many cases by the jobber. There seems to be but little doubt that, at the extreme prices now current, screws are selling at considerably less than cost, notwithstanding which the trade manifest but little disposition to place large orders for future shipment.

Poultry Netting and Wire Cloth—These lines of goods are, as usual at this time of the season, moving quite freely and extremely low prices are current. Some of the jobbing trade are disposing of the goods at a very close margin between cost and selling price and the market is in a very demoralized condition.

Rope—The past week has seen improvement in the demand for rope, although the trade is backward in placing orders. Stocks throughout the country are reported as light and prices are not satisfactory to manufacturers. Wool twine is sold at 5½@6c per lb. in less than carloads.

Window Glass—The past week has developed no special new feature in the glass market. Consumption continues light, the demand not being large enough to make much of an impression upon the jobbers' stocks, which are not heavy. There is a disposition, however, to hold prices firm, as it is believed that, with the early closing down of the factories and the tariff agitation, the price on glass will soon be higher rather than lower.

G. R. IXX DAIRY PAIL.



Write for quotations and monthly illustrated Catalogue.

WM. BRUMMELER & SONS,

Manufacturers and Jobbers of
Pleeced 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
BUTTS, CAST	
Cast Loose Pin, figured.....	70&10
Wrought Narrow.....	75&10
BLOCKS	
Ordinary Tackle.....	70
CROW BARS	
Cast Steel.....	per lb 4
CAPS	
Ely's 1-10.....	per m 65
Hick's C. F.....	per m 55
G. D.....	per m 35
Musket.....	per m 60
CARTRIDGES	
Rim Fire.....	50& 5
Central Fire.....	25& 5
CHISELS	
Socket Firmer.....	80
Socket Framing.....	80
Socket Corner.....	80
Socket Slicks.....	80
DRILLS	
Morse's Bit Stocks.....	60
Taper and Straight Shank.....	50& 5
Morse's Taper Shank.....	50& 5
ELBOWS	
Com. 4 piece, 6 in.....	doz. net 55
Corrugated.....	1 25
Adjustable.....	dis 40&10
EXPANSIVE BITS	
Clark's small, \$18; large, \$26.....	30&10
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List	
New American.....	70&10
Nicholson's.....	70
Heller's Horse Rasps.....	55&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
KNOBS—New List	
Door, mineral, jap. trimmings.....	70
Door, porcelain, jap. trimmings.....	80
MATTOCKS	
Adze Eye.....	\$16 00, dis 60&10
Hunt Eye.....	\$15 00, dis 60&10
Hunt's.....	\$18 50, dis 20&10
MILLS	
Coffee, Parkers Co.'s.....	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	40
Coffee, Landers, Ferry & Clark's.....	40
Coffee, Enterprise.....	30
MOLASSES GATES	
Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	30
NAILS	
Advance over base, on both Steel and Wire.....	
Steel nails, base.....	1 65
Wire nails, base.....	1 75
10 to 60 advance.....	Base
20 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.....	25
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel ¾ advance.....	85
PLANES	
Ohio Tool Co.'s, fancy.....	@50
Sciota Bench.....	80
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 ¾c per pound extra.	
HAMMERS	
Maydole & Co.'s, new list.....	dis 33½
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30c list 70
Blacksmith's Solid Cast Steel Hand 30c list 40&10	

HOUSE FURNISHING GOODS.	
Stamped Tin Ware.....	new list 75&10
Japanned Tin Ware.....	20&10
Granite Iron Ware.....	new list 40&10
HOLLOW WARE	
Pots.....	60&10
Kettles.....	60&10
Spiders.....	60&10
HINGES	
Gate, Clark's, 1, 2, 3.....	dis 60&10
State.....	per doz. net 2 50
WIRE GOODS	
Bright.....	80
Screw Eyes.....	80
Hook's.....	80
Gate Hooks and Eyes.....	80
LEVELS	
Stanley Rule and Level Co.'s.....	dis 70
ROPES	
Sisal, ¼ inch and larger.....	6
Manilla.....	9
SQUARES	
Steel and Iron.....	80
Try and Bevels.....	
Mitre.....	
SHEET IRON	
Nos. 10 to 14.....	com. smooth. com. \$3 30 \$2 40
Nos. 15 to 17.....	3 30 2 40
Nos. 18 to 21.....	3 45 2 60
Nos. 22 to 24.....	3 55 2 70
Nos. 25 to 26.....	3 70 2 80
No. 27.....	3 80 2 90
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.	
SAND PAPER	
List acct. 19, '80.....	dis
SASH WEIGHTS	
Solid Eyes.....	per ton 20 00
TRAPS	
Steel Game.....	60&10
Oneida Community, Newhouse's.....	50
Oneida Community, Hawley & Norton's 70&10&10	
Mouse, choker.....	per doz 15
Mouse, delusion.....	per doz 1 25
WIRE	
Bright Market.....	75
Annealed Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62½
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 05
Barbed Fence, painted.....	1 70
HORSE NAILS	
Au Sable.....	dis 40&10
Putnam.....	dis 5
Northwestern.....	dis 10&10
WRENCHES	
Baxter's Adjustable, nicked.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	80
Coe's Patent, malleable.....	80
MISCELLANEOUS	
Bird Cages.....	50
Pumps, Cistern.....	80
Screws, New List.....	85
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	50
METALS—Zinc	
600 pound casks.....	6¼
Per pound.....	6¾
SOLDER	
½@¾.....	12½
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
TIN—Melyn Grade	
10x14 IC, Charcoal.....	\$ 5 75
14x20 IC, Charcoal.....	5 75
20x14 IX, Charcoal.....	7 00
Each additional X on this grade, \$1.25.	
TIN—Allaway Grade	
10x14 IC, Charcoal.....	5 00
14x20 IC, Charcoal.....	5 00
40x14 IX, Charcoal.....	6 00
14x20 IX, Charcoal.....	6 00
Each additional X on this grade, \$1.50.	
ROOFING PLATES	
14x20 IC, Charcoal, Dean.....	5 00
14x20 IX, Charcoal, Dean.....	6 00
20x28 IC, Charcoal, Dean.....	10 00
14x20 IC, Charcoal, Allaway Grade.....	4 50
14x20 IX, Charcoal, Allaway Grade.....	5 50
20x28 IC, Charcoal, Allaway Grade.....	9 00
20x28 IX, Charcoal, Allaway Grade.....	11 00
BOILER SIZE TIN PLATE	
14x56 IX, for No. 8 Boilers, { per pound... 9	
14x56 IX, for No. 9 Boilers, {	

WM. BRUMMELER & SONS, GRAND RAPIDS,

Pay the highest price in cash for

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

Send us a list of what you have and we will quote you our best prices thereon.

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.

Modern Ideas Gone Mad.

Stroller in Grocery World.

There's a grocer not far from Philadelphia who has simply gone mad on improvements. There's no other name for it but madness. He's wasted quite a pile of money on things he ought never to have put in his place.

To begin with, this grocer's store is a small affair, probably not over thirty feet long and half as wide. That is to say, the regular working room is only about that size. There is a room back where he keeps oil and molasses and such, but that can't be considered as part of the store proper.

The grocer has simply been nuts for every cash-register salesman, every cash-carrier salesman, and every other salesman who had anything like those things to sell. To start with, at the front and back of his room are two very large arc electric lights—the sort you see in Philadelphia streets—great big concerns that look like a locomotive headlight would in a parlor. I don't know what he pays for them, but the sum's not small, I'll warrant that. This is the first thing he's gone wrong on. In his desire to be strictly modern he's overdone it. Three or four good-sized incandescent lights would have done a good deal better than his arcs.

Then beside these arc lights, this grocer operates a cash register, a cash carrier, and a cashier, and all in a little place 15x30 feet, and with all this, the man's shelves look dingy and neglected. It is as if he had worn a great big diamond in a dirty shirt. The cashier doesn't cost him as much as she might, for she's his wife.

This progressive grocer has probably taken pattern from some of the large city stores in the location of his cashier, for he's fixed up a little cubby-hole about half way between the front and the back of the store. It's way up near the ceiling, which isn't the highest in the world, and there the unfortunate female sits perched all day. When she wants a drink of water her husband hands it up to her. The ceiling is so low, and the cubby-hole so high, that the wife has to be constantly on the lookout about slamming her head against the roof. She has to sit crouched up, to avoid this, and even this doesn't do, for twice while I was in the store she made an involuntary movement and bumped her head so hard that you could hear it all over the place.

Toward the front of the store, where everybody can see it, is the cash register. Why the cashier doesn't sit behind it, I'm unable to tell. The cash carrier, on account of the shortness of the store, only has about eight feet to run, and it leads to the cashier's cubby-hole instead of the cash register.

When I went in the place there were no customers, and I amused myself by wondering how under heaven this combination would operate. Pretty soon a customer entered and I saw.

The purchase was for 15 cents. As soon as the grocer had the 15 cents in his hand he reached up and got the cash carrier's box, put the money in it, wrote the number on a slip of paper, put that in, too, sent the whole thing whizzing to the cashier, at the same time calling out in a stentorian voice that could have been heard 100 feet, "Fifteen." If he had spoken in a whisper his wife could have heard it all right, but of course he had to do like the big city stores.

After he had called out the sum, and the cashier had piped back "Fifteen," so as to show she heard it—it's a wonder she wasn't deafened—the grocer went to the cash register and rang up 15 cents.

There was a clear waste of several moves. If the grocer had simply had the cashier seated behind the cash register, and had sent the 15 cents to her, allowing her to ring it up on the register and deposit it in there, he would have saved the trouble of having a separate cash carrier system to the cubby-hole, and he would have saved his wife's head a good many bumps. It was all poppycock to yawp out "Fifteen cents," and for the wife to pipe back

the echo. The slip enclosed with the money showed what the sum was.

When I got the grocer's ear I had a little general conversation with him, and said a few pleasant words about his wife helping him, and so on. I felt sorry about her poor whacked head. The grocer seemed to appreciate it.

"Oh, yes; my wife helps me a good deal. This store wouldn't be half as up to date if it wasn't for her." And he looked around with manifest pride.

"Is that so?" I said.

"Yes. This whole idea is hers—this cash-register and cash-carrier business. She had it fixed up according to her ideas. Ain't it fine? You see it's so easy to operate. All I do is to write the money on a slip and call it out to Mandy, and she says back that she's got it. Then I slips the thing into the cash carrier and make a record on the cash register. Then, you see, when night comes, if my wife's cash tallies with the amount marked up on the register, and with the little yellow slips, I know I'm all right, see?"

I saw all right, and I could have destroyed that man's belief in the simplicity of his system in ten words, but I didn't. I like to see a man believe in his wife—believe that whatever she does is perfection. I couldn't bring myself to destroy that faith on the grocer's part, so I nodded admiringly and kept still. But what a fool he was!

The Season and Demand for Duck Eggs.

From the New York Sun.

The duck eggs produced in this country amount, probably, to less than one-half of 1 per cent. of the total egg production. Still there are sold in the course of the season a great many thousand duck eggs. The season is brief, lasting practically only about two months, from March 1 to May 1. The large proportion of the eggs come in the first forty-five days of that period. Among the wholesale egg dealers of New York there are only three or four that handle duck eggs largely.

About two-thirds of the duck eggs brought to this market come from the shores of Chesapeake Bay; the rest mainly from Virginia and from New Orleans. Duck eggs sold in the West come more largely from the South. Baltimore eggs, which include eggs from along the Chesapeake Bay, are the best. Such eggs bring at wholesale 5 to 8 cents a dozen more than eggs from farther South. At retail duck eggs sell for about twice as much as hen's eggs. Weight for weight they sell for about the same, the duck eggs being so much larger. They are used for the same purposes as hen's eggs. They are bought mainly by people of foreign birth. There is a market for all the duck eggs produced.

Weird Advertisement for a Wheel.

From the Philadelphia Record.

A gruesome advertisement of bicycle fixtures is displayed in a window of a store on Market street. A bicycle is rigged up in the window, and upon it sits a skeleton scorchier. The bony fingers clutch the handle bars and the fleshless feet are firmly fixed to the pedals. The skull is fitted with a powerful electric lamp, and the light gleams very weirdly through the hollow sockets where the eyes had once been. An electric motor supplies the power which drives the wheels around, and the leg bones rattle up and down rapidly and the jawbone moves regularly as though the skeleton were busily chewing gum.

His Credit Was Good.

"How is it that you are always in debt? You should be ashamed of yourself."

"Come now, don't be too hard on a fellow. You would, perhaps, be in debt, too if you were in my place."

"What place?"

"Able to get credit."

Grand Haven—Thomas Kirby's Sons have sold the sawmill machinery at the old Kirby shipyard to a Cleveland ship-building firm.

His Wife Was Worried.

Mrs. Meek—Of course I am worried. As a dutiful wife I can't help feeling so; for I am sure that my husband is keeping something from me, and I shan't be content until I know what it is.

Mrs. Freak: My husband is keeping something from me, too, and I am worried because I know what it is.

Mrs. Meek: Indeed, what is it?

Mrs. Freak: It's money.

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.

\$1,000 MADE BY BUYING HOUSE AND lot 137 Jefferson avenue, two doors south of Cherry street. House contains 9 rooms, bath room, coal furnace, etc. I will sell this \$1,000 below its value. If not sold in two weeks will rent it. I. C. Levi, Star Clothing House, Grand Rapids. 251

WANTED-TO EXCHANGE GOOD BELDING real estate for stock of merchandise or good improved stock farm. Address Box 605, Belding, Mich. 250

FOR SALE CHEAP—GROCERY STORE AND fixtures—complete outfit. Must be sold. Address D. E. Rogers, Saranac, Mich. 259

FOR RENT—CORNER STORE IN PRINCIPAL street; occupied for seventeen years; newly refitted; one of best locations in city for drugs or groceries. Low rent if taken immediately. Address Lock Box 181, Petoskey, Mich. 258

FOR SALE OR TRADE FOR STOCK OF merchandise—180 acres of choice timber land on Section 2 of the Haskell land grant, Buchanan county, Virginia; title o. k. Address No. 262, care Michigan Tradesman. 262

TO EXCHANGE—AN IMPROVED 40 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. Vinkemulker; good trade; elegant location. Reason for selling, have other business. E. J. Moore, Grand Rapids, Mich. 255

TO EXCHANGE—HAR-WARE 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

WANTED—1,000 CASES of 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, inventorying about \$1,900, in a live Michigan city; good trade; nearly all cash. Good reasons for selling. Address Box 155, Big Rapids. 238

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

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

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

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

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

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

MISCELLANEOUS.

WANTED—SITUATION AS SALESMAN IN dry goods or general store; five years' experience. A1 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

WANTED—SEVERAL MICHIGAN CENTRAL mileage books. Address, stating price, Vindex, care Michigan Tradesman. 809

Waste Basket Circulation

vs.

Actual Paid Circulation

Many men engage in business with the idea that advertising will bring success; and because those who have the opportunity of prating about the necessity of advertising have done it so persistently, the generality of the people have come to believe what they say is true. But great danger and frequent disaster result from this idea, much the same as it does when people have learned that a stimulant is necessary to tone up the system, and they consequently take "medicine" as some take advertising—without knowing the good from the bad. The result is sick men—bad business. When men purchase a pound of meat, they do not expect fifteen ounces of gristle; and when they place an advertisement in a paper which claims a large circulation, only to find, later on, that the results are unsatisfactory, because the paper is sent out gratuitously and its boasted circulation is mainly confined to the waste baskets of the people who receive it, they either discontinue advertising altogether or mend their methods and transfer their patronage to a medium having an **actual paid circulation**, in which event the Michigan Tradesman receives an order, because it reaches regularly more paid subscribers in Michigan and Indiana than all other trade papers combined.

Note Affidavit of Circulation
on Eighth Page

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 5:30pm 10:45pm

Saginaw, Alma and Greenville.
Lv. G R 7:10am 4:20pm Ar. G R 12:20pm 9:30pm

To and from Lowell.
Lv. Grand Rapids.....7:00am 1:30pm 5:25pm
Ar. from Lowell.....12:30pm 5:20pm

THROUGH CAR SERVICE.
Parlor cars on all trains between Grand Rapids and Detroit and between Grand Rapids and Saginaw. Trains run week days only.
Geo. DeHaven, General Pass. Agent.

GRAND Trunk Railway System Detroit and Milwaukee Div

Eastward.

	†No. 14	†No. 16	†No. 18	*No. 22
Lv. G'd Rapids	6:45am	10:10am	3:30pm	10:45pm
Ar. Ionia	7:40am	11:17am	4:34pm	12:30am
Ar. St. Johns	8:25am	12:10pm	5:23pm	1:37am
Ar. Owosso	9:00am	1:10pm	6:03pm	3:25pm
Ar. E. Saginaw	10:50am	2:00pm	8:00pm	6:40am
Ar. W. Bay City	11:30am	2:35pm	7:15am	7:15am
Ar. Flint	10:05am	7:06pm	5:40am	5:40am
Ar. Pt. Huron	12:05pm	9:50pm	7:30pm	7:30pm
Ar. Pontiac	10:53am	2:57pm	6:10am	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	6:30am
Cadillac.....	5:25pm	11:10am
Train leaving at 7:45 a.m. has parlor car to Petoskey and Mackinaw.		
Train leaving at 2:15 p.m. has sleeping car to Petoskey and Mackinaw.		

Southern Div.

	Leave	Arrive
Cincinnati.....	7:10am	8:25pm
Pt. 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.

	Leave	Arrive
Lv G'd Rapids.....	7:35am	1:00pm
Ar Muskegon.....	9:00am	2:10pm

GOING EAST.

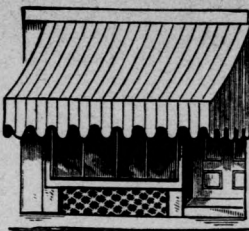
	Leave	Arrive
Lv Muskegon.....	7:30am	11:45am
Ar G'd Rapids.....	9:30am	12:55pm
†Except Sunday. *Daily.		

A. ALMQUIST, C. L. LOCKWOOD,
Ticket Agt. Un. Sta. Gen. Pass. & Tkt. Agt.

Every Dollar

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

TRADESMAN COMPANY, Grand Rapids



We Make Awning

Anything from a window to 50 ft. roller awning.

Wiesinger Awning Co., Mrs.,

2 West Bridge St., Grand Rapids, Mich.

Telephone 1824.



The Best Truck On Earth

For handling Syrup, Vinegar, Molasses barrels, etc.

For particulars address

Buy's Barrel Truck Co.

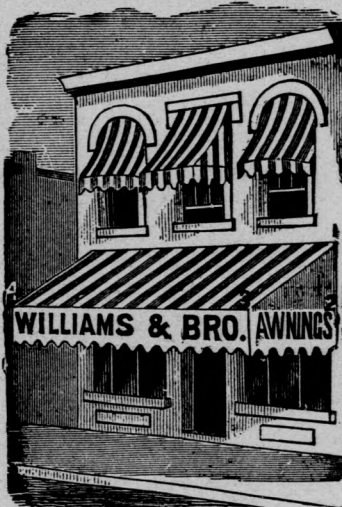
761 E. Fulton St., GRAND RAPIDS.



Cake Frosting

All flavors. Ready for immediate use. Simply requires beating. Always reliable and absolutely pure. All jobbers have it. Manufactured by

Torgeson-Hawkins Co., Kalamazoo, Mich.



Awnings

Tents, Flags, Window Shades, Water-Proof Horse and Wagon Covers.

Awning agents are now due—taking orders for delivery next spring. When you order an awning from an agent you pay from \$3 to \$5 too much. To prove this, send size of your house and we will send samples and prices.

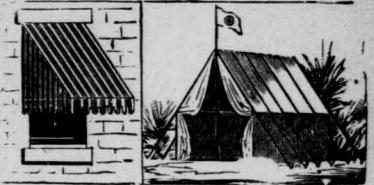
Haystack and all kinds of Canvas Covers.

Send for prices and samples.

T. Williams & Bro.,

Office 662 & 664 Northwestern Avenue,
CHICAGO.

Awnings and Tents



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

CHAS. A. COYE, 11 Pearl Street.

The Leader of all Bond Papers

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

Magna Charta Bond

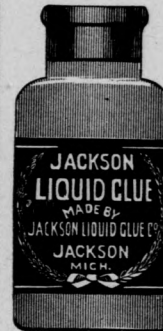
A paper that will withstand the ravages of Time.

Carried in stock in all the standard sizes and weights by

TRADESMAN COMPANY

Manufacturer's Agent,
GRAND RAPIDS.

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

They all say

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

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

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



Enameline

The Modern **STOVE POLISH**

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

SEEING AND HAVING

Seeing the Dayton Money Weight Scales, their quickness and profit-increasing power and money-saving ability, is but to

REALIZE

that you must have it to get your full profits; to out-distance your competitors.

HAVE YOU SEEN THEM?

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

A postal card mailed to us will bring you full information about the newest thing in Scales.

Halftone 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.