

MICHIGAN TRADESMAN

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Volume XIV.

GRAND RAPIDS, WEDNESDAY, APRIL 21, 1897.

Number 709

CHARLES MANZELMANN
MANUFACTURER OF
BROOMS AND WHISKS
DETROIT, MICH.

"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.

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

We carry a stock of cake tallow for mill use.

Nos. 122 and 124 Louis St.,

Grand Rapids.

M. B. WHEELER
S. D. KOPF

A. O. WHEELER,
MANISTEE, MICH.



Telephones

Electrical Construction
Electrical Supplies

M. B. Wheeler & Co.,

25 Fountain Street,
Grand Rapids.

We sell phones for private lines.
Write for information and catalogues.

Representing MISSOURI TELEPHONE MFG. CO., St. Louis, Mo.

The Devereaux World Challenger

Tobacco Pail Cover and Moistener is the only device ever invented for the purpose for which it is designed that will completely satisfy all requirements, and more too. "There are Others," but none but ours that will never be relegated to the rubbish department. It is a **fixture** well and stoutly made of heavy material, is practically indestructible, and the only fixture that is a positive and direct **money saver**. It is an **ornament** and keeps your tobacco pails well dressed, tidy, neat and uniform all the time, and as you do not have to detach it from the pail it is **always** in its place. It is the only device that does its work evenly and keeps the goods in **fresh attractive selling shape all the time**, and enables you to sell every ounce and pound you buy, and **more too**.

We have over a hundred written opinions of their value as an **ornament**, as a **convenience**, and as a **trade winner** and **money saver**.

The Oppenheimer Cigar Company, of Saginaw, are using sixteen of them and write us that they fill all points completely, and at **four times their cost** would be cheap.

The Michigan price per dozen is nine dollars, or seventy-five cents per cover. Send us your order direct or buy of any of our agents or jobbers.

The first of May we will have our plant running and be manufacturing them ourselves, and will be able to turn out from one to three hundred per day, and will also be ready to sell territory, cities or states. The exclusive right to sell in any city or state will be determined by the number of Moisteners the person desiring such exclusive sale will purchase at his first bill.

Respectfully,

Devereaux & Duff,
Owosso, Mich.



Flower Time

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

LILY WHITE

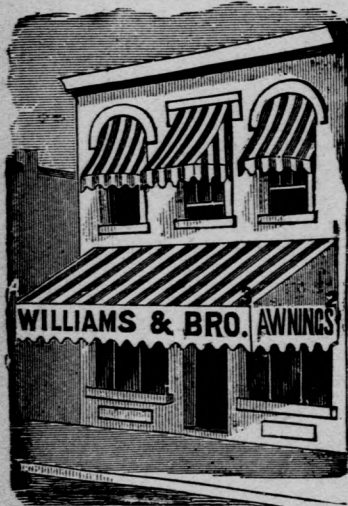
This is a very white, pure flour, as its name implies. It is a native of Michigan. At the same time it has become popular not only in Michigan but in several other states. A great many families have adopted it as their family flour, and they will have no other. A great many grocers have it for sale because 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.

THE UNIVERSAL VERDICT

Manitowoc Lakeside Peas have sold the best of any line of canned vegetables this season. In fact, they are now hard to secure and will be until new pack. Price is advancing daily. This tells the story.

THE ALBERT LANDRETH CO.,
MANITOWOC, WIS.



Awnings

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

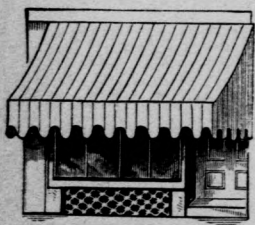
Awning agents are now due—taking orders for delivery next spring. When you order an awning from an agent you pay from \$3 to \$5 too much. To prove this, send size of your house and we will send samples and prices.

Haystack and all kinds of Canvas Covers.

Send for prices and samples.

T. Williams & Bro.,

Office 662 & 664 Northwestern Avenue,
CHICAGO.



We Make Awnings

Anything from a window to a 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.



Our Star  Attraction

Seymour Crackers

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

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

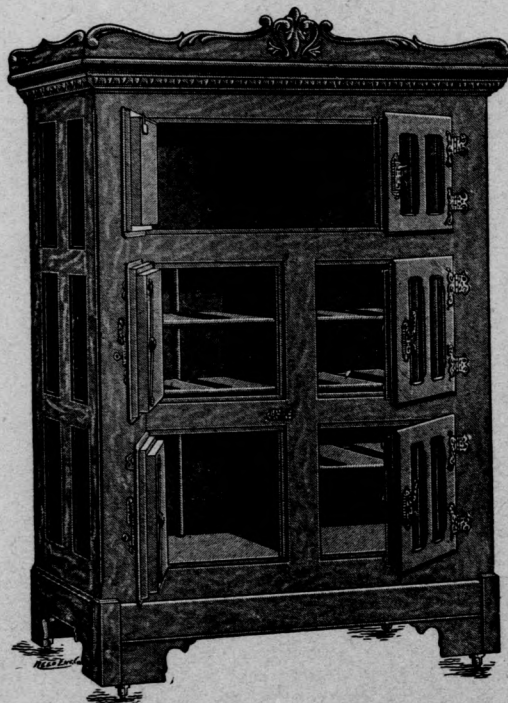
The quality of your stock is the main-shaft of your business.

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

Write for sample. Manufactured only by

The New York Biscuit Co.
Grand Rapids.

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.

MICHIGAN TRADESMAN

Volume XIV.

GRAND RAPIDS, WEDNESDAY, APRIL 21, 1897.

Number 709

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.

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.

COMMERCIAL CREDIT CO., Ltd.

GRAND RAPIDS, MICH.

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

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

Prø. apt, Conservative, Safe.
J. W. CHAMF. IN. Præs. W. FRED McBAIN, Sec.

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."

SUSPENDERS!

LOOK! Non-elastic web shoulder pieces. Best leather sides. Special front tubes. Retail at 25 cents. Write

GRAHAM ROYS & CO.,
FITCH PLACE, GRAND RAPIDS, MICH.

Save Trouble
Save Losses
Save Dollars **TRADESMAN COUPONS**

FUTURE FORECAST.

Speculative Activity Commonly Regarded as Prosperity.

Unfortunately, the efficiency of the new tariff in restoring prosperity is conjectural. It may revive certain branches of home industry now depressed by foreign competition, and it may thus furnish labor with more ample employment, but that it will go further than this and immediately increase the volume of all kinds of business it would be hazardous to predict. Just so far as it increases the demand for articles of home production it will diminish that for articles produced abroad, and thus the importer will lose some of the trade he now possesses. The less, too, we buy abroad the less we can sell there, and thus the exporter will have less to do and, of course, will have his profits lessened. The net addition to the wealth of the country will consequently be small, and as any additional revenue resulting from increased duties will be drawn from the pockets of our own citizens, the only benefit we shall receive from the increase will be exemption from further Government bond issues.

On the other hand, the moral effect of revived industry under a more protective tariff will be very considerable. It is true, as the free traders insist, that protection benefits a comparatively few at the expense of the great mass, but these few, as long as they are dissatisfied, are a cause of disturbance out of all proportion to their numbers, and when they are contented and cheerful they diffuse cheerfulness in a wide circle all around them. The multitude are not complaining of hard times. They are as well off as they usually are. They are reasonably well employed and are well paid; and their expenditures keep the ordinary industries of the country going on in the ordinary manner. The talk about millions of people starving in idleness, of thousands of factories standing idle, and of universally prevalent desolation and decay, is rhetorical exaggeration, indulged in by men who are more desirous of producing an effect than they are of telling the truth.

Depression, as Gen. Porter recently said of Boston, is a state of mind, and like all states of mind, it is produced by the contrast of present conditions with those which have been or those which are desired. While to a laboring man earning \$2 a day, an assured income of \$3 a day seems great wealth, to a man who has enjoyed the spending of \$100,000 a year a reduction to \$10,000 is poverty. Dr. Kane tells how his sailors, when they came down from the Arctic regions, where they had passed the winter in a cold of 40 degrees below zero, to Labrador, where the thermometer marked 10 degrees above, found the temperature oppressively hot, but we here in New York think that 10 degrees above zero is pretty wintry. It is all a matter of comparison. People complain of hard times, not because the country is devastated by famine or pestilence, or because they suffer for want of the necessaries of life, but because

they are not all getting rich as fast as they were a few years ago. Our harvests are good and our exports of agricultural products immense; our mines yield abundantly; our factories turn out more goods than can be consumed; the building of new buildings, here in New York at least, goes briskly on, the streets are full of vehicles, foot passengers, and bicycle riders, and bustle and activity, during business hours, everywhere prevails. From a superficial view of things nobody would suspect the existence of the commercial depression about which so much is said.

What really is lacking, and what it is the absence of which gives rise to complaint, is a continually increasing expansion of enterprise like that which began with the resumption of specie payments in 1879, was checked by the Baring catastrophe in 1890, and was finally stopped by the crash of 1893. During these fourteen years thousands of miles of new railroad were built, yielding fabulous profits to the original builders; new towns were laid out by the hundred, and lots in them sold at inflated prices; mines were opened which, for a while, paid handsome dividends; all sorts of industrial businesses were turned into stock companies and their securities marketed at high figures; wages steadily advanced and everybody felt happy except the farmers and planters, whose products, under the competition stimulated by the multiplication of transportation facilities by land and by water, declined in value. The tide was rising, and those who were borne along upon it thought, as men at such times always think, that it would go on rising forever.

Warning of the precariousness of this feverish prosperity came in 1890, when the failure of the Barings in London demonstrated the visionary nature of their Argentine speculations, which, up to that time, had seemed to be immensely profitable. What might have been widespread ruin was averted in Great Britain by the leading London banks, headed by the Bank of England, coming as a body to the rescue of the Barings, and, in this country, by the issue of Clearing House certificates and by the emission of Treasury notes against the purchases of silver, under the Sherman act, to the amount of \$5,000,000 per month. In Great Britain the remedy was effectual; here it produced only a palliation and not a cure. In 1893 the house of cards which had been rearing for fourteen years tumbled to pieces, securities held by people who thought them as good as gold proved to be little better than waste paper, and a general rush was made to save what could be saved from their remains. The paroxysm lasted only a few months, but its effect in deterring the public from embarking on a fresh career of speculation has not yet passed away. This is what people mean when they talk of the absence of prosperity. All the needful activities of the country continue, everything indispensable to life, health, and comfort is abundant, and the only thing lacking is the excitement, the hurry, and the whirl of the

rapid progress in material development which prevailed prior to 1893.

That these past four years of so-called stagnation and depression have not been years of absolute ruin is proved by the abundance of capital now awaiting investment, and by the competition of its owners for securities at a constantly falling rate of interest, of which the Lake Shore and the New York Central railroad companies are taking advantage by offering only 3½ per cent. per annum on the renewal of loans which thirty years ago they made at 7 per cent. Unless there was plenty of capital pressing upon the market besides that represented by the bonds now outstanding, the attempt to refund them at 3½ per cent. would be futile. The syndicate who have undertaken the operation count upon the pressure of this outside capital to force the present bondholders to accept the terms offered them, or, failing this, to help them dispose of the new bonds to new investors.

Upon this same abundance of capital, more than upon anything else, rests the reasonable expectation of that renewed speculative activity which alone will satisfy the craving for what is commonly regarded as prosperity. Whether during the four years which have elapsed since 1893 the losses sustained in that year have been sufficiently forgotten to allow a fresh swarm of plausible schemers to find victims, is a question which only time can answer. What form the new craze will take, and what will be the intensity of it, we must also wait and see. Its coming will be hindered by the same cause as that which hinders the undertaking of legitimate enterprise, and that is, the continued agitation in favor of free silver, and the well-grounded fear that its partisans may triumph in 1900. This fear dampens the courage of investors and chills the enthusiasm of those who would otherwise embark in speculation. Until it is finally dissipated no forecast of the future can be made with confidence.—Matthew Marshall in New York Sun.

The Tradesman's Circulation.

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 21 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 twenty-first day of April, 1897.

HENRY B. FAIRCHILD,
Notary Public in and for Kent County,
Mich.

Jesse Owen, who has been identified with the Valley City Milling Co. in the capacity of head miller ever since the establishment of the business, thirteen years ago, sails from New York May 5 on the St. Paul for a three months' tour of Europe. This is the first vacation of any consequence which Mr. Owen has taken for three years.

Bicycles

News and Gossip of Interest to Dealer and Rider.

The announcement that A. A. Zimmerman, the ex-champion, who has been in retirement for several years, intends to return to the track this season has aroused widespread interest among racing men. Zimmerman, in his long career in this country and abroad, proved that under favorable conditions he was without a peer. Since his retirement the question of a champion has been in dispute. E. C. Bald, of Buffalo, considered himself Zimmerman's successor for one year, but last season the claims of Cooper, Bald, and others for championship honors complicated racing affairs.

* * *

The attempts of the big manufacturers to maintain a standard scale of prices for high grade bicycles this season has proved futile. The sale of medium-priced wheels last year served to increase the demand for cheap bicycles. A well-known dealer, who is handling a \$50 wheel this season, is unable to supply the demand. He says: "The big manufacturers refused to consent to a reduction in prices. The result is that local agents of the various \$100 wheels are compelled to cut prices. I know that prospective purchasers can, without trouble, select any bicycle catalogued at \$100 for \$85 cash, or perhaps less."

* * *

Advices from England show that bicycles of this country are being sacrificed. Last year the American makers, who anticipated a big demand, sent over large consignments. A great many of the firms did not consider the demands of English riders, and as a consequence their wheels did not find a ready market. An English exchange of a recent date says that the American wheels sent over last season are now being sold at public auction for \$10 and \$15. The same wheels in this country sold for \$60 and \$75. The American firms, however, who equipped their wheels for foreign trade are said to be doing nicely.

* * *

The American Cyclist says: "We recently saw a strange sight. A scorching, with head down and tearing along at a great rate, was heading toward Hartford on one of its best suburban roads. About ten feet behind, a young woman, sitting erect and looking happy, was holding her own with the pacemaker. How she could do it seemed a mystery until it was discovered that the wheelman was towing the woman by means of a wire firmly fastened to each machine. If this form of idiocy becomes popular, there will be many deaths. It is hardly possible to conceive of a cyclist in a more dangerous position than was this girl."

Spring Roads an Effective Object Lesson.

Written for the TRADESMAN.

For several years past until the present the comparatively mild winter and early springs had lessened the seriousness of the usual mud blockade attending the opening of the season, until the impression began to obtain that the matter had been given more importance than it deserved. People began to tell how it used to be when there were hard winters, and before the roads were so much improved, as though it was a "gone-by" reminiscence. To be sure, the roads were yet bad enough; but it

was usually possible to use them, and the old-time warning signs of "No Bottom" were not called into requisition.

But the experience of the present season disabuses the idea that the improved conditions were permanent. The old-time embargo has again been put into operation, with all its customary effectiveness, giving the subject of road improvement an emphasis which it was losing under the apparent change. This is not only the case here in Michigan, but from all parts of the country come reports of paralysis of local trade on account of impassible roads.

As usual, the richest agricultural localities are the worst to suffer. The condition of the roads in all the prairie states is past description. It is reported that in some of the counties in Iowa the usual spring session of the courts has been postponed until fall on account of the impossibility of reaching the county seat. The roads are described as continuous bogs of mud which only sustain flat-bottomed vehicles like the old-fashioned "stone boat," and it is almost impossible for the horses to make their way to draw these. The unusual quantity of rain which has made itself so manifest in the floods devastating the Southwest seems likely to keep up the yielding consistency of these roads for an indefinite time.

A suggestive consequence of the present conditions is the contrast afforded by the few roads throughout the country which have received such improvement as makes them proof against the effects of frosts and rains. Towns like Grand Rapids which have radiating systems of improved roads are accessible to all who can reach such roads. The rest of the country is as effectually excluded as though removed an inaccessible distance. This condition is not so definitely marked, perhaps, in the sandy regions tributary to some of our gravel roads as in other soils; but even with this mitigation the situation is bad enough.

The lesson being taught by the present experience will have its effect in the movement for better roads. It will emphasize the proposition that the ordinary "road working" is not road improvement. Already, in several states, the question of collection of the highway tax in money instead of work, and of its expenditure under intelligent supervision, is receiving increased attention.

It has seemed to those who have watched the progress of the movement for better roads that it was distressingly slow. The task is a tremendous one which must receive the co-operation of all. The engaging of this co-operation is the most serious problem. The experience of the present will tend to the hastening of the solution. NATE.

Wheels in His Head.

W. J. Lampton in New York Sun.

And the man stood before me talking:
"Verily, verily," were his words,
"I have been by the smooth road,
The great road,
Where the wheels are whirling hither and yon;
Where the flowers bloom not,
Yet there are many bloomers;
Where there are no trees,
Yet I mbs are everywhere;
Where no cattle come,
Yet calves are many;
Lean calves and fat,
Pretty calves and homely,
Old calves and young;
And stranger than the other strange things
Was this:
"That no calf of all those calves
Had more than one leg!"
Then the man ceased speaking,
And I communed with myself, saying:
"Verily, the wheels this man thought he saw
Are in his own head."
And I plumed myself upon my superior wisdom.

Private Marks on Bicycles.

A simple device for concealing a private mark on one's wheel is suggested by the chief detective of a wheelmen's insurance company. In the event of the loss of a wheel the identification of such a mark, known only to the rider, is indisputable proof of ownership. The plan is that every owner of a bicycle should have a private mark upon his wheel, but so concealed that the closest scrutiny by one who does not know it will fail to discover it. Instead of a mark upon the saddle or saddle post, where a thief would naturally look for it, he suggests that a portion of the enamel, about one inch square, be scraped from the frame of the machine. After all traces of the enamel have been removed, apply a coating of grease and with a pointed piece of steel dipped in carbolic acid draw the initials or private mark through the grease, the acid following the marking of the steel point, while the grease keeps it from spreading. After allowing the acid to eat into the tubing the grease can be rubbed off and the mark or initial shows as plainly as if cut into the steel framework. One coat of enamel will completely hide all traces of the mark. Should any question as to the ownership of the wheel arise, the owner could,

by simply scratching off the enamel which covered his mark, at once prove his claim.

A Good Observer.

"Describe briefly the way a woman gets off a street car," said the superintendent to the applicant for a position as conductor.

"The wrong way," was the answer. "Correct," said the superintendent, and the applicant was straightway engaged.

On the Wrong Side.

Customer (to grocer whose weights have long been under suspicion)—You made a mistake in that pound of sugar I got here last night.

Grocer—How so, sir?
Customer—Don't know. It was overweight.

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.



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.



LADIES' CLIPPERS

Are made in two styles, a single tube and a double tube frame—in several colors and finishes, calculated to meet the requirements of those of refined and modest tastes. Equipped with the most satisfactory ladies' saddle known and fitted with wood dress and aluminum chain guards that guard.

The single tube Clipper is beyond a question of doubt the most comfortable, durable and roomy mount ever devised for ladies. The single frame-tube allows more room for a perfect mount, and, when mounted, skirts hang straight and graceful. This model is more expensive to construct and costs more than any other style, it is therefore found only in the high grade class.

MADE BY THE GRAND RAPIDS CYCLE CO.
GRAND RAPIDS, MICH.
P. 266 N.

IT'S
WORTH
A
CENT!

IF YOU ARE

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

INTERESTED

in knowing what there is on the market.

We presume you know something about Cycloid, Keating, Winton, Columbus and 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.

Sampling In City and Country.

Stroller in Grocery World.

You country grocers don't know what sampling means. A boy or a woman takes a prune from you and you think you're deeply injured. You want to do business in the city. That's where you get the sampling habit worked on you.

Several days ago I went into one of the largest retail grocery stores in Philadelphia. I suppose that store does as much business and of as good a class as any one store in Philadelphia. It is a first-class place in every respect.

I stood near the door for several minutes and I tell you frankly that I had my eyes opened to the sampling evil. I thought I understood something about it before, but I never had.

The particular store I refer to is a great believer in displaying goods where people can see them. The manager told me this several months ago. You go in there and you're perfectly bewildered by the maze of goods all about you. Piles of this and that, open boxes and barrels, all within easy reach of any fingers that see fit to grab.

Near the door where I stood was a long table covered with different varieties of cheese, all open. There was the regular New York cream cheese, switzer, pineapple and several others, and as orders would be given for one sort or another, the salesman would go to this table and cut off the necessary piece. There were several knives handy, and it was a perfect paradise for the sampler hunting the chance to get his fill of free cheese.

As I stood there an old gentleman entered, accompanied by a young lady. The lady stepped to the counter and the old gentleman strolled around, seeking what he might devour. Pretty soon his eye spied the cheese and he made for it like a chicken after corn. In order that he might do justice to the occasion, he carefully laid his packages down on a chair. Then he started in, beginning at one end of the table and cutting off big chunks of every kind of cheese displayed. Once a salesman came to cut off a piece to fill an order, and elbowed the old fellow out of the way. The latter, with his mouth bulging with cheese, glared at him like you've seen a dog disturbed at a bone.

That old man must have eaten at least half a pound of cheese. This may seem incredible, but you calculate the aggregate weight of good-sized chunks off four or five cheeses, and see where you are.

Near the cheese table was an open box of Sultana wafers. I counted six women who stooped as they passed and cribbed one or two of these. One woman took three and put two in her pocket. They all did it with the utmost nonchalance, as if there was a "Take One" sign in sight.

During the week that preceded the day I was in this store, the firm had been introducing a special variety of molasses candy of their own make, and on the counter to the left of the main entrance was a big tray of it. Well, it would have made your eyes open to see that melt away. Almost everybody who came in took a whack at it, and one little girl about 13 years old, who came in with her mother, filled one of the biggest mouths I ever saw so full that both cheeks bulged out like balloons. She must have consumed at least an eighth of a pound. This tray of candy, when I left, was very perceptibly lower than when I first saw it. I don't believe there was an ounce less than a pound taken while I was there, and that was only ten minutes.

By and by I got to the manager, and I said to him:

"My dear man, have you any idea how the pigs that come to your store make free lunches from your stock?"

He looked at me and smiled, and then I told him about the old gentleman who had gotten away with the cheese.

"My boy," he said, impressively, "sampling is a necessary evil of the retail grocery business. You can't get away from it, no matter what you do. The people who come to a grocery store seem to look on it as their right to sample anything within reach. It isn't their

right, but as soon as you begin to tell them so, you make them mad, and there goes their trade. Do you see?"

"That's logic," I said, "and yet the amount this store loses in a year by sampling must be enormous, judging from what I've seen just in this ten minutes."

"It is enormous," he admitted, "but you can't help it. I used to have different ideas about sampling," he continued. "When I was a clerk in a country store I used to devise schemes to stop it. The very first one I put in operation nearly got me discharged, and since that I've looked with a more lenient eye upon the thing."

"What was the scheme?" I asked. "Well, I had a card printed," he said, "that I thought was one of the cleverest things I ever saw. I had a series of little tables modeled after the regular weights and measures in the arithmetic, such as '12 inches 1 foot,' and so on.

"My tables read like this: 'Twenty cakes make one pound,' 'Twelve free slices of cheese make one pound, which sells for 20 cents,' or whatever the price was. My idea was that the people who were doing free eating would be led to see by this card how expensive the practice was to the store."

"Were they?" I asked. The manager laughed. "Well, hardly," he said, "at least not in the way I expected. One day one of the most persistent samplers we had—a woman—was in the store, munching away on some raisins she picked out of a box. Just after her second handful I handed her one of these cards. She took it, went to all the trouble of fishing out her glasses, and then read it. She wasn't a fool, and she saw the drift of it at once. She had left a good-sized order, but she canceled it and then stalked out of the store. My employer heard of it and gave me the worst dressing down I ever had. It was pretty tough on me, because I had worked the scheme with his consent, but I had to take the brunt of it, all the same. After that we never worked any more schemes to stop sampling."

As I passed the cheese table on my way out, two small boys who had sighted it as a good thing were cheerfully reducing the cheese stock, but it wasn't any of my business.

Shifting the Burdens of Business.

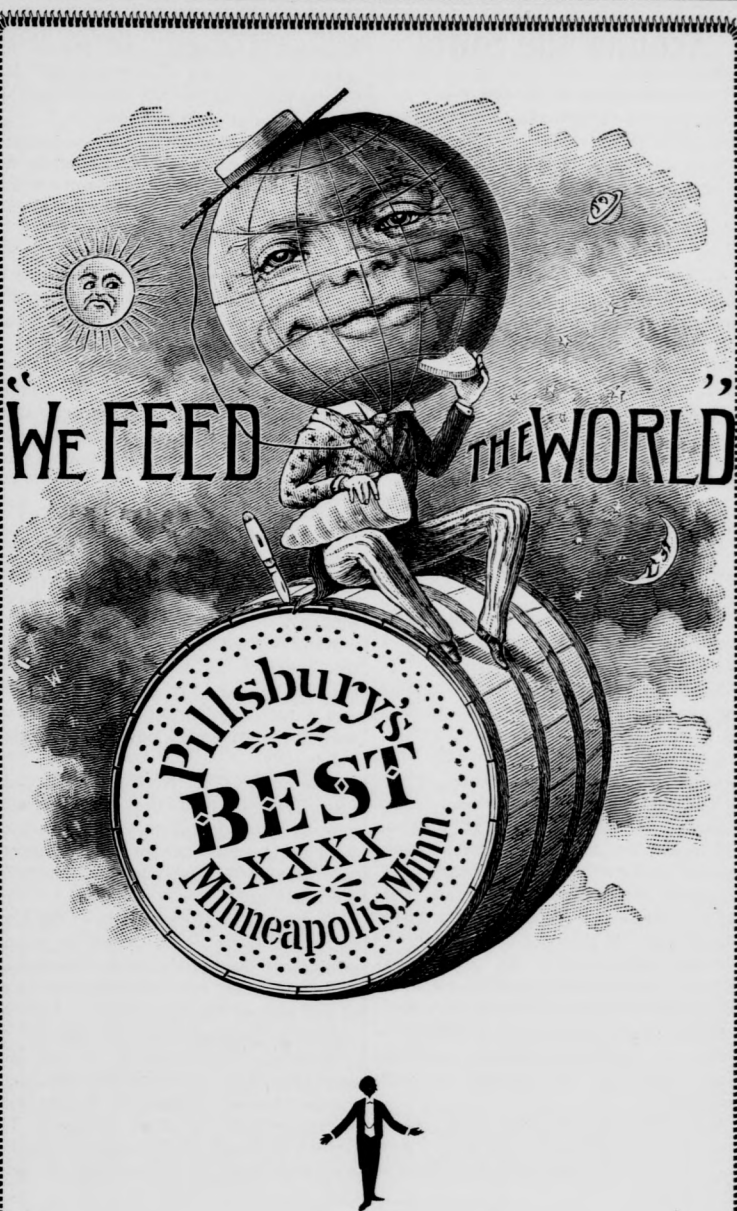
An elderly gentleman engaged in business for some twenty years past in New York and its vicinity, and which requires him to visit various lines of trade, said recently: "I find in the last few months that I am obliged to begin all over again. I go into a concern with which I have had dealings for years, and am surprised to find that the man with whom I have been transacting my business no longer sits at the desk. I ask for him and am told that he is no longer with the concern. Another, and in many cases a younger, man is there instead. It is almost like presenting my business anew. There is a perceptible interruption to relations and an immense amount of new work to be done before I can get back to the position I occupied under the old management. This I meet almost universally. Some establishments have seized upon the present opportunity to rid themselves of dead wood. Others have hired cheaper help. Others have seen the opportunity of pensioning men long in their employ and superseding their somewhat old-fogy management by that of younger men up to date. Were I to tell you the number of cases in which these circumstances come to light, you would be astonished."

She Talks Bargains.

"I don't see why you object to have your wife buy at department stores."

"You see, she does nothing but tell me about the bargains she gets; she won't talk of anything else."

In 1831 there were only five trades and professions open to women in England. To-day there are over 150.



And we are distributing agents for the little corner of the world known as Western Michigan.

Clark-Jewell-Wells Co.,

Grand Rapids, Michigan.

Around the State

Movements of Merchants.

Baraga—J. B. Crebassa has opened a general store.

Stanton—Harv Hempstead will shortly open a confectionery store.

Grand Ledge—A. Clement Davis has opened a shoe store at 211 North Bridge street.

Alpena—Morris Cohen succeeds J. Cohen & Bro. in the boot and shoe business.

Union City—Rupright & Lipe succeed Hitchcock & Rupright in the dry goods business.

Hopkins Station—Albert A. Keman has removed to Petoskey, where he will open a cigar factory.

Montgomery—Hull & McCuen, general dealers, have dissolved. E. S. Hull continues the business.

Sturgis—Wm. Stroud has opened a new grocery store under the management of E. C. Banker.

Zeeland—B. Hellenthal has 10,000 dozen eggs in his cold storage plant. It has a capacity of 47,000 dozen.

Nashville—H. L. Walrath has sold his harness shop to his brother, C. L. Walrath, who has taken possession.

Saginaw—Marskey Bros. & Co., Limited, succeed Marskey Bros. & Co. in the wholesale notion business.

Sault Ste. Marie—Chas. H. McBean continues the meat business formerly carried on by Newton & McBean.

Cadillac—Charles E. Pulver's meat market has been equipped with a three-horse power engine with steam boiler.

South Ovid—P. J. St. Clair has shipped his grocery stock to Bradnor, Ohio, where he will re-engage in trade.

Crystal Falls—The Crystal Falls Provision Co., not incorporated, succeeds John Fisher in the grocery and meat business.

Ionia—Simpson & Peer have leased the store building adjoining their present location and connected the two with an archway.

Ann Arbor—Charles H. Allmand, formerly of Jacobs & Allmand, has taken the management of the shoe department of Mack & Co.

Greenville—E. A. Kemp has sold out his interest in the book store of Kemp & Edsall to his partner, Percy D. Edsall, who will continue the business.

Howard City—Sid V. Bullock will shortly remove his drug stock from Tru- fant to this place, locating in the store building adjacent to Gibbs' drug store.

Barryton—Preston W. Bartlett has retired from the firm of Skelton & Bartlett, general dealers. The business will be continued by the remaining partner.

Sparta—S. Hesselstine has purchased the interest of J. W. Dudley in the bazaar establishment of Hesselstine & Dudley and will continue the business.

Ann Arbor—Dean Seabolt and Delos Davis have formed a copartnership for carrying on the grocery business formerly owned by Samuel Baumgardner.

Alpena—Jos. Neisse and Samuel St. Peter, bazaar dealers, have consolidated their stocks and will continue the business under the style of Neisse & St. Peter.

Wayland—J. C. Yeakey has bought a half interest in the meat market of H. P. Hudson, and the firm name will hereafter be known as Hudson & Yeakey.

Saginaw—Chas. L. Ahlgrin, who has been in the employ of F. J. Horner for the past four years, has opened a meat market on his own account at 522 Potter street.

Grand Ledge—Mitton & Counts have dissolved partnership. Mr. Mitton has taken the tailoring department and Mr. Courts will continue the men's furnishing goods and shirt business.

Hilliards—Frank Gwizdala's general stock was nearly all destroyed by fire Sunday morning while the owner was at church. The building was saved in a somewhat damaged condition.

Petoskey—T. A. Price, formerly engaged in the meat and fruit business at Kalkaska, has purchased the store fixtures and furniture of L. Pettengill and opened a market at this place.

Saugatuck—E. Sherwood, of Allegan, will have charge of Bosman & Pieters' clothing store here the coming season. Jas. Koning will resume soliciting for Chicago and Milwaukee commission houses.

Paris—J. L. Davenport & Co. have sold their grocery stock to W. M. Sanford, who will combine same with his grain and elevator business. Davenport & Co. will continue in the livery business.

Byron—Fred E. Close & Co. have let the contract to McBride & Berry, of Owosso, to tear down their elevator here and move it to Durand. The building will be refitted with new and first-class machinery.

Caledonia—Geo. N. Davis, who came into possession of the grain elevator here by the defalcation of his partner, John McQueen, has sold the property to Manuel Wilson, who will continue the business.

Romeo—The stockholders of the First National Bank have voted to go into voluntary liquidation and reorganize under the State law, adopting the name of the Romeo Savings Bank. The reorganization takes place on May 1.

Hopkins Station—S. B. Lovall now conducts three undertaking establishments, having rooms at North Dorr, Wayland and in this village. The branch at Wayland was opened recently, with Gus Sooy, of that village, as manager.

Alma—Chas. E. Mahan has sold his drug stock to E. A. Bivins and Chas. Rhodes, who will continue the business under the style of Bivins & Rhodes. Mr. Mahan will hereafter devote his entire attention to his Elk Rapids drug store.

Bay City—The probable passage of the Dingley bill has encouraged many farmers to prepare for large crops of chicory. Representatives of the Michigan Chicory Co. have already contracted for 400 acres to be raised this year. The proposed duty is 1 cent a pound.

Evart—Hon. Avery A. Smith, of Hillsdale, has purchased the interest of F. W. Elliott in the Evart Roller Mills and will take possession as soon as he can close up some business matters he has now in hand. Mr. Smith will move here and give the business his personal attention.

Midland—The suit brought here against A. O. Turney, of Detroit, for selling adulterated mustard was lost to the State. The judge charged the jury that the ignorance on the part of the wholesaler as to the condition of the goods was sufficient to exonerate him from blame.

Grand Marais—Hargrave & Hill are enlarging their already large store. Under the management of R. C. Hill, this business has developed into one of the largest in the county. Morse & Schneider are also building an addition, in which to put a stock of drugs and have a meat market.

Detroit—W. A. McGraw has merged his wholesale shoe business into a corporation under the style of the Michigan Shoe Co. The capital stock \$100,000, of which \$40,000 is paid in, as follows: W. A. McGraw, 1,000 shares; C. E. Locke, 500; W. C. Stoepel, 1; W. B. Rice, 1,000; L. P. Bartlett, Jr., 500; E. S. Converse, 1,000.

Evart—The E. F. Birdsall Co., dealer in hardware and implements, has been re-incorporated for a period of twenty years, David Wolf having sold his stock in the company to the other members of the corporation. The new company changes its corporate name by dropping the "The" in front of the name, making it E. F. Birdsall Co., Limited. Thomas Harvey is Chairman of the company, J. M. Morley Treasurer, and E. F. Birdsall General Manager and Secretary.

Watervliet—A business man of this place is now a much more firm believer in the efficacy of newspaper advertising than he was previous to a recent experience. Having waited in vain for the return of a wheelbarrow loaned to some forgotten individual he inserted a liner in a local paper asking the unknown borrower to return the article forthwith. The same afternoon the paper was published five wheelbarrows made their appearance at his store, each propelled by a well-known citizen, and five separate apologies were made to the astonished advertiser for not having before returned the missing vehicle.

Manufacturing Matters.

Douglas—Frank Wade has sold his interest in the Weed & Co. basket factory to R. M. Moore.

Sault Ste. Marie—J. B. & R. C. Sweatt succeed J. B. Sweatt in the lumber and planing mill business.

Luther—Negotiations with L. G. Steadman, of Reed City, are in progress, looking to the putting in of a grist mill at this place.

Saranac—Walter & Pool succeed Shuburgh & Pool in the feed mill business, H. A. Shuburgh having sold his half interest to John M. Walter.

Lansing—The local branch of the U. S. Baking Co. will shortly discontinue manufacturing goods, such goods as are sold being supplied by the Detroit factory.

Menominee—Perley, Lowe & Co., of Chicago, have purchased the entire cut of the H. Witbeck Co. mill, amounting to 35,000,000 feet. The consideration is \$500,000.

Jackson—John F. Galster has sold his interest in the Monitor Water Purifier Co. to C. H. Snyder and Harry Holton, who will continue the business under the same style.

Freesoil—Manigold, Stevens & Co. have finished sawing lumber for the season. They will move their mill to town as soon as possible and make shingles during the summer.

Portland—Emerson D. Verity has leased the L. C. Wood building and has purchased the necessary machinery to embark in the manufacture of the Invincible washing machine.

Marquette—Iron ore is moving. As yet very little has come down from the mines. Nearly all the mines on this range have worked this winter and have accumulated large stock piles.

Conway—Austin & Thomas have been repairing the shingle mill, getting ready for work as soon as the ice is out, so they can bring their timber from Pickerel Lake. They will have a cut of over four million this summer.

Portland—The Wm. Love Lumber Co. has purchased 240 acres of timber adjoining its mill property near Mecosta. It now owns 1,380 acres and is finding a ready sale for the cedar. Mr. Love divides his time between the Mecosta enterprise and his Portland store.

Coloma—The Kremer & Gilson Fruit Package Co. has its new factory in operation. It is a direct competitor of P. C. Wimer's basket factory and prices on crates have been cut from 12½ cents to 8 cents—and may go still lower.

Detroit—Articles incorporating the Chase Construction Co. have been filed. The object is the construction of electric railways, electric lighting plants, water works, etc. Capital, \$25,000, one-half paid in. The incorporators are George E. Fisher, Orville P. and Edward N. Chase.

Copemish—The property of the Copemish Roller Mill Co. was recently bid in at execution sale by the First National Bank of Manistee for \$3,500, the amount of the first judgment held by the Bank against the mill company, the total claim of the Bank being \$5,620.16, exclusive of costs.

Rockland—J. H. Elmore and Frank Vanduzen, of Green Bay, Wis., have secured options on the Minnesota and National copper mines at this place. These are mass mines and paid nearly \$2,000,000 in dividends in the early days of Lake Superior mining. Both have been idle for more than ten years.

Pontiac—The cereal mill project has been abandoned on account of the inability of those in charge to raise the amount of subscription required to meet the proposition made by the promoters of the project. However, Schrock Bros. will go ahead and equip a cereal mill of small capacity, to make three or four different varieties of high grade cereals, in place of eight or ten, as was intended in the proposed cereal mill.

Muskegon—Owing to the low prices of manufactured goods in the cracker line, the managers of the United States Baking Co. have decided to temporarily close the manufacturing department of the Muskegon branch of this company by the end of this month. The factory will be continued as a distributing depot for the same territory heretofore supplied from this point. Goods will be shipped here in carlots, mostly from the bakery at Detroit.

Negaunee—The Chicago & Northwestern Railway has secured an injunction against the Lake Superior & Ishpeming, restraining the new road from completing its line to the Queen mine, at this place, which property is expected to forward most of its production this season over the Lake Superior & Ishpeming. The injunction will probably be dissolved or the matter otherwise settled in a short time so that no serious inconvenience will be caused either shipper or railroad.

Muskegon—John Torrent has secured the right to nearly all the log marks represented along Muskegon River, except those owned by those who are active operators. He probably has secured rights to 500 such marks or more. Some day he may try to raise the deadheads and make lumber of them, for these logs do not rot when completely under water. The distance from this city to Higgin's Lake, above Houghton Lake, is about 350 miles, and these dead head logs are found in places all along. It is estimated that fully 10,000,000 feet of timber can be recovered in this manner

Grand Rapids Gossip

The Worden Grocer Co. has sold a new stock to Hansen & Son, at Trufant.

Wattell & Baker succeed S. Van Der Meer & Co. in the wholesale and retail flour, feed, hay and wood business.

Chas. W. Greulich is undertaking to interest a number of business men in a project to organize a corporation to embark in the retail clothing business.

Thos. W. Strahan will put a new front in his block at 52 and 54 West Bridge street, which he will occupy after July 1 with a stock of clothing.

Isadore S. Given, who conducts shoe stores at Lansing and Detroit, has leased the vacant store at 51 Monroe street and will remove his Lansing stock to that location.

M. H. Barber, formerly of Fisher & Barber, has purchased the grocery stock of C. M. House, at 588 South Division street, and will continue the business at the same location.

Brown, Hall & Co. have leased the new Godfrey block, corner of North Ionia and Louis streets, and will concentrate the stocks on Pearl and South Division streets at that location.

The Grand Rapids Desk Co. has purchased the Sproul & McGurrian factory, at South Grand Rapids, and added the necessary machinery to enable the corporation to operate it as a duplicate of its original plant.

A. Van Hoe & Son, formerly engaged in the grocery business at Kalamazoo, but for the past three years residents of this city, have re-engaged in the grocery business at Kalamazoo. The Worden Grocery Co. furnished the stock.

John Koster, of Spring Lake, who has spent many years behind the counter for the late J. B. Perham and other merchants of this place, has embarked in the grocery business at the old Perham location. The Worden Grocer Co. has the order for the stock.

The Grocery Market.

Sugar—No change has occurred since April 14. Considering the extensive preparation for the manufacture of beet sugar in several states, it seems that the refiners are not certain of the full control of the market for all time to come. However, the consumption of sugar is so enormous in this country that the plants for beet sugar manufacture erected this season can hardly affect the market this year.

Teas—The Commission appointed by Congress to fix standard grades of teas has been appointed, and has done its work on grades. Their grades are established on fusion, style and draw. If there are any oil spots showing on the draw, the tea is rejected. The grades as now established will shut out the greater part of the cheap gunpowders, the second, third and fourth pickings of Japan, the low grade English breakfasts or Congos, and much of the cheap stuff that has hitherto filled a big place in the tea market in this country. Tea inspectors have been appointed at New York, Chicago and San Francisco. The new grading will shut out so much of the cheap teas that prices next year must of necessity be higher than last year, and teas now in hand are worth from 15 to 25 per cent. more than they are now selling for, in the estimation of some good judges of the tea market.

Coffee—Retailers are buying in a hand-to-mouth way and the movement in the total is light. There is no reverting to bulk coffees, for the package coffee is still sold very cheap. Raws are also very cheap, but are lower than conditions seem to warrant. While the Rio and Santos markets are as heavily stocked as they are now, prices will remain low, but as soon as the supply at those points begins to wane, the market is certain to rise. Coffees seem to be good property at the present prices.

Dried Fruits—Prunes are still very low, but it seems that they will advance rather than go lower. Buyers here are inclined to think that they are a good purchase at present prices. The peach crop is reported to be well cleaned up on the Coast. Raisins are holding their own, being firm. Evaporated apples are reported to be acting as though an advance were near at hand. The price of this fruit is exceptionally low.

Fish—Trade is hardly up to expectation, although no great complaint is heard. It is expected that as soon as the roads improve, country trade will pick up. No change is to be noted in the market this week. The cod fishing fleets are showing good success thus far and the arrivals of fish in Eastern ports are generally larger than for the corresponding period of last year.

Rice—The market is still strong at the present high prices. Japan rice is reported as advancing, with the expectation of an increased duty, and domestic supplies are small.

Provisions—The provision trade is without new feature. Chicago prices have had an improving tendency in a general way, with manifestly considerable confidence in the outlook, notwithstanding the fact that the period for an enlarged marketing naturally looked for in May is near at hand. Packers continue to pay too high prices for hogs, in comparison with current values of product. It is an unusual condition in the trade which shows a lower price for lard, exclusive of the package, than is paid for an equal weight of live hog, which now prevails. The foreign markets continue to receive product liberally, the clearances continuing to show a large movement of both lard and meats.

Flour and Feed.

There has been considerable improvement in the flour market the past week and prices have advanced from 30@35 cents per barrel, with a fair volume of business at the advance. The change in sentiment has been brought about to a great extent by the serious outlook and fear of complication between European countries, and the sensational news from the East has led many dealers to think that we might have an advance in breadstuffs similar to that in 1870, when wheat sold from 70c@\$.1.30 per bu. on account of the Franco-Prussian war, and from \$.1.26@1.76 in 1877 on account of the Turko-Russian war.

Stocks of flour generally in Eastern markets are very low, and we anticipate good buying for the next few weeks.

Millstuffs are firm, with prices unchanged. Ground feed, meal, etc., continue in good demand and prices are on the point of further advance. Both corn and oats are scarce and higher.

Wm. N. Rowe.

Fred Budington succeeds G. L. Thomas as house salesman for the Ball-Barnhart-Putnam Co. Mr. Thomas has returned to his former home in Stanton, but will shortly take up his residence in California.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at Retail Grocers' Hall Tuesday evening, April 20, Vice-President Wagner presided.

Three applications were received from grocers wishing to become identified with the Association, which were accepted, as follows:

C. Hartog, 243 Watson street.
J. M. Strehl, 11 Broadway.
Jacob Reyngold, 553 North Ionia street.

The Secretary read a communication from the Boston Fish Bureau, requesting the Association to protest against the enormous increase in the tariff on salt fish, as embodied in the House bill. The suggestion was adopted and the Secretary was instructed to mail vigorous protests to Congressman Smith and Senator Burrows.

The following letter from the Secretary of the Minneapolis Retail Grocers' Association was read:

Our sugar card has been in force for over five years and is working perfectly in every way. Our method is this: We arrange with a sugar broker to establish the retail price on sugar, so that no dealer or jobber can in any way influence the card rate to the detriment of anyone. We change the card rate on the order of Mr. Emerson, the broker, when the market fluctuates. We are to sell for \$1 what costs the retailer 90 cents, he to make 10 cents on each dollar's worth sold. The rate is fixed by making the number of pounds even, no fractional part being counted. If sugar is 5 cents a pound, the card rate is 18 pounds for \$1. If 5½ cents, the card is 17 pounds; if 5.02 cents, as at present, it is 17 pounds, because the fluctuation will necessitate the fraction of a pound if taken as the price nearest to 90 cents. We send out cards to the trade, as per sample enclosed, as often as may be necessary. We mail cards to every dealer—it matters not whether a member or not—and all are notified and all keep prices alike. The agreement with the jobbers is that, in case of violation by any one, they will refuse to sell to the cutter at any rate other than the regular retail card rate. This keeps them within the protection of the law and, at the same time, makes the cutter pay higher for his sugar. The rule applies to all alike, whether Association members or not. It is zealously adhered to by every jobber and in but few cases has the aid of the jobber been necessary. One of our largest dealers tried the experiment of cutting, and in a short time the grocers bought of him exclusively, as they could procure sugar of him at a less price than at wholesale; but when he tried to get a new stock, he was met with the higher price, both in this city and at St. Paul. He then tried other markets and found that, although he bought in larger quantities, he could not procure it as cheaply as in his own market, so he abandoned the method and is now one of our most ardent supporters. To-day there is not a cutter in the city. It was a practice of some of our tea stores to give a larger quantity with a pound of tea or baking powder, and we adopted the rule of making it a violation of the agreement to sell granulated sugar at any other basis than the card rate. This may seem a rather drastic measure, but, after the measure was in force for a time, its benefits were so apparent that no one objected. This plan places sugar where it is not a football for any scheme of the cutter, and all alike reap the benefits.

We also have card rates on oil, gasoline, package coffee and city flour. All are working nicely.

The communication was discussed at some length and finally referred to the special committee having the sugar plan under consideration.

A letter was read from S. M. Lemon, President of the Grand Rapids Wholesale Grocers' Association, promising the co-operation of the organization in case the retail grocers decided to put the Minneapolis plan into effect.

The Secretary reported 103 signatures to the flour agreement, and nearly as many to the Sunday closing petition, and was instructed to continue the work, with a view to securing the signature of every grocer in the city to both petitions, if possible.

Treasurer Lehman was instructed to interview the landlord and negotiate a new lease on as favorable terms as possible.

A member called attention to the trouble brewing all over the city by reason of the cut in compressed yeast to 1 cent a cake.

A. Brink said he undertook to meet the cut by selling bulk yeast, but found, to his sorrow, that he lost more by selling bulk yeast than by selling 15 cents' worth of tin foil yeast for 12 cents.

Mr. Lehman believed the Association should appeal to the yeast companies for relief and offered the following resolution, which was unanimously adopted:

Whereas, Compressed yeast is sold in some localities at 1 cent a cake, thus causing a loss of 3 cents on each dozen cakes sold; therefore

Resolved, That the Secretary be instructed to bring the matter to the attention of the yeast companies, with the request that the companies restore the retail price to 2 cents a cake or reduce the wholesale price to 9 cents a dozen.

The Secretary gave notice that the agreement to close at 6:30 o'clock, five nights in the week, expires by limitation May 1.

Mr. Wagner objected to the publication of this notice in the daily papers, because he believed a good many of the grocers, especially those on the hill, were so well satisfied over the 6:30 hour that they would continue to observe it right along through the summer.

Mr. Payne acquiesced in Mr. Wagner's statement, asserting that the grocers on Cherry street are quite willing to continue the present schedule.

Treasurer Lehman reported a balance on hand of \$250.10, and the meeting adjourned.

The Grain Market.

The condition of the wheat market was very gratifying to the longs during the past week. Wheat advanced fully 10c per bushel by the 10th, which allowed Detroit and Toledo May to nearly touch the dollar mark. However, there were no sustaining influences to keep it there and, after the first excitement of the war news between Greece and Turkey was over, the market settled back somewhat. Even setting the war news aside, the home situation is enough to give strength to the market. The reports regarding the growing winter wheat crop certainly show it is not improving. It was generally understood that a large acreage of spring wheat would be sown, but it is getting rather late now to put in as much as was first expected. The exports are hardly up to standard, but the receipts are merely nominal. The visible showed a fair decrease, being 727,000 bushels. The reports show there were 36,000,000 bushels of wheat and 400,000 barrels of flour less in the United States and Canada on April 1 than there were at the same time last year. The situation gets stronger and stronger every day and before another harvest we think the present price of wheat will be considered very cheap.

Corn and oats have varied only about ½c per bushel and we think there will not be much change until some of the surplus has disappeared.

The receipts during the week were 31 cars of wheat, 10 cars of corn and 9 cars of oats.

Local millers are paying 86c for wheat.

C. G. A. VOIGT.

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 17—Business is rather dull. We are waiting for the influx of buyers that will come to the Grant monument celebration. It seems a little beathenish that this big city must depend upon a dead hero to bring it a spurt of trade, but, of course, it all goes. The railroads have made rates that are quite attractive and already the demand for rooms is very large. Still New York can accommodate everybody, and the everyday resident will see no difference in the crowds that beset his path as he homeward plods his weary way.

One must go back more than ten years before he will find records of Rio No. 7 coffee being as low as at present. At the last minute the position is one of rather more strength, but it still remains the fact that 7½c is about the correct quotation. The average price during 1896 was 14.6c, so we have had a decline of over 50 per cent. Of course, the enormous output accounts for the decline apparently; but, is this really the cause, or have we been "soaked" for a few years by those who control the market and whom competition has forced to come down from their exalted position? Mild sorts have declined, too, and Mocha is steady at 21½@22½c. Low prices have increased the consumption and, as coffee gets down to the price of "parched rye and barley," there will be a knock out for certain enterprising home industries, it is feared. Rye in the fluid state, however, will suffer no depreciation!

There is more doing in teas in an invoice way than has been the case for some time. In jobbing circles there has been a little better business doing and for good qualities the quotations have shown some improvement. The off sorts go at any price and it is hoped will be well cleaned up by May 1, at which time the new law goes into effect.

Raw sugars are in very light request; in fact, one of the larger refineries has stopped buying altogether for the present. Cabled rates from London are lower and the general tone is rather depressed. Refined are in very light demand and this, perhaps, has its influence on the raw market. Granulated is quotable at 4½c. Foreign refined is easy and in quite liberal supply. German granulated is held at 4¾c.

The rice market remains practically unchanged, both for foreign and domestic sorts. The former are in seemingly the more demand. Supplies are ample. There is not a ripple of excitement in spices. The little business doing is by jobbers filling country orders. Pepper remains fairly firm, but, taking the whole market together, there is only one word to describe it—nominal.

Molasses is slow, of course. Beyond a little trading in low grades, there is practically nothing doing and we have to record a week of laziness. There is some conjecture as to whether the floods will do any great damage to the Louisiana crop. Syrups, as well as molasses, are in most request for low grades and most of the business done has been on the basis of something like 10@12c.

Canned goods offer few attractions. Business mopes and mopes and mopes. We have to note that an offer of 60c, less 1½ per cent. cash, was refused. Corn is weak and supplies seem to be very large. Little is doing in California fruits, either spots or futures.

Stocks of prunes are growing rather low with jobbers and there is fair enquiry. Aside from this fruit, the whole market lacks life. Raisins, both foreign and those from the Pacific Coast, are hanging fire and can be sold at only extremely low figures. Dates are unchanged; figs are held at the quotations of the past few weeks. For fancy evaporated apples there is a very active enquiry, for a wonder, and quotations have advanced ½@¾c. Small fruits are pretty well sold up, but there is no advance to note in prices.

Green fruits—lemons and oranges, especially—show a better demand and

dealers feel quite encouraged. Orders are not large, but they are numerous and, in the aggregate, show up well. California navels are 25@50c higher.

Arrivals of butter are light and, as the demand has been good, we have a firm market, with best Western held at 17@18c. A good deal of stock is arriving that will not bear the closest inspection and must needs be sold for what it will bring. Finest State creamery is selling at the figures above given for Western.

Full cream old cheese is worth 12½@13c, although the latter is extreme. New cheese is coming in moderately and selling promptly. Full cream, 10½c. Exporters are showing considerable activity and their call is mostly for large size.

War Between Commission Merchants and Wholesale Grocers.

Detroit, April 17—From present appearances there is every prospect of a lively row between the wholesale houses of the city on the one side and the commission merchants on the other. Trouble has been brewing between these two classes for a long time. It has cropped up on several occasions and, after a little sparring, has again dropped from public view. But the root of the disagreement has remained undisturbed all the time and one of the occasional rows is again threatening. In case it comes it will in all probability take the shape of a sugar war, the trust against the dealers in Dutch sugar.

The complaint made by the produce commission merchants is that the wholesale grocers have entered their field by handling butter and eggs. This is said to be the only city in the United States in which the wholesale grocers sell butter and eggs. In other cities when such a consignment reaches the wholesaler it is at once turned over to a legitimate produce dealer, who sells it and collects a commission. Here the wholesaler sells and asks no commission. These consignments come in payment for groceries from country dealers and the wholesaler makes his profit by selling his wares. In some cases, it is said, he charges a commission, but such are exceptional. The commission men in this way lose more than half the butter and egg trade. They complained, but it did no good. They tried to get the wholesalers to charge a commission. This was agreed to, but it is claimed that the agreement was at once violated and has never done any good.

Over a year ago, having become tired of the one-sided fight, the commission men determined to retaliate. They began by handling sugar. As soon as the sugar trust found out what was going on the supply was shut off, and it became impossible for any dealer excepting a trust man to get sugar. Then the commission men became importers, and brought in Dutch granulated sugar. This they have for some time been selling at a nice profit, and still at a fraction under trust prices.

Two weeks ago a meeting was held at which the commission men were requested to quit selling sugar. They responded with a request that the wholesale dealers quit selling butter and eggs. The meeting resulted in nothing but talk.

Another similar meeting was held Monday, at which it was intimated that the trust would fight unless the selling of sugar by commission men came to an end, but the grocers were not willing to stop the butter and egg business. No agreement was reached, and a committee was appointed to meet yesterday and attempt to reach a settlement without a fight. The committee met, but it did no good. All the wholesale grocers were willing to give up handling butter and eggs excepting three. The commission merchants would not budge from their position, and so the matter stands.

It is said that a man will immediately leave for New York to consult with the trust with the object of inducing the men at headquarters to stand the brunt of the fight. In the meantime several commission men are preparing to add other grocery lines to their stocks, such as coffee and canned goods.

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, UNION 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, Sweet Potatoes, Bermuda Onions, Lemons, Oranges, Bananas, Asparagus, Lettuce, Parsley, Green Peas, Wax Beans, New Beets, Vegetable Oysters.

ALLERTON & HAGSTROM, Jobbers,

Both Telephones 1248.

127 Louis Street.

Grand Rapids, Mich.

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, Preservaline, 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.

MILKED BY A PIG.

Peculiar Discovery of a Vermont Farmer.

All his life Samuel Patch has owned and run a farm on the shores of Lake Morey, Fairlee postoffice, Vermont, and all his life he has kept a quiet and well-conducted assortment of live stock. It remained for a pig of this year's growth to bring open shame upon the Patch barnyard by a crime which is known in legal parlance as larceny from the person, the individual upon whom the theft was committed being the moolley cow Nelly. The thief was caught and photographed, red-handed, or, to be more accurate, white-mouthed, as his greed had outrun his capacity, and the picture is Exhibit No. 1 in the Lake Morey Animal Rogues' Gallery.

But for the detective instincts of Farmer Patch, the thief would never have been discovered. For some time the cow in the case was supposed to be at fault, and the small quantity of milk to be derived from her was laid to some bovine and personal peculiarity of her own. She had calved all right, the calf had been torn ruthlessly away from Nelly amid the lamentations of both, and Nelly's contribution to the species had been directed into the milk pails of the Patch family, but very shortly the decrease in milk became painfully noticeable.

"Something's the matter with that cow," said Samuel Patch to his son William. "Looks like she was going dry."

"Can't be she's going dry already," said the young man. "Somebody's milking her before we get up. That's what's the matter."

"Have to get up mighty early," said Patch. "Besides, she won't stand anybody but me milking her, and if a stranger came into our place the dog would let us know quick enough."

"Might be a milk snake," suggested William, with a grin.

"Show me a milk snake smart enough to milk that cow and he can have all the milk he wants," returned the old man scornfully.

Meantime the milk kept on disappearing. Each morning when Farmer Patch went out to milk he was able to get only a small quantity from Nelly, who used to be one of the best givers on the farm. The mystery spread through the neighborhood and became subject matter for theorizing by the village oracles in convention assembled at the grocery store. The consensus of opinion was that there was a thief in the case.

"If there is I'll get him sooner or later," said Farmer Patch.

Morning after morning with unflinching regularity the moolley cow was milked, and morning after morning Farmer Patch scratched his head in perplexity. One day he came out to find the ground covered with a light fall of snow that immediately suggested to him certain detective stories in which footsteps had aided in the tracking of the criminals. He went carefully all around the fence surrounding the barnyard looking for tracks, but found none except such as he left behind him. In the barnyard there were plenty of tracks, but they were all those of animals.

"That settles it," said he. "There's tramps in my haymow."

Never did a barn undergo a more thorough overhauling than Farmer Patch's barn underwent at the hands and pitchforks of himself and his son.

No tramp was discovered. This was queer. The village oracles came up as an informal court of enquiry, sat on the Patch cow, aided by the expert testimony in the person of a horse doctor, and decided that the cow was all right, but there was something wrong. Talk about a haunted barnyard was whispered across the women's knitting in Fairlee. They might be talking of it yet if Farmer Patch hadn't decided one morning to do a little practical detective work of his own. He got up an hour earlier than usual, went out to the barnyard—and the mystery was solved.

Nelly, the cow, was standing peace full in the middle of the yard, while, squatted on his haunches, the fat young porker who had adopted her for a mother was enjoying a warm breakfast just as fast as he could swallow. He was so busy that he didn't even hear the farmer coming. Farmer Patch pinched himself to see if he was awake, and then went in the house and pinched his son to get him awake, too.

"William," he said, "bring out your camera. The thief's at work."

"Camera!" cried William, jumping up. "I'll bring my gun."

"No, you won't," said his father. "You won't need it. He won't bother us. Never mind your clothes, but hurry up."

So William got his camera and took the picture.

"Better take several, William," said the old man; "in case anybody should call you a liar when you tell about it."

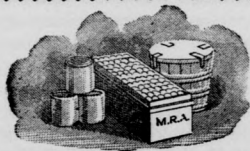
To add authority to the picture, Farmer Patch himself posed with milk pail and stool, and the pig obligingly kept on breakfasting until he was photographed from several points of view. These pictures are framed in many a parlor in Fairlee now, thus attesting the truth of Mr. Patch's statements.

The pig himself is pork, cooked, served and eaten. William wanted him brought up and educated further, on the ground that a pig with his intelligence could be taught to do almost anything; but the old man vetoed that.

"No, sir," said he. "We'll nip that career of crime in the bud. Why, he'd contaminate the whole barnyard if we let him alone. First you know, he'd be teaching the other pigs to find the places where the hens lay and eat the eggs, or he'd be leading old Towser astray by showing him how to tap the barrel and get drunk on hard cider. No, sir; he's smart, but he's crooked. We'll kill him now, and I only hope the other pigs won't take after him."

They hadn't up to last accounts. Nelly made a fuss for a few mornings when her pig didn't appear, but she soon got over her second bereavement, and is now doing as well by the milk pail as could be expected.

At the present rate of growth of population, France will have only 40,000,000 at a time when Germany will have reached 100,000,000 and Russia 200,000,000.



.. EGGS ..

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

**F. R. ALDEN, Grand Rapids, Mich.
98 S. Division St.**

Wm. H. Thompson & Co.,

Wholesale

**Potato
Commission
Merchants**

156 and 158 South Water St., Chicago.

REFERENCE:
Bank of Commerce, Chicago.

**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.

Miller & Teasdale

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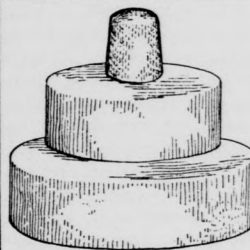
**BEANS OUR POTATOES
SPECIALTY**

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

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

If you are not entirely satisfied with the firm you are doing business with give your next shipment of Butter and Eggs to

HARRIS & FRUCHEY,
60 WEST WOODBRIDGE ST.,
DETROIT.



BUTTER Of All Grades
Wanted

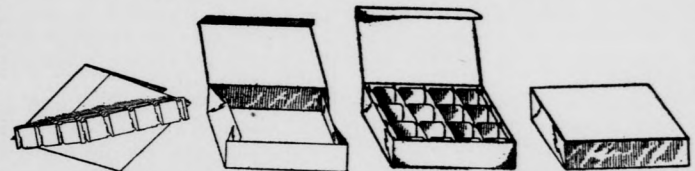
Daily quotations to you at your request. Our offerings for butter and eggs will command your shipments.

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

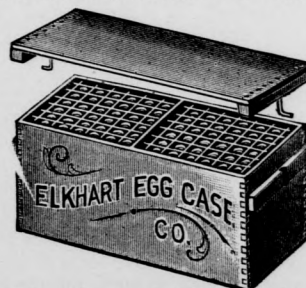
ELKHART EGG CASE CO., Elkhart, Ind.

Manufacturers of EGG CASES AND FILLERS,

Are placing on the market a Grocers' Delivery Case.



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



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



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



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When writing to any of our Advertisers, please
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Michigan Tradesman.

E. A. STOWE, EDITOR.

WEDNESDAY, - - - APRIL 21, 1897.

GENERAL TRADE SITUATION.

With the exception of the sensational advance in wheat there has been little change in the industrial situation since the last issue of the Tradesman. In most lines the bear tendency of prices has prevailed and at the same time there has been a steady increase in activity and confidence as to future operations. The most pronounced downward tendency in prices continues in the iron and steel industries and in the railway and industrial stocks. Of course, the decline in the latter is abundantly accounted for by the political complications in the East; and the wonder is that the effect has been so slight. In all that were affected, except sugar and Chicago gas, the fall in price is only a fraction of a dollar per share; in these the shrinkage in value was \$2 per share. Something of a sensation has been made in financial circles on account of the export of gold which seems likely to result from the advance in that metal in English exchange. While such a movement would be a decided benefit to this country in the employment of a portion of the unnecessarily large hoard—amounting to \$154,000,000 in the Treasury, besides the holdings of the New York banks—which has accumulated since the last exports in July, there was so much apprehension as to the outflow of gold last year that the country is very sensitive and the suggestion of its renewal gains quick attention.

The prompt and material response of the wheat market to the news of conflict between Greece and Turkey is doubtless owing to the fact that the supply in this country, and the world, is known to be smaller than for a number of years past. While, under ordinary conditions, the use of coarser grains and other food stuffs might keep the price down, its scarcity makes it peculiarly susceptible to speculative influences. The total advance on account of the present complications was about 10c per bushel. The late news, indicating that the conflict is likely to be short, has brought down the price a few cents again. It is impossible to predict as to the future of the cereal, as such speculation is betting on the extent and seriousness of the Eastern complications. While the variation in the prices of other grains has been relatively much less, the move-

ment has been in sympathy with wheat.

While the demand for many forms of iron and steel manufacture is very large, there has still been a settling of prices in the raw materials. Bessemer is quoted at \$9.90 at Pittsburg and gray forge at \$8.65. Prices in the Alabama region are said to be badly demoralized. The demand for structural steel, ship-building materials, in nails and wire and in tinning plates is reported to be nearly equal to production; but the stocks on hand are the largest ever known.

Wool activity continues large but the outlook for manufactures remains dull, although on the whole there is an increase in demand reported. The response of cotton to the unfavorable outlook for crops in the flooded regions has been very slight. Some improvement is reported in the demand for cotton goods. Boots and shoes are less active, with decline in quotations in some lines.

There was a decline of over 5 per cent. in bank clearings for the week, to \$958,000,000. An encouraging feature was the small number of failures, only 195, a less number than for any week in years.

AN INEVITABLE CONFLICT.

The most likely quarter from which to expect war that may involve Great Britain in trouble with other European governments is not the Eastern end of the Mediterranean, but the Southern portion of Africa. The British and the Boers are almost absolutely sure of coming together again.

It will be a mistaken sympathy if in that conflict the sentiment of America is in favor of the Transvaal. Naturally, we would sympathize with the weaker combatants and so much has been thoughtlessly said by the press, of England's bullying methods in South Africa, that the commencement of the struggle between Boers and British would probably find Americans condemning England and sympathizing with the Transvaal. Yet England's fight in South Africa is a fight for progressive civilization. There is not a more narrow, selfish, ignorant government in the world than that of the Transvaal. The Boers allow no new comers to acquire citizenship, or participate in the control of any public business. Millions of capital and tens of thousands of actual citizens there are without any representation in public councils. The lordly Boers, living chiefly by the hunt, or by rents, or by the oppression of native labor, deny to all Uitlanders or immigrants every political right except to reside in the country and engage in business under heavy taxation.

The Transvaal is filled with intelligent American and English and French immigrants, who are the business element of the country, but no other nation deprives such a class of so many privileges as must be dispensed with in the Transvaal. It is the internal indignation against this selfish, pig-headed policy of the Boers that is creating within the Transvaal itself a strong ally for the British when the inevitable conflict comes. Americans, when they once understand the true situation, will desire to see their brethren in South Africa enfranchised through British conquest, if necessary. There can be no doubt of the ultimate issue of such a contest. The fierce lords of the Transvaal are fine fighters, but the power of England will be too much for them, even though, as is likely, they should obtain the active support of Germany.

MODERN RUSH.

In the development of the New World there has seemed to be a constantly increasing ratio of intensity of effort and activity, which has made it common at any time in its history to designate the current moment as a time of unprecedented hurry and progress. Thus, it has always been customary to call the present the time of modern rush, and it is difficult to conceive that the apparently accelerating ratio can continue indefinitely into the future.

This principle, which reaches its greatest intensity in the American people, seems to be most active in the Anglo-Saxon races. In others there is a conservatism which tends to accept the conditions of the present, and the methods of the past, as the best. Not that there is no progress in such countries—many of them are wonderfully progressive, borrowing the ideas of the more original West and applying them with a thoroughness and method productive of even better results than can be attained in our heedless, headlong rush.

The development of the English nation was a series of successive periods of rapid progress alternating with those of apparent stagnation, as far as the industrial condition of the people was concerned. These periods seemed to be dependent upon the political and religious complications and conditions. The conservatism of Jacobitism and of the repressive military spirit interposed pauses in the national progress, during which there was at times actual retrogression. But these elements were gradually overcome by the peculiar tendency to progressive enterprise, until the nation far outstripped the rest of the world, and bequeathed to her colonies the traits which have become pre-eminent in American life.

Living in this whirlwind of rush the observer is constantly caused to wonder what is coming next, and often he is almost afraid of losing his breath in the apparently mad progress. This is not only manifest in the application of newly-discovered and wonderful principles of science to the ordinary affairs of life, but in the application of accepted methods in all industrial progress. The changes in the manner of doing work in all mechanical trades, for instance, are so rapid as to be bewildering.

As would naturally be expected, the principle of rush in methods of exchange is especially active. The merchant of twenty years ago, could he have submitted to a period of Rip Van Winkle rest, would come upon the stage of action to-day with as great bewilderment as pictured by Irving's fancy. Indeed, the methods of modern mercantile exchange may almost be said to be the creation of that period.

Imagine such a merchant coming into a bustling country store and receiving the great numbers of travelers whose visits are so prominent a feature of modern trade. Twenty years ago, the dealer was accustomed to buying a stock of goods to meet the requirements of his trade for a considerable period—now, in many lines he can make his purchases several times a month. Then, he could sell goods which had lain upon his shelves for an indefinite time—now, he must be constantly receiving them, and if any show a tendency to remain many weeks he must contrive some means of moving them at any sacrifice. And this is not the only regard in which there has been similar change.

The science of modern advertising is not so old as the period in question; and the methods of distributing goods are equally new.

Indeed, there are many who, if they have not been asleep, have not been able to keep up with the requirements of the rush. Some of these have been fortunate in getting the aid of younger and fresher blood, while many have fallen out by the way and sought other avocations.

So the merchant of to-day represents, in an eminent degree, the progress and push of the nation.

FIREPROOF BUILDINGS.

A great deal has been written from time to time about the processes of making houses fireproof; but the actual fact, as developed by experience, is that the term "fireproof" can only be used in a relative sense, and that absolute ability to resist the heat and stress of a great conflagration has not been attained.

Office buildings and hotels in which the rooms are small, or have but little furniture in them, might be able to resist the heat caused by the burning of the contents of such a room, or, in other words, a bed, a table, a carpet and a few chairs, or a desk and case of books, might not make a hot enough fire to communicate through partitions and ceilings when these are made of hollow bricks or tiles. But when large rooms in such a building are stored with great bulks of combustible material, the fire, when this material is the subject of conflagration, is so great as to heat and warp iron beams, pillars and lathing, and throw down ceilings and partition walls.

All stores and warehouses where the rooms are of great extent and are filled with combustible material, when once fired beyond immediate control, will burn down, no matter of what material they may be constructed. Since large retail stores where extensive stocks are displayed require great floor space open to the light, no style of construction will make them fireproof. But it is easy enough to protect stocks in wholesale stores and warehouses, by separating the area into many rooms of moderate dimensions, the partitions being made of brick of sufficient thickness and the doors of communication being low.

With such rooms, so made as to be separable by iron doors from other parts of the building, and capable of being flooded with water through pipes running along the ceiling, fire in a great storage house can be confined to particular localities and extinguished there without inflicting damage on merchandise in other parts of the building. Compartment warehouses offer more than usual protection to their contents.

In stores where grand and extensive showrooms are required, no advantage is gained from constructing them with steel frames, while the great numbers of pillars required by such modes of construction mar the effect which is desired in such establishments of broad and unobstructed, brilliantly-lighted halls, while the increased cost gives no special advantage of security. The steel-frame system is excellent for lofty hotels and office buildings, and is for them specially designed.

Beware of the man who loves to enumerate how many kinds of business he has been engaged in. If he has arrived at maturity and has not settled his avocation in life, he will never have one.

THE REVOLUTION IN HONDURAS.

Advices have been received from Central America to the effect that a revolution has broken out in the Republic of Honduras. A revolution in that part of the world is by no means a rare occurrence; in fact, the present government of Honduras owes its lease of power to such an outbreak, which occurred something more than two years ago. Were it not for the fact that the United States enjoys a large trade with Central America, very little attention need be paid to such upheavals, as they mean nothing more than an effort on the part of one set of politicians to oust the other; but, as this constant turmoil retards the progress of that part of the world and diminishes its trade importance, this country cannot afford to be entirely indifferent.

The present revolution is given additional importance from the fact that Honduras is no longer a separate republic, but is one of the component parts of the "Greater Republic of Central America." An outbreak in Honduras may, therefore, involve Nicaragua and Salvador, the other members of the coalition, as it is not like the Central Americans to permit an entirely new set of men to secure control in one of the allied states with a possibility of overturning the coalition.

It is already reported that President Bonilla has received proffers of aid from the Presidents of Nicaragua and Salvador; hence it may be assumed that, should the revolution prove a formidable affair, it will have to cope with the combined forces of the three states of the Greater Republic. President Bonilla will naturally hesitate to call to his aid the Presidents of the other republics, for the reason that, should the discontented elements in the neighboring states conclude that the Presidents are aiding each other to perpetuate themselves in office, instead of a local outbreak, there would in all probability soon be a general upheaval which would jeopardize the very existence of the Greater Republic.

As already stated, these Central American revolutions are a great obstacle in the way of the commercial development of that part of the world, and the business interests of this country are more or less injured thereby. The creation of the Greater Republic of Central America was hailed with satisfaction in this country, because it was hoped that such a coalition promised to insure more stable government, and, consequently, greater security to property interest, with better facilities for developing commerce. Should the revolution which has just commenced lead to the overthrow of the combination of the three Central American republics, the business interests of this country would greatly regret the fact, as such an event would unquestionably prove a long step backward.

THE KEYNOTE OF BUSINESS.

An interesting example of the cheapening of an important domestic article through increased production is seen in the growth of the business in petroleum and the merchantable oils made from it.

Like the coal in the mine and timber in the forest, petroleum is made by nature to man's hand, and has only to be taken out by human labor and mechanical appliances. Coal oil first came into commerce as an important factor in 1861. The price then was at least four times as great as it is to-day.

By the introduction of improved me-

chanical means for obtaining and transporting the product, the production has enormously increased, while this indispensable article of almost universal use has been cheapened until it is placed in the reach of everybody. This important article is exported to every civilized country and the quantity sent abroad in 1896 was little less than one thousand million gallons, worth \$65,000,000. These figures represent what was exported only. Much more was consumed at home.

Fortunately there is no attempt to increase the price. The effort has constantly been to increase the consumption, and this is done by cheapening the cost of production and the price to consumers. When the producers of grain and cotton and other such necessities shall learn the same sort of worldly wisdom, they will cease to endeavor to cut off production and reduce crops. They will exert themselves to get more bushels and more pounds of their products out of a given acreage, and, by cheapening the cost to consumers, compete successfully with the whole world. That is the secret of trade in this age.

This cheapening is not secured by cutting down the wages of labor, but by the introduction of improved processes. That is the keynote of business to-day. Cutting down wages deprives the people of their ability to buy. It matters little how low are prices if the people have no money with which to buy. The great secret in the cheapening of the cost of production is to employ improved processes and appliances.

By a decision rendered by Justice Beekman, of the New York Supreme Court, it is decided that a love of candy is not a proof of lunacy. It was in the case of Amanda E. Mackintosh, who wanted to have her marriage with John H. Mackintosh annulled upon the ground that the defendant was insane at the time of his marriage. This the court denied her, although she averred that one of the symptoms of mental aberration of the defendant was that he used to sit alone for hours at a time before his marriage eating candy, of which he seemed to be never able to get enough.

An interesting system of electric railways is being built in Genoa. There is no city in the world of the size built on such a steep hillside as Genoa, and to overcome the sharp gradients existing, several spiral tunnels have had to be pierced in the hillside, through which the electric cars rise from one level to another. The system inside the town will, when built, aggregate some thirty miles of track.

The New Hampshire courts have just sustained a law by which the State is entitled to any excess of profits over 10 per cent. earned by any railroad in that State. Under the decision the State recovers \$750,000 from the Lawrenceville & Manchester Railroad.

A man who does not like to work should never have his feelings hurt by being appointed to a public office where there is work that must be done.

The most hopeless sort of bore is the man who wants to talk on all occasions without ever knowing what he is talking about.

The street cars of San Francisco are provided with a holder on the rear platform on which two bicycles can be hung.

AMERICANS IN DRESDEN.

How They Amuse Themselves—A Glimpse of Prager Strasse.

Written for the TRADESMAN.

There is a subtle charm about Dresden which holds everybody under its spell. From the moment a person gets off the train, he feels at home, and is never ready to leave. He comes for two days, and remains a week; for a week, and it stretches out into a month; for a month, and a year is too short; for a year and he makes his will and buys a lot in the cemetery, to ensure him so good a place should he unexpectedly be called away. What is the explanation? Who can tell?

It cannot be the houses—any city can boast of better. They are old, they are dirty, they are dilapidated. It cannot be the streets, for they are narrow and muddy and many of them crooked and ugly. It cannot be the weather, for the sun is as scarce as hens' teeth. Ask someone who is called to America and must endure existence in Chicago or New York, and he—but more likely she—will reply: "Oh, Prager Strasse, and Chinese tea around the corner, and marzipan on the way, and the Art Gallery, and beer at the Bruhl Terrace, and music, and excursions, and opera, and sausage, and—but where shall I stop!"

Prager Strasse is a long straight street containing everything and leading everywhere. At one end it is called Reich Strasse. It cannot get such a "rich" name on account of the Empress' mother and sister having their tiny little house on it, for theirs is the most unpretentious in the neighborhood, and would be hooted at by Uncle Sam's butchers and bakers. It cannot be on account of the American church close by, for its good days are ended and teas and bazars must keep it from going under. Yes, there are some mansions along the way; they belong to pension-kings who have learned to turn the course of money all in one way. (For the uninitiated, let me add a "pension" is an uncertain kind of place where the rich are offered the privilege of freezing and starving, while the poor are kicked from the door).

But Prager Strasse—if the handsome shops were taken away, there would be absolutely nothing. All the world is represented here, and so the street seems like a vast panorama. The windows are filled with Meissen china, Russian bronzes, Austrian leather, Hungarian jewels, Paris gowns, American cranberries. A favorite shop is one of the drug stores on the left hand side. It sells Packer's tar soap, Aunt Jemima's pancake flour, shelled popcorn, Eagle brand of condensed milk, Quaker rolled oats, Alden dried apples, Dr. Lyon's tooth powder, Kentucky whisky, and an endless number of etc.'s. The leather store is always crowded and flabby pocketbooks leave the shop. It is easy to speak of leather as "a useful material," but where else has it been made truly artistic! Is it any wonder that even men rave over such beauty and never leave the store empty-handed—except just after their best girls have said No?

Not far off is the Bank, where everybody deposits his money and draws it out at his pleasure—or displeasure. The reading room is furnished with the leading American and English newspapers and here the English-speaking people meet to discuss the news—not aloud, for the Sabbath stillness of the Exchange extends even to this far-off

nook. Even the typical Yankee, who runs things at home, tries to step the light fantastic toe with his squeaky shoes. Yes, and he attempts to whisper to an acquaintance across the table. And even election news is forgotten as one hears:

He—Ain't it still here! I feel like I was in my grandfather's vault back in Hampshire.

She—Oh! do you think so?

He—Yes, it is the dullest place I ever struck. Nobody understands a word you say to them, and I'm tired traveling in this kind of harness. You don't know a cheap place in London where me and my wife can go?

She—Yes, and I will be glad to give you the address; but why do you hurry from Dresden?

He—It's lonesomer here than on a farm in a blizzard five miles from nowhere! I can talk myself hoarse but nobody knows what I'm driving at. Yes, I've graduated and received my diploma for foreign travel. My wife and children can come over again, but I never want to stir from Colorado again. Why there, even the beggar is not deaf! And the squeaking boots recede in the distance.

But the most crowded place is Tittmann's bookstore. Here the people gather and never know enough to go home. It is the meeting-place of friends; it is the resting-place of the bookworm, and it is run by a charming woman! She is quiet, simple and retiring in manners; but everybody has found out that she is a professor, a librarian and an encyclopedia, all in one, and depends on her for everything. It matters not in what language or what edition of a book you wish—she can tell you all about the book, all about its author, and the criticisms passed on the book. And then—you never know how—you learn a little of Mrs. Tittmann herself: Her husband died and she was left with a little bookstore on her hands. Instead of selling it, she decided to try to continue the business. "But," she will continue, "you cannot know what that has meant! If the Americans and the English had not been so kind to me, I do not know what would have become of me." Yes, it is not hard to imagine many things when one has lived in Germany and known the low estimation held of every woman! What does it not mean for a woman to compete with many men in such a country, where success is almost impossible for anybody, and, what is more, to be acknowledged by even her enemies as standing at the top in the book business!

Nobody seems in a hurry in shopping—even the American cannot run after bargains in Dresden, so she contents herself by gossiping away the time at her dressmaker's, or while buying photographs or linen in the shops. An acquaintance comes in the shop while she is looking over the wares, with the owner of the shop in the midst of waiting on her. She forgets everything—the goods and the man who is in the act of showing her something—and tells a long story about her troubles at the pension, how Mrs. Wheeler's little girl has had the measles and kept her mother shut up for nearly five weeks, how Hirsch has in some delightful new Paris gowns, how Mrs. Price has not received a draft from home and so has had to put off going to Italy, etc., etc., etc. An hour goes by, then a half hour, and our lady looks up to see the hands of the clock pointing to four.

And then she exclaims: "Why, where has the afternoon gone to! Four o'clock! and I ought to be at Mrs. James' tea this very minute. I'm sorry, Herr Sinz, but I must leave this moment. Lay aside those I have chosen and I will be in in the morning or within a day or two to finish and to settle with you." And he politely bows her out the door.

Not more than two or three blocks from Prager Strasse is the Art Gallery. People may not have heard of the Albertinum or the Grunes Gewolbe (Green Vault) in Dresden, but who has not heard of the Picture Gallery and the china! The Gallery is always full, and full of Americans. An American "gives himself away" every time by his pocketbook and his tongue—perhaps we had better say "her tongue," and draw the line there. The stranger, the uninitiated, is obvious at once. At home she has been accustomed always to give papers at the Club, lectures on woman suffrage and what not, and it is as natural for her to strike an attitude and expect everybody to listen as for Bridget to stand with arms akimbo when she declares her intention of leaving Monday morning in the midst of the washing when the children are down with the measles. She does not begin, "Ladies and gentlemen!" but everybody stops to listen when this voice, pitched high enough to reach the top telephone wires, begins to describe her experience at sea. Why, after her vivid portrayal, everybody feels a little indisposed and dares not remain any longer to revel in pictures of saints, martyrs, and rich people who liked to be "took" worshipping the Holy Family.

An American man does not stand or walk as well as almost any other na-

tion; but he knows before he enters the Gallery what he wishes to see, and he sees it on short order, buys a good photograph of it and enjoys it forever afterwards. A German or a Frenchman hasn't the price; but he has time at his disposal, so he sits down before the picture and studies every line, and when he leaves the impression is so clear and distinct that he can describe the picture perfectly ten years afterwards.

It takes the Americans to buy the copies of the masterpieces which the poor plodding artists are turning off from time to time. Not long ago, an American stood before the Sistine Madonna, and he conceived the ravishing idea of buying a duplicate for his mansion at home. He called one of the gray-haired, cadaverous, stoop-shouldered copiers aside and said to him: "Can you make a picture like that?"

Artist—Yes; what size would you wish?

Millionaire (jingling his pockets)—Oh, life size—like the one there.

Artist—But that is not possible. I could not get the permission from the King to make it that size. You should see a smaller copy I have with me at home.

Millionaire (sticking a bundle of bills in the timid, nervous grasp of the hungry painter)—Oh, nonsense! You can work it if you want to. Have it ready for me two weeks from Thursday.

Every American woman swears by Baedeker. She may not have lived among pictures at home, but she is sure to know a good picture every time by its having a star or double star before its name in the list!

The American children seem bored by the pictures, and their remarks take such a practical turn they must have

had too much of Ingersoll or too little of Sunday school to appreciate the divinity of things.

A Southern lady wearing the weeds of recent widowhood stood with her son of seven or eight summers before one of Correggio's Madonnas. The child was restless, standing first on one foot, then on the other, and then hitching behind as though he wanted to get away from her grasp. Then she spoke to him:

"Just look at this picture, Charlie—a little baby just like you were—the Christ child!"

He looked toward the picture, held his breath for a moment as if inspired, while an angelic expression stole over his face, as he audibly exclaimed:

"Why, it's all neckid, ain't it!"

The mother looked nervously behind her, then led her little son into the room appropriated to the Sistine Madonna. No one who has not been there can appreciate the awful silence which pervades the place. It is like waiting for the funeral services in the presence of the dead; or like the Poets' Corner at Westminster. The mother was spell-bound. But now she scarcely dared call the attention of the child to the baby or the cherubs. He waited patiently, then was heard all over the room, the piping voice asking, as he pointed toward the bishop's cap:

"What's that little thing in the corner?"

The mother, afraid to tarry, waltzed her young heir out of that Gallery to the two-step and was never more seen.

Across the street from the Gallery is the Opera House. Here are given all of Wagner's operas (except Parsifal) and other operas too numerous to mention, and given in a masterful way. The Americans do not waste their op-

portunities, but go nearly every evening. They have appropriated the fourth gallery, where seats cost 50 to 60 cents apiece; and no German by any mistake gets there. They are heard to remark that they "wouldn't sit in such seats!" So they sit—at home in their high straight-backed chairs while the Americans devour the sweet grapes.

The operas begin from six to seven in the evening and close before ten, which allows people to go home and eat supper and get to bed long before eleven. Everybody must take off hat and wraps and dispose of them in the cloak-room before taking his seat. Then the opera glasses are pointed in every direction to discover whether the King and Queen and the rest of the nobility are present. The King does not go as often as people wish, but he is interested in the opera and does everything to encourage it—more even than Emperor Wilhelm, who has so little leisure between his travels to paint, compose music and preach that he does not have time to appreciate other people's genius.

Of course, King Albert occupies the best seats in the house. And why shouldn't he deserve something better than 50 cents, when he pays \$10,000 for opera? The Empress' mother and sister Fedora are always on hand to hear everything worth hearing. They dress plainly and would never be noticed. However, they remain in their seats between acts, and do not indulge in the ever-present beer and sandwiches, or even a breezy walk through the foyer.

Next to the opera everybody attends the Court Church, on Sunday morning. The best singers from the opera take part in the service Sunday morning and the music is remarkably fine. Not only

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is every seat full, but every nook and corner as well, and people stand up by the hour in order to have the opportunity to hear such music. King Albert and Prince Georg are always there, and pay rapt attention to the service. Nothing but good is said about King Albert, who seems so kind and liberal in all his actions. Prince Georg has been heard to remark that when he takes the reins of power in his own hands, he will shut out the Americans. He thinks the Germans have no chance while the Americans are around—that they are being crowded out of their own town. Meanwhile, American capital has conduced to the building of electric street-car lines, and a remarkably fine Central Railroad Station. The Americans have created a demand for every luxury, and given business to the shops, while the number of pension keepers who live in comfort and even splendor through the Americans are too numerous to mention.

Last, but not least, among the attractions is the Bruhl Terrace. This was originally the garden of Count Bruhl, the minister of Augustus III., but is now a favorite promenade. It stands high, and at its feet glides the Elbe River. It is adorned with trees and statues and is picturesque in the extreme. At one end of the Terrace is the famous Cafe Belvedere. During the warm weather people gather here for the evening; and while they listen to a fine program of orchestral music, they sit around little tables about the door and eat ices, or sip beer and wine, or smoke. Below are the dark silent waters of the Elbe, reflecting the Will-o'-the-wisp lights along the shore, and shadowed by overhanging trees, while above

"Silently one by one, in the infinite meadows of heaven,
Blossom the lovely stars, the forget-me-nots of the angels."

ZAIDA E. UDELL.

Paris, France.

The Town of Hay.

The town of Hay is far away,
The town of Hay is far;
Between its hills of green and gray
Its winding meadows are.
Within the quiet town of Hay
Is many a quiet glen,
And there by many a shaded way
Are homes of quiet men;
And there are many eyes always
That turn with longing night and day,
Back to the town of Hay.

Within that good old town of Hay
There was no pride of birth,
And no man there pursued his way
A stranger in the earth.
And none were high and none were low
Of golden hair or gray.
And each would grieve at others' woe
Down in the town of Hay.
And many a tired soul to day,
Mid crowded thousands far away,
Weeps for the town of Hay.

A road leads from the town of Hay
Forth to a world of din,
And winds and wanders far away,
And many walk therein.
For in the crowds of toil and stress
Their restless footsteps stray,
Their souls have lost the quietness
Of that old town of Hay.
But in some respite of the fray
In transient dreams they float away
Back to the town of Hay.

Old men are in that town of Hay
Amid its quiet trees,
Who dream of strong sons far away
Upon the stormy seas.
Old mothers when the twilight dew
The woodbine leaves have pealed,
Dream of their boys who wander though
The wideness of the world.
And tears fall in the twilight gray,
And prayers go up at close of day
In that old town of Hay.

A hillside in the town of Hay
Is slanting toward the sun,
And gathered 'neath its headstones gray
Are sleepers one by one.
And there are tears in distant lands
And grief too deep for tears,
And farewells waved from phantom hands
Across the gulf of years.
And when they place that headstone gray
It crushes hearts so far away
From that old town of Hay.

SAM WALTER FOSS.

TELLING TRADE SECRETS.

American Manufacturers Too Liberal With Their Information.
From the St. Louis Hardware Reporter.

All domestic manufacturers are interested in a movement leading to an extension of our foreign trade. Our opportunities for such an extension were never better than they are just now, since we can actively compete with other countries who have hitherto occupied the selling field almost exclusively, and in some instances we have even sold certain of our products to those countries from which we have previously bought. Our manufacturing output is very large, and is also steadily growing, with an excellent foreign demand. Yet this is one point that the manufacturers have seemingly overlooked.

If a foreigner of whatever country comes here and desires to inspect any one or more of our plants he is given the full opportunity, providing he has sufficient introduction or credentials. He examines the plant, ascertains the methods of making, often obtains an insight into special processes that are supposed to be secret, receives a mass of general information and returns home prepared to tell his countrymen how the Americans make their goods and why they are enabled to increase their opportunities for competition. This imparted knowledge is taken advantage of, and the first thing we know is that our foreign rivals are making goods after our own processes and designs and are selling them at prices with which we cannot compete. The knowledge necessary to such competition has been obtained through an abuse of courtesy that deserves to be rebuked and checked.

The curious point about this matter is the distinction that is made between foreign and domestic competitors. If one American manufacturer desires to know how his trade rival at home makes a certain line of goods, or to ascertain some particular process, he will assuredly be met with a rebuff at the least. But if a foreigner comes along and asks for the same information, it is quite frequently given him with the supposed belief that it is due on account of international courtesy, and that the information thus obtained will not be used to the disadvantage of the one imparting it. Such courtesy, however, has been almost invariably abused, and although the granting of it may be condoned on social grounds, it cannot be too severely condemned because of the injury it inflicts.

The question at issue is not one for the manufacturers alone, although theirs is the most direct interest. The general welfare of the country is concerned. We are gradually but surely placing ourselves in a position where we shall become the world's leading workshop, and if we lose abroad any part of the gain we have made and are now making, the effect will be felt not alone by our manufacturers, but by all dependent branches of business. The giving away of facts and processes is based on a very liberal principle, but it is hardly in line with profit-making when the information thus obtained is used to the disadvantage of the donors and of this country's commercial welfare.

How to Win Trade.

From the Dry Goods Reporter.

"You're got to put yourself out at times to win trade," said a clerk. "What's the use of saying that if you've the goods they'll sell themselves? I know better. Give me my pick of the clerks along the street, and with ordinary goods at ordinary prices, I'll agree to put a new store in shoes, clothing or groceries on its feet in any city in a year's time. The clerks I should select are people who have learned how to forget their own likes and dislikes and cater to the whims of the people who buy and make those whims valuable for their employers. A disagreeable salesman who feels it his duty to consult his own preferences and put forward his own personality at all times is

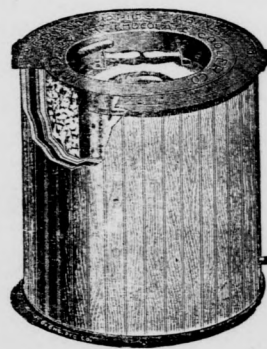
a bad man in a store. He will not only lose sales—he will drive trade out of the store, never to return. The clerk who succeeds needn't bow down to a customer and sacrifice his own self-respect, but he can't lord it over purchasers and insist on doing their buying for them, and he can't pick and choose customers and deal pleasantly with this one and be sharp and crabbed with one he doesn't like."

In Vienna the servant girl is not permitted to climb out on the window-sill to clean windows without a safety belt and rope attached to it.

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No Chemicals are used in their manufactures.

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

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

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

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

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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.



The President of the United States.

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

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

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

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

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



The Secretary of State.

What the Secretary of State Says About Our Work.

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

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

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

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



John Wanamaker.
Twenty National Cash Registers in use in his
Philadelphia Store.

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

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

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

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

JANE CRAGIN.

The War of the Roses—How Will It End?

Written for the TRADESMAN.

It was late when Mr. Huxley said good night to his departing guests. His idea had been, early in the evening, to measure swords with them. Now, he was sure that he had just bidden three good friends good night.

Lighting one of his choice cigars and wheeling the easy chair—Jane's forethought—to the wide western window, he sat down and looked out upon the mountains. Darkness still shrouded them, but just above Pikes Peak a star was shining and by its dim light, by and by, he fancied he could faintly trace the outline of the summit. Long before that question was settled, however, other thoughts and fancies came crowding in. Through the mists of the morning, stained a little by the deep blue which curled from his lips, the star forgot to shine, the mists themselves that clung to it were changed into tresses of unbound hair, where a rich red rose, entangled in its luxurious meshes, caught and kept his admiring eyes. How beautiful it was; and, even as he thought it, the wind that was bringing in the morning upon its wings brushed the dewy petals as it passed and they began slowly to unfold. Was he dreaming? He touched himself to see; but, as he looked into the expanding blossom, the features of the face he had gazed upon so long—and lovingly—at the supper table seemed to be looking at him from the velvet crimson, caught, he suspected, from the deep flush of the morning sky. His cigar, forgotten in his fingers, at last went out; his head found rest upon the high back of the comfortable chair, and then began a transformation scene, until then undreamed of.

The face and the lips he hoped sometime to kiss began to stand out in the heart of the rose clearer and fairer than ever. He even fancied that they leaned towards him—exactly as the beautiful Marjory Marchland had leaned towards him a few hours before with cheeks aglow and dark eyes aflame, and dimples almost as lovely as the parted lips that seemed to dare his own! Then, even as he thought to accept the gracious challenge, the fair face faded, and the red petals dropped and floated like clouds along the sky. And there, where all this sweetness had been, fairer than the rose, and brighter than the dawn, and dearer—a thousand times dearer—than all the world beside, was the beloved face of Jane Cragin as she sat at the car window that morning when the departing train carried from Milltown all the happiness and all the sunshine that had ever blessed and gladdened Cy Huxley's heart.

He looked at the picture longingly and—hopelessly? Was she "so near and yet so far?" Was this vision, so often seen, always to come back to only this? Was he fated to look at his happiness only through another's eyes? What was it—what did he lack that this other man possessed? Not a more loving heart—he was very sure of that; not a greater devotion—the years (so many of them!) could bear daily testimony to that; not a constant desire to anticipate even a fancied want—it had long been the leading pleasure of his life. He had done all he could to win her love; he had done it for years. He could do no more; and if now she found she would not give him her heart—the rising threat

died before it reached his lips; but the resolution which strangled it left him weak as a child.

"It may not come to that," he said, as he looked in surprise at his cigar, long gone out; "but then again, it may. Jane never shall know, however; and I can find no greater happiness, in any case, than in doing exactly that. It fits in everywhere; even if the red rose should bloom for me—it need not know—it never should know—what I've resolved upon. How bright she was last night. I think—I think I'd better go to bed!"

He suited the action to the word; and, when he opened his eyes upon the splendor of another Colorado day, he realized what Jane meant when she wrote him that "it often happens that there isn't any to-morrow."

* * *

It was no more than natural that Miss Birkenmayer and Miss MacDonald, whose rooms were next each other, should go into Miss Birkenmayer's room, which was reached first, to talk over the supper a little; and the door was hardly closed behind them when Miss MacDonald, throwing herself on the sofa in an attitude of despair, exclaimed:

"'Twas ever thus; from childhood's hour I've seen my fondest hopes decay!"

I'm ignominiously overwhelmed and humiliated. I'm a nonentity—a worthless atom! In the morning I flourisheth and groweth up; in the evening I am cut down and withereth! Do, for pity's sake, say something to console me. How can you sit there smiling when the whole world is turned upside down? Haven't you any heart inside of you? Haven't you something that resembles a soul, or are you so lost in trespasses and sin that you can't realize that what was even now in your grasp is lost forever?"

"Don't, Miss MacDonald, I implore you! I am only a mortal like the rest of humanity—a weak, miserable mortal! I had no hopes—not an aspiration entered my breast. Meekly, but determinedly, I meant to do what I could to help Mr. Huxley while the happy hours away, for Miss Cragin's sake, for I thought, you know, that she thought that unless some of us should lend a helping hand there would be no more drives and tete-a-tetes with the Doctor. So I've been thinking things up and writing 'em down for Mr. Huxley's entertainment; but now all that paper and ink and time are wasted. I'm sorry I wore my best dress, and I don't see why I wasn't down sick with the headache to-night, and I know just as well as I know anything that the sight of an American Beauty hereafter will give me the hay-fever!"

"To be honest about it," Miss MacDonald interrupted, "I'm not so sure that Mr. Huxley is only Miss Cragin's 'friend.' I've seen enough already to convince me that Miss Cragin is the apple of his eye; and I've an idea that, if Dr. Day hadn't come here this summer and fallen in love with Miss Cragin, Mr. Huxley never would have put in an appearance. In that case, Miss Birkenmayer, we need nil desperandum! There isn't a fighting chance for either of us; but we have the advantage of her in knowing this beforehand, and we'll make the most of it and just worry Miss Marchland's life out of her, for she's dreaming of him this blessed minute and mumbling the second verse of Solomon's Songs, I'll wager anything. It's to be a fair field and no favor so far as I'm concerned, and if I find I'm getting the worst of it I'll get Mr. Smith to help me. By the way, what a mistake it was for that fellow to become engaged before coming out here!"

"Ah! well for us all some sweet hope lies Deeply buried from human eyes!"

Good night. I want you to go with me to the greenhouse to-morrow—I'm going to engage for the season every American Beauty grown there! The Wars of the Roses we read about will be nothing compared to this! Good night."

RICHARD MALCOLM STRONG.

A Blind Grocer Who Makes a Success of the Business.

Written for the TRADESMAN.

In these days of big competition and meager profits, when men in possession of all their faculties are put to their wits' end in devising ways and means to keep the flour barrel replenished and make both ends meet, it is both refreshing and encouraging to find a grocer who, although totally blind, is conducting a profitable business which he has built up out of absolutely nothing. Such a man is James Leaney, of Pt. Dover, Ont.

Mr. Leaney is a young man and the successful proprietor of a fancy grocery, confectionery, bakery and ice cream parlor business. When a lad of 10 he lost his eyesight, since which time he has been totally blind. He saw the Old World as a child sees it, but will never look upon it as a man. His parents were in poor circumstances, but kind friends sent him to the Institution for the Blind, at Brantford, from which he graduated in due time. By the use of "pointed print" he acquired a fair education at the Institution. In addition to the scholastic training received, each pupil is required to learn some mechanical trade adapted to the blind, whereby he may be enabled to earn his own living. Young Leaney took up willow work, and after he graduated returned to Pt. Dover, where he plied his trade for two years. The chairs and other articles made by him were artistic novelties but very expensive. None but those in easy circumstances could afford to buy them; and when they did buy, the desire that prompted the act was to help the poor blind boy rather than any felt need of the goods. Young Leaney knew this and, being ambitious and proud-spirited, it galled him to the quick.

In speaking of this experience, the blind grocer said: "I could not find words that would adequately express the state of my feelings during that wretched two years. The longer I worked at it the more distasteful it became. I asked no unmerited favors of anyone, and I was at a loss to understand why my goods should not sell in the market upon their own merits like other manufactured products. The thought that the world had no use for my wares—that they were looked upon as mere novelties and the handiwork of a poor unfortunate object of charity and that people bought them for sweet charity's sake—made so strong an impression upon me that I resolved, at the end of the second year, to quit it forever. I was determined to find some field of usefulness where I might render to society a service in full of all demands for all favors received. Although blind, I had brains, and I determined to make them do double service. I thought of a little candy shop, but did not have so much as a York sixpence to commence with. I came up here with a friend blessed with eyes and, after inspecting the premises and planning for future enlargement of the business, rented one small front room and had it put in shape. My landlady laughed at my bold undertaking, but hoped I might succeed. A friend loaned me his name, which enabled me to secure a little stock of confectionery on credit to start with. I paid this little bill before it fell due. This was nearly ten years ago, and everything you see here now is my own and fully paid for."

Mr. Leaney employs a baker, a delivery boy and a young lady as clerk. He

keeps a horse, hitches it to, and unhitches it from, the delivery wagon, and takes exclusive care of it. Leaving out color, no man can excel him in judging the good points of a horse. He has ventured out a few times on horseback, but does not make a practice of it. He is an expert wheelman, however, as a rear rider in a tandem team. He carries a cane and can walk direct to any business place or private residence in town without losing his bearings; in fact, to see him go about the streets, no stranger would imagine that he is totally blind. But it is behind the counter where his most marvelous feats are performed. He dresses neatly, and wears large dark glasses. A fluent talker, with the manners of a gentleman, he impresses one as a person of refinement and education.

His place of business, and everything in it, is bright, clean and orderly. He is attentive to customers and very quick in his movements. To see him weigh out and tie up goods and make change, and hear him discuss the merits of this, that or the other article, any spectator ignorant of the facts would wager any sum that he can see as well as anybody. Of course, everything must be kept strictly in its place; and it is only when things get a little mixed during a busy time that he has any occasion to enquire of an employe the whereabouts of any particular thing.

During the summer season, American excursion parties frequently visit Pt. Dover. When these occur, Mr. Leaney employs extra help, not only because his business is unusually brisk on these occasions, but because toughs have frequently attempted to beat him in making change by taking advantage of his blindness.

In the handling of coin he is an expert and abundantly able to take care of himself, but in receiving bank notes he is compelled to rely almost entirely on the honesty of his customers. I say "almost entirely," because it is a fact that he can distinguish, in a measure, between the denominational values of bank bills. I had heard of his ability to do this, and I subjected him to a test. Placing a \$10, a \$5 and a \$1 note on the counter, I asked him to distinguish between them. The \$10 note was new and crisp and he ventured no opinion on it. The \$5 note was old, crumpled and considerably worn, and after a careful examination he said he thought it was a five. The \$1 note was also crumpled and much worn, and the blind man said it was a small bill, but whether a one or a two he could not say. He said he would have risked the five from the hands of a stranger, but that the ten might be a one or a fifty for all he could tell. He said it is pretty much all guesswork, but that, where notes are old and much worn, he seldom fails to distinguish between bills of a high denominational value and those of a low value.

Mr. Leaney frequently visits Toronto, and can make his way about the city as easily as anybody.

This blind young grocer started in business less than ten years ago with absolutely nothing. To-day he is worth at least \$1,000! And, what is most praiseworthy, he has been the sole support of an invalid widowed mother for the last five years. He has done all this; and yet there are young men in the full enjoyment of every God-given faculty who whine because they think the world has no use for them. Shame on all such ungratefals!

E. A. OWEN.

Vittoria, Ont.

EXTRA DISCOUNT.

Ingenious Scheme of the Joseph Banigan Rubber Co.

From the India Rubber World.

The first price list issued for the new season was that of the Joseph Banigan Rubber Co. While regarded with interest, it failed to gratify the curiosity of the trade respecting prices for the year, since the company had not, at the time of issuing the list, decided upon their discounts to the jobber nor to the retailer. But by placing their gross prices on an average of about 8 per cent. higher than those of the old companies, it was evident that the Banigans had sought an advantage through anticipating the desire of many retailers for a larger margin between the list and net prices. The list is arranged in the usual style of shoe lists, contains about as many items as the lists of the old companies, and is brightened by the use of two colors in printing.

The list prices for rubber boots and shoes for the new season are the same that have been in effect since April 1, 1893, with the exception of a few slight changes made in various years. Prior to the date mentioned there had been no changes in list prices for several years. In the tables which follow are given, for purposes of comparison, the prices in effect previous to April 1, 1893, and those which have since been quoted by all companies. It is necessary, also, to note the discounts quoted for the various years, which were on first grade goods:

OLD LIST.

Season 1890-91	38@6%
Season 1891-92	45@5%
Season 1892-93	50%

NEW LIST.

Seasons 1893-94-1895-96	20%
Season 1896-97	15%
Season 1897-98	25%

It will be seen from these figures that prior to 1893, prices were falling rap-

idly, through the increasing discounts, until, in the last season, retailers were supplied at one-half the list prices. At that time the lists were materially revised, in the direction of lower retail prices, but with such a decrease in discounts as to put up the factory prices. In the accompanying tabular statements are shown not only the old and new list prices, but also the net selling prices (to retailers) in 1890—before the heavy cutting began; in 1892—the year before the United States Rubber Co. became active; in 1893—the first year of the new regime; in 1896—the year just past; and 1897—the season now opening. The reader will thus be able to trace declines and advances in net prices on most of the important lines of goods.

It should be mentioned that the net prices given for the opening season will be quoted only to October 1, 1897, at which time there will be a slight advance from the withdrawal of the 5 per cent. discount.

The figures in the accompanying table show that the average net selling prices of common boots in 1892 were lower than in 1890 by 13 per cent. The net prices of 1893 were higher than in 1890 by 10 per cent., which had increased by 1896 to 16 per cent. The average prices at the prevailing discounts are 3 per cent. less than in 1890.

As for overshoes, the average for 1892 was 13 per cent. less than in 1890. The prices in 1893 were 8 per cent. higher and in 1896 16 per cent. higher than in 1890. The present prices are about 3 per cent. higher than those of 1890.

The items of lumbermen's and wool goods quoted in the table averaged 17 per cent. less in 1892 than in 1890, and 3 per cent. higher in 1893. In 1896 they averaged 9 per cent. higher, and this year they are 9 per cent. lower, than in 1890.

SUMMARY OF AVERAGES—ALL LINES.

Prices in 1892	less than in 1890 by 4 per cent.
Prices in 1893	more than in 1890 by 7 per cent.
Prices in 1896	more than in 1890 by 14 per cent.
Prices in 1897	less than in 1890 by 4 per cent.

OVERSHOES.

STYLES.	Old List	1890		New List	1893		1896		1897	
		38 & 6	50		20	15	25 & 5			
		Per Cent.	Per Cent.		Per Cent.	Per Cent.		Per Cent.		
Men's heavy	\$1 10	\$ 64	\$ 55	\$ 90	\$ 72	\$ 77	\$ 64			
Boys' heavy	75	43	38	60	48	51	43			
Youths' heavy	55	32	28	a 50	36	43	30			
Women's heavy	65	38	33	50	40	43	30			
Misses' heavy	50	29	25	40	32	34	29			
Men's sandals	80	47	40	70	50	60	50			
Boys' sandals	65	38	33	55	44	47	39			
Youths' sandals	50	29	25	b 45	32	38	32			
Women's sandals	55	32	28	45	36	38	32			
Misses' sandals	44	25	22	35	28	30	25			
Children's sandals	40	24	20	30	24	26	21			
Men's self-acting	90	53	45	75	60	64	53			
Boys' self-acting	75	43	38	60	48	51	43			
Men's footholds	95	55	48	60	48	51	43			
Women's footholds	65	38	33	40	32	34	29			
Women's croquets	55	32	28	45	36	38	32			
Misses' croquets	44	25	22	35	28	30	25			
Children's croquets	40	24	20	30	24	26	21			

[a—45 in 1893; b—40 in 1893].

COMMON BOOTS.

STYLES.	Old List	1890		New List	1893		1896		1897	
		38 & 6	50		20	15	25 & 5			
		Per Cent.	Per Cent.		Per Cent.	Per Cent.		Per Cent.		
Men's hip	\$5 60	\$1 26	\$2 80	\$4 50	\$3 60	\$3 83	\$3 21			
Men's Storm King	4 50	2 62	2 25	4 00	3 20	3 40	2 85			
Men's knee	4 50	2 62	2 25	a 3 25	2 76	2 93	2 32			
Men's short	4 25	2 47	2 13	b 3 00	2 60	2 55	2 14			
Boys' hip	4 75	2 67	2 38	3 85	3 08	3 27	2 74			
Boys' Storm King	4 20	2 44	2 10	3 35	2 68	2 85	2 39			
Youths' Storm King	3 40	1 97	1 70	c 2 50	2 07	2 13	1 78			
Youths' short	3 10	1 70	1 55	2 45	1 96	2 08	1 75			
Women's fleece-lined	2 40	1 40	1 20	1 80	1 44	1 53	1 28			
Misses' fleece-lined	2 00	1 17	1 00	1 50	1 20	1 28	1 07			
Children's fleece-lined	1 60	83	80	1 35	1 08	1 15	96			

[a—\$3.45 in 1893; b—\$3.25 in 1893; c—\$2.60 in 1893].

WOOL GOODS AND LUMBERMEN'S.

STYLES.	Old List	1890		New List	1893		1896		1897	
		38 & 6	50		20	15	25 & 5			
		Per Cent.	Per Cent.		Per Cent.	Per Cent.		Per Cent.		
Men's heavy articles	\$2 00	\$1 17	\$1 00	\$1 50	\$1 20	\$1 28	\$1 07			
Boys' heavy articles	1 60	1 05	80	1 20	96	1 02	86			
Women's heavy articles	1 50	90	78	1 15	92	98	82			
Misses' heavy articles	1 20	70	60	90	72	77	64			
Children's heavy articles	90	53	45	65	53	55	46			
Men's snow excluders	2 10	1 22	1 05	1 60	1 28	1 36	1 14			
Women's snow excluders	1 60	1 08	80	1 25	1 00	1 06	80			
Men's lined Alaskas	1 40	82	70	a 1 05	84	89	75			
Lumbermen's overs	1 75	1 02	88	1 35	1 08	1 15	96			
Men's 1 buckle Perfection	2 30	1 34	1 15	1 80	1 44	1 53	1 28			
Men's 2 buckle Perfection	1 90	1 11	95	1 50	1 20	1 28	1 07			
Men's 2 buckle Perfection	2 83	1 65	1 42	2 25	1 80	1 91	1 60			

[a—\$1.00 in 1893].

Miscellaneous Chat.

King Leopold, of Belgium, is said to be very fond of going about incognito. Whenever he finds it possible he goes to England unaccompanied, and strolls around the street like any humble tourist.

A nugget of platinum, weighing nearly two pounds, is on exhibition in New York. This is believed to be the largest nugget ever discovered, the metal being usually found in very small grains.

The yield of maple sugar and syrup in Vermont is reported to be the largest on record, and dealers are offering only 5 cents a pound for the best sugar, and 40 cents a gallon for syrup.

A strip of land to extend the Liverpool Stock Exchange was recently purchased at the rate of \$5,000,000 per acre.

The man who says the right thing cannot be done is a shining example of a good man gone wrong.

He who attempts to throw his moral obligations off onto society is a moral tramp. A moral stoneyard should be kept for the employment of such as he.

"He who would have friends must show himself friendly;" but friends made for revenue only are not the stuff revenue is made from.

Since the year 1880 the Paris police authorities have arrested as many as 29,000 children who were being trained for begging and vice.

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.

RINDGE, KALMBACH & CO.

12, 14, 16 PEARL STREET

MANUFACTURERS AND JOBBERS OF

BOOTS, SHOES AND RUBBERS

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

BOSTON RUBBER SHOE CO.

DISCOUNT

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

HIRTH, KRAUSE & CO.

State Agents for

Wales-Goodyear Rubbers

"The Earth's Best"

Place your orders with our boys on the road. Call on us when in the city. Our discount is 25 and 5 off.

Herold-Bertsch Shoe Co.

5 and 7 Pearl St., Grand Rapids

Practical Talk on Advertising a Shoe Store.

The spring and summer styles of footwear are now in every shoe store from ocean to ocean—and thousands of retailers are giving huge chunks of thought as to how the shoe advertising can best be done.

Of course, there are varieties of ways, as there are in all lines of business. Some shoe dealers come out once a week with a double half column splurge on shoes, with a dozen or twenty items. Some think the daily presentation of a leader, illustrated with an exact cut of the shoe and with a full description of its merits and price, is about the proper caper. Some advertise tri-weekly—some bi-weekly—some weekly after this idea and then come out strong four or five times a year with a good-sized advertisement covering several lines.

In my experience I have found that the idea of advertising a single drive in shoes is an excellent one. The average shoe store cannot afford to advertise heavily, as do bigger stores in other lines; but there is no reason why its advertising cannot be continual and profitable. A daily space in the local paper of about four inches is not an extravagant outlay for some shoe concerns where shoe competition is pretty keen and the town's population fairly good sized. The advertisement should be changed constantly—each successive story should tell of a new shoe bargain in an interesting manner—or an old shoe value dished up in new form.

In Sunday's advertisement take, say, men's russet leather shoes of the London toe variety. Get a cut, write a catch-line or two, then sail in on your description of this particular shoe. Display the name of the shoe and its price; let the rest of the body be in pica or nonpareil lower case. Have a paragraph at the bottom, about an inch deep, set in agate, speaking in general about the completeness of your stock, the universal lowness in price, etc.

Monday, come out with another story on another shoe. Let us suppose it is a woman's dongola patent leather tipped button shoe. Let the same idea on set-up and general arrangement prevail here as in yesterday's advertisement. Tuesday you could speak of men's bicycle shoes, and so on all through the week, giving your readers fresh advertisements on fresh subjects daily. If you can't catch a buyer on Monday's advertisement, you may with Thursday's attempt. At any rate, by a succession of advertisements on every shoe subject, you are likely in the course of the week to cover almost every shoe desired; and this sort of advertising if intelligently and persistently followed, with occasional splurges at "clearance sale" times, will bring you in lots of trade.

If you think you can't afford to come out daily, then come out bi-weekly or tri-weekly; only when you do advertise, do so in a clean-cut and definite manner, as outlined above.

I am moved to make this remark by an examination this afternoon of a dozen small town papers from a dozen points in the Union. There wasn't a good shoe advertisement in the whole dozen papers. Strange, but true. I remarked so to an Illinois merchant who happened to be in my office.

"Oh, well," he said, "these shoe dealers don't seem to care. They've advertising contracts with their local papers which they must live up to some

way or other and if the spaces are filled with any other sort of advertising, as long as it's advertising that's all that's necessary in their estimation.

He further thought that much of this advertising was supposed to be done by the book-keepers or clerks, who were kept busy enough with other duties and who naturally did not give the advertising the attention it deserved.

There're sinners in this respect in every branch of the business, and if they fall at the trade wayside, one of the great reasons, if not the greatest, will be the very poor advertising they put forth.

I noted one space in particular. It occupied six inches altogether and imparted the startling information that Dash, Dash & Co.'s stock of shoes was the best in the town and that their prices were way down. Rather a vague and hazy way of shoe advertising—to put it mildly. To put it more justly, it was an idiotic waste of good space. It sprawled all over six valuable inches and said nothing.

As advertising manager for various concerns, I found the plan of advertising a single shoe value at a time very good. Chas. A. Estes, of Denver, was and is yet, a very intelligent advertiser. In writing his shoe advertisements I followed the single-item idea every day. On the other hand, such successful shoe concerns as the Massachusetts Shoe Co., of Boston, comes out with a broadside of twenty or thirty items very frequently. It pays them, because they've been doing it for years; but it doesn't necessarily follow that a daily small advertisement on a special shoe value wouldn't pay them better. Alfred J. Cammeyer, of New York, is certainly a good shoe advertiser, and I notice that he is generally satisfied with speaking of one good shoe value at one time.

As long as you have an advertising contract with a paper see that your advertising space is filled with the best sort of advertising. It is not the amount of space you use that counts—it is rather what you say and how you say it. Every week brings you a budget of hints on good shoe advertising; you ought to gain some benefit from them. And if you don't feel that you can do your advertising justice, get somebody who can.—J. Angus McDonald in Brains.

How an Insulting Clerk Can Kill Trade.
From the Boot and Shoe Recorder.

A chain is no stronger than its weakest link.

Theories are all right, but facts sometimes refute them.

You may make all sorts of rules for the conduction of your business.

But one of your clerks can do more damage by breaking these rules

Than you can undo in a year.

Take the question of returning goods. Let me give you a little instance.

There is a grocery store very near the railroad station.

I pass it twice a day.

The proprietor usually keeps his windows attractively dressed,

And frequently has in them something in the way of a tempting bargain.

Not a great while ago it was pineapple cheeses.

I went in and bought one.

Before any great amount of it had been eaten, it became entirely too lively to stand still in the cheese dish.

While I like cheese, I object to maggots.

I took that cheese back.

I suppose some of the live stock may have gotten away.

The only way to have held them would have been to put in a sealed package.

When I returned it to the clerk, I told him I would come in and see about it on my way to the train at night.

When I called at night, the clerk practically called me a liar.

He also said there was no live stock in the cheese.

He also averred that they had never before had any complaints.

I asked him if he proposed to give me a new cheese for it, and he referred me to the proprietor.

The proprietor "had never heard any complaints regarding the cheese."

Could not find any skippers in it.

And as his clerk had done, practically called me a liar.

The fact that there were holes in the bottom of the cheese where probably the worms got in, and a big hole in the top where they were probably scooped out by the ingenious young clerk after I had left, seemed to have no weight with him.

He simply intimated that I was a swindler, and, while he did not say so, implied it.

Now I go by that grocery store twice a day, but instead of calling in there and buying something three or four times a week, I go by without stopping.

He frequently has tempting bargains in his windows.

But they don't tempt me.

There's another grocer next door.

It's just as handy to trade with him.

Probably few Americans even have any conception of the immense number of oysters shipped to England, which is the sole market for American bivalves, as France rears her own, and the German duty of \$16 per barrel is rather too steep to allow any margin for profit. Hundreds of thousands of barrels are received yearly in England, many of which are transplanted for a few months, when they are taken up for the summer trade. Norfolk, Baltimore and other points ship large quantities, and the Connecticut trade is also large, one firm alone shipping about 40,000 barrels yearly.



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.

New Prices on Rubbers

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

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

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

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

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



MICHIGAN BARK & LUMBER CO.,

527 and 528
Widdcomb Bld.
Grand Rapids, Mich.

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

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

Grand Rapids LUMBER COMPANY

WARHELPS, President
C. F. YOUNG, Vice President
C. A. PHELPS, Sec'y & Treas.

419-421 MICH. TRUST BUILDING

WE PAY HIGHEST MARKET PRICES in SPOT CASH and Measure Bark When Loaded.
Correspondence Solicited.

Dry Goods

How the "Pictor" Sold the Dress Goods.

Written for the TRADESMAN.

"Be you agivin' away them there oil paintin's yit with every five dollars' wuth?"

"Yes, ma'am."

"Well, I want ter buy me a new dress, an' I want it all wool, an' I don't want it ter cost over five dollars, linin's an' all. I seen your advertisement in the paper yesterday, an' I made up my mind, so long ez I wanted a dress, I'd better come ter this here store an' git it. The paper says you don't charge nothin' fer the picter—but they ain't reel oil paintin's, be they?"

"Oh, yes, they are oil paintings sure enough. That is one of them hanging right up there."

"Law sakes! You don't say so! Well now, thet—is—fine! Do you give frame an' all jest like that?"

"Oh, no; we only give you the picture. The frame we offer at the small sum of a dollar and a half. Now, if you will be seated, I'll show you some of the best values in dress goods that are to be seen in the city. Do you fancy black or some bright color?"

"Oh, law no! I don't want no bright color. A neighbor o' mine got a nice dark brown dress last week. She only paid 50 cents a yard for it, an' it's one o' them there bifalutin' Paris goods, too. She said it was a reel drop dee tay."

"Oh, yes! Here is a real drap d'ete in dark brown, at that price."

"I declare, I b'lieve thet's the same piece she got hern off frum! Law! won't she be mad though, when she sees me with a dress on jest like hern. You hain't got thet kind o' goods jest a leetle mite expensiver, hev you?"

"Yes, here is the same kind of cloth, and exactly the same color, at 75 cents a yard."

"How much o' thet'll it take ter make a dress?"

"I think six yards of it would make you a dress."

"Six yards? How much does thet come ter?"

"Only four dollars and a half."

"Oh, land! I won't hev nothin' left ter git the linin's with; but I would like awful to hev a dress thet wuz jest a leetle mite nicer'n thet neighbor o' mine. You don't think I could git a dress out o' five yard?"

"No, I am sure you couldn't. You see, the cloth is only forty-two inches wide, and we sell six full yards for a dress, although they are making the sleeves much smaller now."

"Well, I'll let you cut me off six yards o' the 75 cent one. Don't you tell enny one, but I'll jest put in a cheaper linin'. They don't nobody see the linin', ennyhow, you know, an' I want to hev the sat'faction o' hev'in' a nicer dress'n Mrs. Simpson—she's the neighbor I wuz jest atellin' you about. She didn't git no paintin' with hern, neither. Gracious me! Won't she be jest grass green with envy when she sees my dress—an' thet picter! Do you know, I've be'n a wantin' a reel oil paintin' ever sence I sent them there Star soap wrappers, thet I saved up, back to the factory, an' they sent me the beautifullest bamboo ezaal with brass knobs onto it thet you ever see."

"Indeed! It was fortunate that you happened to see our advertisement. Now, if you will step down to the lin-

ings counter I'll see that you get what you want. Then we will go up on the second floor where the artist is at work, and you can select the picture you like best from the samples shown, and he will paint it for you while you wait."

"Dear me! I hain't no time to be waitin' round here. Can't I pick my picter out an' come in an' git it in a day or two?"

"Oh, this is a lightning artist—he can turn out a picture every five minutes."

"You don't say so! Well now, thet's wuth seein'. How much does the hull bill come ter? Six dollars? Well, it's jest a leetle more'n I'd thought o' payin'; but, so long ez it's nicer'n Mrs. Simpson's, I don't mind payin' the extry dollar. Now, young man, you may show me where the picters is. I kin git the package when I come back.—Well, ef thet don't beat all git out!" exclaimed the woman, as she seated herself comfortably to watch the artist paint the picture which she had selected.

The work was done with lightning speed and a whitewash brush—the most surprising thing being that they could be called pictures at all. Still the fact is that they brought us a certain amount of trade which we would not otherwise have had. The artist was a little less than five minutes in painting the picture for my customer, who was so well pleased with it that it was an easy matter to sell her a gilt frame for it at a dollar and a half.

"Just the thing!" said I. "The gilt frame will match the brass knobs on the bamboo easel so nicely."

"Thet's so—I hedn't thought o' thet. But land sakes! There! take your dollar and a half an' let me git out o' here, or I won't hev a cent left to bless m'self with!" and with an awkward bow she sidled out of the door.

MAC ALLAN.

The Grocer No Match for the Farmer.

A farmer came into a village grocery in one of our Western States and exhibited to an admiring crowd an enormous egg about six inches long. He had it packed in cotton, and wouldn't allow anybody to handle it for fear of breaking the phenomenon. The groceryman examined it with the rest, and intending to chaff the countryman, said: "Pshaw! I've something in the egg line that can beat that."

"I'll bet you \$5 you haven't," said the countryman.

"Take it up," said the groceryman; and going behind the counter he brought out a wire egg-beater.

"There's something in the egg line that will beat it, I guess," said he, reaching for the stakes.

"Hold on there!" said the farmer; "let's see you beat it," and he handed it to the grocer.

The latter held out his hand for it, but dropped it in surprise on the counter, where it broke two soup plates and a platter. It was of iron, painted white.

"Some folks think they arearnation cute," muttered the farmer, "but 'tain't no use bucking against solid facts."

It Sounded Natural.

Station Master—You shouldn't smoke, sir.

Traveler—That is what my friends say.

Station Master—But you mustn't smoke, sir.

Traveler—So my doctor tells me.

Station Master—But you shan't smoke, sir.

Traveler—Ah! that is just what my wife tells me.

There are 374 female blacksmiths in Germany.

A Boy's Questions.



I have a little boy of six
Who sets me quite a task,
And often puts me in a fix
By questions that he'll ask.
"What holds the moon up in the sky?
Where does the sunshine go?
Why does my baby brother cry?"
Are things he wants to know.

"Where does the gas go when put out?"
He asked me yesterday.
The question filled my mind with doubt—
I wondered what to say!
"If all the good people that die,"
Says he, "in heaven are crowned,
Why don't they go up in the sky
Instead of in the ground?"

"Who lights the stars up every night
And turns them out at dawn?
What makes the snow so very white?
Where is the new year born?
Why have all negroes curly hair?
What makes their skin so black?
What makes a wheel go round, and where
Do old ducks get their quack?"

"Why can't we see the wind at all?
What makes the water wet?"
These and such questions daily fall
From the wee lips of my pet.
He's most embarrassing, at times,
Interrogating me.
Yet, when upon my knee he climbs,
I'm happy as can be!

Druggists in this country are laughing considerably over the fact that the Germans have just discovered the availability of percolation in the preparation of tinctures. The same process that has been used by American pharmacists for the past fifteen or twenty years has recently been described in German pharmaceutical journals at great length and hailed as a wonderful discovery, the fact that the process has been so long used here being totally ignored.

It has been given out that a cotton mill is to be erected at Depew, the manufacturing town near Buffalo, N. Y., operating 1,280 looms or 40,000 spindles. The mill building will be 185 feet wide and 660 feet long, will manufacture cotton cloth of all kinds, and will give employment to 350 women and 50 men. The entire cost of the plant will be in the neighborhood of \$550,000.

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.

For Rain or Shine..



Mackintoshes,
Rubber Coats,
Umbrellas, Parasols.

An assortment
that will please you.

Voigt, Herpolsheimer & Co.

WHOLESALE DRY GOODS,
GRAND RAPIDS, MICH.

Complete Satisfaction



Will be had in dealing with our notion department. Here you will find a large assortment of everything that belongs to a complete notion stock. Hairpins, Belts, Ribbons, Pins, Embroideries, Laces, Buttons, Mitts, Perfumery, Soaps, Stationery, Jewelry, Buckles, Elastic, Braids, and a thousand and one articles too numerous to be mentioned. Our line of Ties in Tecks, band bows and strings at \$2.25 a dozen are leaders. Need any hosiery? Look at our immense stock before buying.

P. Stekete & Sons,
Grand Rapids, Mich.

Commercial Travelers

Michigan Knights of the Grip.

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

Michigan Commercial Travelers' Association.

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

United Commercial Travelers of Michigan.

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

Michigan Commercial Travelers' Mutual Accident Association.

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

Lake Superior Commercial Travelers' Club.

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

Gripsack Brigade.

Chas. J. Morse, of Hartford, is now representing Willson Bros., of Edger-ton, Wis., in Southern Michigan.

The Grand Rapids Cycle Co. has established permanent headquarters for the Empire State at Rochester, with W. J. Loomis in charge.

D. F. Cochrane, son of H. F. Cochrane, the grocer at Big Rapids, is traveling in the northern part of the Lower Peninsula for Willson Bros., of Edger-ton, Wis.

A. W. Gammer, of Coloma, State agent for Michigan for Willson Bros., manufacturing pharmacists, will travel in Western Wisconsin and Iowa this season, commencing May 1.

F. L. Souter, traveling salesman for the Walsh-De Roo Milling Co. (Holland), was severely burned on the face by being thrown against a stove by a collision, while on a C. & W. M. train a few days ago.

Cornelius Crawford (Hazelton & Perkins Drug Co.) is again the owner of a drug stock, having purchased the Bunn & Poel stock, at Kalamazoo, which he will conduct until he runs across an acceptable purchaser.

Thomas Macleod, who traveled twenty-six consecutive years for H. P. Baldwin & Co., has taken the agency for this State for the Blocher Manufacturing Co., of Buffalo, and will shortly call on the trade with a line of men's, boys' and youths' shoes suitable for the fall and winter trade. Mr. Macleod has hosts of friends among the trade who will rejoice with him over his new connection.

Indignant Protest Against a Too Common Habit.

Grand Rapids, April 20—I have just closed the door after a collector who was sent to this office for a small bill. This gentleman (?) came in with a cigar in his hand, smoked it until the whole room was scented with its fumes and, without apology or excuse, held it under my nose while he signed a receipt. I am intensely annoyed by the odor of tobacco. My lungs are not strong and tobacco smoke acts as a powerful irritant; but, because I work in an office and am paid for my work, I am treated like any poor drab on the street. If this were the only instance of such treatment, I should try to submit to the indignity without protest, but I have endured this same form of incivility so often that I am moved to indignant protest. I read your excellent journal every week and see so many much-needed reforms mentioned and urged that I am anxious to have you take up this matter and mention it vigorously, as you do other things.

There is a small army of working women in this city, of which army quite a part is found in business offices. There are to be met many women who,

from motives of necessity or economy or preference, keep books and do type-writing work for their husbands, fathers or brothers. These men are frequently men of wealth and influence. Their trade is valued and drummed by these fools, who do not know enough to realize that an insult to a man's wife is an insult to him and that to smoke in a lady's presence is a discourtesy nearly amounting to insult. There are hundreds of drummers who owe the loss of valuable orders to the resentment they have inspired in the minds of those women whose presence they have disregarded and whose claim upon their courtesy they have disallowed. In view of this fact—and it is one I have no doubt you can easily satisfy yourself—I hope you will protest against the spirit that prompts, and the employer who allows, such a practice.

One word more: I suppose the fact is that women who enter upon a business life are supposed to be treated like men. I am charitable enough to keep this in mind, but I think you will agree with me in the statement that this matter of simple courtesy is one which should apply to everybody. There are men who do not smoke and to whom the odor of tobacco is as offensive as to any woman, and the courtesy I ask for my own sex is really as much due to non-smokers, whether men or women. In other words, the permission to smoke should be asked, and as little exception taken to a refusal as there would be taken to the refusal to allow asafetida to be sprinkled liberally over the clothing of each transient passer-by.

ANGELINE.

Short Sayings of Great Men.

C. G. A. Voigt has a widespread reputation for the bluntness with which he expresses himself. Sometimes his statements are so emphatic that he even surprises himself. Not long ago he attended a meeting of the vestrymen of St. Mark's church, of which organization he is a devoted adherent. Always prompt in keeping his engagements, he was manifestly annoyed over the non-appearance of the beloved rector of the parish. Glancing at his watch, he impatiently expressed himself somewhat irreverently as follows: "Eight o'clock! Well! Well! Where in h—l is Campbell Fair?"

In the days when D. P. Clay was "on deck," financially speaking, he was asked by the late J. W. Converse to state how much he owed. The reply was thoroughly characteristic of the man: "Don't ask me, Mr. Converse. You'll feel a good deal better if you don't know."

Hon. T. J. O'Brien was once placed in a position where it was necessary for him to employ legal talent. On receiving the invoice for services in the case, he laconically expressed himself: "I'd ten times rather be a lawyer than a client."

Henry Idema became Vice-President of the Kent County Savings Bank, and assumed an active position in the management of the institution just before the panic of 1893 broke with all its fury. During the exasperating days of the panicky August, when the daily withdrawals of deposits produced a condition of involuntary liquidation, necessitating the calling of loans all along the line, Mr. Idema looked as haggard as a ghost; in fact, his condition caused much uneasiness among his friends. "The directors wanted a good man to place their surplus money," remarked Mr. Idema; "now they want a ten times better man to get it back."

"Why don't you buy the latest cyclo-pedia?" asked a leading citizen of Mr. Malaprop the other day. "Best reason in the world," was the reply; "I never could learn to ride the thing."

SUCCESSFUL SALESMEN.

J. H. Dawley, Representing Hanselman Candy Co.

J. Henry Dawley was born at Kelloggsville, Kent county, January 4, 1861. When 8 years old his parents removed to Athens, where he remained about six years, when he went to work on a farm near Sherwood, where he remained about three years. He then came to Grand Rapids and secured employment with the then firm of Putnam & Brooks. It appears that he was originally engaged to assist during a rush of business one Friday evening. He put in an appearance the next morning and worked during the day. He did the same the next week. When pay day came he was asked his name and how much salary he expected to receive.



His reply was that he expected to receive all he was worth, and he was started in on the basis of \$6 per week. He continued in the employ of the house without interruption, being promoted from time to time, until he was finally placed in charge of the city orders, after which he acted as city salesman for a couple of years, and in 1884 he was assigned a territory outside the city, including the available towns on the D. & M., Michigan Central and D., H. & M. Railways. On the dissolution of the firm in 1889, he transferred his allegiance to A. E. Brooks & Co., with whom he was connected until March, 1897, when he accepted a more flattering offer from the Hanselman Candy Co., of Kalamazoo.

Mr. Dawley was married July 24, 1881, to Miss Kate L. Blodgett, who had been identified with Putnam & Brooks for many years in the capacity of cashier. They reside at 136 Jefferson avenue, but own a home of their own on North Lafayette street.

Mr. Dawley is a member of the Knights of Pythias, including the Uniformed Rank, having occupied all the chairs in Lily Lodge and also held important offices in the Grand Lodge. He is also identified with the Masonic order, the National Union and the Knights and Ladies of Security. He was an early member of the Michigan Knights of the Grip, having always taken a prominent part in the work of the local Post, which he has served in the capacities of Secretary and Chairman. He is a quiet and effective worker, no matter whether serving on a committee, acting as presiding officer or carrying his grips among the trade, and is universally esteemed by those who come to know him well and appreciate his many excellent qualities.

The New and Old.

Who is it joins a suffrage club,
And clatters 'round with great hubbub,
Who prates upon the marriage state,
And dwells on mighty problems great?
Who talks of Huxley, Spencer, Kant,
And teaches sister, cousin, aunt,
The reason why that they should vote,
And many learned books can quote?
Who lectures, reasons, argues, fights
For her own and all her sisters' rights?
Who writes in French and thinks in Greek,
And several languages can speak?
Who advocates the Malthus plan
For the non-continuance of man:
Who baits her husband till he swears,
Nor mends the clothing that he tears?
Why the smart New Woman!

Movements of Lake Superior Travelers.

H. O. McMain (Pemberthy, Cook & Co.) is house hunting at Marquette. He has been living at De Pere, Wis.

"Lobster finish" Draper is doing the copper country. He sells cigars from \$10 to \$100.

Will C. Brown (Lake Superior Knitting Works) is circulating stale jokes on a newly-married traveler friend. There is no truth in them.

J. R. McKeand (Bodden Packing Co.) will move from Marquette to Houghton.

Prosperity and promptness go hand in hand.

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.

COLUMBIAN TRANSFER COMPANY

CARRIAGES, BAGGAGE AND FREIGHT WAGONS

15 and 17 North Waterloo St.,

Telephone 381-1 Grand Rapids.

Will Pay YOU

Young men and women acquire the greatest independence and wealth by securing a course in either the Business, Shorthand, English or Mechanical Drawing departments of the Detroit Business University, 11-19 Wilcox St., Detroit. W. F. Jewell, P. R. Spencer.

Cutler House at Grand Haven.

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

Drugs--Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

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

President, S. E. PARKILL, Owosso.
Secretary, F. W. R. PERRY, Detroit.
Treasurer, GEO. GUNDRUM, Ionia.
Coming Examination Sessions—Star Island (Detroit), June 28 and 29; Sault Ste. Marie, Aug. 1; Lansing, Nov. 2 and 3.

MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

President, G. C. PHILLIPS, Armada.
Secretary, B. SCHROEDER, Grand Rapids.
Treasurer, CHAS. MANN, Detroit.
Executive Committee—A. H. WEBBER, Cadillac;
H. G. COLMAN, Kalamazoo; GEO. J. WARD, St. Clair; A. B. STEVENS, Detroit; F. W. R. PERRY, Detroit.

The Drug Market.

Acids—General market firm as to undertone, particularly as regards all varieties likely to be affected by the proposed changes in the tariff, but business is mostly of the jobbing order and a quiet feeling is manifest.

Alcohol—Grain, again higher.

Arsenic—Powdered white, quiet, but holders are not anxious to sell.

Balsams—Copaiba, demand fairly good, but the market is still in a more or less unsettled condition and prices are irregular. Peru, consuming request limited, quotations steady.

Beans—Tonka, dull.

Cacao Butter—No important change to note.

Cantharides—Business not very brisk, but holders entertain firm views.

Chloral, Hydrate—Jobbing enquiry fair, offerings limited.

Cocaine—Tone of the market strong and holders are offering sparingly.

Cod Liver Oil—Market fairly steady for principal brands of Lofoten.

Colocynth Apples—Market fairly active at the late decline.

Essential Oils—Citronella, a trifle easier. Copaiba, lower.

Flowers—German chamomile, stock is practically exhausted and dealers await advices concerning new crop.

Glycerine—With competition keen, the market is unsettled and irregular.

Gums—Asafoetida, movement fair. Camphor, seasonably active and firm, spot stocks being light.

Lanolin—Quotations have been advanced 15c per pound, owing to the proposed increase in duty.

Leaves—Short buchu, consumptive demand fairly active and prices are steady. Senna, all varieties moving freely, with quotations firm. Coca, quiet, but values are maintained.

Lycopodium—Light demand, with feeling easy and some pressure to sell.

Manna—General market quiet.

Menthol—Market dull, tone easy.

Mercurial Preparations—Consumptive demand fair as to moderate quantities, but no change in prices.

Opium—Very quiet and values have again declined.

Orange Peel—Market lifeless.

Quicksilver—Report has it that there is a continued steady movement, but quotations are somewhat easier, due to competition between holders.

Rochelle Salts—No abatement of the firm views of holders, with an average business going forward, and values are well maintained.

Roots—Jalap, dull and nominal. Mexican sarsaparilla, inactive but reasonably steady. Jamaica ginger, active and firm. Bloodroot, in limited supply and firm. Mandrake, scarce and strong.

Salicin—Values steady, but trade is reported as of a light jobbing character.

Seeds—Dutch caraway, easier, the reason being the lower prices for new crop for shipment. Coriander, movement free and quotations firmer. Russian hemp is a shade easier. Celery, rather active and steady. Sunflower is slightly firmer.

Seidlitz Mixture—Movement fair, values firm.

Silver, Nitrate—Old prices are governing the small wants of consumers.

Spermaceti—Demand is reported as moderate, and prices are unchanged.

Sponges—Spot trading fair, with no disposition to force business, and good varieties are firm at full former prices.

How Not to Open the Soda Water Season.

It was about this time of the year, and the proprietor of the store decided to celebrate the opening of the soda water season with a day of free soda to all. The invitation was announced in the daily newspapers and placards in the show windows invited whomsoever would to come and drink freely. In order to simplify matters and prevent the expense from reaching too high a figure, all applicants for free soda were restricted in their choice of syrups to lemon, vanilla and sarsaparilla. Everything in the store was made spick and span beforehand, because the proprietor wished to create a favorable impression upon the possible new customers who were expected to be drawn to the store in swarms.

The store was crowded. Instead of good customers with evidences of wealth about them, however, the applicants were for the most part not a desirable class. Many of them were boys of the mischievous age, and the way these little shavers increased and multiplied under the influence of the good cheer would have astonished the ancients. It seemed at all hours of the day as if school had just let out, and the little rascals were the most daring and unscrupulous repeaters. Two of them would go out, walk around the corner, exchange caps and jackets and come in again for more. As they might be the sons of prospective customers living in the neighborhood, it was a delicate matter to refuse them unless one were absolutely certain they had been served before, and the crowd of children was so large that it was easier to give them the soda to get rid of them than to put them out.

Old customers who would have entered the store drew back and went elsewhere at sight of the crowd around the soda fountain, and as the day wore on the appearance of the store began to suffer. The vicinity of the soda counter looked like a Turkish bath, so much water had been spilled in that vicinity, and the linen of the attendants at the fountain had lost its freshness.

In my opinion, coupons for free soda any time during one week after the opening day are preferable to a free-for-all crush during a few hours of one day. An advertisement inserted in the local paper with a coupon to be cut from the paper is a very good scheme in many localities. The very best way, however, is to issue handsomely printed cards of invitation to a select list of customers or persons desired as customers, which may be distributed by mail or by uniformed messenger and will entitle the recipient to a glass of soda water of any flavor free on application.

J. A. SANGSTON.

RANDOM REFLECTIONS.

Believe with all your heart in the good and the true being stronger than evil; no matter how often you have seen the latter triumph, its victory is always short-lived.

* * *

Hopeless drudgery over distasteful work has caused the poverty of millions, when a cheerful word and hopeful thought would have brought peace and plenty to thousands of them.

* * *

The law of compensation equalizes pleasures and pain. The laborer gets fresh air free, while the rich man pays for it; the poor man has good health, which the rich man's money cannot buy.

* * *

You are just as wise as any man who comprehends the same subject. The teacher is no wiser than the pupil who grasps his ideas as rapidly as they are advanced. He is only a suggester to such a pupil.

* * *

A soft hand may appear well below a linen cuff, but in the majority of cases, it denotes a lazy possessor. They are sometimes the planners of gigantic enterprises, but they never place the stones that build them.

* * *

The best tonic on earth, and the most healthful stimulant, is cheerfulness, courage, faith; let every business man try the recipe and he will not care whether the money basis be silver or gold; business will go on just the same for him.

* * *

A past due debt hanging over a man's head is the mark of Cain on his financial career. So long as he can keep his debts in front of him he can hustle to meet them. When they get behind, and are attacking him, their comrades are still in front, and the victim, rattled, falls to the ground.

Promptness in attending to notes and accounts at or before maturity is the one well-nigh universal measurement of quality. A renewal attended to in advance of maturity often produces better feeling than payment may a few days too late.

* * *

When you study man, let that man be yourself; then it will not take long to understand others, if you can allow for the difference in temperament and environment. For a man who knows nothing about himself to pretend to know others is arrant nonsense.

* * *

Never tell your purpose to another. It is then your own no longer. Work it out, for in the telling of it, you lose half your strength to execute it. Some men pass through life telling their plans to other people. If they would settle upon one good plan and execute it, they might become useful citizens.

* * *

If business men would reflect that under the depressing influence of fear, jealousy and selfishness the amount of air consumed in a given time is lessened from 25 to 50 per cent., while under the exhilarating effects of hope and faith the respiration is increased correspondingly, they would know what thought to keep uppermost in the mind.

* * *

The great trouble with humanity is they want some one to do the laborious tasks for them, not knowing that labor develops them. The boy who in school got another boy to "do his sums" did not know if they were correct, but had to take the other boy's word for it. Later in life he finds he saved himself trouble as a boy, to reap a harvest of double trouble in manhood.

PATENT MEDICINES

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

"MASTER"
"YUMA"

The best 5 cent cigars ever made. Sold by
BEST & RUSSELL CO CHICAGO.
Represented in Michigan by J. A. GONZALEZ, Grand Rapids.

THE 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.

WHOLESALE PRICE CURRENT.

Advanced—Bloodroot. Declined—Gum Opium, Oil Copaiba, Alcohol, Linseed Oil, Glycerine.

Table listing various commodities such as Aceticum, Benzoinum, Cardium, and others with their respective prices and quantities.

Table listing commodities like Morphia, S.P. & W., Snaps, and others with prices and quantities.

Advertisement for Soda Fountain Specialties by Hazeltine & Perkins Drug Co. Grand Rapids, Mich. The ad features a large graphic of a soda fountain and lists various products like Special Vanilla Flavoring, Strictly Pure Extract Vanilla, etc.

Hardware

The Hardware Market.

General Hardware—Somewhat improved trade is generally reported as a natural result of the coming of spring, and it is hoped that continued pleasant weather, with the revival now inaugurated, will continue. This improvement is not general in all parts of the country, consequently it has no special effect upon the increased demand for goods of the manufacturers, and we fail to find any tendency toward advancing prices, except those that are controlled by combinations or agreements. The general action of the trade is to be conservative in their purchasing, buying only from week to week the quantity of goods necessary to conduct their business. There is a feeling amongst the retail trade in certain sections that the volume of business this spring will be better than a year ago and that when fall comes general business will be normal.

Wire Nails—The firm price spoken about in our market report of last week still continues and manufacturers are not disposed at present to make any concessions in prices. The high water that has prevailed in the Pittsburgh district and the strike that has been on at the Cleveland factory cause but little effect upon the market. The demand still continues good and factories are quite slow in filling orders. It is not believed that there will be any material advance in price and there is no change to note in the general market.

Barbed Wire—There is a fair but not heavy demand for barbed wire. The mills are kept busy in executing orders now in. In some instances orders placed in winter for early spring shipment have not yet been filled, but the factories generally promise to have all back orders on their books cleaned up by May 1. While there is no indication of any lower prices being made, it is not believed at the present time that any higher prices will prevail during the remainder of the season.

Window Glass—The American window glass situation remains unchanged, the same condition prevailing as for some weeks past. While the demand is not large, there is a belief that the Association will advance prices May 1 5 per cent., and with the prospect of an early closing down of all glass factories in June, it is believed and hoped that this advance can be fully maintained.

Reports from other markets are as follows:

Chicago: The advancing season has brought better orders for shelf hardware and seasonable goods. The volume of business, however, is not especially great or satisfactory to jobbing interests; but the outlook grows steadily more encouraging.

Omaha: There is no extraordinary demand for goods. A fairly satisfactory business, so far as volume is concerned, has been enjoyed.

San Francisco: The volume of trade at present exceeds that of last year at this same time. The farming prospect never was better and conditions indicate a good spring business.

Cleveland: Trade shows improvement in the amount of general hardware that is specified for by dealers and the volume is all that could be expected and as large as is usual at this time of the year.

Louisville: Trade is only fair, and in this section is affected largely by the

floods, which now cover a large area of territory tributary to this market.

Portland, Oregon: Owing to the heavy spring rains, trade has suffered very much. Collections show a satisfactory improvement.

New Orleans: Business is very quiet in this section and we do not look for any improvement for several months, owing to the enormous floods flowing out of the Mississippi all over the country.

Philadelphia: Trade continues about the same, without any diminution or large increase.

St. Paul: Trade on the whole has improved considerably in the past two weeks.

The Omnipresent American Peanut.

From the Washington Star.

"The peanut as an article of commerce and consumption," said Judge Christiancy, of the Pension Office, "is something enormous, and a great deal more so than those who have not had the opportunity to examine into it have the slightest idea of. I don't desire to deluge you with statistics, but my examination and that of others who have had better facilities satisfy me that the peanut ranks second to anything else used as a fruit. The banana ranks first. By this I do not confine myself to this country alone. I refer to the consumption throughout the world. We are shipping peanuts to-day to every part of the world, and in Paris, London, throughout Italy and Germany and England, have already got the African peanut on the run, and are going to make it run very fast before we get through. The peanut we ship does not compare, however, with the nut that is sold in our own country, but it has secured the market from the African peanut, which, only a few years ago, was the only nut which was sold in Europe. In the zoos of Europe to-day the children are feeding American peanuts to the animals, as well as eating them—the peanuts, I mean—themselves."

It takes 72,000 tons of paper to make the postal cards used in the United Kingdom each year.

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.

SLUG SHOT KILLS INSECTS

Sold by Seed Dealers.



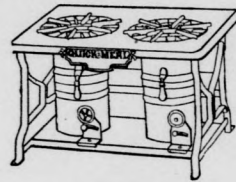
Sold by Seed Dealers.

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

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

BENJAMIN HAMMOND.
For pamphlet address,

**HAMMOND'S SLUG SHOT WORKS,
Fishkill-on-the-Hudson, N. Y.**



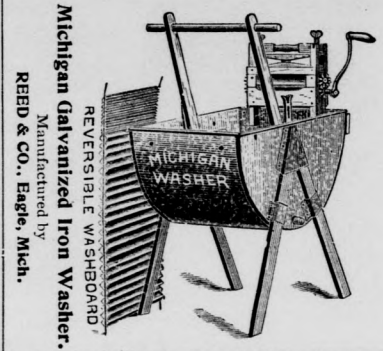
Secure the agency for the best Gasoline and Blue Flame Stove made on earth. 400,000 now in use. The Blue Flame Kerosene Stoves are a success. They are built with brass tanks and burners, also aluminum chimneys, with a simple wick adjustment. The Quick Meal Gasoline Stove is known the world over as the Best. For Beauty, Durability and Service, they have no equal. Write for catalogue and discount. Mention ad.

Vanderveen & Witman,

State Agents,

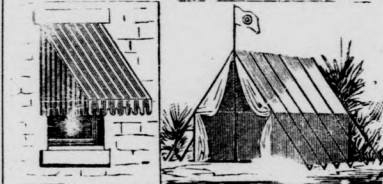
106 Monroe St. Grand Rapids, Mich.

Phone 386.



Michigan Galvanized Iron Washer.
REVERSIBLE WASHBOARD
Manufactured by
REED & CO., Eagle, Mich.

Awnings and Tents



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

CHAS. A. COYE, 11 Pearl Street.

Save Trouble
Save Losses
Save Dollars

TRADESMAN COUPONS

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.



Spray Pumps

Now is the time for Barrel and Bucket Spray Pumps. Write for circular and prices.

Foster, Stevens & Co.,

Grand Rapids.

Lucky Find in Auctioneered Baggage. Written for the TRADESMAN.

"Have you secured an option yet on that forty acres of land in Arkansas?" asked my friend Hildreth of a young man who shook hands with him one autumn afternoon in San Francisco.

"I have," was the reply, "and I came direct from there last week."

"At what price and time?" enquired Hildreth.

"Nine hundred dollars and thirty days," was the laconic reply.

"How many pecan trees did you find on it?"

"Not so many as I had hoped—405 in one ten-acre field; but they are first class in growth and quality of fruit and all are in full bearing. The nuts from these would pay a fair interest on the money until we get more trees in bearing. But the most important question, Hildreth, is that I cannot raise my portion of the money. I have only \$200, and I think you told me you could only spare \$300. Of course, I would like to take it with you, as I consider it a bargain for us, it being fine bottom land near the river; and next spring we can plant another field and do all the work ourselves."

"Well, Hayden, I might spare \$400 to invest in this business, making \$600 between us, and then couldn't we mortgage the property for the balance?"

"I hadn't thought of that," replied Hayden, brightening at the suggestion; "but I'll talk with you again this evening," and, with a wave of the hand, he walked off down Market street toward the wharf.

Having business at San Jose, fifty miles distant by rail, I did not again see my friend Hildreth, after bidding him goodbye as I boarded the train soon after, until the following week, when, as soon as we were alone, he drew a chair near mine and smilingly said: "Let me tell you, Frank, of my good fortune. Hayden and I are to take the Arkansas land, and this is the way it all happened:

"You remember, Hayden started down toward the wharf the day you left for San Jose? Well, that evening he told me he had wandered through the overland railway baggage office down there, and learned that a sale of stray or unclaimed baggage and packages would take place there the next day. You know at certain times the company gives notice that all stray baggage and unclaimed parcels, having been advertised a certain length of time, will be sold to the highest bidder, just as received at the office. You may handle the trunks or packages, but are not allowed to open them. Generally there are few prizes among these old traps, although one usually obtains his money's worth if he doesn't bid too high.

"Hayden and I were on hand in good time, the next day, and wandered through the long lines of trunks, satchels and packages, to look them over. Suddenly, I found myself examining a small trunk with more than usual interest, and for the time was in such a brown study over it as to forget everything else. Then, finding Hayden standing near me, I asked him to excuse me a moment; and away I went, making good time to my room on Mission street. I had remembered a newspaper advertisement I had clipped from some daily and placed in a small drawer more than a month previous, and I was after it.

"Returning to the office, I said to my friend, 'Tell me what a "rum strap" is.'"

"Why, you goose," said he, "where have you lived! It's a tapering strap six to eight feet long, and an inch and a half wide, cut from a side of stout leather, with either a strong buckle or snap strongly attached at the larger end, and may be carried in the pocket or carriage and fastened quickly to the bridle bit of a horse when you want to hitch him a moment. It probably took its name a long way back when rum was the chief liquor drunk, and this strap was the most convenient article to use while halting a moment at a country hotel or dram shop for the favorite tippie. But why do you ask?"

"For answer I led him by the coat button along the line of trunks and packages, and at length, indicating a certain trunk, said, 'Would you call these "rum straps" buckled around each end of this?'

"They certainly are, and nearly new ones at that," he replied.

"Don't ask me why," said I, "but I'm going to bid on that trunk," and take my chances; and you keep quiet while I am bidding, unless I give you a signal to speak. I'll explain it all tonight."

"The bidding soon began; but it was some time before the trunk I was going to bid on was reached. In the meantime, Hayden had one small satchel knocked down to him at \$1.50. Several persons lifted and examined the exterior of 'my trunk,' as I called it to myself, but, finding it comparatively light and a rather cheap-looking affair, the bidding was started by some one at \$1. I raised the bid fifty cents; then it went rapidly half a dozen more, twenty-five cents at a time, and at last I cried out, 'Five fifty!'

"The auctioneer's hammer fell—so quickly, in fact, that it raised a laugh, as all eyes turned toward me; and one party said, 'That man is sold, as well as the trunk.' But the fact was I took all the chances on those "rum straps"—why, will appear later.

"Hayden and I then called a delivery wagon, and sent our purchases home. That evening, I said to Hayden, 'Listen while I read to you this notice, which I cut from a newspaper after I had seen it in at least a dozen issues, thinking it might sometime prove useful:

\$400 REWARD!

Will be paid for the recovery, in good condition, of a large gilt-edged family Bible, which was lost in transit from Boston, Mass., to St. Joseph, Missouri, about one year ago. The Bible contains a family record of the births, marriages and deaths of the Seth Barlow family of South Amherst, Mass., and must be found before the large estate can be settled. The book was well packed in a trunk 26 inches long, and 18 inches in width and depth, which was securely locked, with a new rum strap tightly buckled around each end. The above reward will be paid in cash for the Bible alone, if intact, and no questions asked. Address, Executor Seth Barlow Estate, South Amherst, Mass.

"Upon opening the trunk," continued Hildreth, "I found the Bible, as described, safely deposited about in the center, between two suits of men's clothing; and you may imagine it took only a brief period of time to communicate with South Amherst and exchange the valuable book for a draft of \$400!"

"Of course, we purchased that pecan farm of forty acres, paying the \$900 cash, and I held the larger interest. This was many years ago, but we still hold the property, and most of it is today a forest of pecan trees; and the sale of the fruit each year has given us both a good living." FRANK A. HOWIG.

Hardware Price Current.

Table listing hardware prices for various items including Augurs and Bits, Axes, Barrows, Bolts, Buckets, Casts, Blocks, Crow Bars, Caps, Cartridges, Chisels, Drills, Elbows, Expansive Bits, Files, Galvanized Iron, Gauges, Knobs, Mattocks, Mills, Molasses Gates, Nails, Planes, Pans, Rivets, Patent Planished Iron, and Hammers.

HOUSE FURNISHING GOODS.

Table listing prices for household items including Tin Ware, Hollow Ware, Hinges, Wire Goods, Levels, Ropes, Squares, Sheet Iron, Sand Paper, Sash Weights, Traps, Wrenches, Miscellaneous, Metals-Zinc, Solder, Roofing Plates, and Boiler Size Tin Plate.

G. R. IXX DAIRY PAIL.



Write for quotations and monthly illustrated Catalogue.

WM. BRUMMELER & SONS,

Manufacturers and jobbers of Piced and Stamped Tinware. 260 S. Ionia St. Grand Rapids, Mich. Telephone 640

Out from the Yoke of the Bell Monopoly.

Ithaca—J. Lee Potts and Dr. J. Carpenter have conceived and carried into execution one of the most unique telephone systems in the country. It is known as the Gratiot County Telephone Co., with headquarters and an exchange at Ithaca. It also has exchanges at St. Louis and Alma. It already has 160 telephones in use and the number is constantly increasing. Nearly every prominent business man in the county is interested as a stockholder, consequently is interested in the success of the enterprise. Each subscriber at \$12 a year is entitled to all telephone service by this system, in the county, without additional expense. The State manager of the Bell concern recently decided to inaugurate a cut in rates to drive the new system out of business, but when he asked his local manager how much of a cut would have to be made in order to accomplish that feat, he was informed that there was no use, as nearly every business man in the county who could afford a telephone was already a stockholder of the new company and financially interested in its success. The company is organized under the State law, is connected with the Crowley exchange at St. Johns, and can make connections with the most of the independent exchanges in Western Michigan, so that the people of Gratiot county are much better served than they ever were by the Bell concern and at less than half the cost.

Detroit—The Detroit Telephone Co. recently attached some of its guy wires to poles belonging to the Michigan Telephone Co., upon request from the Board of Public Works, in order that it would not be necessary to put any more poles in the street than are absolutely necessary. The Michigan Telephone Co. objected strenuously to the Detroit company using its poles, and now the Board of Public Works says the Michigan company must submit or the Board will order all the Bell poles down.

Dowagiac—The independent telephone exchange is an assured fact, a large force of men being at work on the construction. The new company has captured practically all of the subscribers of the Bell exchange, having agreed to furnish superior service at half the price. The promoters of the enterprise are Fred E. Lee, general manager of the Round Oak Stove Works, and Prof. Wm. T. Heddon, an able electrician, both of whom reside in Dowagiac. The new company has connected with the Cassopolis telephone exchange, which has 100 subscribers, and the rate is 10 cents for five minutes' conversation—a reduction of 60 per cent. from the Bell tariff.

Manistee—The Home Telephone Co. has nearly completed arrangements for the installing of the new telephone exchange. The poles have been purchased and the work of construction will commence in a few days. If no great obstacles are encountered, it is expected that the exchange will be in operation by July 1.

The Produce Market.

Asparagus—Louisiana stock, \$1.50 per doz. bunches.

Beets—Old, 40c per bu. New, 50c per doz. bunches.

Butter—Separator creamery is weak at 17c. Dairy grades are coming in so plentifully that dealers have dropped their quotations to 10@12c.

Cucumbers—Cincinnati stock commands \$1.25 per doz.

Eggs—Shipments are not coming quite so freely as they have been, probably due to the consumptive home demand incident to the Easter season. Local handlers pay 7½c on track at near-by points and 7@7½c at more distant points.

Green Beans—\$1.75 per 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 10@12c per lb.

Maple Syrup—75c per gallon. Sugar

commands 8@9c, according to quality. Onions—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—The market is very firm on good stock, fancy stock selling at prices a little in advance of the quotations of last week—\$2.50 per case of 24 pints. Among the receipts there is a large percentage of damaged fruit, and much that shows signs of rains in the fields. Sour fruit, immature, and sandy stock sells at irregular figures. The stocks of berries are not up to those of the average year.

Wax Beans—\$3 per bu. box.

Acknowledgment from the Ladies of a Worthy Charity.

Grand Rapids, April 20—The ladies of the Ottawa Street Free Kindergarten wish to extend their thanks to the generous people who so kindly helped to make their "Advertising Sale" a success. The manufacturers who liberally responded to our circular letter were as follows:

Plymouth Rock Gelatine Co.
Sears & Nichols.
The H-O Company.
American Malted Meat Co.
Postum Cereal Co., Ltd.
Battle Creek Sanitarium Health Food Co.

J. W. Beardsley's Sons.
New York Condensed Milk Co.
Swift & Company.
Walsh-De Roo Milling Co.
American Cereal Co.
Rumford Chemical Works.
Lorenz Bros. Macaroni Co.
Raworth, Schodde & Co.
Armour & Co.
Royce Flavoring Extract Co.

The following people of our city also rendered us valuable assistance:
Musselman Grocer Co.
Hastings & Remington.
New York Biscuit Co.
Jas. Boer, Agent Ralston Health Food Co.

Grand Rapids Brush Co.
Harris Paper Co.
E. J. Herrick.
J. C. Wenham.
I. C. Levi.
Grand Rapids Gas Light Co.
Citizens Telephone Co.
MRS. A. D. BAKER, Sec'y.

Jackson Jottings.

E. E. Holley, recently from Los Angeles, Cal., has purchased the grocery stock and fixtures of Mrs. Geo. Stiles, 312 West Trail street, and will continue the business at the same location.

Eugene Harris, formerly engaged in trade at Horton, has purchased the grocery stock of P. M. Etchell, 309 West Trail street, and will continue the business at the same place.

"The Unique" is a new store recently started in the Allen Bennett block. It deals in ladies' and children's wear.

The independent telephone line, which has been granted a charter, appears to be an assured fact. The number of contracts taken already far outnumber the connections of the Bell company at any time. The business men appreciate the efforts of the new company, having been so long at the mercy of the Bell sharks that it is a relief to get even good promises. We anticipate more than that in this case.

Bottle Up Your Knowledge.

From the Dry Goods Economist.

Knowledge, like steam, is useful chiefly when it is out of sight, compressed and held down. Displayed knowledge, like exhaust steam, drives no machinery. Bottle up your knowledge, manufacturers, merchants, buyers and salesmen, and go to work prying up the safety valve on some other fellow's boiler. Then you will get a chance to learn something. But your own knowledge "blowing off" only raises a cloud to obscure your vision.

How the Boy Went Wrong.

I've got a letter, parson, from my son away out West. An' my ol' heart is heavy as an anvil in my breast. To think the boy whose futur' I had once so proudly planned Should wander from the path o' right an' come to sich an end!

I told him when he left us only three short years ago He'd find himself a-plowin' in a mighty crooked row— He'd miss his father's counsels, and his mother's prayers, too. But he said the farm was hateful, an' he guessed he'd have to go.

I know thar's big temptation for a youngster in the West, But I believed our Billy had the courage to resist. An' when he left I warned him o' the ever-waitin' snares That lie like hidden serpents in life's pathway everywhere. But Bill he promised faithful to be keeful an' allowed He'd build a reputation that 'd make us mighty proud. But it seems as how my counsel sort o' faded from his mind, An' now the boy's in trouble o' the very wustest kind!

His letters came so seldom that I somehow sort o' knowed That Billy was a trampin' on a mighty rocky road, But never once imagined that he would bow my head in shame, An' in the dust 'd waller his ol' daddy's honored name. He writes from out in Denver, an' the story's mighty short; I just can't tell his mother; it'll crush her poor ol' heart; An' so I reckoned, parson, you might break the news to her— Bill's in the Legislatur', but he doesn't say what fur.

Ishpeming—A considerable outcry is being made by the local papers paying attention to mining matters over the alleged bad faith and general rascality of the Rockefeller interests, and apparently a determined effort is being made to saddle the responsibility for the reduction in ore prices upon the Standard Oil magnate. The cold facts do not bear out the assertions made regarding Mr. Rockefeller's responsibility for all the unpleasant features of the Lake Superior ore trade. The Rockefeller interests were among those that held out staunchly for a base price of \$2.90 a ton for this season's deliveries of standard Gogebic bessemers, and the responsibility for the present price of \$2.65 a ton rests elsewhere. Neither do the charges of bad faith which are freely made against him appear to be backed by any substantial evidence. Mr. Rockefeller is a mighty unpleasant competitor to have in the field, but in his business dealings whatever promises he may make are kept to the letter. The reduction in ore prices to the figure that has been set for this season may be set down as an attempt to squeeze the Rockefeller-Carnegie interests, and while it will squeeze all the profit out of Mr. Carnegie's mines, still there will be left a handsome revenue from the Rockefeller interests. The Rockefeller interests in Lake Superior mines, especially on the Mesaba, are so fortified that there is nothing that can compel them to run at a loss. There is no other concern anywhere which can lay down ore for so little money on Lake Erie or Lake Michigan docks as can the mines of the Consolidated company, taking also into account the Bessemer fleet of lake ore carriers, which is the personal property of J. D. Rockefeller.

First we are told that Gomez is "about to sue for peace," and the next day we learn that Spain is ready for a truce, and between the conflicting reports the public is constantly kept in doubt as to the true condition of affairs. There is one thing certain about the situation—neither side is by any means spoiling for a fight.

WANTS COLUMN.

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

BUSINESS CHANCES.

FOR SALE—DRUG STOCK. HAS BEEN RUN four years; everything new and late in bottles and cases; inventories \$900; located in central VanBuren county. Address No. 270, care Michigan Tradesman. 270

FOR SALE—BEST PAYING RETAIL BAKERY in Grand Rapids; rent cheap; good established business; good location for lunch counter. Scribner Bros., 67 Lyon street, Grand Rapids. 269

SODA FOUNTAIN—LARGE, ELEGANT, S complete outfit—for sale cheap. Crozier Bros. Grand Rapids. 268

FOR SALE—A CLEAN STOCK OF HARDWARE in one of the best farming communities in Michigan; stock, \$3,000; annual sales, \$12,000; average profit, 37 per cent. Nothing but cash or good short time paper will buy this stock. Reason for selling, engaged in other business. Address No. 267, care Michigan Tradesman. 267

TO EXCHANGE—A FARM OR A HOUSE and lot in this city for a stock of merchandise. E. R. Reed, 115 Ottawa, Grand Rapids. 266

FOR SALE—CHOICE DRUG STOCK AND fixtures, located on best business street of Kalamazoo. Stock and fixtures inventory about \$2,000. Will sell on reasonable terms, but am not open for trades. Cornelius Crawford, 161 Paris avenue, Grand Rapids, Mich. 265

TO EXCHANGE—A GOOD 320 ACRE FARM in Northern Nebraska for a stock of merchandise. For further particulars address F. Opocensky, Niobrara, Neb. 263

WANTED—TO EXCHANGE GOOD BELDING real estate for stock of merchandise or good improved stock farm. Address Box 605, Belding, Mich. 260

FOR SALE CHEAP—GROCERY STORE 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 Haskel land grant, Buchanan county, Virginia; title o. k. Address No. 282, care Michigan Tradesman. 257

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

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. 251

WANTED—1,000 CASES FRESH EGGS, daily. Write for prices. F. W. Brown, Ithaca, Mich. 248

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. 247

FOR SALE—THE WHITNEY DRUG STOCK and fixtures at Plainwell. Stock will inventory \$1,000 to \$1,200; fixtures are first class; rent low; terms, small cash payment, long time on balance. Address F. E. Bushman, South Bend, Ind., or apply to E. J. Anderson, at Plainwell, who is agent and has the keys to store. 229

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

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

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

FOR SALE—AT A BARGAIN THE WATROUS' drug stock and fixtures, located at Newaygo. Best location and stock in the town. Enquire of Hazeltine & Perkins Drug Co., Grand Rapids, Mich. 186

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

MISCELLANEOUS.

REGISTERED PHARMACIST DESIRES A situation. Ten years' experience; strictly temperate and no tobacco; references furnished. Middle aged. Address Box 114, Woodland, Mich. 264

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

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

WANTED—SEVERAL MICHIGAN CENTRAL mileage books. Address, stating price, Vindex, care Michigan Tradesman. 869

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

Travelers' Time Tables.

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

Going to Chicago.
Lv. G'd. Rapids 8:30am 1:25pm +11:00pm
Ar. Chicago 3:00pm 6:50pm + 6:30am

Returning from Chicago.
Lv. Chicago 7:20am 5:00pm +11:30pm
Ar. G'd Rapids 1:25pm 10:30pm + 6:10am

Muskegon and Pentwater.
Lv. G'd. Rapids 8:30am 1:25pm 6:25pm
Ar. G'd. Rapids 10:15am 10:30pm
Manistee, Traverse City and Petoskey.

Lv. G'd Rapids 7:20am 5:30pm
Ar. Manistee 12:05pm 10:25pm
Ar. Traverse City 12:40pm 11:10pm
Ar. Charlevoix 3:15pm
Ar. Petoskey 4:55pm
Trains arrive from north at 1:00p.m. and 9:55 p.m.

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

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

Going to Detroit.
Lv. Grand Rapids 7:00am 1:30pm 5:25pm
Ar. Detroit 11:40am 5:40pm 10:10pm

Returning from Detroit.
Lv. Detroit 7:00am 1:10pm 6:00pm
Ar. Grand Rapids 12:30pm 5:20pm 10:45pm

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

Lv. Grand Rapids 7:00am 1:30pm 5:25pm
Ar. from Lowell 12:30pm 5:20pm
THROUGH CAR SERVICE.
Parlor cars on all trains between Grand Rapids and Detroit and between Grand Rapids and Saginaw. Trains run week days only.
Geo. DEHAVEN, General Pass. Agent.

GRAND Trunk Railway System
Detroit and Milwaukee Div

Eastward.

	†No. 14	†No. 16	†No. 18	*No. 82
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	8:35am	12:10pm	5:23pm	1:57am
Ar. Owosso	9:00am	1:10pm	6:03pm	3:25pm
Ar. E. Saginaw	10:50am	.....	8:00pm	6:40am
Ar. W. Bay C'y	11:30am	.....	8:35pm	7:15am
Ar. Flint	10:05am	.....	7:05pm	5:40am
Ar. Pt. Huron	12:05pm	.....	9:50pm	7:30pm
Ar. Pontiac	10:53am	2:57pm	8:25pm	6:10am
Ar. Detroit	11:50am	3:55pm	9:25pm	8:05am

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

GRAND Rapids & Indiana Railroad
Sept. 27, 1896.

Northern Div.

	Leave	Arrive
Trav. C'y, Petoskey & Mack	+ 7:45am	+ 5:15pm
Trav. C'y, Petoskey & Mack	+ 2:15pm	+ 8:30am
Cadillac	+ 5:25pm	+ 11:10am

Train leaving at 7:45 a.m. has parlor car to Petoskey and Mackinaw.
Train leaving at 2:15 p.m. has sleeping car to Petoskey and Mackinaw.

Southern Div.

	Leave	Arrive
Cincinnati	+ 7:10am	+ 8:25pm
Ft. Wayne	+ 2:00pm	+ 1:55pm
Cincinnati	* 7:00pm	* 7:25am

7:10a.m. train has parlor car to Cincinnati.
7:00p.m. train has sleeping car to Cincinnati.

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

GOING EAST.
Lv Muskegon +8:10am +11:45am +4:00pm
Ar G'd Rapids 9:30am 12:55pm 5:20pm

†Except Sunday. *Daily.
A. ALMQUIST, C. L. LOCKWOOD,
Ticket Agt. Un. Sta. Gen. Pass. & Tkt. Agt.

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

Cedar Chests Moth Proof



Season for these goods is just beginning.
Made of Tennessee Red Cedar.
Orders and correspondence from the trade only, solicited.
U. S. RED CEDAR WORKS,
Nashville, Tennessee.



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.

RUBEROID READY ROOFING

All ready to lay. Needs no painting for two years.
Is odorless, absolutely waterproof, will resist fire and the action of acids.
Can be used over shingles of steep roofs, or is suitable for flat roofs.
Will outlast tin or iron and is very much cheaper.

ASPHALT PAINT

For coating tin, iron or ready roofs. Write for prices.
H. M. REYNOLDS & SON,
Grand Rapids Office, Louis and Campau Sts.
Detroit Office, Foot of Third St.

You Can Sell

Armour's Washing Powder

2 Packages for 5 Cents.

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



Armour's White Floating Soap

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

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.

**HALE'S
Entire
Wheat
Flour.**



Equal to THE BEST.
Save FANCY PRICES by Trying Ours.

JONATHAN HALE & SONS

LYONS, MICH.

“Gothic Roller Mills.”

J. A. MURPHY, General Manager.

FLOWERS, MAY & MOLONEY, Counsel.

The Michigan Mercantile Agency

SPECIAL REPORTS.

LAW AND COLLECTIONS.

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

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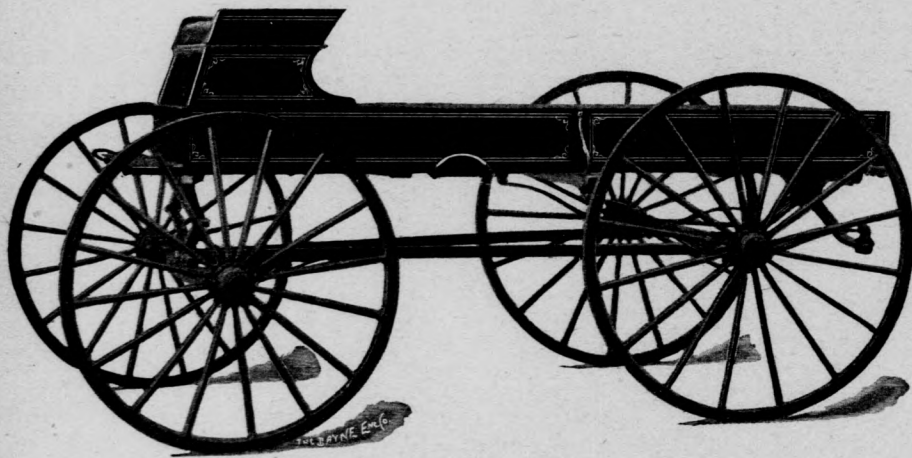
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