


MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Volume XIV.

GRAND RAPIDS, WEDNESDAY, APRIL 28, 1897.

Number 710



How to Reach

the best class of buyers is a question which advertisers must give much attention, if good returns are to follow their efforts in securing trade through advertising. Hundreds of persons have found that a good way for reaching the end desired is to take space in the Michigan Tradesman, and their testimony is that this medium is a most excellent money-maker for those wishing to reach the rank and file of the retail trade.

Having, with one exception, the largest PAID circulation of any publication of its class, the Tradesman offers exceptional opportunities for reaching the best class of buyers in the wholesale line.

Net rate card and voluntary testimonials in facsimile cheerfully sent on application.

Tradesman Company,
Grand Rapids.

ELSIE

Factory No. 12

The heavy demand is now on for new

CHEESE

We are Grand Rapids agents for the well-known Elsie and Byron makes of Fancy Full Creams.

MUSSELMAN GROCER CO.

BYRON

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.



Cake Frosting

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

Torgeson-Hawkins Co., Kalamazoo, Mich.

Try Hanselman's Fine Chocolates

Name stamped on each piece of the genuine.

Hanselman Candy Co.,
Kalamazoo, Mich. 426-428-430 East Main Street,

CHARLES MANZELMANN
MANUFACTURER OF
BROOMS AND WHISKS
DETROIT, MICH.

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

We carry a stock of cake tallow for mill use.
Nos. 122 and 124 Louis St., Grand Rapids.

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.

Grand Rapids LUMBER COMPANY

MEMLOCK BARK
LUMBER SHINGLES
FERTILE POSTS
TELEGRAPH POLES

WARHELS, President
J. C. YOUNG, Vice President
G. A. HARRIS, Sec'y & Treas.

419 421
MICH. TRUST
BUILDING.

GRAND RAPIDS, MICH.

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

MICHIGAN BARK & LUMBER CO.,

527 and 528
Widdicomb 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.

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.

J. A. MURPHY, General Manager. FLOWERS, MAY & MOLONEY, Counsel.

The Michigan Mercantile Agency

SPECIAL REPORTS. LAW AND COLLECTIONS.

Represented in every city and county in the United States and Canada.
Main Office: Room 1102, Majestic Building, Detroit, Mich.

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

SODA FOUNTAIN EXPENSE

INCLUDES THE ITEM
"Ice Cream Lost or Wasted."

The New Round Grand Rapids Ice Cream Cabinet

Will make ciphers of the figures opposite this item.

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

Made in sizes from 8 to 40 quarts.
Send for Description and prices.

Chocolate Cooler Co.,
GRAND RAPIDS, MICH.

The Best
On Earth
Clydesdale Soap

Manufactured by
Schulte Soap Co.,
Detroit, Mich.

Premium given away with Clydesdale Soap Wrappers.

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.

Waste Basket Circulation
vs.
Actual Paid Circulation

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

Note Affidavit of Circulation on Another Page

MICHIGAN TRADESMAN

Volume XIV.

GRAND RAPIDS, WEDNESDAY, APRIL 28, 1897.

Number 710

TO CLOTHING MERCHANTS

We still have on hand a few lines of Spring and Summer Clothing and some small lots to be closed at sacrifice. Write our Michigan representative, **WILLIAM CONNOR**, Box 34th P. O., Marshall, Mich., and he will call upon you, and if he has not what you want, will thank you for looking and you will learn something to your advantage about our coming Fall and Winter line. Mail orders promptly attended to by

MICHAEL KOLB & SON,
Wholesale Ready Made Clothing Manufacturers,
Rochester, N. Y.
Established nearly one-half century.

Mr. Connor will attend opening of W. I. Clark's magnificent new store at Hart Springs, April 7th and 8th.

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.

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.
Prompt, Conservative, Safe.
J. W. CHAMPAIN, Pres. 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**

The Grocery Market.

Sugar—There has been no change in quotations since April 14, but the market is strong and an advance is hourly expected, as the demand has greatly improved in the last few days.

Canned Goods—Tomatoes are not very strong. Corn is holding a little firmer than it was. Some blocks of cheap corn are expected on the market in the course of 30 days. The buyers of canned goods have been hammering the market in tomatoes and corn, and holding off in buying. There is little tomatoes in canners' hands, but the largest lots are in second hands. A decline of 10c per dozen in '97 Columbia River salmon is one of the puzzles to dealers. It was said last year that the prices of salmon were down to the cost mark, but the market closed at 10c below that price, and the market opened this year at the figures at which it closed last year. This additional decline of 10c on the best grades of salmon can only be accounted for in one way, and that is that the truth was not told last year, or that the canners of the better grades are trying to crowd out those of poorer stuff. If the fishers of salmon are as spirited this year as last, it is likely that there will be a strike for better prices of raw fish. The low price of canned Columbia River fish will have the tendency to crowd out the Alaska salmon, except where the Alaska product has won for itself a place. The present price of Columbia River fish is lower than has ever been known before.

Rice—Everything is in favor of a higher market, the stocks of domestic rice being light, and the prospect of an added duty being good.

Syrups—Mixed syrups are in fair demand at unchanged prices. Glucose is manifesting an advancing tendency as the result of the increased firmness in corn, and if this advance actually occurs, mixed syrup will be higher. Sugar syrups are plentiful and are being held firmly, notwithstanding the poor demand. There is no prospect of any change in price.

Dried Fruits—Prunes are the best seller of the line and peaches follow. There is never a very heavy demand for dried fruits at this season, but the present trade is fully up to standard. Prunes are selling well, mostly the large sizes and the very small. There is no quotable change in the price, although 40's are still firmer. Peaches are in fair movement—mostly the lower grades, and the price is unchanged. The heavy frost of the past week may stiffen the market. Currants have advanced ¼c on account of the European war.

Provisions—While the general market appears to be lacking in special animation or speculative strength, sides are higher, pork is stronger and lard is no weaker. Export clearances are liberal and home trade is in a healthy condition. There are in the West a large number of cattle being matured on the cheap corn of that region. When these move actively it is apprehended that prices may yield more or less—and further, it is regarded as possible that

the market for hogs and hog products may in some degree sympathize with such depression, if in fact it should develop.

How a Foolish Clerk Injured His Employer's Business.

From the Shoe and Leather Gazette.

A few days ago a new shoe store was opened in a city not a thousand miles from St. Louis and two young clerks have found employment therein in addition to the manager.

On my recommendation a young man bought a pair of shoes there.

The first time he put them on he pulled out the tongue.

He also found them a trifle snug, so he took them back to be stretched.

In this there was no difficulty, but the clerk who sold him the shoes, the manager being absent, showed no disposition to fix the fractured tongue.

The customer was not of the nervy sort of individuals who are persistent and loud in their claims.

He dropped the matter quietly and left.

Fifteen minutes later he telephoned his brother, whom he had advised to patronize the new store, to buy his shoes at the same old place they had been patronizing.

The brother did so the same day. Altogether there are six brothers in this family and they all buy their shoes at the same place.

Had the clerk fixed that tongue as requested the new store would have had six customers in this family.

As it is, you couldn't drive one of the six into that place now.

More than this, they will all talk against this store if any friend happens to ask if they know anything about it.

Six tongues wagging against him, six customers lost—that is the net result to the proprietor of this store because of the lack of tact or sense of a careless clerk.

Doubtless that clerk will read this and doubtless, too, so will his employer.

They and every other reader can afford to give heed to this little incident.

It shows how easy it is to lose trade and make trade enemies.

A stitch in time saves nine, 'tis said. In this case several stitches in time would certainly have saved six customers.

Here is a straight tip to the clerk who is careless about such matters.

Here is a tip, likewise, to the man who employs such clerks.

Merchants spend money every day to get customers.

That's what they rent stores for; buy goods for; advertise for; hire clerks for.

Customers are worth money

It devolves upon the clerk to make money for his employer—not to lose it.

Holding customers is a very essential part of his duties.

The local labor organizations are again turning their attention to a reiteration of their boycott mandates as to certain manufacturers and their products that are honored by a position upon their special lists. It is the experience of such manufacturers and dealers that every notice of this kind operates in an increase in demand for the interdicted product wherever the trade is of a general character, so that frequent notices of this kind lend to the value of the boycott.

Flour and Feed.

During the past week frequent and violent fluctuations of the wheat market have startled and unsettled buyers' views in regard to flour values. Nevertheless, an advance has been scored all along the line and without reference to any effect which foreign complications may have upon our markets. The situation at home is such that prices are more likely to advance in domestic markets for the next few weeks than to decline, which will be the case unless borne down by unscrupulous speculation. While the prospect in Michigan is good thus far for an average crop, other leading winter states, with the exception of Ohio and California, have a very poor prospect, and many acres are being plowed up for other crops. The situation may be briefly summed up as follows: The visible and invisible stocks of both wheat and flour are smaller in this country than for several years, with the demand of foreign countries greater than when we had large reserves. We are approaching another harvest of winter wheat which, in the sum total, will not be much, if any, larger than last year, and the prospect for seeding a large area to spring wheat, under favorable conditions, is not good. The tendency, therefore, would seem to be in favor of better prices.

The demand for flour is fairly good and seems to be improving. Mill stuffs are in good demand, with prices unchanged for the week. Feed and meal are slow, with prices about the same as last week. **WM. N. ROWE.**

The ashes of a human being were sold in the urn at an auction in Bromberg, Germany, a few weeks ago. They were sold without reserve, and were obtained by the highest bidder for \$3.75. The highest bidder was not of the dead man's kin, but he carted away the mortuary urn and its contents to his home with appropriate care and solemnity. The ashes, which were sold without reserve, were those of Albert Arons. He founded a banking business in Bromberg fifty years ago, and about ten years ago, having accumulated all the money he cared for, he moved to Berlin. He left a man named Muller in charge of the bank, and, when he died four years ago, the business, in accordance with the will, went into Muller's hands. His last request was that his body be burned and the urn containing his ashes be set on the shelf in the office of the Bromberg bank. His request was heeded; his ashes rested in the place where he had been active for forty years. One year ago Muller died. The bank became involved in difficulties. The business was wound up, and the office furniture was advertised to be sold at auction, in obedience to an order from the courts. With the furniture the ashes of Arons came under the hammer.

The Kentucky distillers are preparing to bottle their goods under the restriction and regulations of the new bottling law. It is said that not more than half of the distillers will take advantage of the law. They are now trying to interpret it.

Bicycles

News and Gossip of Interest to Dealer and Rider.

Much misinformation is afloat, and occasionally finds its way into some newspapers, as to the actual cost of the manufacture of bicycles. There is a too ready tendency to accept statements on this question as truths without enquiry into the trustworthiness of the source. Bicycler-making is a business in itself, whose figures and details can only be known by those actually engaged in it. Estimates whose results are arrived at by merely adding material and wages together and calling the sum of these two factors the real cost are far from true ones, and do a great injustice to a great industry. As a matter of fact, material and labor are only two of many factors of production. Insurance, interest on capital invested, guarantee made good, and putting on the market, including commissions and advertising, are other but by no means all the factors, the last two named amounting to a very considerable proportion of the real cost. The prices at which wheels have been offered, owing to last season's overproduction, by no means represent their real value, or even in many cases so much as the actual cost. In most cases, the astonishingly low figures quoted arose from the absolute necessity of disposing of wheels by manufacturers at any price to avert complete financial disaster. Men with large capital and ready money took advantage of the misfortunes of the trade to buy at their own price and realize quickly at small profits. There has been a small and conservative output of new wheels this season, and the evils of overproduction, thanks to the big demand and carefully regulated supply, seem likely to be remedied before the year closes. A great responsibility rests upon the press to support this new and great industry, which is entitled to as fair treatment as is accorded other lines of manufacture. Utterly untrue statements as to the cost of bicycle manufacture crept into some papers last year, and contributed not a little to the disasters that visited the bicycle trade last season. This year, too, similar injurious and untrustworthy statements of cost of manufacture have been allowed to appear in columns claiming friendship for this new trade, and asking much from it. These statements have not only been utterly untrue, in fact, but altogether unfair to what has become a great industry well worthy the nurture of public and press.

A Western member of the Racing Board of the L. A. W. has suggested as an escape from the trouble this year in reference to the Sunday racing question that races run on Sunday without sanction in the complaining States be ignored to the extent that the violators of the rules in this particular be not punished. This ingenious white-washer argues that the rules themselves do not set forth any requirement for punishment for their violation. A law without a penalty, expressed or implied, for its violation would be an absurdity. A rule carrying with it no provision for enforcement is no rule at all. The fact that this Sunday racing question was brought up and fully discussed at the last National Assembly, and the determination arrived at by the majority was that in this matter local option be not granted to the divisions, was what amounted to a district prohibition of

Sunday racing by the League. Evasion of law tends to the weakening of all rules. If the law as it stands proves not to be wise, the minority complainers have the next Assembly at which to convince the satisfied majority of its error. Until then it behooves all loyal members of the League to stand by the law as it is written. It is for the legislators to change the law, and not the administrators by evasive interpretation of it.

President Potter has received a communication from a Chicago lawyer, who is engaged by the L. A. W. to prosecute a protective association which agreed to insure bicycles against theft last year, to the effect that the concern is practically valueless to contract holders. Potter's informant alleges that the company interposes every sort of technical defense to avoid payment upon stolen wheels. The League's lawyer suggests that if members insure their wheels in the association it will be wise for them to keep them under constant guard when not in use. The League has withdrawn its indorsement of the company.

The chainless bicycle, which was expected to cut a big figure on the market this season and in a measure revolutionize riding, has not yet materialized. A few chainless wheels have been put out, but the demand for them must be small, as only an occasional rider is found using them. It is known that some of the leading manufacturers are now at work upon the chainless type, but it is not their intention to put this pattern of wheel upon the market before '08. A dealer in talking with a reporter about the chainless wheels, says: "You may notice what an enormous demand there is for the medium-grade wheels this year, and you will also find that the practice of price cutting upon the high-grade wheels is wholesale. It is my belief that the manufacturers of the \$100 bicycles realize that a reduction in prices is imminent. Accordingly, their purpose is to put the chainless wheels on the market in '08 as their leading mount, and possibly sell their bicycles that now figure at \$100, at, say, \$75. The manufacture of good chainless bicycles is costly, and I am convinced that some five or six of the large houses are now preparing to turn out chainless bicycles for their leaders next year. The perfected chainless is the coming wheel, and the class of riders who want the best will buy chainless bicycles at \$100 next year. Such a move will enable the manufacturers to still maintain a \$100 figure, while they can, without casting any reflection on the value of the chain gear wheels, sell them at a reduced figure. It will take fully a season to establish the chainless bicycle, but I feel confident that it is the bicycle of the future."

As We Like It.

All the world's a-wheel,
And all the men and women merely wheelers.
They have their tumbles and punctured tires;
And each, in learning, bruises many parts,
His stages being seven. At first the neophyte,
Reeling and sprawling in his tutor's arms,
And then the luckless wobbler, unattended,
With flushed, excited face, creeping like snail
Across each passer's path. And then the scorcher,
Sighing like furnace, with dire intent
To make a century run. And then the veteran,
Full of strange yarns and lying like a pard,
Jealous in honor of his make of wheel,
Seeking to sell another like it
Unto each man he meets. And then the agent,
Working unawares, plucking commission,
From each sale he influences,
Full of wise saws and modern instances;
And so he plays his part. The sixth age shifts
Into the fat and smirking retail dealer,
With spectacle on nose and hand in pocket
Clicking gold coins, the profits of his trade,
And winking slyly; and his bank account,
Constantly swelling toward a goodly pile,
Begets a new ambition. Last scene of all,
That ends this strange, eventful parody,
Is when he grows to be a manufacturer,
And owns the earth and all abiding on it.

Bicycle Goose Melodies.

Tom, Tom, the piper's son,
He stole a wheel and away he run;
But a copper fleet
Young Tom could beat,
And they locked him up in Mulberry street.

Jack Spratt's
Trousers would flap;
His wife, she made hers tight,
And so between the two, you see,
They kept the average right.

Peter, Peter, pumpkin eater,
Had a wife, and couldn't keep her,
Took an axe and smashed her bike
So she had to stay at home at night.

Hey-diddle-diddle,
The bicycle riddle,
The strangest part of the deal;
Just keep your accounts
And add the amounts;
The "sundries" cost more than the wheel.

Little Tommy Titmouse
Worked for a cycling house,
Went to his meals
On other men's wheels.

There was a man in our town
As wise as were our sires;
He ran across a piece of glass
And punctured both his tires;
And when he saw the air was out,
With all his might and main,
He took his little nickel pump
And pushed it in again.

Ding-dong bell,
There's the man who fell,
Who knocked him down?
The meanest man in town.
Who called the "cop?"
A man who saw him drop.
What a wicked man was that,
To try to kill the cyclist fat,
Who never did him any wrong,
But kept a-pedaling right along.

The decadence of the merchant marine of the United States engaged in the foreign carrying trade has caused a widespread anxiety, and a conference was convened in Washington in January last of leading shipbuilders and ship owners and others who have given this subject consideration in the past. After a general discussion a committee was appointed to consider this serious question, and to unite, if possible, upon a policy to recommend to the Government as a remedy for the existing situation. The committee has had several sessions, has retained the Hon. George F. Edmonds as its counsel, and is carefully examining the causes of the decline of this important interest in this country, and the means adopted by the great maritime nations of the world to promote and foster the carrying trade under respective flags, and the committee proposes in a short time to present a bill in Congress which will receive general support.

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.

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

TRADESMAN COMPANY,
GRAND RAPIDS.



THE CLIPPER SPECIAL

Which is meeting with so much favor among the knowing ones—the fastidious riders—has been "dubbed" by them as an "1898 bicycle 14 months ahead of anything yet shown." Every bit of material, every ounce of steel, every minute's work, every inch of finish, employed in the make-up of this expensive bicycle

IS 24 CARATS FINE.

There isn't a single good practical mechanical feature which we could think of that was untried. Not a feature in this bicycle is an experiment. Every point is a good one, every change for a purpose. We get the right wheel base (44 in.), a narrow tread (4 1/2 in.), correct distance between ball races (3 in.), large sprockets (22 tooth), wide tire (2 in.), all without weakening the rear forks by bending. The Clipper Elliptical Hollow Truss Hanger does it. Special catalogue on application.

Made by the GRAND RAPIDS CYCLE CO., Grand Rapids, Mich.
P. 268 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.



3 GREAT BICYCLES
THE WORLD
THE HAMILTON
THE AMERICA

Write for Catalogues and Prices. A few more good Agents Wanted. Bicycle Sundries. 1897 Catalogue now ready.

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

COLLECTOR OF CUSTOMS.

Biographical Sketch of the New Incumbent of That Office.

James A. Coye was born in Grand Rapids Oct. 9, 1855. At an early age he was sent to school in the old stone building on Turner street, since demolished. In the fall of 1864, while yet a mere child, he obtained employment with the firm of Comstock, Nelson & Co., furniture manufacturers, in the upholstering department, then presided over by George Widdicomb, brother of William, Harry and John Widdicomb, who subsequently achieved distinction in furniture manufacturing circles. His teachers at the public school kindly assisted him nights to continue his education, until, later on, after taking a winter term, he graduated from the gram-



mar school. Not liking to pick hair and shake up tow and excelsior, he changed to the carving department and served an apprenticeship at that trade with the firm of Nelson, Matter & Co., subsequently removing to Goshen, Ind., where he was employed five years as carver and designer for the Hawks Furniture Co. Returning to Grand Rapids, he again entered the employ of Nelson, Matter & Co. as a carver. Mr. Coye was a charter member of the Grand Rapids branch of the National Wood Carvers' Association and was President of that union when it was at the height of its prosperity. When he surrendered his office, in March, 1889, every shop in the city was a union shop, all the carvers in the city belonging to the union, and there was a full treasury. The union rate of wages was \$19.80 per week. Employers and employees were on the best of terms with each other. Shortly after his term as President of the union expired he, with several other carvers, signed a contract with Nelson, Matter & Co., agreeing to remain in their employ until Jan. 1 of the next year. For this act, which was not in violation of any rule of the union, they were promptly suspended without trial or a chance to defend themselves. On Oct. 10, the delegates from Grand Rapids to the National convention, held in Boston, succeeded in getting a resolution adopted prohibiting members from making time contracts with employes. Under this amendment the local union, in January, 1890, proceeded to fine and expel Mr. Coye and those who had made contracts. The result was a long strike, the loss of the wages of the union men, a bankrupt treasury, a drain on the International funds of \$7,029 and

the final abandonment of the strike under most humiliating circumstances, few of the workmen being able to secure their former positions. Many of the men lost their homes and many more were compelled to seek employment elsewhere. The union never cut any figure from that time on and is now out of existence altogether, furnishing a striking example of how a worthy class of men can dissipate the savings of years and discount their futures by following the leadership of a few unscrupulous men and joining in a foolish strike which involves nothing but the dignity of the walking delegate.

In 1885, Mr. Coye embarked in the retail grocery business at the corner of Third street and Broadway, continuing the business until three years later, when he sold the stock to his brother-in-law, Ed. C. Judd, who still continues the business at the corner of Fourth street and Broadway. During this time Mr. Coye was elected President of the Grand Rapids Retail Grocers' Association, giving that organization the benefit of his best thought and most persistent endeavor. It made rapid progress under his administration.

Mr. Coye early in life had a strong desire to practice law and improved every opportunity to perfect himself in its study, finally entering the law office of M. M. Houseman in the fall of 1890, and continuing there until admitted to practice, in July, 1892. Since his admission he has practiced law in this city.

Mr. Coye has always been an ardent and active Republican. He has often served his party on political committees and has been a frequent attendant at Republican conventions. No man in Western Michigan has a more extended acquaintance among Michigan Republicans, and no man's judgment commands more respect in party councils.

Mr. Coye's name has frequently been suggested in connection with official positions of trust and responsibility, and in view of his long service to the party, he appears to be the unanimous choice for the office of Collector of Customs. The Tradesman is assured by Mr. Coye's friends that the appointment will be announced in the course of a week or ten days.

Mr. Coye was married in August, 1875, to Miss Belle Judd, of Ligonier, Ind. The family resides at 141 Fairbanks street. He is a member of Enterprise Lodge, I. O. O. F. and Grand Rapids Council, Royal Arcanum, being a Past Regent in the latter organization. He has also been more or less prominent in several other organizations of a fraternal character, and his services are frequently invoked in the inauguration of a new order, on account of his excellent judgment, ready wit and executive ability.

To Reduce the Cost of Aluminum.

The fact has been recognized among metal workers that the sole obstacle to the wide use of aluminum was its high cost as compared with other useful metals. Therefore, it will be good news to learn through United States Consul Germain at Zurich that in a short time, probably within a year, the price of this metal will fall to about 27 cents a pound, so that only three commercial metals will be cheaper than aluminum, namely, iron, lead and zinc. The Consul bases this statement on the figures he has collected showing the production of aluminum and the prospective increase of the plants. Last year the output was 14,740 pounds daily, of which 4,193 pounds daily were produced in the United States. This year the plants will be increased to bring the daily product up to 42,460 pounds.

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.

Around the State

Movements of Merchants.

Mulliken—Geo. Wilcox has opened a meat market.

Casnovia—Ed. Johnson has opened a jewelry store.

Cedar Springs—C. W. Pratt has opened a jewelry store.

Hopkins Station—Floyd Mason has opened a harness shop.

Filer City—Frank Tabor will open a grocery store at Parkdale May 1.

Chapin—Geo. C. Hanes has sold his cheese factory to F. B. Hoffman.

Fremont—C. A. Pearson has purchased the grocery stock of W. S. Pearson.

Newaygo—Geo. Surplice announces his intention of embarking in the drug business.

Adrian—Edward F. Kirchgessner, lately of Tecumesh, has opened a jewelry store here.

Flint—Algoe & Miller have opened a branch hardware store at Mt. Morris, placing Jay Fox in charge.

New Lothrop—Bullock & Burpee, general dealers, have dissolved, Mr. Bullock continuing the business.

Saugatuck—Philip A. Wolfe has opened a jewelry and optical goods store. He hails from Howard City.

Lyons—Mrs. Bidwell has sold her bakery to Reason & Wilkins, who will add lines of notions and fancy goods.

Charlotte—J. F. Hann has sold his grocery stock to Chas. F. Gibbons, who will continue the business at the same location.

Marquette—Williams, Davis, Brooks & Co. have engaged Frank H. Sumner, of Clio, to take charge of the Farnham drug stock.

Hoytville—L. W. Davis and John Nickle, Jr., have rented the store room under the Grange hall and engaged in general trade.

Holland—C. J. Chandler & Co., of Chelsea, have rented the brick block of Wm. H. Beach and will buy and ship eggs and poultry.

Ballards—Ezra Brown has sold his general stock to Ballard & Sons, who will continue the business as a branch of their Sparta establishment.

Ferry—Dr. Rborig has purchased the interest of J. E. Converse in the drug firm of Rborig & Co. and will continue the business in his own name.

Gresham—L. A. Strickland and L. L. Williams have formed a copartnership under the style of Strickland & Williams and put in a grocery stock.

Laingsburg—F. M. Dodge and Elmer Bigsbee have purchased the grocery and meat business of Whitney & Bailey, who will continue their produce business.

Cadillac—Geo. Peets has sold his bakery and grocery stock to J. E. Mattoon and A. Letts, who will continue the business under the style of Mattoon & Letts.

Muskegon—B. H. Alkema has rented the store at 119 Western avenue, lately occupied by the Economy shoe house, and will open a merchant tailoring establishment.

St. Ignace—William and Edward Massey have formed a copartnership under the style of Massey Bros. for the purpose of embarking in the grocery business here.

Lowell—Chas. Wesbrook has sold his wood, coal and ice business to D. E. Rogers & Son, of Saranac, and will go to California as soon as he gets his affairs in shape.

Traverse City—Chas. H. Hanslovsky has sold his store fixtures and grocery stock to Delbert Lafontsee, and will soon leave for Denver, in hopes of regaining his health.

Coldwater—E. E. Cooper, who has been manager of the Mammoth novelty store here for the past four years, will embark in the same business on his own account at Sturgis.

Negaunee—Joyce & Mowick, dry goods merchants of this city, will dissolve partnership about August 1. Mr. Joyce will retire and Mr. Mowick will continue the business.

Ann Arbor—The grocery business formerly conducted by S. Baumgardner will hereafter be carried on by Seabolt & Davis, Dean Seabolt and Delos Davis being the members of the firm.

Trufant—Dr. Josiah Black has leased the store building formerly occupied by Sid. V. Bullock and will remove his drug stock from Detroit to this place. Dr. Black will practice medicine in connection with his drug business.

Wayland—C. C. Deane and F. E. Pickett have completed arrangements whereby they will consolidate their stocks and occupy the Pickett store as soon as the improvements now going on are completed. The new firm will be known as Deane & Co.

Whitehall—W. L. Forbes, who has for years conducted a meat market and stock business here, has been adjudged insane by the Probate Court and sent to the Traverse City asylum. No conclusion has been reached as to what disposition will be made of his business.

Ionia—Judge Davis has rendered an opinion in the case of the City of Ionia vs. Gary Baker, confirming the decision of Justice Curry, sustaining the validity of the city ordinance providing for a license fee of \$5 per week for peddlers. Baker is required to appear May 1 for sentence.

Jackson—W. T. Smith, proprietor of a fruit house and one of the largest grocers in the city, filed chattel mortgages Tuesday aggregating \$1,757.47. They are given to the Jackson Grocery Co. and Brown, Davis & Warner, both wholesale grocers of this city, and to H. Smith, of Mingo, Ind. The business will be continued.

Detroit—The millinery department is to be made a conspicuous feature of the Mabley & Goodfellow Company's new department store. Max May has been engaged to manage the department. Mr. May has been in charge of Riegelmen & Co.'s store, in Des Moines, Iowa, for nineteen years. The head trimmer was formerly with Madame Estelle, New York.

Marquette—Prosecuting Attorney Fowler has addressed a letter to all of the druggists in the county warning them against the violation of the law relating to the selling of poisons. The law requires that every druggist shall keep a book in which the name of every person purchasing poison shall be kept and a record made of the purpose for which it was sold.

Detroit—John T. Boyce, who for twenty years had been engaged in the grocery business in Detroit, died at his home Saturday evening. He had been suffering from a cold on the lungs, but had so far apparently recovered as to be out Saturday. In the evening he was suddenly taken with a hemorrhage of the lungs and expired before medical aid could be summoned. He was 44 years of age and leaves a widow and four children.

Edmore—Wm. G. Wisner's exchange bank, which suspended business March 22, has been reopened, with E. S. Wagar as proprietor and Mr. Wisner as cashier. It has been Mr. Wagar's intention for the past two or three years to engage in the banking business in Edmore, and when the property was offered for sale, he at once set about to establish himself in business here, which will be some relief to the creditors of the defunct exchange bank.

Benton Harbor—Roland Morrill, John Robinson and J. R. Price, of Benton Harbor, and W. A. Preston and E. N. Hatch, of St. Joseph—all solid business men with ample capital to put the plans in operation—have organized the Twin City Telephone Co. and captured every subscriber to the Bell exchanges in this city and St. Joseph. The company will put in a modern plant and furnish twice as good service as the Bell is now giving at half the cost.

Bay City—C. W. Shoemaker, representing the A. Colburn Company, of Philadelphia, was arrested here Monday on a charge of selling adulterated mustard to W. I. Brotherton & Co., of this city. The warrant was issued at the instance of Food Commissioner Grosvenor. Commissioner Tunnicliffe served it upon Shoemaker, who was taken into the police court, where he furnished bonds for his appearance May 15. Shoemaker says his firm is capitalized at \$400,000, and will fight the case to the bitter end. The State Analyst's report shows that the mustard sold by the Philadelphia firm contained 30.90 per cent. of wheat flour. Commissioner Tunnicliffe says more arrests will follow in a few days.

Manufacturing Matters.

Imlay City—J. S. Marshall has retired from the Marshall Lumber Co.

Fremont—Ryerson & Anderson have embarked in the manufacture of cigars.

Grand Ledge—The Grand Ledge Sewer Pipe Co. has resumed operations for the season.

Portland—The Portland Manufacturing Co. has decided to embark in the manufacture of laundry cases.

Sturgis—T. Berridge & Son have decided to manufacture domestic shears, in addition to the tinner's shears now made by them.

Baldwin—Stiles Bros. are putting in a portable sawmill north of town on the C. & W. M., which will cut up a tract of timber owned by the firm.

Portland—Edgar Mayette has removed to this place from Rochester for the purpose of engaging in the manufacture of laundry and fruit baskets.

Sparta—The Sparta cheese factory has a new maker this season in the person of F. Monosmith, who was employed in the Kent City factory last season.

Saginaw—The American Potato Flour Co. now has its plant in operation. It has about 15,000 bushels of potatoes on hand, and expects to begin buying more in about two weeks.

Bay Port—The lime plant at the Bay Port quarries, which was destroyed by fire some time ago, has been entirely rebuilt, and is in operation. The output is about 750 bushels a day.

Eaton Rapids—There is some prospect of the reorganization of the Eaton Rapids Butter and Cheese Association. Milton F. Jordan, of Hastings, is endeavoring to make an arrangement whereby the business may be taken into an organization that controls a number of factories in this part of the State.

Saginaw—Bliss & Van Auken will soon begin their lumbering operations in the vicinity of Vienna, Montmorency county, which when completed will clean up their pine in that vicinity.

Alpena—The Minor Lumber Co. has decided to place its mill on the market. The machinery, buildings, grounds, docks, and all property connected with the plant are offered for sale at \$10,000.

Elk Rapids—H. B. Lewis has been elected Vice-President of the Elk Rapids Iron Co., taking the place of the late H. H. Noble. Charles Durkee has been elected Treasurer in place of Mr. Lewis.

Millington—De Witt & Beach have sold their cheese factory to the Millington Cheese Manufacturing Co., the consideration being \$600. C. H. Cruse, of Port Huron, has been engaged as cheesemaker.

Saginaw—The stockholders of the Hemmeter Cigar Co. held a meeting last Saturday and decided to remove the factory to Detroit May 1. Another meeting will be held soon to decide on the building to be occupied.

Caledonia—W. R. Purcell, of Grand Rapids, is negotiating for the erection of a flouring mill at this place for his son, Kline Purcell. The citizens have raised a bonus of \$1,500. The mill is to be fully equipped and will cost about \$5,000.

Jackson—Judge Peck has granted a decree dissolving the Jackson Brewing & Malting Co. and appointing Sophie Eberle receiver. All of the stockholders petitioned for the decree, giving as a reason that the business can be better carried on as a private enterprise.

St. Joseph—The Chicago Lubricator Co. offers to remove here and furnish employment to forty men providing the citizens will build the concern a factory 40x40 feet in size on a piece of ground near the C. & W. M. freight house, which it will lease for ninety-nine years.

Ludington—The Danaher & Melendy Co. is daily receiving 100,000 to 150,000 feet of logs by rail. The company has put several cargoes on sale at the Chicago market this month, which have sold at about the same prices realized last fall, and sales have been made readily.

Waggish Merchants Playing Pranks. Pontiac Correspondence Detroit News.

When J. S. Stockwell, of this city, was doing business in Birmingham, the merchants organized a mutual protective society and, among other things, agreed to send out monthly statements of account to each of their customers on the last day of the month.

Recently Messrs. Stockwell and Blakeslee, another Birmingham business man, were in Detroit, and Mr. Blakeslee, finding himself short of change, borrowed 5 cents of Stockwell for street car fare. The next day he received in his mail a statement of account for the nickel. Blakeslee took the joke in good part, wrapped the nickel in a little less than 100 folds of paper, put it in a box, took it to Detroit and expressed it to the creditor, who had to pay 25 cents express charges.

A short time after that Mrs. Blakeslee left her infant child in care of Mrs. Stockwell, who had an infant about the same age, while she went to Detroit for the day. During this time the babe was fed twice.

The first of the month Mr. Blakeslee received a statement from Stockwell: "For two meals for child, at 25 cents each, 50 cents."

The 50 cents was paid, and the jokers are still the best of friends.

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

Grand Rapids Gossip

H. Kenyon has opened a meat market at 467 South Division street.

Arnold & Wilson have engaged in the meat business at 802 South Division street.

J. W. Hubble & Bro. have opened a grocery store at Manton. The Lemon & Wheeler Company furnished the stock.

Andrew Patterson has again engaged in the hardware business at Martin. Foster, Stevens & Co. furnished the stock.

Geo. H. Marzoff has added a line of groceries to his clothing, dry goods and boot and shoe stock. The Olney & Judson Grocer Co. captured the order.

J. Blanksma has embarked in the grocery business at the corner of Adams street and Kalamazoo avenue. The Olney & Judson Grocer Co. has the order for the stock.

K. Gittleman, formerly engaged in general trade at Remus, has removed to Lakeview and embarked in the grocery business. The Clark-Jewell-Wells Co. furnished the stock.

C. E. Barnes, formerly clerk for H. R. Niergarth, the Reed City general dealer, has removed to Benona and opened a grocery store. The stock was furnished by the Musselman Grocer Co.

West & Co., whose general stock and store building at Hoytville were recently destroyed by fire, have re-engaged in the grocery business. The Lemon & Wheeler Company furnished the stock.

The annual meeting of the Michigan Wholesale Grocers' Association will be held in this city Tuesday, May 9. The sessions of the convention will probably be held in the ordinary of the Morton House.

Strahan & Greulich, clothiers at 24 Monroe street, will dissolve partnership August 1. Mr. Strahan will remove to his former location, 52 West Bridge street, and Mr. Greulich will continue the clothing business at the present location under the style of Chas. W. Greulich & Co.

The Tradesman will announce, next week, the name of the successful contestant for the \$25 prize offered by the National Cash Register Co. for the best essay on "How to Successfully Conduct a Grocery Business." It will also publish the treatise which captured the prize, together with a portrait and biographical sketch of the writer.

The fact that an early morning market of considerable size has appropriated a place on Fulton street is a reminder that the matter of furnishing accommodations for such trade on the new site is a live question. It is to be deprecated that the reorganization of the Common Council occurs so late in the season, and is so slow in completion, as to hinder such enterprises as need early and careful attention.

The Tradesman heartily commends the proposed organization of retail merchants, having for its object the curtailment of unbusinesslike methods and the operations of itinerant merchants; the running of excursions at more frequent intervals and the establishment of a central bureau to influence more associations to hold conventions in this city. The movement seems likely to meet

with success, and in case the members use great care in the selection of the officers, it will probably accomplish all that could be reasonably expected by the most sanguine.

The Produce Market

Apples—Ben Davis command \$1.25@1.50 per bbl. Northern Spys command \$1.50@1.75 per bbl.

Asparagus—Louisiana stock has declined to \$1 per doz. bunches.

Beets—New, 50c per doz. bunches.

Butter—Separator creamery has declined to 16½@17c and is likely to go still lower the next few days. Dairy grades are arriving in such quantities that dealers have begun to pack for cold storage and shipment. Choice selections are to be had at 10@11c.

Cabbage—\$1.25 per doz. for Louisiana stock.

Cucumbers—Cincinnati stock, \$1.25 per doz.

Eggs—On account of the competition among shippers, the price is a trifle firmer, merchants having no difficulty in obtaining 7½c on track for all shipments. As soon as the weather becomes warmer, so that the stock begins to deteriorate, the price must, necessarily, decline.

Green Beans—\$1.50 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 10c per lb.

Maple Syrup—75c per gallon. Sugar commands 8@9c, according to quality.

Onions—Green fetch 10c per dozen bunches.

Parsnips—25c per bu.

Pieplant—Home grown has made its appearance, but will not cut any figure for several days yet, owing to its small size. Illinois stock has declined to 2c per lb.

Pineapples—\$2@2.25 per doz. The supply is ample and the quality is excellent.

Poultry—The arrivals are fair, with a steady demand that takes up about all that are offered. Hens are shown the preference in chickens, but everything offered is sold at reasonable prices, owing to the light arrival of hens.

Strawberries—Tennessee stock is coming in quart boxes, commanding \$5 per case of 24 quarts. Recent arrivals are excellent in quality, not showing the effect of storms as was the case last week. The shipping demand is coming to be an important item in the market. From this time on for some weeks the strawberry trade will be an important item in the fruit line.

Tomatoes—75c for 6 lb. basket.

Wax Beans—\$3 per bu. box.

"Worth Twice the Price of Subscription."

Kalamazoo, April 26—Having had recently considerable experience as a subscriber of the Michigan Tradesman, I do not see how any traveler in this State can afford to do without the paper.

The information contained in the department of business changes alone is worth more than twice the price of subscription. In my last number I noted the formation of a new firm and "got there" before my competitor and secured a customer. Any traveler who cannot afford to take the Tradesman should be supplied with same by his house, as it is the best possible investment the house could make.

F. S. HILLHOUSE.

Advertising Which Does Not Pay.

The business directory of Cass and Van Buren counties is now being distributed, but so long a time has elapsed since the advertising contained therein was solicited that two Cassopolis gentlemen have retired from business altogether and three firms have changed hands. Live advertisements in live newspapers never fail to give better satisfaction than the best schemes of traveling agents.

The Hardware Market.

General trade at this writing continues in about the same condition as in our report of the market last week. The disposition of the majority of the retail trade to buy with no greater freedom than has prevailed in the past is quite general. In some cases, however, where prices on certain lines of goods seem to be very low, fair orders are being placed. The weather conditions, however, in this section are very favorable for fair trade and the general feeling among the dealers warrant a good spring business. There is but little change to note in the prices ruling in the general market, as manufacturers are not disposed to make any further concessions, as prices already made approach the cost of production. The jobbing trade are pursuing the same course and are buying with a great deal of caution, as they are not disposed to take any great chances in loading up, even at very low prices. They believe, however, that the trade for spring will average better than a year ago, as conditions now existing all point in that direction.

Wire Nails—There is an active demand for wire nails, both from retailer and jobber. The country was so bare of stocks that the mills are still fully occupied in supplying such nails as are necessary to give the trade a fair assortment. Jobbers generally find this department of their business about as active as any and drafts upon their stocks have been such as to necessitate their purchasing from the manufacturers a new supply sooner than was anticipated. In this condition of things the market naturally remains firm, nails being held at \$1.40 base car loads free on board at mills. An advance of 5@10c is usually made for less than car lots. The leading manufacturers have orders sufficient to take up their output for the next month or six weeks and there is some difficulty of the trade obtaining shipment of nails as promptly as desired. In many cases an advance of 2½ or 5c is made on orders for immediate shipment.

Barbed Wire—There continues to be a fair business in barbed wire and the mills are kept very busy filling the orders on their books. In many instances a difficulty still exists in obtaining prompt shipments, as the mills are as yet not fully caught up on their spring orders. They claim, however, that by May 1 their books will be clean of all old orders and they promise from then on to give very prompt shipments. The price remains as quoted in our last report. The market for smooth wire is in the same condition governing barbed wire.

Rope—There is a noticeable improvement in the demand for rope and an increased number of enquiries are coming in to all the mills from buyers in different sections of the country. Prices, however, are not satisfactory, as there seems to be a tendency toward cutting the market in order to induce large orders. While there may be an advance during the spring, it will depend largely on the volume of business offered.

Binders' Twine—The condition of the binder twine market has undergone no change during the past two weeks. Buyers are backward about placing orders, although there is no apparent outside condition affecting the prices. The following quotations are for car load lots of twine: Sisal, 5¼c; Standard, 5¼c; Manilla, 6¼c; Pure Manilla,

6¼c. In less than car lots an advance of ½c per lb. is charged.

Window Glass—The Association of Window Glass Makers have made an advance of 5 per cent., which will take effect May 1. While orders being placed with the mills are not up to expectations, it is believed that this advance will be maintained fully, as the warm weather is near at hand when all glass factories will close down.

The Grain Market.

The wheat market has been very excited during the week, going up and down, varying 3c per bushel daily at times, according to weather and war news. While the situation is strong, the short interests seem to hold it down. However, wheat will be sold at higher prices later on. As has been stated over and over again in these letters, the laws of supply and demand will in the end make the prices. At present everything points toward stronger markets. The winter wheat crop will be short again. While Michigan, Ohio, New York, Pennsylvania, Kentucky and Tennessee will have a fair crop, Indiana, Missouri and Illinois will fall way below the average. Kansas may have a better crop than last year; still she will be below the average. The hot winds in California are damaging the crop there. However, a rain would help it again; but this is not the rainy season. Exports have been somewhat better than last year and the receipts in the Northwest have been only ordinary. The winter wheat receipts have been abnormally small. Our visible decreased only 777,000 bushels, when a decrease of 1,000,000 bushels was expected. As navigation is now open, wheat will move out more freely. And as everything has an end, so will this depressing of wheat have an end and natural laws will prevail.

We have seen several newspaper articles regarding the European war of 1877 and how wheat advanced. Now, the fact is, we had an abnormally small crop in 1876 and wheat was about \$1.25 in December, 1876, and advanced gradually to \$1.45 in April, 1877, and within a week it advanced to \$2@2.10 per bushel, where it remained until nearly harvest. The Crescent mill had to get wheat from Detroit to supply the local trade. These are the facts, and it was not the war news that advanced prices, but the scarcity of wheat in this country. The following is a comparison of the visible and the closing price of No. 2 red wheat in Detroit on April 24 of each year since 1891:

	May	July	Visible Supply
April 24 '97	\$ 94¼	\$ 82¼	37,979,000 bu.
April 24 '96	69¾	67¾	58,505,000 bu.
April 24 '95	65¼	65¼	68,625,000 bu.
April 24 '94	57¼	59¼	68,427,000 bu.
April 24 '93	70¾	73¾	74,739,000 bu.
April 24 '92	80¾	85¼	39,227,000 bu.
April 24 '91	1 11	1 04¾	22,342,000 bu.

There is virtually no change in corn. There seems to be plenty coming along to fill all cash orders. The same is true of oats. They vary at times with wheat, otherwise the trade is dull.

The receipts during the week were fair, being 40 cars of wheat, 8 cars of corn and 6 cars of oats. Millers are paying 86c for wheat. C. G. A. VOIGT.

Low Priced Mattings.

P. Steketee & Sons have added a line of mattings to retail at 10, 12½ and 15 cents per yard.

Chas. E. Olney, President of the Olney & Judson Grocer Co., leaves next week for Thompson, Conn, where he will spend the summer. His family will accompany him.

Fruits and Produce.

Better Egg Rules Needed.

From the New York Produce Review.

We think it would be a step forward to revise the egg rules of the New York Mercantile Exchange, for the purpose of encouraging business on the floor and attracting an increased trade to our city. The present rules certainly do not cover all the grades of eggs which people wish to purchase, or which are being packed and supplied by direct sale at primary points.

At this season of year the New York commission trade is being deprived of handling a large volume of cold storage graded eggs, which, we think, they might have retained had the quality been fully recognized when the demand for it had originated.

Lately we have heard bids on 'change for "cold storage packed" at prices considerably higher than were bid for Western firsts, but if such bids had been accepted it is hard to say how the inspector could have passed upon the goods, as there are no rules to govern the quality named. The highest grade now recognized by the Exchange rules—fresh gathered firsts—does not at this season afford a buyer any assurance of getting the best quality of eggs obtainable in the market, and public business is thereby restricted. Not only this, but the restriction of bids affects the tone of the market under the call; prices are settled there under less favorable conditions than might otherwise be obtained, and it becomes difficult to secure, on private sale, the relative value of true merit in quality.

There is at this season of the year a considerable local demand for storage eggs. Of late years the custom has grown rapidly of buying such on track in the West, the requirements of quality being specified in the order and made subject to approval. This often leads to dissatisfaction and rejection of goods. Many buyers would probably prefer to purchase this class of stock on the spot under an Exchange inspection if the rules governing the classification were explicit and carefully observed in awarding the proper certificate. We should certainly have a recognized grade of "cold storage extras" the requirements for which should insure the proper cases, proper fillers and proper selection of stock as to size, cleanness, freshness, etc.

We think it would also be well to establish a grade of "extra eggs," which should require the same assortment of stock as above, but giving more latitude as to cases and fillers.

Then if we had firsts to cover ungraded eggs, we should have the various qualities covered in such a way that better selection in the West would be encouraged, buyers would be more disposed to use the convenience of the Exchange in making their purchases, and values of various qualities would be more definitely and more equitably settled.

Eggs and Diamonds.

The gent from Yapville, accompanied by his lady, after gazing for some time into the dazzling array of things that glitter in a jeweler's window, entered the store.

"How d'ye do?" he said to the clerk who came forward to see what was wanted. "I seen some of the things you had in the winder and I jest thought I'd come in and see if I couldn't git something suitable in finger rings fer this lady," nodding toward his companion.

"I'm sure we can give you just what you want," smiled the clerk. "Now if you will—"

"You see," interrupted the visitor quite unconscious of what the clerk was trying to say, "this lady is my wife, but that's no sign I don't want her to have the very best that's to be had, and I've been married seven years, too. I ain't like some men in them regards, so you can trot out the finest you got in the tinshop, and me and Mary'll take a look at the shootin' match."

The clerk knew what would fit the case to a T, but he liked to have fun with his country trade, so he set out a collection of genuine diamonds sparkling like dewdrops in the morning sun, and he quadrupled the price to make the greater sensation.

Mary's big cowl-like eyes glistened almost as brightly as the gems as they flashed up into her freckled face.

"Those are something extra nice," said the clerk, shoving them out, and taking up a fine ring he added, "this one I think would be very becoming to your lady."

"What's the tax on it?" enquired Mary's husband as he watched Mary admiring it.

"Well," replied the clerk in a calculating tone, "being it's you, I'll let you have it for five hundred dollars, spot cash."

The clerk fully expected to see the rustic drop dead or have a fit or do some of the other strange things the newspapers say people do under such circumstances, but the rustic did nothing except to give a quick look at his wife, which she returned in recognition of some common interest.

"Lemme see," he said very slowly, as he took a pencil from his pocket and began figuring on an envelope, "five hundred is five hundred and none to carry; eggs at our place is six dozen for a dollar, and six times five hundred is three thousand and the basket to carry. That's three thousand dozen, ain't it?" addressing himself to his wife.

She nodded and at the same time laid down the ring carefully.

"By hokey, Mary," he went on with a good-natured horse laugh, "there ain't hens enough in our whole dog-goned county to lay a diamond ring like that in six months. Let's go somewhere else and git something else."

"Here's something cheaper," hastily put in the clerk, seeing that he was about to lose a customer, "something that will—"

"That's all right, young feller," interrupted the gent from Yapville, "but Mary's my wife, and if she don't git the best, she don't git none at all, and that's the kind of a lady she is, ain't you, Mary?"

Which must have been true, for Mary hastened to assure the clerk that she was just what her husband said she was.

Success is not always to be considered from the standpoint of wealth. A man who has the respect and confidence of his townspeople, gained by strictly honest dealings, and who is foremost in every movement calculated to benefit his fellows and the locality in which his lot is cast, is infinitely more successful than he who has acquired only wealth.

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.

Get Our Prices



On ANY Vegetables or Fruits, such as Strawberries, Radishes, Onions, Spinach, Lettuce, Cucumbers, Tomatoes, Sweet Potatoes, Oranges, Lemons, Figs, Bananas.

STILES & PHILLIPS,

Both Telephones 10.

9 NORTH IONIA ST., GRAND RAPIDS.

Extra Fancy Pineapples

Onions, Spinach, Radishes, Lettuce, Cucumbers, Tomatoes, Strawberries, Oranges, Lemons, Fancy Honey.

BUNTING & CO.,

20 & 22 OTTAWA STREET,

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Strawberries

Radishes, Spinach, Cauliflower, Green Onions, Cucumbers, Tomatoes, Sweet Potatoes, Bermuda Onions, Lemons, Oranges, Bananas, Asparagus, Lettuce, Beets, Vegetable Oysters, Etc.

ALLERTON & HAGGSTROM, Jobbers,

Both Telephones 1248.

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Seeds

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

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

GARDEN SEEDS IN BULK.

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

SEEDS

CLOVER AND TIMOTHY.

All kinds of FIELD AND GARDEN SEEDS. Correspondence solicited. Your order will follow, we feel sure.

BEACH, COOK & CO.,

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

SEEDS

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

MOSELEY BROS.,

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

The Vinkemulder Company,

JOBBER OF

Fruits and Produce

MANUFACTURER OF

"Absolute" Pure Ground Spices, Baking Powder, Etc.

We will continue to put up Baking Powder under special or private labels, and on which we will name very low prices, in quantities.

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

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

THE VINKEMULDER COMPANY,

Successor to Michigan Spice Co.,

Citizens Phone 555.

418-420 E. DIVISION ST., GRAND RAPIDS.

GOTHAM GOSSIP.

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

Special Correspondence.

New York, April 24—The cold wave the other night was really a "hummer." There was ice as thick as ordinary window glass and the wailings that come from Maryland and Delaware seem to have some foundation in fact. Tomatoes and peaches must certainly be injured and the usual yearly yarns are discounted this time by genuine damage. It may not be as bad as reported, but it is bad enough. Still, it will not do to buy futures on the "freeze." The country is too big.

We have still more evidence this week that the stranger is within our gates and we are "taking him in." The Grant monument ceremonies are bringing carloads of visitors from all sections and many of these are men who are coming to buy and who have, some of them, not been here in person for many years. The reduced rates that the railroads have made bring many old buyers and sellers together, and the volume of business that is going forward in many of our large jobbing stores must be very satisfactory.

The volume of trade in the coffee line is not altogether satisfactory and jobbers are purchasing in a very conservative manner. Prices are shaky on the basis of 7 3/4 c for spot No. 7 Rio. The aggregate amount in store and afloat is 692,567 bags—an enormous quantity—almost double that of last year, when it was 370,442 bags. Mild coffees are seemingly in sympathy with Brazil sorts and lack animation, good Cucuta being nominal at 14 1/4 c. Roasted coffee has taken another drop and now sells at 10 1/2 c. Who is so poor he cannot drink real coffee?

A fair demand has prevailed for Pingsueys teas and Foochow Oolongs have also made a fair record, mostly, however, for low grades. The general market upon the whole is steady and indications point to a satisfactory volume of business in the future.

Refiners have apparently stopped buying raw sugars entirely at the rate quoted by sellers—3 1/4 c for 96 deg. test centrifugal. They have stocks amply sufficient for present wants and, as a result, the storehouses are being filled. At the four ports 423,000 tons are held, against 388,000 tons last year. Refined show no change in quotations. The demand is extremely light and refiners are gradually accumulating supplies. Foreign sorts are moving in a moderate way, with prices steady.

Some recent sales of rice were of an extensive character and for the moment trading has become slow. Prices are practically unchanged. There is an attractive assortment of domestic rice at this point just now. Foreign supply is about the usual amount—not excessive, certainly.

Transactions in spices have been of the fewest and smallest in value for some time. Everybody seems to have enough to last for months and the whole market is absolutely devoid of interest. Prices remain unchanged.

Molasses worth 9@12c is said to be moving with comparative freedom. Better sorts are indifferent and buyers seem to show no anxiety at all as to the future. The situation in the flooded districts is watched with a good deal of interest and, upon the whole, the chances are that molasses bought now will not be a bad bargain.

Syrups, in sympathy with molasses, are somewhat lacking in activity, although a few good sales have been reported. Most of the stock going out, however, as is also the case with molasses, is of the cheaper varieties. Fair to good sugar syrups are quotable at 11@15c.

Canned tomatoes display more activity and, taking the market as a whole, there is a better feeling. Prices do not show any appreciable advance, or even such a tendency as yet; but the outlook is for something better further on. At any rate, we seem to have touched bottom and this is something after the de-

pression so long chronicled. Still, there are bargains floating around in almost everything.

Dried fruits are dull and nothing on the list shows much change.

Supplies of butter are light. The demand is good and a firm market prevails. Best separator is held at 17c. The demand is really so good that it can hardly be filled and it seems inevitable that we shall soon see an advance. It will not last long, however, as warmer weather must send us a greater supply.

The market for new cheese is dull and the situation is not very encouraging at the moment. Arrivals are not extremely large, but sufficient. Not much doing in the way of export.

Eggs are firmer, with best Western strong at 10@10 1/2 c. Arrivals are moderate and the situation is more encouraging.

Red kidney beans are very strong and are selling at \$1.60. Arrivals are light and the general position is one of a good deal of strength. Choice marrow, \$1.10; pea, 85@90c.

Lard, prime \$4.40; mess pork, \$9; family beef, \$9.50; beef hams, \$19.50. Market fairly steady.

Doesn't Like Ducks.

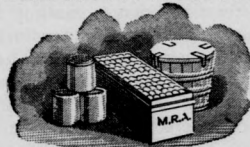
From the Topeka State Capital.

Senator Forney, of the Kansas State Senate, has a young daughter who tells why her father introduced so many freak bills in the Senate. "Whenever pa ran up against anything he didn't like," she says, "he would come home and write a bill against it. There is one of his railroad bills, for instance. We drove to town to church one night and there was a freight train on the crossing, and it kept us there for twenty minutes. It annoyed pa dreadfully, and he went home and wrote that bill to prohibit trains from obstructing crossings more than five minutes. Then, one night, somebody stole all our chickens. The next day pa wrote his chicken bill. But you will notice that the bill doesn't protect ducks. It says 'except ducks.' Pa don't like ducks. And he said if anybody wanted to steal them it was all right—the ducks was punishment enough. Whenever pa sat down to write a bill, we always knew that something had happened to him."

Did Not Know the Nature of Apples.

A gentleman in Buenos Ayres determined to make a trial importation of apples from the United States, but as a speculation it has met with failure. He had the fruit packed according to his own ideas of how it should be done in order to remain good during the trying voyage. They were shipped, and the steamer arrived after many weeks. When he managed to penetrate the ship's hold, where they were and broke open a barrel, it contained only a little "cider" in the bottom. He opened ten barrels, and all were the same. He had them packed in air-tight barrels, and they had been put away down at the bottom of the hold, and this was the result. The original cost of the apples was 70 cents per barrel.

Telephones are in common use on Swedish farms, and even in Finland. A traveler calls at a farmhouse, and if his language is not understood he rings up an interpreter. In Augusta county, Va., a complete system of cheap telephones has been introduced, reaching to farms as well as villages.



.. EGGS ..

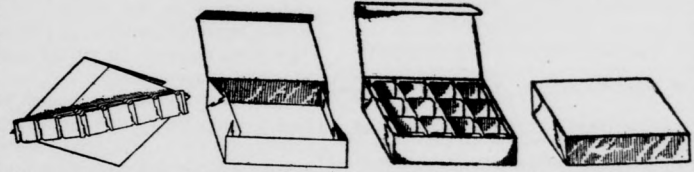
Bought on track at point of shipment. Write for prices.

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

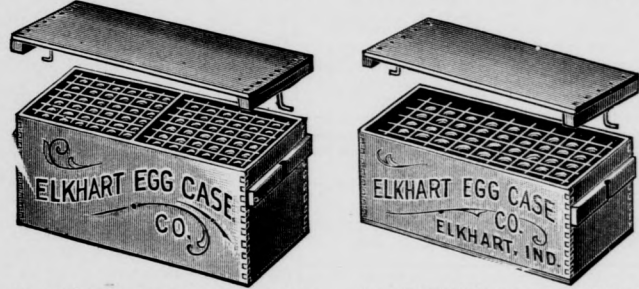
ELKHART EGG CASE CO., Elkhart, Ind.

Manufacturers of EGG CASES AND FILLERS,

Are placing on the market a Grocers' Delivery Case.

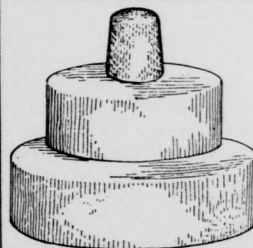


This case, being shipped folded flat, goes at low freight rate, and occupies little room on counter. Contains a complete filler, carries eggs safely. Will be printed with your "ad." free when ordered in thousand lots. Price \$1.0 per thousand. Can be returned and used many times.



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

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



R. Hirt, Jr.

Manufacturer and dealer in all kinds of Cheese. Wholesale and Commission Butter, Eggs, Fruit and Produce.

Market St., Detroit.

Our Specialty

Mark your next shipment of Butter and Eggs to us.

Harris & Frutchey,
60 West Woodbridge St., Detroit.

Miller & Teasdale
Fruit and Produce Brokers.

BEANS OUR SPECIALTY POTATOES

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

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

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.

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Devoted to the Best Interests of Business Men

Published at the New Blodgett Building,
Grand Rapids, by the

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ONE DOLLAR A Year, Payable in Advance.

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - - APRIL 28, 1897.

GENERAL TRADE SITUATION.

While prices in many lines have continued their tendency in the wrong direction, there is yet an improvement in trade conditions. This improvement is manifest in increased wholesale activity at many of the important centers, in a decidedly better feeling in the woolen trade and in continued activity in the foreign trade movement. Notwithstanding the beginning of gold export, the financial outlook is most favorable. The balance of trade is still well maintained in our favor and the movement of gold is only because the Old World wishes to borrow and is willing to pay enough to make it profitable for us to lend; so that, so far from indicating any unfavorable tendencies, the movement means the profitable employment of some of the unnecessary millions which have lain idle in our treasuries. The effects of the war scare, which were only apparent in the boom in the wheat market and in a short break in stocks, to be followed by a prompt recovery, have about subsided, on the conviction that Turkish success will soon terminate hostilities. While the sharp speculative advance in wheat and other cereals is followed by a considerable reaction, there is yet a general feeling that the decline in wheat will not soon be so low a point as before the recent advance, as that cereal is certainly scarce in the world's supply.

Cotton still shows a slight upward movement, sufficiently accounted for by the floods and the Eastern situation. Sheetings have advanced slightly, but the general demand still continues unsatisfactory.

Woolen movement continues active for the season, but the tariff uncertainty is an important element in the movement of its manufactures.

The iron movement is still downward as to prices but in many lines there is constantly increasing activity. The demand for structural forms is decidedly better; 15,000 tons of rails were sold during the week by Eastern mills, wire and nails are in strong demand and unchanged, and wire rods cannot be supplied fast enough, and several more works have resumed making black sheets for tinning. The fact that the production, including work on enormous orders placed when the various pools collapsed, is now quite near the

maximum is often forgotten, because the demand does not yet reach the capacity of works, so that prices are still depressed. Although no season contracts for ore have yet been made, very low prices are expected.

In leather and shoes there is yet a sharp contest on the subject of prices, with a tendency to favor buyers in both. The disagreement on prices still tends to lessen movement.

Bank clearings were reduced to only \$934,000,000, partly on account of the Easter season. Failures were 216, against 195 for the preceding week.

RAILWAY LEGISLATION.

The work of the present Legislature has now so far progressed that predictions as to what is to be accomplished in the way of radical legislation may be based on the action of committees, the attitude of the two Houses and the results of attempts to secure attention to the various schemes projected. While there is the uncertainty dependent upon the proneness of the different bodies to take almost any erratic action under the stimulus from sudden outbreaks of impassioned eloquence, there is little danger, or hope, that any such movements will result in completed measures.

At the beginning of the session the Tradesman took occasion to prophesy that none of the popular promises of the incoming administration would be carried out. This belief was based upon the theory, which has been substantiated, that no consistent political efforts would be made to secure the success of such measures—that they would simply be blindly presented and urged for popular effect and then be left to perish in the committees or Houses. In the prosecution of his schemes of corporation reform the Executive has apparently not attempted to secure any co-operation, except from his representatives in the presentation of his "reform" bills. These have usually come to grief in the committees, or have been reported, although adversely, that they might appear in one of the Houses out of respect to the Governor. There seems to be no probability that any one of them will receive the sanction of either House.

One of the results of the agitation as to railway tariffs was the appointment of a committee to investigate and report upon the subject. The result of this report was a confirmation of the protestation of the roads that, in present conditions of the transportation question, there could be no material reductions in rates without financial disaster. This was a fact patent to any who had given the subject careful study, who was familiar with railway earnings in a mileage much greater than is warranted by the requirements of the State.

In the matter of securing a juster taxation of railway property there was displayed the same pig-headed fatuity. Without any effort at securing co-operative action, the measure of local taxation was strenuously urged. This was the only thing to be considered, and in its consideration the opportunity to secure an increase in the specific taxation of the roads is lost.

Taking it altogether, the present administration is most remarkable in the vast promises of radical economic changes with which it was inaugurated, but it bids fair to distinguish itself to a greater extent than any of its predecessors by the things it did not do.

A man's opinion of himself is good as far as it goes; but when others will not accept it the opinion does not go far.

MORE PRACTICAL EDUCATION.

Some sixteen years ago a philanthropist established in the city of New York a school which had at the time no counterpart in this country. It was a school in which young men who were forced to labor for a living might spend their hours at night in learning some useful trade. Since the school was first established more than five thousand young men have learned trades which have enabled them to make a comfortable living! While other kinds of schools are desirable, of course, these trades schools and technological schools are an absolute necessity and are becoming more and more so every year, if that can be said of an absolute necessity. At least, the necessity is felt year by year by more people.

Among the tens of thousands of idle men in the United States to-day, the majority, it will doubtless be found, are men without any special fitness for any one kind of work—men, old and young, who have grown up without a trade or a profession. Some of them were taken from common schools early and became, simply, general utility men, a kind of jack-of-all-trades and good at none, while others had no educational advantages whatever in youth. There is not a community in the land but contains scores of these people who are hunting any sort of a job without having special fitness for anything. As competition for a living grows keener this class becomes more helpless and burdensome, and unless the states, or good philanthropists, or enterprising communities furnish the youth of the land the facilities for learning some useful trade, this totally unequipped class, for the serious duties of life, must necessarily grow larger and larger.

The public school system of the various states must eventually become eclectic, with courses of manual training by which the poorer youth of the land who will be compelled to work their own way can be turned out of school ready to offer as skilled workmen in some trade or occupation. To-day the curriculum in the public schools could be advantageously sifted of one-half of the studies required, and in which the merest smattering of utterly worthless instruction is acquired, and the time be devoted to practical and manual training. The sooner this reform in the public school system is instituted the better for the country. The complete course in the public schools of the cities of this and other states is long enough for any boy or girl not only to acquire a fair English education, but a useful trade also. But what do they acquire now? This is an important matter for the careful consideration of school boards.

Americans who are going abroad this season will rejoice to know that the American system of checking the baggage of travelers has been adopted for the benefit of American tourists by several European railroad companies. Hereafter all baggage passing through London or Paris from any point in the United States may be checked through to almost any point in Europe. The traveler who was formerly annoyed by being compelled to pick his trunks out of a pile of baggage, and then fee a porter to rescue them for him, may now forget that he has trunks and find them at his hotel. The London and Northwestern Railroad was the first to make the change, and other railways have followed the example.

That Michigan is not the only State whose economic interests are threatened by attempts at erratic legislation is evidenced by some of the propositions which have received consideration at the hands of the New York Legislature. One of the most ridiculous of these measures passed the Senate after ten minutes' debate, providing for a special tax on large accumulations of property, the rate increasing with the magnitude of the wealth, so that the large estates would be obliged to pay 10 to 15 per cent. Of course, such action would only result in driving such capital out of the State as fast as it could be transferred. Another proposition was a gigantic scheme of pauperization in which it was proposed to pay to parents of children under 16 years of age, who might be put into some charitable institution, the sum of \$104 per year for the support of each such child. These are only samples of what has been attempted by the "Albany Solons," who probably would dispute the palm for idiocy with the lawmakers of any other State.

The friends of the Torrey bankruptcy bill are not pleased that a substitute has been taken up by the Senate and passed by a vote of 49 to 8. The new measure, known as the Nelson bill, is intended primarily to provide for voluntary bankruptcy. Under its provisions any debtor other than a corporation may go into voluntary liquidation in case of an indebtedness of \$200 or over, surrendering such property as may not be exempt by existing laws. There are also provisions for involuntary liquidation when the indebtedness exceeds \$500. Provisions are also made to render preferences void which may be given within four months of the filing of petition. It is not probable that the bill will pass the House, even if that body should take up other than its special work, without material modification.

The Maher-Belknap amendment to the present peddling law has been reported out by the Judiciary Committee of the Senate and laid on the table. Prompt effort is now necessary to secure favorable action in the Senate and the Tradesman urges every merchant in the State to immediately communicate with his Senator, either personally or by letter, requesting him to give the measure his endorsement and support. Unless this is done, action in the matter may be deferred until the rush incident to adjournment occurs, in which event the measure is likely to be swamped.

The New York Legislature has adjourned and the business interests of that State will breathe freely once more. No law-making body for years past exhibited a greater collection of freak bills or did more to re-establish Kansas' reputation for comparatively conservative sentiment.

Many ripe sisters feel that when Miss Phoebe Cousins was kind enough to advise them to quit trying to vote and proceed to get married she might have been considerate enough to hand out more specific directions.

It may be of some interest and importance to the Colorado Legislature, while discussing the female militia bill, to reflect that bloomers do not appear to impair the fighting ability of the Turks.

WHAT IS LIBERTY?

The modern conception of an ideal democracy involves a view of liberty, and, consequently, of government, in striking contrast with the political philosophy of the most enlightened nations of antiquity. The old Greek and Roman republics were in reality aristocracies and the governing class was comparatively small. There was no approach to universal suffrage; no actual government by the people. There seemed to be almost everywhere wanting a wide sense of human kinship to prompt a recognition of the natural equality of all men before the law—an equality such as exists between the children of one family, however they may differ in respect to intellect and character. Here and there in the pages of some of the gentler of the classic writers an exceptional suggestion of philanthropy may be discovered, but it is their rarity that excites the student's wonder. "It is well known," says Lecky, "that Phrynichus was exiled because in his 'Siege of Miletus' he had represented the triumph of barbarians over Greeks. His successor, Aeschylus, deemed it necessary to violate all dramatic probabilities by making the Persian king and courtiers continually speak of themselves as barbarians. Socrates, indeed, had proclaimed himself a citizen of the world; but Aristotle taught that Greeks owed no more duties to barbarians than to wild beasts, and another philosopher was believed to have evinced an almost excessive range of sympathy when he declared that his affections extended beyond his own State, and included the whole people of Greece."

It may be said that these references only show an absence of cosmopolitanism; but they indicate a narrowness of sympathy quite inconsistent with that sense of human brotherhood which is the first requisite for the establishment of democratic institutions. But while the masses were denied the right of self-government under the rule of the ancient republics, the individual members of the governing class enjoyed only a very limited freedom. There was no distinct recognition of inalienable personal rights in any sphere of life. It is, indeed, held now that the maintenance of social prosperity demands a partial surrender of some natural rights; but under the ancient state there was practically no reservation in the interest of individual liberty. Men talked a great deal about liberty, too, in those days; but their definition of the word would not be accepted now. Then a man considered himself free if he was a citizen of an unsubjected state, and if he was represented in the government whose laws he was compelled to observe. Liberty, as he understood it, was not dependent upon any limitation of the law-making power in the State.

The modern democracy differs from the ancient republican form of government first of all in respect to its popular basis; if it does not repose upon a suffrage that is literally universal, it undertakes to make the nearest practicable approach to manhood suffrage. In reality everybody has, or can have, a share in the government under this system, if not directly by vote, indirectly by influence. It is not suffrage, but the province of government that is limited in the ideal modern democracy. An unlimited democracy is a despotism in form, and may become a source of intolerable oppressions. Government by the people means government by the majority, and, unless constitutionally

restrained, the majority will sooner or later resort to some abuse of power. It must often be uncertain whether the majority is in the right, and it is by no means necessary that the majority should always have all that it asks for. What is really important is that the sphere of private life shall not be invaded; that government shall not enter into business competitions; that no one shall have his personal liberty denied or his individual rights ignored. A man is not free merely because his party is in the majority and can have its way to-day. There is no security for liberty where all the interests of life are subjected to the chances of politics, and, therefore, everything that can be ought to be removed beyond the power of legislation. Certain interests are manifestly public; but the line should be severely drawn, and where there is any uncertainty the individual should have the benefit of the doubt as against the government.

Such is the modern ideal; but there are those who contend that the large measure of liberty accorded under that system is incompatible with the material prosperity and comfort of the greatest number. These critics insist that personal liberty must be surrendered in order that all men may live in the enjoyment of the good things of life, free from anxiety. Their proposals, however, have not yet been favorably considered by the great majority of the people, and their whole programme is, for the present at all events, hopelessly impracticable. But if it could be made to work, men of the nobler sort would still refuse to exchange individual independence and distinction for a life of inglorious ease.

A Russian inventor, M. Karnia, has constructed an apparatus which is to enable people buried alive to communicate with the outer world, should they awake from their trance in the grave. The invention consists in the main of a button on the inside of the coffin, situated immediately over the breast of the apparently dead person. If the unfortunate comes to life and begins to breathe, the first action of the body is the expansion of the chest; this presses the button upward and an alarm bell is set going in the office of the superintendent of the cemetery, who can by means of the alarm immediately locate the grave, the occupant of which has given the signal. In the meantime, until the grave can be opened, an air-giving appliance allows breathing to the reviving victim of the trance. A telephone is also provided in the shape of a small microphone, located just above the mouth of the person buried, and any sound emitted by him can be heard by the attendant in the cemetery office as soon as the alarm bell has begun ringing. As a further addition, small electric lights in the corners of the coffin near the head, have also been thought of, and may be placed there if desired by relatives. Simultaneously with the giving of the alarm these lights would begin to glow. A patent has been given to the inventor in all seriousness, and a company has been formed to construct and sell the apparatus.

The question of a universal postage stamp, which shall be good in any part of the world, will be considered at the Postal Union Congress in Washington next month.

The consumption of soap in India only reaches the modest amount of one ounce per head annually.

REVOLUTION IN BRAZIL.

Although but little information reaches the outside world on the subject, it is, nevertheless, a fact that a serious insurrectionary movement is in progress in Brazil. The affair has not yet assumed the dignity of a civil war; but, unless the government proves more successful in the near future in suppressing the disturbance than it has hitherto, the trouble will spread to all parts of the republic.

The insurrection started, some months ago, in the province of Bahia, in the shape of a fanatical outbreak of supposed religious zealots. These so-called fanatics intrenched themselves in ravines, and defeated first the police, and afterwards bodies of troops sent to dislodge and disperse them. The leader of the fanatics, a man described as possessing great physical strength and eloquence, has gradually gathered around him many thousands of followers, and in some way he appears to have acquired the means of arming and provisioning his forces.

The Brazilian government has on two occasions sent quite a considerable force of regular troops against the rebels, and both times the troops were cut to pieces. The fanatics appear to be possessed of no small strategical ability and do not seem to have experienced any difficulty in disposing of the soldiers. Encouraged by success, the revolt has extended beyond the boundaries of the province of Bahia, and there are not wanting signs that the entire republic will soon become affected.

Recently the revolt has assumed the appearance of a deep-laid movement to restore the old monarchy. The fanatics now openly use the old imperial flag, and it is believed that the leader, who has so shrewdly played the role of a religious fanatic, is a trusted agent of the Conde d'Eu, the son-in-law of the old Emperor Dom Pedro and husband of his daughter and successor.

The monarchical party in Brazil is by no means an insignificant factor. It includes to a very large extent the men of wealth, and many of the ablest public men also belong, some secretly, others openly, to the reactionary party. The rebellion of Admiral de Mello and the gallant, but unfortunate, Saldana da Gama was undoubtedly in the interest of the restoration of the monarchy, and, although the movement failed, this reverse by no means discouraged the enemies of the republic. The present President of Brazil is even suspected, no doubt unjustly, of more or less sympathy with the monarchists.

An attempt is apparently being made to prevent the publication of news concerning the rebellion in the large cities of Brazil, as the government undoubtedly fears that the masses of the people may still lean towards the old regime and desire its return. The country has not prospered under the republic, and this fact has fostered discontent and prepared the way for a reactionary movement.

THE BEET SUGAR INDUSTRY.

The demand for sugar-beet seed reported at Washington, from various parts of the country, and the numerous satisfactory reports of experiments made in different states with sugar beets, indicate that great interest is being taken in the development of the beet-sugar industry. The Government has encouraged this movement in every way, by importing the very best seed for experimental purposes, and by disseminating

as widely as possible useful information on beet cultivation.

It is known that at the present time several factories for the manufacture of beets into sugar are being erected in the West, and there is not the smallest doubt that many more factories will be at once erected should the sugar schedule of the Dingley bill become law. Nearly all the Western States are capable of producing beet sugar in large amounts, and the farmers of those states are very anxious to embark in the industry, but are deterred from doing so owing to the absence of the factories to which the beets could be sold for manufacture into sugar.

The low prices which have been secured for grain in recent years have urged the farmers of the West to cast about for means of diversifying their crops. Sugar beets hold out the promise of a profitable crop to supplement the grain industry. With the necessary factories at hand, growers of beets in the West would have a prompt and cheap market in their immediate neighborhood, and they could dispose of their beets at the door of the factory without the expense and annoyance of shipping their produce to distant markets, the carrying charges eating up a great share of the profits.

Should the Dingley bill pass, or at least the sugar schedule of that bill, the Tradesman believes that capital would promptly be forthcoming for the erection of the necessary factories. The protection that the measure would afford sugar would only warrant the investment of large capital in developing the beet-sugar industry. The farmers themselves might and should become shareholders in the factories, as is the custom in Germany, as in that way the factories would be assured of a reliable supply of beets, and the farmers would also share in the profits of manufacture, as well as in the sale of the crop.

The overland telegraph line which connects England with her great Indian empire passes through Persia, and has recently been subjected to an interruption of a quite serious character, due to the fanaticism of the populace. It seems that there has been a terrible drought, which the subjects of the Shah, instead of attributing to providence, ascribed, on the contrary, to the telegraph poles, and, above all, to the posts and signs of the survey department of the company. Accordingly all the obnoxious poles, wires and survey signs were destroyed by a priest-led mob. Strangely enough, heavy rain fell immediately afterward; and now, in spite of the severe punishment inflicted by the Tehetran government upon the ringleaders, the masses of the population through Persia are firmly convinced that telegraph and survey posts are productive of drought and inventions of the devil.

History is a great repeater. In his message to the Congress of the United States, Dec. 7, 1824, President Monroe said, "The only wars which now exist are those between Turkey and Greece in Europe, and between Spain and the new governments, our neighbors, in this country. In both these wars the cause of independence, of liberty, of humanity, continue to prevail. The success of Greece, when the relative population of the contending armies is considered, commands our admiration and applause. The feeling of the whole civilized world is excited to a high degree in their favor."

Criticism of One Phase of Modern Business Tactics.

Written for the TRADESMAN.

A writer in a certain trade paper, while discussing the qualifications of a salesman, puts forth some ideas that do not seem to harmonize with the generally accepted portraiture of the ideal merchant. They rather tend to conflict with the worthy precepts inculcated by trade journals that insist upon strict moral principle as the safest guide in the conduct of all kinds of legitimate business.

The writer proceeds to compare two kinds of talent exhibited by salesmen. He belittles the first as hardly worthy of the name, because exercised in lines of goods of prime necessity and so commonly in demand that any amateur may succeed in making large and satisfactory sales. In extolling the other kind, he uses the following language: "A prosperous merchant once said, 'Anybody can sell a man what he wants, but it takes a salesman to induce a man to buy what he doesn't want. I have often been compelled,' he continues, 'to buy an article for which I had no need, on account of the very alluring way in which the qualifications, uses and prices were put before me. Nothing but the peculiar charm of the solicitation made me buy, and frequently I never had any to use for the articles, but gave them away a friend or acquaintance.'"

This kind of selling evidently refers to retail trade, and no doubt accurately describes the experience of thousands who thoughtlessly linger in the neighborhood of that first-class seductive salesman, whose hypnotic talent is so enthusiastically praised; but it may also include others who deal in larger quantities, as many can truly testify. In the earlier part of my commercial career I found this special talent displayed by a few salesmen employed in wholesale houses—often to my sore regret and financial loss. Yet I never was disposed to admire the skill that bereft me temporarily of what little judgment I then possessed. If I remember rightly, a feeling of repulsion towards those particular salesmen began to grow within me, and whenever possible I managed to dispense with their services; or, if obliged to accept them, it was with a ten-mule power of resistance that I suffered them to enlarge on the merits of goods they assured me were the quickest sellers and surest profit-winners. While all the time feeling satisfied that I knew pretty well the needs of my local trade, there was still a possibility of my judgment being overborne by their unctuous persistence in urging me to order goods not in the line of my experience. One such employe proved such an annoyance as a waster of time and patience that I was obliged to leave the firm entirely. It was a common thing, in those days, for the head of a firm, after cordially shaking my hand and extending the courtesies of the office, to call a certain salesman and, turning me over to his tender (?) mercies, say: "Show Mr. Meek through the house, and sell him \$500 worth of goods if you can!" That is how I was more than once "led as a lamb to the slaughter" until judgment had time to emerge from its chrysalis condition, and my optic molars to cut their way through the alveolar process to complete maturity.

It must not be inferred that I charge the salesman spoken of with securing orders by actual misrepresentation. Nor does the writer whom I take the liberty

to criticise, in his approbation of such shrewd methods to overcome the hesitation or scruples of a buyer, justify in the least dishonest practices. The thought suggested to one who reads his article is that he takes an uncommercial view of what should be the mutual relation of buyer and seller in all business transactions, if the ethics that once governed exchange of values still remain in force. Unexplained, his description of the successful salesman might well tickle the fancy of an inveterate horse trader, whose talent is usually exercised in the same direction.

It is true that diplomacy is an honorable and useful factor in both retail and wholesale trade. But there is more than one kind of diplomacy. The kind approved in the quotation given may, without encroaching on the buyer's legal rights, prove damaging to his interests, and its use as a commercial auxiliary by the seller result in loss of future profit. Unless inspired by the Golden Rule of Equity, sales conducted by this style of diplomacy are but confidence games, less the criminality. If one believes in honestly representing his goods to a buyer, even to the point of showing up defects that would not otherwise be noticed and making a price to correspond, how can he reconcile with that belief a practice that loads up an ignorant buyer with goods that, not being needed nor suited to his trade, are dear at any price?

In many lines of retail trade the customer depends almost entirely on the merchant's judgment, not only as to the quality of goods, but also as to their fitness to the buyer's needs. He cannot, therefore, justify that confidence if he knowingly induces his customer to purchase articles he does not need, even although it may add to his reputation as a successful salesman. Yet this is often done without scruple, under the impulse of modern competition. There are few druggists who have not at some time been overpersuaded to stock up on proprietary goods by the seductive statements and promises of advertising helps made by distributing agents. Their motives in pursuing such methods may be praiseworthy, and their faith in the merits of the goods may be genuine; but their victims seldom respond to repeated calls for orders unless some lucky turn of local demand justifies the original investment.

In discussing the ethics that should govern business methods, writers on trade topics cannot be too careful in avoiding language that tends to incite unwholesome or unprofitable emulation among the eager aspirants for pre-eminence in the commercial activities of the present age. PETER C. MEEK.

The managers of a Massachusetts watch factory propose to replace high-priced men, in what has hitherto been an exclusive employment, with low-priced women. The finishing work in a watch factory is said to be a trade secret, and the possessors of the secret are forbidden by their trades union rules to teach the process to women. Some one has, however, been teaching women secretly at the factory. For a number of weeks past several girls have been employed in what has been known as the "emergency-room," which has been shut off from view. A number of finishers were taken from the main room and put to work there, in order that the girls might observe exactly how the work was done. It is stated that there is only one woman finisher in this country, and she learned the secret from her father in Switzerland. Women are well adapted for the work, and it will be only a short time before they will become expert finishers.



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.

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.

THE TOUCH OF MIDAS.

Large Fortunes Made in the Most Out-of-the-Way Places.

Cyrus C. Adams in New York Sun.

It has often been said that a man like the late Jay Gould would find some way to make money even in the middle of the Sahara Desert. Here and there, in out-of-the-way places that many of us never heard of, men are to-day making fortunes, simply because they have the money-making instinct and can see opportunities to acquire property where the ordinary man would think it hard scabbling to keep the wolf from the door. The illustrations of this fact that are given below are proof that the right sort of man can make money anywhere, because he is keen enough to see the particular opportunities which his environment affords.

The story of the accumulation of wealth in some of the almost unknown corners of the earth through the recent effort of sharp, far-sighted men is almost as marvelous as the growth of the late Cornelius Vanderbilt's fortune. Twenty-seven years ago a young physician named Mathieu Auguste Bibeiro landed on the little island of St. Thomas, not far from the African coast, in the Gulf of Guinea. Before he left the medical school in Portugal he had decided that the ranks of his profession were overcrowded at home, and he chose this island as a place without a physician where he might build up a good practice among the natives. So he landed there in 1870, with money enough to buy a mule and to keep him in food for about three months. He had left his wife and baby at home, for he wanted to be sure of success before taking his family so far away. He began traveling on his mule through the valleys and among the mountains, healing the sick, and soon he had a lucrative practice.

He was the first to recognize the astonishing fertility of the soil of this island. He had the perspicacity to see that, in point of light, of humidity and of heat, it had a great advantage over any other island along the coast of West Africa for the cultivation of the cocoa tree. This is the low tree whose seeds constitute the cocoa beans of commerce, from which chocolate and cocoa are made, and, although it was cultivated extensively in the West Indies, Mexico and Peru long before Columbus discovered the Western World, it had never occurred to anyone that the conditions for growing this most lucrative crop were more perfect in the island of St. Thomas, West Africa, than in most regions where the tree is grown. This fact was the discovery of the struggling young physician and it made him a rich man. He kept his valuable knowledge to himself until his operations became so extensive that all the world could see what he was doing. Day and night for years he was off on his mule, visiting the sick, and after he had removed his family to the island, every cent that he could save went into the purchase of land. Land was cheap, and in a few

years he was the owner of various tracts, that aggregated a large area. As fast as he bought land he hired natives to set out the young plants, that he raised in nursery grounds until they were about fifteen inches high. He took part in this work himself, and his wife also assisted him in setting out plants. People looked on and wondered, and it never seemed to occur to them that Dr. Bibeiro had found in the island of St. Thomas just the conditions of rich, well-watered soil, humid atmosphere, freedom from cold winds, and protection from violent storms that are essential for the successful cultivation of the cocoa tree. They did not begin to wake up until he began to market his product, and then they saw that he had another form of gold mine and began to go into cocoa raising themselves.

It was four years after his plants were set out before the trees began to bear at all, and it was eight years before they attained full productive vigor, and all these years the doctor and his family were living almost in poverty, turning all the money he could earn into more acres, more plants, and the care of them. He could not borrow money on any security he could offer, for nobody shared his enthusiasm nor had much faith in his experiment. His work, therefore, was limited by the capital he could raise as he went along, but when he began to send the finest of cocoa beans to market, development was more rapid. In 1888 Dr. Bibeiro, eighteen years after he had landed on an obscure island which many Portuguese had never heard of, although it belonged to their country, was already regarded at home as a very rich man, and he had been made so by the products of his plantations. Although still a young man, he decided in that year to retire from business and return to Portugal with his family; so he sold all his property to the Banco Ultramarino for \$1,400,000 and returned home worth considerably over two millions. After nine more years of cultivation and development the plantations he disposed of are now valued at \$2,400,000.

This young man found what an island was good for, and there was a fortune in the discovery. It was easy enough for others to follow in the path he made; and it is really due to Dr. Bibeiro that this African island to-day has the aspect of one great plantation on which labor is richly remunerated. Sixty thousand persons live on the little island; even 1,000 Chinese have heard of it and gone there to live, and it is the home of 5,000 whites. The plant that has given the island its greatest prosperity should not be confounded with the cocoanut palm, which is another thing entirely.

Thirty-five years ago a poor German lad named Carlos Schmidt emigrated to South America and settled not far from Santos in Brazil. It was not long before it occurred to him that coffee was in large demand all over the civilized world and that a very good article was being raised in Brazil. He decided to give his life to coffee-raising. Land was cheap, and in the course of years

he enlarged the bounds of the few modest acres with which he began business, until to-day he owns what is said to be the second largest coffee plantation in the world. He has 1,800,000 coffee trees in bearing on 9,785 acres of land, upon which he gives constant employment to 1,500 laborers. His plantation, with all the improvements in the way of houses, stores, bakeries, and so on, is said to be worth over \$3,000,000. The few hundred dollars with which he started to make his fortune in that far-away land has been nurtured with splendid results. Still, this is the very land from which Canadians have recently been assisted to return, as they could not make a living there. The truth is that they went to Brazil without knowing the conditions before them or how to meet them, and they failed as a matter of course. When men cannot get along well in a new country it is not always the fault of the country.

In the middle of this century the leading zoologists who had given attention to the subject declared that the domestication of the ostrich was a Utopian idea. As late as 1861 the well-known naturalist of France, M. Isidore Geoffroy Saint Hilaire, declared that if the domestication of the ostrich was not absolutely impossible, it would at least be a matter of extreme difficulty, and in a commercial sense could never be practicable. In his opinion their young could not be raised in a state of captivity. If this were true, it simply meant the extermination of the ostrich in a few decades more. The great demand for ostrich feathers was supplied wholly from wild birds, whose plumage was obtained only by sacrificing the lives of the animals. The ostrich was already extinct in about half of his former habitat in Africa. A little later, however, Dr. Gosse, a member of the Societe d'Acclimation of Paris, wrote a pamphlet controverting the idea that the ostrich could not be domesticated, and about the same time a brood of ostriches was reared in the city of Algiers.

This pamphlet and the news of the probable success of the experiment in Algiers came into the possession of two farmers in Cape Colony, one of whom was Mr. MacKinnear, who came to be known as the chief promoter of the domestication of ostriches in South Africa. In 1864 these two farmers placed two ostriches in an inclosure and began the experiment. The following year they had eighty ostriches in captivity, including a large proportion of young. This was the beginning of ostrich farming, and these two farmers were benefactors of their race and of South Africa, because they had discovered a new industry, which was destined to play a most important part in the commerce of a vast region. A constantly increasing area of South Africa that is not well-adapted to any other form of industry is being devoted to this profitable business. Ostrich farming was greatly stimulated by the invention by Mr. Douglas of an incubator, which has proved a perfect success. With the use of this egg-hatching appliance Mr. Douglas in ten years increased his orig-

inal flock of eleven birds to 900. This useful animal is no longer in danger of extermination; the feathers now come mostly from domesticated birds that are not killed to procure their plumage, and, in 1895, the latest statistics at hand, \$6,000,000 worth of feathers, from 350,000 birds, were sent abroad from the ostrich farms of Cape Colony.

The other day the writer received a letter from a former newspaper employe in New York City, whose name he is not at liberty to mention. He had just arrived in the Caroline Island group of the Pacific, where he will probably spend the rest of his days; and if all the facts that took him there were told they would make a romantic story. It is enough to say that over thirty years ago his uncle, a common sailor before the mast, while the vessel on which he served was at the Carolines, decided that there was a fine chance to make money by preparing copra, the standard article of commerce from which cocoanut oil is made, and by supplying what the natives wanted of foreign manufactures. As soon as he could he returned to the islands with a few hundred dollars' worth of trade goods, and from that day to this he has never seen America, although his business has taken him, now and then, to Hong Kong and Australia. There are few men in the Pacific who to-day are as wealthy as this old sailor. Probably there is no other individual operator who carries on so large a business. He requires a fleet of thirty small sailing vessels in his enterprises among the little islands of this large group and foreign ports. For some time he has felt, with growing years, a desire to shift a portion of his responsibilities, and, instead of selling out, he decided to associate with himself his brother and nephew in the conduct of his affairs. This self-made American was sharp enough to recognize the main chance when he saw it among these Pacific island specks, with the natural result that he is a rich man.

Some years ago Egypt opened to trade the once fanatical city of Harrar in East Africa, which was sealed so long against all Christians. A young Frenchman named Rimbaud heard of the sort of trade goods that were wanted among the natives some ways south of that city. Although Egypt's influence did not extend beyond Harrar itself, Rimbaud had the temerity to take a large stock of knickknacks into that region, depending on his guns to insure his safety. Not even an explorer had been there before, although these Gallas were fairly well known. He got rid of his goods at an enormous profit, bringing back gold dust, feathers, and skins, and was about to return with another cargo when an accident ended his life. These things simply show that a man with a gift for money-making can make money almost anywhere.

"Dear Henry's dead, and I'm borne down
By an avalanche of care,
I must collect the life insurance,
And settle what to wear.
His pain is o'er: he's happy now;
I would not call him back—
I won't look bad as a widow, and
I look beautiful in black."
By His Beloved Helpmate.

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

As told by { The People
The Retailer
The Jobber

Write for Particulars.

JOHN H. EBELING, Green Bay, Wis.

Plea for Substitutes, if Wholesome and Honestly Sold.

Written for the TRADESMAN.

What shall we eat and drink for food? is one of the important questions which should interest every grocer in the land; and, while he should always be courteous to his competitors in business, he should invariably treat each customer as if he were his alone, even should he only purchase the value of a box of matches twice a year. Jealousy should find no place in business.

Much has been said of late about impure and adulterated foods; and many persons confound any and every innovation from standard kinds as unhealthful. It is well to pause and remember that a food or drink may differ altogether from the standard kind and yet be as harmless as water. Our present law allows the article to be kept and sold if harmless, only stipulating that it be sold under its real name. If we choose to purchase and drink roasted bran or currant bush leaves for our coffee and tea, merchants may supply the demand for them, but under their real names; they may not deceive the public by calling them coffee and tea, unless prefixed by some other name. This is honesty pure and simple. If some persons prefer them, either for their cheapness, taste or fancied healthfulness, they have a right to use them and uphold the right of their grocer in keeping them for sale.

Many persons of good judgment honestly differ in opinion regarding different foods which respectable and responsible parties are advocating the use of, and occasionally it happens that the substitute is found to be the superior. Furthermore, the matter of taste must be taken into account, as we are not all fond of the same flavors. Then, also, a poor or ordinary quality of the true food or condiment may be far more unsavory and repulsive than its substitute, if well made. Oleomargarine may be sweeter, more palatable, and better in all respects, than a poor quality of what may once have been good butter. Visit any one of the celebrated Kolsaat eating houses in Chicago and partake of his doughnuts, made—fifty bushels at a time—specially for his own boarders and customers, and the universal verdict is, "superior to any others." They were fried in cotton seed oil! We live in an age when chemistry is the handmaid of health. Now, so sweet and healthful a vegetable oil as that expressed from cotton seed cannot, in the nature of things, be worse for our food than some animal fats, even if they do possess the fame and distinction of many centuries' use.

It is the province of the grocer to keep for sale such wholesome and nutritious goods as are enquired for; and, should a majority of his customers ask for rye flour instead of wheat flour, and Postum Cereal instead of coffee, he would be foolish indeed if he did not supply them. But whatever he has for sale should be a good article of its kind—I do not say best, as it is necessary to keep more than one grade of the same goods.

In many of the smaller towns and cities we cannot purchase fresh roasted coffee, although in our larger cities we can do so. We must therefore content ourselves with the roasted bulk or package coffee, which may have been baked an indefinite time. As coffee is never so good as when freshly roasted, and as this may be done as readily and easily as with peanuts, would it not pay two or

more grocers in each village to purchase a coffee roaster, and at least one day in each week notify the public that on that day they may obtain absolutely fresh roasted and—if desired—ground coffee. Most people are aware that a certain percentage in weight is lost in roasting the berries, and would, therefore, expect to pay for that loss; but the knowledge that such dealers' coffee would not, as a rule, be more than one week from the roaster would surely be a drawing card in his favor. Already, it is generally ground for us, but we know not how long since it saw the roaster; and, while it is a fact that the longer green coffee is kept in that condition, in a dry place, the better it becomes, it is just the reverse after being roasted, as in a greater or less ratio it then deteriorates in flavor, aroma and richness. Many persons of means buy their coffee by the hundred pounds in the green state, and place it in a store-room for one or two years to "ripen." The vast improvement in its flavor and aroma would surprise even the most critical connoisseur. Coffee swells by roasting but loses in weight, gaining in the process at least 30 per cent. in bulk and losing 15 to 20 per cent. in weight. We must then expect our grocer to add a few cents a pound to the price of green coffee if he roasts it for us; the grinding is gratuitous. A light brown color, by roasting, gives by far the most agreeable aroma to coffee and is preferred by our own countrymen. If the browning process is carried too far, we have the strong black decoction of Germany and Italy. Let us plead with our grocer to invest in a roaster, and then visit him while the berries are yet warm for our week's supply of a most delicious and healthful beverage.

By the way, chocolate and cocoa—nearly identical, both being prepared from the fruit of the cocoa tree—deserve more of public approval. Containing no caffeine, the chocolate and cocoa will, as rule, prove more grateful to the stomach of the invalid than either coffee or tea. The cocoa and chocolate, being roasted fruit, if dissolved and held in solution and drunk in this condition while warm or hot, is a food beverage in universal favor in hot climates.

FRANK A. HOWIG.

He Disliked Typewriters.

A man of limited education who bought a typewriter, remarks an exchange, returned it to the maker because it couldn't spell correctly. His understanding of the machine's uses and limitations was somewhat like that of a wagon dealer in North Carolina, who sent the following pen-written letter to a manufacturer: I want you to understand, sir, that I ain't no dam fool. when I bought Wagons 8 years ago from that other agent he rote me letters in ritin. I rote you for prices on your wagons about two weeks ago and you sed in that printed letter that the factory was behind orders and you did not want to sell me on four Months time, but you wanted me to send cash with the order before the wagons would be shiped, as the prices on wagons is down rite smart since I bought one last. I would not mind Sendin the money before the wagon is shiped, but when I think of how you treated me I refuse to do it. If you had of done me rite and rote me a letter in ritin and not sent that printed letter like I was a dam fool and could not read ritin I would of bin your agent rit now. You need not bother about sendin' me any more of them kind of letters about your wagons. I don't like it and will stand such from no house. I am fifty and three years old last of next coming January, and no man ever put my back on the ground yit. I may not have as much education as a schoolmaster has, but I can whip any dam Yankee as wants to flout me by sendin a printed letter."

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.

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.

SIXTY YEARS AGO.

Difference in Advertising Methods of Then and Now.

Written for the TRADESMAN.

Wonderful as have been the changes wrought by the lapse of sixty years, in the manufacture and mode of dealing in other lines of merchandise, the dry goods market of the present day opens upon a scene still more bewildering. Each succeeding season brings its changes in fabrics, styles and coloring that rival in variety and beauty the shifting scenes of the kaleidoscope and are often as fleeting and delusive. Utility, durability and kindred old-fashioned ideas of designers and manufacturers of textile fabrics are ignored, as of minor importance, and the one idea how to make the smallest quantity of raw material into shape to bring the largest amount of money seems to be the supreme effort of their lives.

In 1835, England, France and Germany furnished all the broadcloths sold in the United States, also all the fine doeskins and cassimeres. American woollens were confined to the coarser kinds of cassimeres, made entirely of wool, and satinet, which were made of hard-twisted cotton warps filled with wool. They were very durable, filled with fine wool and soft-finished, and many customers preferred them to cassimeres. I think their manufacture must be classed among the lost arts, as I have not seen a piece in many years. Farnham & Sons, of Rhode Island, were the owners of extensive satinet mills. Their goods were widely celebrated for beauty and durability. They were also manufacturers of fine fancy cassimeres, and were among the first to compete with the French importer in that line. With characteristic Yankee enterprise, in 1838 they sent an agent to France with orders to procure samples of fancy designs as soon as they came out, and send them by mail to the Rhode Island mill, to be imitated and placed upon the market before the imported articles could reach this country. This caused the French importer to shrug his shoulders in disgust—and sometimes to indulge in a little imported profanity—when he offered his goods in the market and met the same styles in Farnham & Sons' or Harris & Sons' make, already there to compete with what he supposed would be a novelty in the market.

The first broadcloths of American make had cotton warps; the filling was wool. These cotton warps were colored, to disguise them, but they faded just the same, and consequently did not cut much of a figure in competition with all-wool goods, and their manufacture was soon discontinued. Such a thing as mixing the two staples raw and spinning them in the same thread was not known, but soon followed and, proving a successful experiment, is still continued. It was left to that era of commercial demoralization that followed the breaking out of the Rebellion in 1860 to discover that worst of all frauds, the shoddy contractor!

As late as 1842, there was only one exclusive ready-made clothing establishment in the City of New York. The Pierson brothers manufactured clothing expressly for the Southern trade. Their sales were principally confined to Georgia and Alabama. The first clothing store in the State of New York west of Albany was in the village of Syracuse. It was owned by J. Longstreet. The City of Rochester, now the most exten-

sive depot of clothing supplies east of Chicago, was at that time filled with little tailoring shops, where all the men's and boys' clothing used was cut to measure, much of which was made up by the families using it.

All woollen fabrics for ladies' use were imported in plain styles and colors, consisting of French and English merinoes, bombazines, all-wool French delaines and alpacas. Black dress goods were not in use generally, as now, for ladies' everyday wear, but were confined to those "in mourning," with the exception of black silks, a gown of which material could be found in almost every lady's wardrobe.

Of the important cotton fabrics, English calicoes were the first to be driven from the market by the New England substitutes manufactured by the Merrimac, Cocheco and Sprague Mills. French calicoes and the cheap grades of imported muslins soon disappeared, and from the same cause. In fine muslin dress goods the French manufacture held superior, both in coloring and design, for many years, and to some extent to the present time.

Perfection in the manufacture of silk fabrics was of slow growth, the French and Italian importer supplying the market. The first manufacture of sewing silk—at Paterson, New Jersey—only dates back to 1842. The limited variety of goods and styles required to meet the needs and tastes of the people sixty-five years ago made the labor of the dry goods clerk easy compared with the endless variety seen in the up-to-date 1897 dry goods store.

Under the prevailing long-credit way of doing business merchants had their regular customers, and made but little effort to draw from their neighbors' list; in fact, any extra effort in that direction would have been regarded a breach of the proprieties. A little effort of my own in the line of increasing sales for my employer, which in these days would seem harmless enough, subjected me to some criticism: In the neighborhood there was a settlement or community of Quakers. They were all good farmers, out of debt and desirable customers. None of the merchants seemed disposed to make a specialty of the plain, substantial goods they always bought; on the contrary, it seemed to be tacitly understood that each merchant would keep but a small line of Quaker goods. This custom did not meet their needs, besides giving them but little variety from which to choose. Each dealer, confining his purchases to staple goods, was liable to duplicate his neighbors' purchases. It goes without saying that the pretty Quakeresses were as anxious to display, at their silent meetings in the quaint old meeting-house, their rich—if plain—neatly-fitting gowns and dainty silk bonnets as were the "world's people," as they called the members of other places of worship. They expected the same salesman to wait on them when they came in, and would linger, if he was not there, until he should put in an appearance. The best two customers we had in the community were brothers, James and Edward Herendeen. They came regularly and bought liberally, asking few questions and talking little. They always called for me to wait on them. They were well educated, having formerly lived near Philadelphia, to which city they made annual pilgrimages to attend the "yearly meeting," as they called it. They used frequently to complain of the inconvenience of being

obliged to do so much shopping to supply their wants.

One day, the wife of one of the Herendeen brothers said to me: "William, why doesn't thee prevail upon thy employer to keep a fuller assortment of such goods as the Friends use? We will buy them of thee. We had rather trade at one place. This French merino that thee is showing us we have seen in exactly the same shade in several others of the stores. It is very beautiful—but we should like it better if a little different in shade. Now, if thee had more pieces of other shades that we could buy, when we go to meeting we should not all be gowned alike."

I could scarcely repress a smile at the tinge of worldliness exhibited by the good old Quakeress. I said I would call my employer's attention to the subject.

Her two daughters were with her at the time, and two more splendid pictures of healthful, artless beauty I never beheld. The elder of the sisters, turning to me, said: "Now, William, when I go home I will write down the kind of Friends' goods needed in our community, that I know thee can sell, and send it to thee, and thee can show it to Mr. Gorham."

This was a sufficient guarantee that the goods would sell. True to her promise, in a day or two I received the memorandum. In the evening, I went into the office and related to Mr. Gorham the conversation I had held with Mrs. Herendeen and her daughters when they were last in the store, at the same time exhibiting the list the young lady had sent me. He teased me about the young Quakeresses, and laughed at what he called my "cheeky way of advertising." This ended in his telling me to place the young lady's list in the mem-

orandum I was then making out for his spring visit to New York; and, although the list called for goods never before offered in our market, he would buy every last article.

In 1840, it required from three to four weeks to get goods by canal and river from New York to Canandaigua. In the meantime I sent word to the Herendeens that the goods would be purchased and that I would advise them as soon as they arrived. When they came, without consulting my employer, I sampled them pretty generally. Enclosing the samples in my letter to the Herendeens announcing the arrival, I waited the result.

At this time they were having some kind of a quarterly meeting or gathering at their meetinghouse, that included Quakers from other communities. This meeting came to a close the Sunday after I had sent my samples. Now for the result!

On the following Tuesday, much to the surprise of the business men, the streets were pretty well filled with the Quaker population from the surrounding country, our store seeming to be the central attraction for the women. The reader will readily infer that our line of Quaker goods was badly broken up before night, and we had taken numerous orders for goods to be supplied in the future.

Strange as it may seem now, this little advertising dodge, when it became known, was sharply criticised—except by the parties most interested—some of the old fogies insinuating that I had adopted a very questionable method of getting more than our share of the Quaker trade. All the same, it made our store the future headquarters for the Friends' trade. My little scheme was about sixty years in advance of tactics now in everyday use that are considered perfectly legitimate.

W. S. H. WELTON.

Owosso, Mich.

Michigan Made "Cream of Wheat" Flour

Introduced in July 1881 by

Jonathan Hale & Sons,

Merchant Millers,

Lyons, Mich.

Good bread maker. In your store once you will never do without it. Try it for a Trade Winner.



The Best Truck On Earth

For handling Syrup, Vinegar, Molasses barrels, etc.

For particulars address

Buys Barrel Truck Co.

761 N. Fulton St., GRAND RAPIDS.

Ruberoid Ready Roofing

Will last longer than any other roofing now on the market. We have full faith in its merits. But if you want other kinds we always have them at reasonable prices. Let us quote you prices, if you need roofing of any sort.

H. M. REYNOLDS & SON,

Detroit Office, foot of 3d Street.

GRAND RAPIDS, MICH.

Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids.

Shoes and Leather

News and Gossip of Interest to Shoe Dealers.

Coin-toe rubbers fit the latest coin-toe shoes.

Bicycle leggins come within the shoe retailer's legitimate field.

Sell flexible laces. A lace that is stiff has a tendency to slip from the hooks. It also has a disagreeable habit of getting untied.

Cloth-topped bicycle boots for women are made to come high on the leg and are finished at the top with a cuff to resemble golf stockings.

Brass hooks and eyelets are being put on some of the heavier grades of stylish russet walking shoes. This is after an English fashion.

An attractive russet shoe is being made with the quarter and top in a single piece, a row of stitching indicating where the two are usually joined.

A new rubber for children is sensible and lasting; it is double-stayed throughout, and the toe is double, being capped. It is a wearer, and should interest retailers.

The latest novelty in bicycle footwear is so made that a strap arrangement at the top can be used to secure the bottom of trousers, thus doing away with steel trouser guards.

American progressiveness has hardly ever been better illustrated than by the alacrity with which manufacturers of dressings have prepared to supply a dressing and polish for green shoes.

Never allow a customer whose shoe you've removed to place his foot upon the floor. If you're not supplied with a cushion of some sort or a footstool, place a piece of wrapping paper where it will protect the stocking from the dirt that must invariably be about.

Not only can russet shoes of unpopular shades be stained the more desirable colors, but retailers can now purchase, if they choose, green stains that are guaranteed to change a russet shoe into the "newest thing in green goods."

Don't imagine for a minute that because a man hasn't a wheel he won't buy bicycle shoes, because he will. Bicycle shoes are such easy fitters that they are extremely comfortable for any purpose. Then they are made so strongly that they will stand the strain of hard wear. They are easy sellers and profit builders.

The demand for leather suitable for women's belts is more extensive than ever. The belts of ordinary quality are made of sheepskin, although a good deal of calf has been sold for the purpose. The most popular color is green. Red, ox-blood, brown and orange also sell well in monkey grains. A good call is expected on white later in the season.

The spiral-coil lace is much better than the tin-tip lace. The spiral coil can't come off: the tin tip frequently does, leaving an awkward, raveled end to pass through the eyelets. Then, too, a tin tip sometimes breaks in the middle, leaving a sharp, uncomfortable end to handle. The spiral end doesn't cost any more, and can just as well be ordered by retailers who think of it.

Five years ago when shoe manufacturers first began to make russet shoes, it seemed improbable that the product would ever become the vogue, but today russets represent a large percentage of the shoes made. Green shoes now occupy the position that russet shoes did in 1891. They are a new thing.

Some jobbers have faith in their coming popularity and are making an effort to push them to the front. Some manufacturers are making them in a large variety of styles. It does not seem as if the green shoes could ever usurp the strong position the russet shoe has acquired; still, as this is a fickle, a vacillating age, very strange things are apt to happen, and we must be prepared for a change even though it fail to materialize.

Most tanners are refusing to guarantee russet leather this year. Manufacturers who cut their stock are not in a position to stand behind the shoes they sell. This puts the retailer in a bad place, if by chance he gets a poor lot of shoes. If the retailer is obliged to personally guarantee the goods he sells, he should use extra care in selection. There is no doubt that some russet stock is better than other lines offered. It may cost the manufacturer a trifle more money, and he dislikes to use it on that account; but this must not influence the retailer. He takes the risk. He must use caution. The safest way is to determine just which stock is most apt to give satisfaction, and insist upon it that no other lines be used in making up orders.

Fixity in Footwear Styles.

From Shoe and Leather Facts.

Pick up the fashion papers, whether published in this country or abroad, and they are filled on every page with more or less lengthy accounts of what the styles are going to be next season, or the following one. The dressmakers now know to an almost absolute certainty what the popular shades and novelties in material will be next fall and winter. Milliners are equally fortunate in being able to learn from the source referred to and advance fashion plates what particular shape the latest style of hats and bonnets for the fair sex will be far in the distance, and the same is true in regard to the gloves, costumers, jewelers and those engaged in every other branch of the production of clothing for men, women and children—except shoe manufacturers. Why is this so?

We have, heretofore, given considerable attention to the subject, but it is one which is of such great importance that it will ever be new until a proper solution for the vexed question is found. There must be some form of co-operation by the members of the various branches of the industry in order to bring about a uniformity in styles and to save the immense losses now entailed in consequence of a haphazard effort. The Last Manufacturers' National Association has accomplished something toward this, and the proposed organization of the designers and patternmakers will no doubt prove an equally important factor toward bringing about the desired result.

Even with regard to the coming popular shades in upper leather it is now possible to deal with far more exactness than with the popular styles of shoes themselves.

Can it be possible that the shoe trade, which occupies such an exalted and enviable position in other respects, is behind the times in this? Has it been distanced by other callings in the matter of the systematic adoption of styles a sufficient length of time in advance, so as to enable those engaged in the industry to compare intelligently and with as little loss as possible?

Dwelling houses are to be heated by electricity in Lewiston, Me., according to the Journal of that city, the power for generating the current being furnished by a waterfall at Turner, on the Androscoggin River. The projectors of the scheme say that they will be able to furnish power at less than \$36 per horse power by the year, and that they can heat a ten-room house with three-horse power the year round.

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

Hahn's shoes in demand during rain or shine! Our business is continually forging ahead—no matter what the weather or financial conditions may be.

In rain our shoes are preferred—because they are known to be made of weather-resisting materials.

In shine or at any time our stores are crowded—because it is known that ours are by far the best, prettiest and cheapest shoes in town.—William Hahn & Co., Washington, D. C.

"Gimbel's School Shoes." Note this point about these shoes—our name is on them. If you put your name on a man's note what does it mean? We give a new pair if they go wrong—that's why we design the shapes and dictate the leather and watch the making as you watch the man whose note you have indorsed.—Gimbel Bros., Philadelphia, Pa.

Small feet look all the prettier in Streit's shoes. Thousands of shapely

feet are hidden away in clumsy, ill-fitting shoes because some dealer preferred selling shoes of biggest profit instead of best fit. We help the unhappy feet to look well, and we take a special pride in adding shapeliness to pretty feet.—George F. Streit, Altoona, Pa.

Among the shoes displayed, as usual every Friday, on our odds and ends table, to-day, will be found some unusually fine qualities; they are offered at the following ridiculously low prices, simply because we have not all sizes of them. Come as early as you can.—William Hahn & Co., Washington, D. C.

Boston is a big town, and the easiest town in the country to get lost in, but you can't lose the head of this shoe store, who is now in the City of Baked Beans scouring the market for all that is new and novel in spring and summer footwear.—H. Johnson, Altoona, Pa.

The tax on bicycles in Mexico is 50 cents a month.

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.

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.

Plea for Less Concentration of Capital.

Written for the TRADESMAN.

The tendency of American enterprise is to concentration of forces. Capital, being the initial moving power of enterprise, is combined for the purpose of increasing its momentum, thereby multiplying results. Individual enterprise, in whatever direction developed, is becoming a thing of the past, or relegated to a secondary place in all plans of business adventure.

But concentrated capital, representing unnumbered monetary units, requires unnumbered units of labor, which must be more or less under capitalistic control before any desired increment of profit can be realized. As a natural consequence, population and capital gravitate to the cities, which too often become arenas for continual conflict on economic questions between the organized few and the undisciplined many, usually to the disadvantage of the latter.

Under this condition of things municipalities are getting to be a serious menace to universal prosperity, not only because of local maladministration, but also because they dominate largely the legislation of each state wherein they acquire controlling influence. The ambition of a few leading cities to absorb territory and population, either by consent or stratagem, is producing evils that the thoughtful observer of events can but deplore. Viewing the scramble of Greater New York and Greater Chicago to appropriate surrounding towns for the purpose of adding to their boasted greatness the glory of surpassing each other in the vulgar display of numbers, they have succeeded in gathering up the riffraff of humanity, entitling either to the distinction of a city of slums. Here, also, is a harvest field for the professional boddler and the chartered privilege broker, where, hidden by the obscurity of numbers, they plan and execute the boldest villainies. If detected, a spasm of virtue thrills the surface of public sentiment, and their opportunity for mischief is transferred to other hands quite as eager to receive it—and alas! perhaps only to add another sensational chapter to the history of municipal misrule.

One might think it strange that legitimate commercial and manufacturing enterprises can flourish under such unpropitious conditions, for doubtless the unthrif of municipal government must cause heavy increase in the matter of rents and taxes. No doubt the former may recoup some of this disadvantage by better transportation facilities and cheaper freight rates. The latter, also, may profit by the same means, although the cost of production would seem to be increased by higher wages paid to labor, made necessary by the greater expense of living compared with smaller cities.

But it is the middle and poorer classes that feel most keenly the evils caused by congestion of capital in the large business centers. In the nature of things no corporate enterprise, however well supplied with capital, can expect a uniformly prosperous condition of business, which would afford steady employment to a given number of workmen. So long as orders are plenty wage earners are in good demand; but when they fall off laborers suffer—not like the stockholder in pocket only, but in person, through cold, hunger and too often the remorseless grinding of hopeless poverty. To afford concentrated capi-

tal its desired dividends, the army of workers must be, for a large portion of each year, in excess of demand, so that there will always be a reserve force available for the emergencies of trade. This reserve force, although constantly changing in personality, represents a body from which recruits can be drawn when needed; but until then they feed solely on hope deferred. Many there are whose moral strength fails on this ethereal diet and they drift by degrees into the criminal class. Others weak for lack of mental force abjectly succumb to fate and live in a helplessly descending scale that ends in the slums. In either case it is the natural result of an unhealthy congestion induced by the excessive competition of large cities to outrank each other in the amount of business transacted, in wealth, and especially in population. In vain the efforts of philanthropists to cure the evils of overcrowded life in cities, although wealthy capitalists contribute freely to mitigate them by educational, moral and material uplifting schemes of relief. As each municipality increases in area and wealth, so does the census of "the submerged masses." Philanthropists are making a noble fight; but it is against tremendous odds and each year the inclement season compels increased effort to stem the tide of suffering.

It may well be asked whether this is the wisest method of conducting business enterprises with a view to the largest increase and the fairest distribution of wealth. Does it result, as all human activities should, in the greatest good to the greatest number? Can the moral force of this age prevent the degenerating influences that always follow the crowding of the largest number of people into the smallest amount of space?

Beyond question most of the undesirable elements of urban population are the refuse immigrants sent to us from European countries. They live in colonies, retaining their Old World habits, prejudices and language except as modified by necessity for purposes of gain. Clannish by nature, they are easily controlled by leaders who take advantage of our easy naturalization laws to use them as pawns upon the political chessboard. There is no city of considerable size between the Atlantic and the Pacific that has not suffered by the floating vote of these ready-made citizens, until a fairly honest municipal government for any length of time has become the exception rather than the rule.

Broad as is our National domain, abounding in resources apparently inexhaustible for the comfortable support of its seventy millions of inhabitants, this tendency to concentration of population and political power, unless checked, will in time absorb half of the people in the wear, waste and worry of city life, with all its accompanying evils of semi-pauperism and bad government.

It is worth while to consider thoughtfully this special feature of National growth—not in the spirit of alarmists, but as those who would wisely forecast the future in the interest of universal prosperity. It is admitted to be an evil by many intelligent political economists; but, stimulated by what we are accustomed to call "the spirit of progress," and the selfish demands of capital which seeks to control every organized enterprise, the movement of population still shows converging lines to the largest cities. There the many struggle against disadvantages that are

increasing with each year's inflow of contestants, while the lucky few favored by circumstances blossom into multi-millionaires whose wealth, like a rolling snowball, grows in geometrical progression.

Late developments show that our largest cities are hotbeds wherein are hatched certain colossal schemes of fraud that have drawn millions of wealth from credulous people of the poorer and middle classes in every part of the land. This has been done under promise of larger profits than can be gained by any local investment. Their success is made the easier by the seductive glamour that wraps the mysterious methods of metropolitan speculation which appeal so effectively to the imagination of rural inexperience. This is one feature illustrating what so many well-meaning informers like to designate "the unequal distribution of wealth."

Without sympathizing with either altruistic or socialistic theorists, one may reasonably enquire if our people would not enjoy more general prosperity by distributing the opportunities of labor over a wider field, instead of concentrating so large a proportion of capital and labor in a few centers of mammoth enterprises. As the glory and pride and safety of our Republican institutions are acknowledged to be in the multitude of individual homes rather than in the increase of thousand-room hotels, so might not our material wealth be better distributed and more thoroughly enjoyed by building up smaller manufacturing and business centers, where labor could have more room, and sunlight and surer chances of livelihood, than in the stifling atmosphere and exhaustive competition of metropolitan life? With our present network system of railroads and water-ways, both raw material and manufactured products could be as economically distributed as under existing conditions. And even were it otherwise, we might well afford the slight additional cost, in exchange for advan-

tages to be gained by equalizing the opportunities of every honest willing worker in the field of competitive industry, besides minimizing some of the evils that spring from overcrowding and misrule in municipal government.

S. P. WHITMARSH.



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.

SMEDICOR & HATHAWAY CO., Detroit, Mich. Also makers of the celebrated Driving Shoes. Grain Creedmors 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.

OFFICE OF
Lansing Paper Box Co.
125 OTTAWA ST. E.
LEUTY & DISTIN, PROPRIETORS

Lansing, Mich. April 1897

Messrs Mich Tradesman Co
Grand Rapids Mich
Dear Sirs

You may please renew
our subscription to the Tradesman for which
Enclosed please find our Ok for \$1.00
Although it does not just strike our Business
as do some other Journals that are devoted
to the Paper Box Trade We feel toward it as
The Peacher did to the Sun we take it
because we like it

Yours very truly
Lansing Paper Box Co.
C. A. Distin

Clerks' Corner

How the Leak Was Stopped in the Linen Department.

Written for the TRADESMAN.

"Mr. Allan, you're wanted in Mr. Cleland's office at once."

"All right, boy," I replied and went directly to my employer's office, wondering what was in the wind.

As I entered, Mr. Cleland, motioning me to be seated, said: "Mac, I have decided to let the man go who has charge of the linen department, and I want you to take his place. There is something wrong in that department. Until the last six months it was one of the best moneymaking departments in the house, but the inventory just completed shows it to have run away below the average. This may be due to poor management on Mr. Long's part; but you are to take his place, and I shall expect you to find out where the trouble is and bring the department up to its old-time prosperity. You will begin to-morrow morning. Your salary will be the same as it is at present. If you succeed in making a good showing, six months from now, when we take stock again, I will advance you to \$20 a week."

"Thank you, Mr. Cleland, I will do my best."

"That's what I want, Mac; but, mind you, I'll put you back where you were if you don't make the department show up—that's all—you may go back to your work."

The following day I entered upon my new duties as head clerk and manager of the linen department. I found that there were many things that needed rectifying, not the least among them being the indifferent manner in which two of the salesmen treated customers. There were three salesmen in the department. Harry Blake, the youngest of these, was a smart-looking fellow of about 20. He had been in the department about six months. His fondness for fine clothes had several months before attracted my attention to him; but, as my work had kept me in a different part of the store, I knew him only by sight. On better acquaintance I found that he was an exceptionally bright fellow, as well as a good salesman.

It took several weeks to get things running to suit me. As I noted the amount of business we did from day to day it seemed to me impossible for the department to run behind. To be sure, we had certain lines of stuff which we sometimes sold as specials at less than cost, but the margins on the bulk of our goods were about all that the law would allow.

I began the first day to keep a record of each man's sales. At the end of the first month I found that young Blake had sold more goods than either of the other two men.

About this time Blake, seeing that I acted friendly towards him, invited me to dine with him at one of the fashionable hotels. I thought the invitation rather queer, but accepted it. The dinner was a swell affair; but, when young Blake ordered wine, I opened my eyes in wonder. The dinner seemed to me an extravagance for a fellow who was earning only \$10 a week; but wine at any price was out of the question. I suggested that we dispense with it; but Blake was bound to have it, saying that he was paying the bill. After dinner we went to the theater. Here was displayed the same extravagance—Blake

had secured two of the most expensive seats in the house.

Next day I made a few inquiries in regard to where Blake lived and was more than surprised to learn that he occupied, with his mother and sister, a shabby little house in an undesirable suburb. I also found that they were in very poor circumstances and entirely dependent upon him for support.

After this discovery I had no use for Harry Blake. His fine clothes and patent leather shoes irritated me. I felt that he was gratifying his selfishness at the expense of his mother's and sister's comfort.

It was about a week later that Mr. Cleland came to my counter to show me some samples of linen. After we had decided upon them, he asked me how things were running and if I had discovered the leak yet.

"No, sir; but I am probing for it every day," I replied. "And now I have reached a place where I must have a little help, and it will cost money."

"Why, Mac, what do you mean?"

"Just this: I am following up a new idea; but I would rather not explain it until I have gone a little further."

"O, well, Mac, go ahead with your idea. If it's any good, I am more than willing to pay for it."

Half an hour later I entered the office of the City Detective Agency, where I secured the services of a man to shadow Harry Blake every moment that he was off duty at the store, and report his doings every day.

From this detective I learned that Blake was living a fast life and spending a great deal more money than he was earning. Where did he get it? I had watched him closely since the dinner and the theater party. His sales were always larger than the others' in the department. If he was stealing I was not smart enough to detect him. I had noticed that he was on very friendly terms with one of the young men at the inspecting desk and I made up my mind that here was the key to the situation. This man attended the line of carriers from my new department. His work was to examine the goods sent up and see that they corresponded with the bill made out by the clerk who sold them.

Returning from lunch one day fifteen minutes earlier than usual, I noticed, as I took my place behind the counter, that Blake was just sending the carrier to the desk, and that it was filled with goods.

"Made a good sale, Harry?" I asked.

"Yes; fifteen dollars."

Just as soon as I could get away without exciting suspicion, I went to the cashier's desk and asked to see No. 3's checks. The amount on the last check sent up by Blake was five dollars and there was no check for fifteen dollars to be found. Stating to the cashier that No. 3 had made a slight mistake, I took his checks with me to the department. Calling Blake aside, I asked him the number of the check on his stub which called for fifteen dollars. Without a moment's hesitation he looked at his book and gave me the number. Selecting the check which corresponded with the number given, I handed it to him and asked to see his book.

The fellow, seeing that he was caught, and that there was no escape, broke down completely and told me the whole story. He begged me not to expose him, as it would break his old mother's heart if she knew what he had been doing. He promised faithfully to make a

complete reformation, and, as his repentance seemed sincere, I made up my mind to, for the present, drop the matter where it was, although, from his own account, his stealings had run into the hundreds.

During the next two weeks Blake's sales were larger by \$250 than for any two previous weeks. Everything seemed to be running along all right. Still, I kept a close watch on him. I changed his lunch hour, so that he was out at the same time I was.

One afternoon at the end of the third week I was called to the office to look over some samples and was gone about an hour. I noticed, as I came back to the counter, that Blake seemed nervous and ill at ease. My suspicions were instantly aroused. I asked for his sales book. He gave it to me with a great deal of reluctance. I went to the cashier's desk, got all of his checks and went from there to the delivery clerk's room, where all packages were sent that were to be delivered. I found two that had been sent up within the hour by "No. 3." Both had been falsified! In each package the bill inclosed corresponded with the amount of goods; but the duplicate parts sent to the cashier called for only a fractional part of the amount. I went directly to Mr. Cleland's office and stated the case to him from beginning to end, laying particular stress upon the circumstances of Blake's mother, and asking, finally, that both men be discharged, as the package inspector was equally guilty with Blake.

Mr. Cleland at first was determined to prosecute both of them; but, when he learned of the mother's circumstances, he changed his mind. Both men were called to the office, where they received one of the most scathing

denunciations I ever heard. Mr. Cleland laid particular stress upon the lenience which I had shown to Blake when his stealings were first discovered. "Any young man guilty as Mr. Allan here proved you to be is a scoundrel! In pity for the disgrace the exposure would have been to your mother and sister, he gave you a chance to redeem yourself. You turn right around, the moment his back is turned, and commit the same crime. Young man, you are a fit subject for the penitentiary, and, by all that's holy, if it wasn't for the soft heart of this man Mac here, you would be under arrest now! I discharge both of you without pay. Go!"

The two sneaked out.

Turning to me, Mr. Cleland said: "So this is the idea you have been working on, Mac. What did it cost?"

"Ten dollars for the services of a detective for one week; the amount which these men stole during the time it took me to find them out, and the advance in my salary from sixteen to twenty dollars a week which I am to have at the end of six months."

"No, by Jove! Mac, that goes into effect at once." MAC ALLAN.

The Supreme Court of Tennessee has declared that the shedding of tears by a lawyer when pleading on behalf of his client is not only allowable, but is among "the natural rights of counsel, which no statute or constitution could take away." "Indeed," says the Court, "if counsel have tears at command, it may be seriously questioned whether it is not his professional duty to shed them whenever proper occasion arises." The case wherein this decision was rendered was one for breach of promise, wherein the tears of the plaintiff's attorney were alleged to have unduly moved the sympathies of the jury in her behalf.

Complete Satisfaction

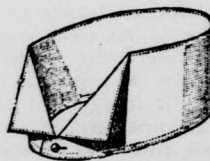


Will be had in dealing with our notion department. Here you will find a large assortment of everything that belongs to a complete notion stock. **Hairpins, Belts, Ribbons, Pins, Embroideries, Laces, Buttons, Mitts, Perfumery, Soaps, Stationery, Jewelry, Buckles, Elastic, Braids,** and a thousand and 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.

We are Showing

Novelties of all kinds for ladies' and men's wear.



Voigt, Herpolsheimer & Co.
Wholesale Dry Goods,
Grand Rapids, Mich.

Commercial Travelers

Michigan Knights of the Grip.

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

Michigan Commercial Travelers' Association.

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

United Commercial Travelers of Michigan.

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

Michigan Commercial Travelers' Mutual Accident Association.

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

Lake Superior Commercial Travelers' Club.

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

Gripsack Brigade.

W. H. Kelly, formerly with Lyon Bros. (Detroit), has engaged to represent Strong, Lee & Co. in Indiana and Illinois.

Wm. Connor (Michael Kolb & Son) is on his way back to Michigan from a tour of Southern California. He reports business as greatly improved on the Coast.

Wm. H. Sigel, who has traveled eight years for C. G. A. Voigt & Co., has engaged to represent the Clark-Jewell-Wells Co. He will see his trade every fortnight, putting in one week in the city and one week outside.

The tallest drummer on the road is said to be Col. A. A. Powell, who travels out of Cincinnati. The Colonel is seven feet five inches tall and weighs 282 pounds. He was born in Texas, and is the only tall member of his family. His title was secured as a member of the Texas militia.

E. B. Stebbins, proprietor of the Stebbins Manufacturing Co., of Lakeview, has taken to the road this year and will regularly cover the retail trade of the State in the interests of his line of premium goods and novelties. H. S. Blanding, his superintendent, will have charge of his factory during his absence.

Traveling men who make Holland will rejoice to learn that W. O. Holden—formerly manager of the Park Place Hotel, at Traverse City—will take charge of the City Hotel May 1. The City Hotel has been wretchedly conducted for years. Mr. Holden has the ability and experience to change the character and reputation of the house.

A commercial traveler was much troubled for years because of not having a suitable place to store his winter clothes in summer and his summer clothes in winter. He finally decided that the very best way out was to pawn them. Last year he tried the scheme and says it proved a success. He took two spring suits and a small coat to a broker and "hung them up" for the smallest price the broker would loan on them, so that his interest would be low. The broker packed them away neatly to preserve them for a prospective purchaser. The commercial traveler was well pleased when he took them out as good nearly as new and fully as well preserved as when he put them away. He says it is much better than storing them and safer than leaving clothes with friends.

It takes thirty-seven specially constructed and equipped steamers to keep the submarine telegraph cables of the world in repair.

Why Some Salesmen Fail to Succeed on the Road.

Stroller in Grocery World.

"Nobody knows better than I do that the salesman's got to have method," remarked an old grocer, the other day, "or that the salesman is born and not made. I don't suppose any salesman ever made a worse failure on the road than I did, yet I worked as hard as any man could. I've walked seven miles across country so as to save a couple of hours, yet I couldn't seem to hit it, somehow. I'm a fair talker and I dressed decently, but I couldn't bring the grocers to the point of giving orders."

"What is your idea of the reason?" I asked.

"Well," he said, "I hadn't that peculiar faculty that tells you how to treat men—how to size them up. There is a certain class of men you can be very chatty and familiar with—call them Smith or Jones the first time you see them. Then there's another class that you have to be entirely formal with, never bending at all, and confining yourself to plain business. Well, now do you know that notwithstanding the fact that I studied men all I could, I could never hit this distinction? I used to get very familiar with the dignified man and formal with the easy one. I've seen my mistake time and time again and tried to overcome it, but nothing would seem to overcome that first wrong impression. And I couldn't seem to help it, either. No matter how bad a break I made one day, I'd make just as bad the next. I simply wasn't cut out for a salesman, that's all, and I quit it."

This side light on a salesman's failure was very interesting to me, because it was the only time I had ever heard a road man frankly admit that he had failed, and tell the reason for it. Thinking over the subject sometime afterward, the fate of another salesman who had also failed, came to my recollection, and the recital of the circumstances may interest the readers of this column.

About two years ago I became acquainted with a young fellow whom I'll call Smith. He was a bright boy and had just started in as a wholesale grocery salesman. I thought he was going to succeed, for he was bright, shrewd and clever—just the sort of fellow to sell goods, if there was any. But he made as colossal a failure as any man I have ever heard of or ever expect to hear of.

The reason why Smith failed was a very peculiar one, and I suppose has never occurred in another man, and probably never will. He was a born mimic—a sort of involuntary mimic. He was so good a mimic, in fact, that it killed him as a salesman, for he had a peculiar disability which made him mimic any peculiarity of a man with whom he was talking, without realizing that he was doing it. You can easily see the effect.

One day about two months after Smith first started, I ran across him way up in New York State. It was in a small town where I was doing business. I had already reached the store I was bound for, and was waiting for the proprietor to get through with several customers. When he was almost ready to attend to me, Smith came in, and after mutual felicitations, I yielded my right of priority to him, as I knew my own business would take longer than Smith's. I thus had the chance of seeing Smith work.

The grocer who owned the place was slightly deaf and had a great habit of interrupting you in the middle of a sentence, holding his hand to his ear and shouting "Hey?" Somewhat peculiarly, he also stuttered badly.

After the customers had gone, Smith started in on the grocer. He had said about ten words, when up went the grocer's hand to his ear, and he bawled out:

"Hey?" Instantly I was struck dumb with astonishment to see Smith's hand likewise go up, and hear him yell out a perfect imitation of the grocer's "Hey?"

The grocer looked at Smith rather queerly for a minute, but finally passed it by as an indication that he was deaf also.

In a minute Smith, totally unconscious that he had done anything unusual, paused for a moment. Then the grocer started to talk.

"W-w-w-what's the p-p-p-p-price 'n f-f-f-five case lots?" he asked.

"T-t-t-two d-d-d-dollars 'n' f-f-f-fifty cents," answered Smith.

The grocer got as red as a turkey cock and simply turned on his heel and left Smith standing there alone. He thought he was being guyed, as indeed he was, but not willfully.

Smith looked around forlornly for a minute, and then came over to me.

"What in thunder ails you?" I asked.

"Why, if you had set out to make that man turn you down you couldn't have done it any better. Are you crazy?"

"I suppose I mimicked him or something, didn't I?" asked Smith.

"Why, certainly you did," I said, "don't you know what you did?"

Smith said nothing, simply standing there despondently. "I'm going to leave the road," he said, "pretty soon; I'm not cut out for a salesman."

"What's the matter?" I asked.

"Don't you see what's the matter?" he said, vehemently. "I don't know whether it's a disease or not, but all my life I've had to mock anybody I was talking with. I don't know I do it until afterward. All my friends know about it and don't think anything of it, but it don't strike strangers favorably."

"I should think not," I observed.

"How have you done so far?"

"Oh, very poorly," he responded, "this thing's cropped up to beat me right along. I'm all right with the man who has no peculiarity in his talk, but where I strike a fellow like this one, who stammers or something, I'm sure to make him mad."

Smith left and I heard two weeks after that he had thrown up his position and had gone into the wholesale drug business. It's the strangest circumstance along its line I've ever heard of.

Retail Corset Advertising.

From the Chicago Dry Goods Reporter.

Corsets do not receive the attention that they should in the way of retail advertising. There are several reasons why this line is not as thoroughly advertised as it should be. One is because a good corset advertisement is not easy to write; another because on all standard goods prices must be maintained, and therefore cut prices cannot be quoted; also, many merchants, it must be admitted, do not think corsets of enough importance as trade bringers and profit payers to deserve advertising. The latter is the greatest reason of the three, and if a merchant can be convinced that it does pay to advertise corsets the other two obstacles can easily be surmounted.

The leading makes of corsets are extensively advertised in a general way by the manufacturers, through magazines, posters, street cars, and various other mediums; the retailer is also furnished with glove envelopes, notion sacks and other advertising matter, and with little effort and no extra expense can supplement this advertising and make it effective in his interest by telling the public what makes of corsets he has in stock. Even here the manufacturer will help by furnishing attractive cuts for newspaper advertisements, and some even go so far as to furnish ready written advertisements for their line, on request. It's a small thing therefore for the retailer to simply set aside a portion of his advertising space, which he must pay for anyhow, to advertise corsets. What other line of goods is so extensively advertised up to the time it reaches the retailer, or on what line can he receive so much assistance in advertising in his own space!

If the advertiser uses the daily papers, his whole space, if it does not exceed a double half column, should be devoted to the corset advertisement. If the medium is a weekly paper, not more than a quarter of the space is expected to be used, unless the corset ad-

vertisements are run only once a month, instead of weekly, in which event all or at least half of it could profitably be so used. Give the corset department fair attention in this matter and watch results.

Cutler House at Grand Haven.

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

THE WIERENGO

E. T. PENNOVER, Manager, MUSKOGON, MICHIGAN.

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

Commercial House

Iron Mountain, Mich. Lighted by Electricity, Heated by Steam. All modern conveniences.

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

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.

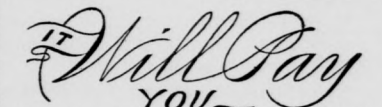
NEW REPUBLIC

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.

COLUMBIAN TRANSFER COMPANY

CARRIAGES, BAGGAGE AND FREIGHT WAGONS

15 and 17 North Waterloo St., Telephone 381-1 Grand Rapids.



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.

Where to go Fishing...

is told in a little booklet issued by the Grand Rapids & Indiana Railway. It gives list of trout streams in Northern Michigan and other information of value to sportsmen. It may be had by addressing

C. L. LOCKWOOD, G. P. & T. A., GRAND RAPIDS, MICH.

RECORD OF WOOL PURCHASES

Wool dealers should provide themselves with one of the Tradesman Company's Improved Wool Records, by means of which an accurate and compact account of every purchase can be kept. Sent postpaid on receipt of \$1.

Tradesman Company, Grand Rapids.

Drugs--Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

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

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

MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

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

The Drug Market.

Acids—Market continues strong in tone and holders of the varieties likely to be affected by proposed duty changes are not anxious to sell and offers are very sparing. Some have advanced quotations already.

Alcohol—Grain, firm at the recent advance.

Cacao Butter—Steadier and firmer, in sympathy with the improvement abroad.

Cassia Buds—Quotations decidedly firm, available stocks being limited and the situation at primary markets in holders' favor.

Chloral, Hydrate—Prices firm.

Codeine—Tone of the market steady.

Cod Liver Oil—Market easy in tone, there being pressure to sell, and conditions abroad are weak, on account of the abundant yield from the current season's catch.

Cube Berries—Inactive.

Cuttle Fish Bone—Steady consuming demand and values are maintained.

Epsom Salts—Featureless.

Ergot—Dull.

Flowers—Dead.

Juniper Berries—Fair trade demand, quotations firm.

Leaves—Short buchu, active consuming request, with prices maintained. Same is true of senna.

Naphthaline—Market characterized by seasonable activity and a firm feeling.

Opium—Large holders do not seem disposed to sell in excess of consumers' necessities.

Orange Peel—Quiet but steady.

Roots—Ipecac, good seasonable demand, with values firm. Jalap, an easier feeling prevails. Gentian, firm. Florentine orris, reduced.

Seeds—Although the general market exhibits comparative tameness, the tone is reasonably steady, and there seems to be no inclination to force goods upon unwilling purchasers. Canary, well sustained at the recent improvement. Dutch caraway, again a fraction lower. Poppy, a trifle easier. Mustard, all varieties quiet. Russian hemp, steady. Rape, firm. Coriander, active.

Popular Description of the Sponge.

It would be for many persons a rather difficult thing without taking any time for consideration, to assign to the sponge its exact position in nature. Vegetable, some would unhesitatingly pronounce it; others would find it hard to believe that it was of animal origin; while a few might fall into the same error as the old parish clerk, who having to arrange a miscellaneous collection of articles lent for an exhibition in the village schoolroom, placed some fine sponges, contributed by a local naturalist, in the section devoted to "Manufactured Goods." A similar mistake was made some time ago by the clerks in a Government office, who styled the firm

"Sponge Manufacturers," in addressing a letter upon some departmental business.

Like coral, sponge is the natural product of a marine animalcule, being the elastic fibro-cellular membrane which serves as an investing layer for the organic part of the sponge. The sponge brought up alive from the rocks, to which it adheres at the bottom of the sea, is a very different looking article from that which we are daily accustomed to. It is then covered by an outer membrane, in which the pores appear or disappear, apparently under the control of the living organic portion contained within.

Upon being cut into sections, the sponge is found to bear some resemblance to raw beef, intersected by tubes and cavities, lined throughout with a glutinous substance, known in natural history as "sarcode," a term (derived from a Greek word signifying "flesh like") applying to the lowest forms of animal organisms. It is of a grayish-brown color, and has the consistency of treacle. This sarcode, then, is the only live part of the sponge; while the membrane already referred to is practically its skeleton, and it is this latter part which we are acquainted with.

The animal structure derives its nourishment from the streams of water constantly entering the numerous external pores, and distributing throughout the sponge by means of the small interstitial canals, carrying along with it the food of the sponge in the form of minute particles of animal and vegetable matter.

One young business man in New York has succeeded in making himself valuable to his employers in a peculiar way. He started in mercantile life with a firm that has a large number of employes, and the indications were that progress along the ordinary lines of the business would be very slow indeed. It was only by accident that an opening suddenly came which made this particular man almost indispensable to his employers, and the recipient of a salary proportionately large. The firm of which he is a member happens to have important social relations with many of its large customers, who live in different cities over the United States. There is scarcely a day that does not bring one of these customers to call on the firm. One day this young employe was called upon to attend to such a visitor, and he did it with a tact and completeness that showed his inborn aptitude for such transactions. Gradually other duties were handed over to him, and before a long time had passed he was relieved from other work in order that he might devote himself exclusively to what might be called the social end of the firm's business. His salary has been raised several times, in view of the capable manner in which he attends to these transactions and takes the burden off the principals in the business. He represents the members of his firm at funerals, weddings and all social functions, traveling sometimes to remote points for the purpose, and as his utility to his employers grows daily greater they hold him in proportionately higher esteem. His case was one instance in which certain unusual talents asserted themselves and won the success that comes from the ability to fill a particular sphere capably.

The new Reichstag which has just been elected in Austria will contain at least four pharmacists. One has been elected for Upper Austria, one for Moravia, and two in Bohemia. Two pharmacists have lost their seats, and two others who had seats in the last Reichstag have now been defeated.

A movement is on foot among the Baltimore manufacturing and jobbing druggists to unite against the practice of allowing for "empties" on account of abuses resulting therefrom.

The largest single shipment of lavender oil ever known to arrive in this country came to hand last week on the steamer Fulda. It consisted of 112 cases.

Beware of Getting Too Many Irons in the Fire.

From the Pittsburg Mercantile Journal.

Perseverance is the only certain road to success.

The man who takes up a business, no matter what it is, and pursues it and nothing else, almost invariably comes out ahead, while the man who is constantly changing from one thing to another is equally certain to fail.

This truism has received a fresh illustration in a town within less than a dozen miles of Pittsburg.

About ten years ago two men started in the retail business on a small scale. They soon received a respectable trade. For a while both prospered.

But at length one of them was seized with the get-rich mania and commenced dabbling in outside interests.

Oil was his hobby. He neglected his store and his business fell off. Finally he sold out.

Then he met with losses in oil.

A short time ago he secured a situation in a city house.

The other man stuck to his store, leaving outside matters alone.

He prospered.

He will soon move into a new building—one of the largest in the place—which he has erected at a cost of about \$8,000.

His future is secure.

A glance over the list of successful grocers in Pittsburg affords further illustration of the value of perseverance.

They have not achieved prominence in a year or two.

Success has not been thrust upon them. They have won it by hard, persistent work and singleness of purpose.

They have let other things alone.

Instead of aspiring to sudden wealth, they have been content with the slow but certain gains of their legitimate calling.

"Too many irons in the fire" is the cause of many failures.

The retail business is so complicated as to demand undivided attention.

Nothing less will assure success.

A country merchant not long ago called on a wholesaler, and in the course of the conversation that ensued, remarked: "I am thinking of going into an outside speculation."

"Don't do it," replied the wholesaler.

"It will involve you in difficulty, weaken your credit and may lead to disaster."

"You are making money in your present business. Let well enough alone."

This advice is worth heeding.

It is sensible and those who accept it will find that it will lead to success.

Invariably Locate the Responsibility.

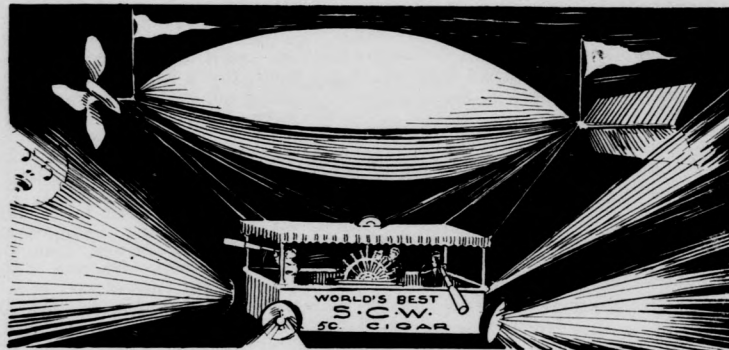
If complaint is made of a fault, do not get into a splutter, but insist upon an investigation of the matter down to the minutest detail. Then if the blame lies at your door, candidly acknowledge that such is the case. When charges are made, do not storm about them for a while, and then subside without any further enquiry into them. See to it that the matter is probed to the foundation, if necessary, and put the responsibility just where it belongs. No one who is not guilty should be made to suffer or be annoyed by another's wrong doing.

Secretary Wilson of the Agricultural Department is having experiments made with antitoxin as a preventive of hog cholera.

PATENT MEDICINES

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

AIR SHIP



As photographed by Prof. Leo Shiappocasse at Chicago, Ill., April 9, 1897.



THE "MONITOR."

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

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

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

"MASTER" "YUMA"

The best 5 cent cigars ever made. Sold by

BEST & RUSSELL CO., CHICAGO.

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

WHOLESALE PRICE CURRENT.

Advanced—Glycerine. Declined—

Table listing various goods and their prices, including Aceticum, Ammonia, Aniline, Balsamum, Cortex, Extractum, Ferru, Flora, Folia, Gummi, Herba, Magnesia, Oleum, Potassium, Radix, Semen, Spiritus, Sponges, Syrupus, Tinctures, and Tolutan.

Table listing various goods and their prices, including Morphia, Sinapis, Soda, and other chemicals and oils.

Advertisement for Soda Fountain Specialties, featuring a large graphic of a soda fountain and a list of products such as Special Vanilla Flavoring, Strictly Pure Extract Vanilla, Soluble Extract Lemon, and various syrups.

Hazeltine & Perkins Drug Co. Grand Rapids, Mich.

GROCERY PRICE CURRENT.

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

AXLE GREASE.	
Aurora	doz. gross 6 00
Castor Oil	doz. gross 7 00
Diamond	doz. gross 5 00
Frazer's	doz. gross 7 50
IXL Golden, tin boxes	75 9 00
Nica, tin boxes	70 9 00
Paragon	doz. gross 55 6 00
BAKING POWDER.	
Absolute.	
1 lb cans doz.	45
1 lb cans doz.	1 50
Acme.	
1 lb cans 3 doz.	45
1 lb cans 1 doz.	1 00
El Parity.	
1 lb cans per doz.	75
1 lb cans per doz.	1 20
1 lb cans per doz.	2 00
Home.	
1 lb cans 4 doz case	35
1 lb cans 4 doz case	50
1 lb cans 2 doz case	90
Peerless.	
1 lb cans	85

BASKETS.	
Standard Bushel	Per doz. 1 25
Extra Bushel	1 75
Market	30
1/4 bushel, bamboo del'ry.	3 50
1/2 bushel, bamboo del'ry.	4 00
1 bushel, bamboo del'ry.	5 00
Iron strapped, 50c extra.	
Diamond Clothes, 30x16.	2 50
Braided Splint, 30x16.	4 00
BATH BRICK.	
American	70
English	80



JAXON
BLUING
CONDENSED PEARL
BLUING

Standard Bushel Per doz. 1 25
Extra Bushel 1 75
Market 30
1/4 bushel, bamboo del'ry. 3 50
1/2 bushel, bamboo del'ry. 4 00
1 bushel, bamboo del'ry. 5 00
Iron strapped, 50c extra.
Diamond Clothes, 30x16. 2 50
Braided Splint, 30x16. 4 00

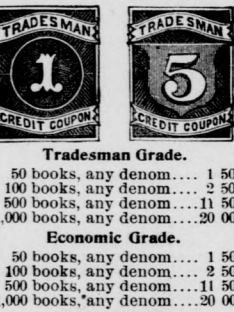
BROOMS.	
No. 1 Carpet	1 90
No. 2 Carpet	1 75
No. 3 Carpet	1 50
No. 4 Carpet	1 15
Parlor Gem	2 00
Common Whisk	70
Fancy Whisk	80
Warehouse	2 25
CAKE FROSTING.	
Nacretin, per doz.	2 25
Two doz. in case assorted flavors—lemon, vanilla and rose.	
CANDLES.	
8s.	7
16s.	8
Paraffine	8

CANNED GOODS.	
Lentil Peas.	
Lakeside Marrowfat	1 00
Lakeside E. J.	1 30
Lakeside, Cham. of Eng.	1 40
Lakeside, Gem. Ex. Sifted.	1 65
CHOCOLATE.	
German Sweet	22
Premium	31
Breakfast Cocoa	42
CLOTHES LINES.	
Cotton, 40 ft. per doz.	1 00
Cotton, 50 ft. per doz.	1 20
Cotton, 60 ft. per doz.	1 40
Cotton, 70 ft. per doz.	1 60
Cotton, 80 ft. per doz.	1 80
Jute, 60 ft. per doz.	80
Jute, 72 ft. per doz.	96

CHEESE.	
Acme	@ 10 1/2
Amboy	@ 11 1/2
Byron	@ 10 1/2
Elsie	@ 11
Gold Medal	@ 10 3/4
Ideal	@ 10 1/2
Jersey	@ 10 1/2
Lenawee	@ 10 1/2
Riverside	@ 10 1/2
Sparta	@ 10 1/2
Brick	@ 10 1/2
Edam	@ 7 5
Leiden	@ 19
Limburger	@ 15
Pineapple	@ 43 85
Sap Sago	@ 18
Chicory.	
Bulk	5
Red	7
CATSUP.	
Columbia, pints	4 25
Columbia, 1/2 pints	2 50
CLOTHES PINS.	
5 gross boxes	45
COCOA SHELLS.	
20 lb bags	2 1/2
Less quantity	3
Pound packages	4
CREAM TARTAR.	
Strictly Pure, wooden boxes	35
Strictly Pure, tin boxes	37
COFFEE.	
Green.	
Rio	17
Fair	18
Good	19
Prime	20
Golden	20
Peaberry	22
Santos.	
Fair	19
Good	20
Prime	22
Peaberry	23
Mexican and Guatamala.	
Fair	21
Good	22
Fancy	24
Maracaibo.	
Prime	23
Milled	24
Java.	
Interior	25
Private Growth	27
Mandehling	28
Mocha.	
Imitation	25
Arabian	28
Roasted.	
Clark-Jewell-Wells Co.'s Brands	
Fifth Avenue	30
Jewell's Arabian Mocha	30
Wells' Mocha and Java	25 1/2
Wells' Perfection Java	25 1/2
Sancalbo	23
Valley City Maracaibo	20
Ideal Blend	16
Leader Blend	13 1/2
Worden Grocer Co.'s Brands	
Quaker Arabian Mocha	31
Quaker Mandehling Java	31
Quaker Mocha and Java	29
Toko Mocha and Java	26
Quaker Golden Santos	23
State House Blend	21
Quaker Golden Rio	20
Package.	
Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package. In 30 lb. cases the list is 10c per 100 lb. above the price in full cases.	
Arbuckle	12 00
Jersey	12 00
McLaughlin's XXXX	12 00
Extract.	
Valley City 1/2 gross	75
Felix 1/2 gross	1 15
Hummel's foil 1/2 gross	85
Hummel's tin 1/2 gross	1 42
Knelp Malt Coffee.	
1 lb. packages, 50 lb. cases	9
1 lb. packages, 100 lb. cases	9
CONDENSED MILK.	
4 doz in case.	
Gail Borden Eagle	6 75
Crown	6 25
Daisy	5 75
Champion	4 50
Magnolia	4 25
Challenge	3 50
Dime	3 35

COUPON BOOKS.	
50 books, any denom.	1 50
100 books, any denom.	2 50
500 books, any denom.	11 50
1,000 books, any denom.	20 00
Economic Grade.	
50 books, any denom.	1 50
100 books, any denom.	2 50
500 books, any denom.	11 50
1,000 books, any denom.	20 00
Superior Grade.	
50 books, any denom.	1 50
100 books, any denom.	2 50
500 books, any denom.	11 50
1,000 books, any denom.	20 00
Coupon Pass Books.	
Can be made to represent any denomination from \$10 down.	
20 books	1 00
50 books	2 00
100 books	3 00
250 books	6 25
500 books	10 00
1,000 books	17 50
Credit Checks.	
500, any one denom'n	3 00
1,000, any one denom'n	5 00
2,000, any one denom'n	8 00
Steel punch	75
DRIED FRUITS—DOMESTIC	
Apples.	
Sundried	@ 2 1/2
Evaporated 50 lb boxes	@ 4
California Fruits.	
Apricots	9 @ 10 1/2
Blackberries	6 @
Nectarines	6 @
Peaches	7 1/2 @ 9
Pears	8 @
Pitted Cherries	8 @
Prunelles	12
Raspberries	12
California Prunes.	
100-120 25 lb boxes	@ 3 1/2
90-100 25 lb boxes	@ 3 1/2
80-90 25 lb boxes	@ 4 1/2
70-80 25 lb boxes	@ 5
60-70 25 lb boxes	@ 5 1/2
50-60 25 lb boxes	@ 6
40-50 25 lb boxes	@ 7 1/2
30-40 25 lb boxes	@
1/2 cent less in 50 lb cases	
Raisins.	
London Layers 3 Crown	1 55
London Layers 5 Crown	2 50
Dehesias	3 25
Loose Muscatels 2 Crown	5
Loose Muscatels 3 Crown	5 1/2
Loose Muscatels 4 Crown	6 1/2
FOREIGN.	
Currants.	
Patras bbls.	@ 5
Vostzias 50 lb cases	@ 5 1/2
Cleaned, bulk	@ 5
Cleaned, packages	@ 6 1/2
Peel.	
Citron American 10 lb bx	@ 14
Lemon American 10 lb bx	@ 12
Orange American 10 lb bx	@ 12
Raisins.	
Ondura 28 lb boxes	6 1/2 @ 8
Sultana 1 Crown	@ 8 1/2
Sultana 2 Crown	@ 9
Sultana 3 Crown	@ 9 1/2
Sultana 4 Crown	@ 9 3/4
Sultana 5 Crown	@ 10 1/2
FLY PAPER.	
Tanglefoot	
Regular, per box	30
Regular, case of 10 boxes	2 55
Regular, 5 case lots	2 50
Regular, 10 case lots	2 40
Little, per box	13
Little, case of 15 boxes	1 45
Little, 10 case lots	1 40
Holders, per box of 50	75

FARINACEOUS GOODS.	
Farina.	
Bulk	3
Grits.	
Walsh-DeRoo Co.'s	2 00
Hominy.	
Barrels	2 25
Flake, 50 lb. drums	1 00
Lima Beans.	
Dried	3 1/2
Maccaroni and Vermicelli.	
Domestic, 10 lb. box	60
Imported, 25 lb. box	2 50
Pearl Barley.	
Common	1 1/2
Chester	2
Empire	2 1/2
Peas.	
Green, bulk	80
Split, per lb.	2 1/2
Rolled Oats.	
Rolled Avena, bbl	3 30
Monarch, bbl	2 80
Monarch, 1/4 bbl	1 55
Private brands, bbl	2 75
Private brands, 1/4 bbl	1 50
Quaker, cases	3 20
Sago.	
German	4
East India	3 1/2
Wheat.	
Cracked, bulk	3
24 2 lb packages	2 40
Fish.	
Cod.	
Georges cured	@ 4
Georges genuine	@ 4 1/2
Georges selected	@ 5 1/2
Strips or bricks	5 @ 8
Halibut.	
Chunks	10
Strips	9
Herring.	
Holland white hoops keg	60
Holland white hoops bbl	7 50
Norwegian	
Round 100 lbs	2 50
Round 40 lbs	1 30
Scalad	13
Flackerel.	
No. 1 100 lbs	11 00
No. 1 40 lbs	4 70
No. 1 10 lbs	1 25
No. 2 100 lbs	8 00
No. 2 40 lbs	3 50
No. 2 10 lbs	95
Family 90 lbs	
Family 10 lbs	
Sardines.	
Russian kegs	55
Stockfish.	
No. 1, 100 lb. bales	10 1/2
No. 2, 100 lb. bales	8 1/2
Trout.	
No. 1 100 lbs	5 00
No. 1 40 lbs	2 50
No. 1 10 lbs	65
No. 1 8 lbs	55
Whitefish.	
No. 1 No. 2 Fam	
100 lbs	6 75 5 25 1 60
40 lbs	3 00 2 40 95
10 lbs	83 68 31
8 lbs	69 57 29
FLAVORING EXTRACTS.	
Jennings'.	
D. C. Vanilla	D. C. Lemon
2 oz.	1 20 2 oz. 75
3 oz.	1 50 3 oz. 1 00
4 oz.	2 00 4 oz. 1 40
6 oz.	3 30 6 oz. 2 00
No. 8 1 00	No. 8 2 40
No. 10 6 00	No. 10 4 00
No. 2 T. 1 25	No. 2 T. 80
No. 3 T. 2 00	No. 3 T. 35
No. 4 T. 2 40	No. 4 T. 1 50
HERBS.	
Sage	15
Hops	15
INDIGO.	
Madras, 5 lb boxes	55
S. F., 2, 3 and 5 lb boxes	50
JELLY.	
15 lb pails	30
17 lb pails	34
30 lb pails	60
LYE.	
Condensed, 2 doz	1 20
Condensed, 4 doz	2 25



TRADESMAN
CREDIT COUPON

50 books, any denom. 1 50
100 books, any denom. 2 50
500 books, any denom. 11 50
1,000 books, any denom. 20 00

Economic Grade.
50 books, any denom. 1 50
100 books, any denom. 2 50
500 books, any denom. 11 50
1,000 books, any denom. 20 00

Superior Grade.
50 books, any denom. 1 50
100 books, any denom. 2 50
500 books, any denom. 11 50
1,000 books, any denom. 20 00

Coupon Pass Books.
Can be made to represent any denomination from \$10 down.

20 books 1 00
50 books 2 00
100 books 3 00
250 books 6 25
500 books 10 00
1,000 books 17 50

Credit Checks.
500, any one denom'n 3 00
1,000, any one denom'n 5 00
2,000, any one denom'n 8 00
Steel punch 75

DRIED FRUITS—DOMESTIC

Apples.
Sundried @ 2 1/2
Evaporated 50 lb boxes @ 4

California Fruits.
Apricots 9 @ 10 1/2
Blackberries 6 @
Nectarines 6 @
Peaches 7 1/2 @ 9
Pears 8 @
Pitted Cherries 8 @
Prunelles 12
Raspberries 12

California Prunes.
100-120 25 lb boxes @ 3 1/2
90-100 25 lb boxes @ 3 1/2
80-90 25 lb boxes @ 4 1/2
70-80 25 lb boxes @ 5
60-70 25 lb boxes @ 5 1/2
50-60 25 lb boxes @ 6
40-50 25 lb boxes @ 7 1/2
30-40 25 lb boxes @
1/2 cent less in 50 lb cases

Raisins.
London Layers 3 Crown 1 55
London Layers 5 Crown 2 50
Dehesias 3 25
Loose Muscatels 2 Crown 5
Loose Muscatels 3 Crown 5 1/2
Loose Muscatels 4 Crown 6 1/2

FOREIGN.

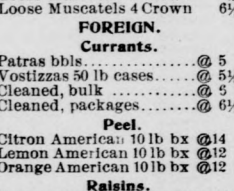
Currants.
Patras bbls. @ 5
Vostzias 50 lb cases @ 5 1/2
Cleaned, bulk @ 5
Cleaned, packages @ 6 1/2

Peel.
Citron American 10 lb bx @ 14
Lemon American 10 lb bx @ 12
Orange American 10 lb bx @ 12

Raisins.
Ondura 28 lb boxes 6 1/2 @ 8
Sultana 1 Crown @ 8 1/2
Sultana 2 Crown @ 9
Sultana 3 Crown @ 9 1/2
Sultana 4 Crown @ 9 3/4
Sultana 5 Crown @ 10 1/2

FLY PAPER.
Tanglefoot

SALT.	
Diamond Crystal.	
Cases, 24 3-lb boxes	1 50
Barrels, 100 3 lb bags	2 75
Barrels, 40 7 lb bags	2 40
Butter, 28 lb. bags	30
Butter, 56 lb. bags	60
Butter, 20 14 lb bags	3 00
Butter, 280 lb bbls.	2 50
Common Grades.	
100 3 lb sacks	2 80
60 5-lb sacks	1 85
28 11-lb sacks	1 70
Worcester.	
50 4 lb. cartons	3 25
115 2 1/2 lb. sacks	4 00
60 5 lb. sacks	3 75
22 14 lb. sacks	3 50
30 10 lb. sacks	3 50
28 lb. linen sacks	32
56 lb. linen sacks	60
Bulk in barrels	2 50
Warsaw.	
56 lb dairy in drill bags	30
28 lb dairy in drill bags	15
Ashton.	
56 lb dairy in linen sacks	60
Higgins.	
56 lb dairy in linen sacks	60
Solar Rock.	
56 lb sacks	21
Common Fine.	
Saginaw	70
Manistee	70
SNUFF.	
Scotch, in bladders	37
Maccaboy, in jars	35
French Rappee, in jars	43
SPICES.	
Whole Sifted.	
Allspice	9
Cassia, China in mats	10
Cassia, Batavia in bund	20
Cassia, Saigon in rolls	32
Cloves, Amboyna	15
Cloves, Zanzibar	9
Mace, Batavia	60
Nutmegs, fancy	60
Nutmegs, No. 1	50
Nutmegs, No. 2	45
Pepper, Singapore, black	9
Pepper, Singapore, white	12
Pepper, shot	10
Pure Ground in Bulk.	
Allspice	12
Cassia, Batavia	22
Cassia, Amboyna	35
Cloves, Amboyna	20
Cloves, Zanzibar	15
Ginger, African	15
Ginger, Cochon	20
Ginger, Jamaica	22
Mace, Batavia	70
Mustard, Eng. and Trieste	20
Mustard, Trieste	25
Nutmegs	40 @ 0
Pepper, Sing., black	10 @ 14
Pepper, Sing., white	15 @ 18
Pepper, Cayenne	17 @ 20
Sage	18
SYRUPS.	
Corn.	
Barrels	12
Half bbls	14
Pure Cane.	
Fair	16
Good	20
Choice	25
SODA.	
Boxes	5 1/2
Kegs, English	4 1/2
SOAP.	
Laundry.	
Armour's Brands	
Armour's Family	2 70
Armour's Laundry	3 25
Armour's White, 100s.	6 25
Armour's White, 50s.	3 20
Armour's Woodchuck	2 55
Armour's Kitchen Brown	2 40
Armour's Mottled German	2 00
SOAP.	



JENNINGS' FLAVORING EXTRACTS.

ESTABLISHED 1872

Jennings'.
D. C. Vanilla D. C. Lemon
2 oz. 1 20 2 oz. 75
3 oz. 1 50 3 oz. 1 00
4 oz. 2 00 4 oz. 1 40
6 oz. 3 30 6 oz. 2 00
No. 8 1 00 No. 8 2 40
No. 10 6 00 No. 10 4 00
No. 2 T. 1 25 No. 2 T. 80
No. 3 T. 2 00 No. 3 T. 35
No. 4 T. 2 40 No. 4 T. 1 50

GLUE.	
Jackson Liquid, 1 oz.	per doz. 65
Jackson Liquid, 2 oz.	98
Jackson Liquid, 3 oz.	1 30
GUNPOWDER	

Lautz Bros. & Co.'s Brands.



Acme, 70 1 lb. cakes. Single box 3 43, 5 box lots 3 35, 10 box lots 3 28, 25 box lots 3 23.



Marseilles White. Single box 5 75, 5 box lots 5 65, 10 box lots 5 60, 25 box lots 5 50.



Schulte's Family 2 75, Clydesdale 2 85, No Tax 2 50, German Mottled 1 85, Electro 3 25, Oleine, white 2 55.



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



Single box 2 65, 5 box lots, delivered 2 60, 10 box lots, delivered 2 50, 25 box lot, delivered 2 45.



Kingsford's Corn. 40 1-lb packages 6, 20 1-lb packages 6 1/2. Kingsford's Silver Glass. 40 1-lb packages 6 1/2, 6-lb boxes 7.

Common Gloss.

1-lb packages 4, 3-lb packages 4, 5-lb packages 4 1/2, 10 and 50 lb boxes 2 1/2.



No. 4, 3 doz in case 4 50, No. 6, 3 doz in case 7 20.

SUGAR.

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

Candies.

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

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

Fancy-In Bulk. Lozenges, plain 9 @ 9, Lozenges, printed 9 @ 9, Choc. Drops 11 @ 11, Choc. Monumentals 12 @ 12 1/2, Gum Drops 12 @ 12, Sour Drops 12 @ 12 1/2, Imperials 12 @ 12 1/2.

Fancy-in 5 lb. Boxes. Lemon Drops 50 @ 50, Sour Drops 50 @ 50, Peppermint Drops 60 @ 60, Chocolate Drops 65 @ 65, H. M. Choc. Drops 75 @ 75, Gum Drops 80 @ 80, Licorice Drops 80 @ 80, A. B. Licorice Drops 80 @ 80, Lozenges, plain 85 @ 85, Lozenges, printed 85 @ 85, Imperials 85 @ 85, Molasses Bar 85 @ 85, Hand Made Creams 80 @ 80, Plain Creams 80 @ 80, Decorated Creams 80 @ 80, String Rock 80 @ 80, Burnt Almonds 1 25 @ 25, Wintergreen Berries 55 @ 55.

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

Fresh Meats.

Beef. Carcass 6 1/2 @ 7 1/2, Fore quarters 5 @ 6, Hind quarters 7 1/2 @ 9, Loins No. 3 9 @ 11, Ribs 9 @ 12, Rounds 6 @ 6 1/2, Chucks 4 @ 5, Plates 4 @ 4.

Pork. Dressed @ 5, Loins @ 7 1/2, Shoulders @ 6, Leaf Lard 5 1/2 @ 8. Mutton. Carcass 7 @ 8, Spring Lambs 9 @ 10. Veal. Carcass 5 @ 6 1/2.

Crackers.

The N. Y. Biscuit Co. quotes as follows: Butter. Seymour XXX 4, Seymour XXX, 3 lb. carton 4 1/2, Family XXX 4 1/2, Family XXX, 3 lb. carton 4 1/2, Salted XXX 4, Salted XXX, 3 lb. carton 4 1/2. Soda. Soda XXX 3 lb. carton 4 1/2, Soda City 4, Zephyrette 10, Long Island Wafers 9, L. I. Wafers, 1 lb carton 10. Oyster. Square Oyster, XXX 4, Sq. Oys. XXX, 1 lb carton 5, Farina Oyster, XXX 4.

SWEET GOODS-Boxes.

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

Grains and Feedstuffs.

Wheat. Wheat. 85, Winter Wheat Flour. Local Brands. Patents 5 00, Second Patent 4 50, Straight 4 20, Clear 4 00, Graham 4 00, Buckwheat 3 40, Rye 2 65, Subject to usual cash discount.

Spring Wheat Flour. Clark-Jewell Wells Co.'s Brand. Pillsbury's Best 1/8s 4 70, Pillsbury's Best 1/4s 4 60, Pillsbury's Best 1/2s 4 50, Pillsbury's Bakers Pat. 1/8s 4 40, Pillsbury's Bakers Pat. 1/4s 4 40, Pillsbury's Bakers Pat. 1/2s 4 40. Ball-Barnhart-Putnam's Brand. Grand Republic, 1/8s 4 70, Grand Republic, 1/4s 4 60, Grand Republic, 1/2s 4 50. Lemon & Wheeler Co.'s Brand. Parisian, 1/8s 4 70, Parisian, 1/4s 4 60, Parisian, 1/2s 4 50. Olney & Judson's Brand. Ceresota, 1/8s 4 80, Ceresota, 1/4s 4 70, Ceresota, 1/2s 4 60. Worden Grocer Co.'s Brand. Laurel, 1/8s 4 70, Laurel, 1/4s 4 60, Laurel, 1/2s 4 50.

Meal. Bolted 1 50, Granulated 1 75. Feed and Millstuffs. St. Car Feed, screened 11 75, No. 1 Corn and Oats 10 75, Unbolted Corn Meal 10 25, Winter Wheat Bran 11 00, Winter Wheat Middlings 11 50, Screenings 8 00. The O. E. Brown Mill Co. quotes as follows: Car lots 26, Less than car lots 28. Oats. Car lots 21, Carlots, clipped 23, Less than car lots 25. Hay. No. 1 Timothy carlots 9 50, No. 1 Timothy, ton lots 11 00.

New Corn. Car lots 26, Less than car lots 28. Oats. Car lots 21, Carlots, clipped 23, Less than car lots 25. Hay. No. 1 Timothy carlots 9 50, No. 1 Timothy, ton lots 11 00.

Fruits. Oranges. 96-112 2 00 @ 2 25, 250 2 @ 2 25. Med't Sweets. 126 @ 2 50, 150-176-200 @ 2 75. Apples. 96 @ 3 25, 126 @ 3 75. Messinas. Fancy 200s @ 3 00, Valencia. Cases of 420 @ 4 50. Lemons. Strictly choice 300s @ 2 50, Strictly choice 300s @ 3 00, Fancy 300s @ 3 25, Ex. Fancy 300s @ 3 50. Bananas. Medium bunches 1 25 @ 1 50, Large bunches 1 75 @ 2 00. Foreign Dried Fruits. Figs, Choice Layers 10 lb 10 @ 10, Figs, New Smyrna 14 and 20 lb boxes @ 12, Figs, Naturals in 30 lb. bags @ 6, Dates, Fards in 10 lb boxes @ 8, Dates, Fards in 60 lb cases @ 6, Dates, Persians, H.M. B., 60 lb cases, new @ 6, Dates, Sairs 60 lb cases @ 4 1/2.

Nuts. Almonds, Tarragona @ 12, Almonds, Ivaca @ 11, Almonds, California, soft shelled @ 12, Brazils new @ 7 1/2, Filberts @ 10, Walnuts, Grenoble @ 12 1/2, Walnuts, Calif No. 1 @ 10, Walnuts, soft shelled Calif @ 12, Table Nuts, fancy @ 11, Table Nuts, choice @ 10, Pecans, Med. @ 7, Pecans, Ex. Large @ 10, Pecans, Jumbos @ 12, Hickory Nuts per bu., Ohio, new @ 3, Cocoanuts, full sacks @ 3 75. Peanuts. Fancy, H. P., Game Suns @ 7, Fancy, H. P., Flags Roasted @ 7, Choice, H. P., Extras @ 4, Choice, H. P., Extras, Roasted @ 6.

Provisions.

Swift & Company quote as follows: Barreled Pork. Mess 8 75, Back 9 75, Clear back 9 50, Short cut 9 25, Pig 12 50, Bean 8 50, Family 9 50. Dry Salt Meats. Bellies 5 1/2, Briskets 5, Extra shorts 5. Smoked Meats. Hams, 12 lb average 10, Hams, 16 lb average 9 1/2, Hams, 20 lb average 8 1/2, Ham dried beef 11 1/2, Shoulders (N. Y. cut) 6 1/4, Bacon, clear 7, California hams 6 1/2 @ 7, Boneless hams 10 1/2, Cooked ham 10 1/2. Lards. In Tierces. Compound 3 1/2, Kettle 5 1/2, 55 lb Tubs advance 5 1/2, 80 lb Tubs advance 5 1/2, 50 lb Tubs advance 5 1/2, 20 lb Pails advance 5 1/2, 10 lb Pails advance 5 1/2, 5 lb Pails advance 5 1/2, 3 lb Pails advance 5 1/2. Sausages. Bologna 5, Liver 5, Frankfort 6 1/2, Pork 6 1/2, Blood 6, Tongue 9, Head cheese 6 1/2. Beer. Extra Mess 7 00, Boneless 10 00, Rump 10 00. Pigs' Feet. Kits, 15 lbs 80, 1/4 bbls, 40 lbs 1 50, 1/2 bbls, 80 lbs 2 80. Tripe. Kits, 15 lbs 75, 1/4 bbls, 40 lbs 1 40, 1/2 bbls, 80 lbs 2 75. Casings. Pork 18, Beef rounds 3 1/2, Beef middles 8, Sheep 60. Butterine. Rolls, dairy 10, Solid, dairy 9 1/2, Rolls, creamery 13, Solid, creamery 12 1/2. Canned Meats. Corned beef, 2 lb 2 00, Corned beef, 14 lb 14 00, Roast beef, 2 lb 2 00, Potted ham, 1/4s 1 00, Potted ham, 1/2s 1 00, Deviled ham, 1/4s 1 00, Deviled ham, 1/2s 1 00, Potted tongue 1/4s 1 00, Potted tongue 1/2s 1 00.

Barreled Pork. Mess 8 75, Back 9 75, Clear back 9 50, Short cut 9 25, Pig 12 50, Bean 8 50, Family 9 50. Dry Salt Meats. Bellies 5 1/2, Briskets 5, Extra shorts 5. Smoked Meats. Hams, 12 lb average 10, Hams, 16 lb average 9 1/2, Hams, 20 lb average 8 1/2, Ham dried beef 11 1/2, Shoulders (N. Y. cut) 6 1/4, Bacon, clear 7, California hams 6 1/2 @ 7, Boneless hams 10 1/2, Cooked ham 10 1/2. Lards. In Tierces. Compound 3 1/2, Kettle 5 1/2, 55 lb Tubs advance 5 1/2, 80 lb Tubs advance 5 1/2, 50 lb Tubs advance 5 1/2, 20 lb Pails advance 5 1/2, 10 lb Pails advance 5 1/2, 5 lb Pails advance 5 1/2, 3 lb Pails advance 5 1/2. Sausages. Bologna 5, Liver 5, Frankfort 6 1/2, Pork 6 1/2, Blood 6, Tongue 9, Head cheese 6 1/2. Beer. Extra Mess 7 00, Boneless 10 00, Rump 10 00. Pigs' Feet. Kits, 15 lbs 80, 1/4 bbls, 40 lbs 1 50, 1/2 bbls, 80 lbs 2 80. Tripe. Kits, 15 lbs 75, 1/4 bbls, 40 lbs 1 40, 1/2 bbls, 80 lbs 2 75. Casings. Pork 18, Beef rounds 3 1/2, Beef middles 8, Sheep 60. Butterine. Rolls, dairy 10, Solid, dairy 9 1/2, Rolls, creamery 13, Solid, creamery 12 1/2. Canned Meats. Corned beef, 2 lb 2 00, Corned beef, 14 lb 14 00, Roast beef, 2 lb 2 00, Potted ham, 1/4s 1 00, Potted ham, 1/2s 1 00, Deviled ham, 1/4s 1 00, Deviled ham, 1/2s 1 00, Potted tongue 1/4s 1 00, Potted tongue 1/2s 1 00.

Hides and Pelts. Perkins & Hess pay as follows: Green 5 @ 6, Part cured 6 @ 6 1/2, Full Cured 6 1/2 @ 7 1/4, Dry 6 @ 8, Kips, green 5 @ 6, Kips, cured 6 1/2 @ 7 1/4, Calfskins, green 5 1/2 @ 7, Calfskins, cured 6 1/2 @ 8, Deaconskins 25 @ 30. Pelts. Shearlings 5 @ 10, Lambs 25 @ 50, Old Wool 60 @ 90. Furs. Mink 30 @ 90, Coon 30 @ 80, Skunk 30 @ 70, Muskrats, spring 12 @ 17, Muskrats, winter 8 @ 13, Red Fox 80 @ 1 25, Gray Fox 30 @ 7, Cross Fox 2 5 @ 5 00, Badger 25 @ 50, Cat, Wild 10 @ 25, Cat, House 10 @ 20, Fisher 3 00 @ 5 00, Lynx 1 0 @ 2 00, Martin, Dark 1 50 @ 3 00, Martin, Yellow 75 @ 1 50, Otter 4 50 @ 7 50, Wolf 1 0 @ 2 00, Bear 7 00 @ 15 00, Beaver 2 00 @ 6 00, Deer skin, dry per lb. 15 @ 25, Deerskin, gr'n, per lb. 10 @ 12 1/2. Washed 10 @ 16, Unwashed 5 @ 12. Miscellaneous. Tallow 2 @ 2 1/2, Grease Butter 1 @ 2, Switches 1 1/2 @ 2, Ginseng 2 50 @ 2 75.

Hides and Pelts. Perkins & Hess pay as follows: Green 5 @ 6, Part cured 6 @ 6 1/2, Full Cured 6 1/2 @ 7 1/4, Dry 6 @ 8, Kips, green 5 @ 6, Kips, cured 6 1/2 @ 7 1/4, Calfskins, green 5 1/2 @ 7, Calfskins, cured 6 1/2 @ 8, Deaconskins 25 @ 30. Pelts. Shearlings 5 @ 10, Lambs 25 @ 50, Old Wool 60 @ 90. Furs. Mink 30 @ 90, Coon 30 @ 80, Skunk 30 @ 70, Muskrats, spring 12 @ 17, Muskrats, winter 8 @ 13, Red Fox 80 @ 1 25, Gray Fox 30 @ 7, Cross Fox 2 5 @ 5 00, Badger 25 @ 50, Cat, Wild 10 @ 25, Cat, House 10 @ 20, Fisher 3 00 @ 5 00, Lynx 1 0 @ 2 00, Martin, Dark 1 50 @ 3 00, Martin, Yellow 75 @ 1 50, Otter 4 50 @ 7 50, Wolf 1 0 @ 2 00, Bear 7 00 @ 15 00, Beaver 2 00 @ 6 00, Deer skin, dry per lb. 15 @ 25, Deerskin, gr'n, per lb. 10 @ 12 1/2. Washed 10 @ 16, Unwashed 5 @ 12. Miscellaneous. Tallow 2 @ 2 1/2, Grease Butter 1 @ 2, Switches 1 1/2 @ 2, Ginseng 2 50 @ 2 75.

Oils. Eocene @ 11 1/2, XXX W.W. Mich. Hdt @ 8 1/2, W.W. Michigan @ 8, High Test Headlight @ 7, D. S. Gas @ 8, Deo. Naphtha @ 7 1/2, Cylinder @ 25 @ 36, Engine @ 11 @ 21, Black, winter @ 8.

Crockery and Glassware.

AKRON STONEWARE. Butters. 1/2 gal. per doz. 50, 1 to 6 gal., per gal. 5 1/2, 8 gal., per gal. 6 1/2, 10 gal., per gal. 6 1/2, 12 gal., per gal. 6 1/2, 15 gal. meat-tubs, per gal. 8, 20 gal. meat-tubs, per gal. 8, 25 gal. meat-tubs, per gal. 10, 30 gal. meat-tubs, per gal. 10.

Churns. 2 to 6 gal., per gal. 5 1/2, Churn Dashers, per doz. 85. Milkpans. 1/2 gal. flat or rd. bot., doz. 60, 1 gal. flat or rd. bot., each 5 1/2. Fine Glazed Milkpans. 1/2 gal. flat or rd. bot., doz. 65, 1 gal. flat or rd. bot., each 5 1/2. Stewpans. 1/2 gal. fireproof, bail, doz. 85, 1 gal. fireproof, bail, doz. 1 10. Jugs. 1/2 gal., per doz. 40, 1 gal., per doz. 50, 1 to 5 gal., per gal. 6 1/2. Tomato Jugs. 1/2 gal., per doz. 70, 1 gal., each 7, Corks for 1/2 gal., per doz. 20, Corks for 1 gal., per doz. 30. Preserve Jars and Covers. 1/2 gal., stone cover, doz. 75, 1 gal., stone cover, doz. 1 00. Sealing Wax. 5 lbs. in package, per lb. 2.

LAMP BURNERS. No. 0 Sun 45, No. 1 Sun 50, No. 2 Sun 50, Tubular, No. 1 75, Security, No. 1 65, Security, No. 2 85, Nutmeg 50, Climax 1 50. LAMP CHIMNEYS-Common. Per box of 6 doz. No. 0 Sun 1 75, No. 1 Sun 1 88, No. 2 Sun 2 70. First Quality. No. 0 Sun, crimp top, wrapped and labeled 2 10, No. 1 Sun, crimp top, wrapped and labeled 2 25, No. 2 Sun, crimp top, wrapped and labeled 3 25. XXX Flint. No. 0 Sun, crimp top, wrapped and labeled 2 55, No. 1 Sun, crimp top, wrapped and labeled 2 75, No. 2 Sun, crimp top, wrapped and labeled 3 75. CHIMNEYS-Pearl Top. No. 1 Sun, wrapped and labeled 3 70, No. 2 Sun, wrapped and labeled 4 70, No. 2 Hinge, wrapped and labeled 4 88, No. 2 Sun, "Small Bulb," for Globe Lamps 80. La Bastie. No. 1 Sun, plain bulb, per doz 1 25, No. 2 Sun, plain bulb, per doz 1 50, No. 1 Crimp, per doz 1 35, No. 2 Crimp, per doz 1 60. Rochester. No. 1, Lime (65 doz) 3 50, No. 2, Lime (70 doz) 4 06, No. 2, Flint (80 doz) 4 70. Electric. No. 2, Lime (70 doz) 4 00, No. 2, Flint (80 doz) 4 40. OIL CANS. Doz. 1 gal tin cans with spout 1 25, 1 gal galv iron with spout 1 65, 2 gal galv iron with spout 2 87, 3 gal galv iron with spout 4 00, 5 gal galv iron with spout 5 00, 5 gal galv iron with faucet 6 00, 5 gal Tilted cans 9 00, 5 gal galv iron Nacefas 9 00. Pump Cans. 5 gal Rapid steady stream 9 00, 5 gal Eureka non-overflow 10 50, 5 gal Home Rule 10 50, 5 gal Pirate King 9 50. LANTERNS. No. 0 Tubular 4 25, No. 1 B Tubular 6 50, No. 13 Tubular Dash 6 30, No. 1 Tub., glass font. 7 00, No. 12 Tubular, side lamp 14 00, No. 3 Street Lamp 3 75. LANTERN GLOBES. No. 0 Tubular, cases 1 doz. each, box 10 cents 45, No. 0 Tubular, cases 2 doz. each, box 15 cents 45, No. 0 Tubular, bbls 5 doz. each, bbl 35 40, No. 0 Tubular, bull's eye, cases 1 doz. each 1 25. LAMP WICKS. No. 0 per gross 20, No. 1 per gross 25, No. 2 per gross 38, No. 3 per gross 58, Mammoth per doz. 70.

HARDWARE SALESMEN.

Strong as Granite—Pliable as Rubber
—Sharp as a Tack.*

The material comforts of the earth on which we live radiate from one center—that of commerce. Destroy the commerce of the world and you destroy its civilization and relegate it to the primitive condition of hopeless barbarism.

At the earliest dawn of civilization, so far as any records tell, the inhabitants of Egypt and Assyria were sending out and receiving back the products of the Orient. Water craft upon the Nile and the Euphrates were laden with the products of the earth and manufactures of various kinds. Buyers were abroad in the land, near and far, building up and increasing commerce. Custom houses were busy at various points collecting tariff dues. Long trains of camels and other burden brutes were crossing deserts, threading valleys and mountain passes, intent, in a small way, on gathering and distributing the products of field and forest, and the shops of the workers in such metals as were then known. Sea-going vessels went abroad, hugging the shores of contiguous waters. In these the Egyptian and Phoenician merchants were trading at initial ports, or trading points for long and short distances on the margins of what are now known as Asia, Africa and Europe, extending their trade beyond the Western Mediterranean limit and the Western coast of Europe, to the tin mines of the Cornishmen.

To facilitate trade by land and water, trading posts and crude port cities were built on the coasts and along the rivers. Vast inland canals were constructed. Coarse and fine metals were sought for in deep mines, copper in Cyprus, tin ore in Britain, iron in Etrusca, precious stones, woods and gums on Asian coasts. Trade increased during the centuries, cities were built, harbors improved, commodities scattered, and by contact, through commerce, with civilized people who came to them trading and interchanging commodities, their barbarism merged slowly but surely into the ways of civilization. Artisans in civilized wares became more numerous, gradually the trading points became more frequent and important, the half-wild people of the forests and mountains were strangely attracted by the commercial adventures, and so it came about, in more ways than one, that the original traders became the civilizers and educators among the primeval heathen, before the days of Moses and Joseph. Under the influence of those early adventures in trade, the forests were felled, wild beasts were slain, roads were thrown up, and rivers were bridged; tent life gradually gave way to the hut; the nomad to the fixed settler and tiller of the soil; civilization was invoked in the midst of the wilderness.

Back, far back in the uncouth ages, the commercial traveler began his arduous work. In his small, rude boat, he hugged the wild shores beating up trade. No money had he, for none had been coined; but he had coarse fabrics and trinkets to barter for crude stuff, for peltries, for gums, and for now and then bits of suggestive metals, and once in a while, for attractive slaves. At the risk of his life, he ventured afar and sought trade. He was the avant courier of the present day's vast commerce. After him, in the process of time, came greater ships and longer and more frequent caravans; great houses and firms sprang into life, concerns that sent out traveling men, sent out their agents to seek for commodities with which to load the ships and caravans. In like interest they wandered more or less from point to point, from hut to hut, from port to port, trafficking and preparing for traffic and shipment, slowly but surely educating the wild world in matters of useful interchange of the products of the times, laying the first foundation stones of the commerce which now is ours.

*Address by Jas. R. Nutting before annual convention National Hardware Association.

Commerce built the cities and the roads. Oftentimes in the world's history has commerce destroyed them. Commerce sent the ships to sea and kept them there, provided means for setting up the great and little schools, for the erection of great enterprises and edifices, both Pagan and Christian. Through the labors of our class in other days and ages, laws were framed and courts established in all the earth; and so, step by step, from first to last, has it pushed the world along, conquering darkness and making it possible for light to shine. Its ships plow every sea; its iron rails mark every land. Behind every useful enterprise the world has ever known the sturdy merchant stands, the merchant and the traveling man. They were among the first in history, and they have never lost their grip. Great is the world's progress, and the men of commerce are at the bottom of it.

The commercial traveler is no new thing. He began with the beginning. He was a peddler, bagman, chapman, wandered in boats, afoot, on horseback or on wheels, sold goods for himself, or for others. He found trade, extended it, planted more and more, nursed it, brought into it thrift. He is more numerous now than in the far-off days, but his instincts are much the same. If his energies are increased, it is only because of his greater facilities. Let us now proceed to look into him and his affairs more closely in the light of the present hour. The commerce of all civilized countries depends largely upon the traveling salesman, or on personal solicitation; especially is this true of trade in iron and its products—the trade that you, as members of the National Hardware Association, represent. How, then, can traveling hardwaremen best subserve their personal interests and the interests of their employers, whether engaged on a fixed salary, or on a profit-saving basis, is the subject of discussion about to take place before this convention, and is the object of this paper.

That there will be as many opinions as there are persons on this floor, admits of little doubt. If successful in suggesting some thoughts worthy of your careful consideration, the discussion of which brings you into closer relationship with each other, produces more harmony, brings about better feeling with and more consideration for the gentlemen who represent you as traveling salesmen, if the well-known fact is emphasized that your interests are mutual, that the interests of your salesmen should become yours also; that each is dependent upon the other; if the result of this discussion about to follow places you upon a higher plane of business honor and integrity, and if you all become more impressed with the priceless value of the golden rule, given so long ago, which has never yet failed, and upon which all successful and enduring business enterprises have been built, the time will have been profitably spent, and you will go from here with more confidence in each other, and have more consideration for those who bear heavy burdens in your behalf, and you may be assured of more profitable returns for your labors and for the use of capital that you have invested in your chosen occupation.

There should be perfect and absolute confidence in the men that are intrusted with the very life of your business. Without this, they cannot succeed. If you doubt their ability or their integrity, do not send them out. It is unfair to them and unjust to yourselves.

Give them all the information that you possess, as to the cost and quality of goods, expense of doing business, and probabilities of future fluctuations in the markets. Allow them all the discretion in selecting customers, making prices and terms that you would use if you were in their place upon the road, personally confronting customers. Assist in selecting their routes, furnish them with names of reliable firms most likely to become desirable customers, and when acquaintances are made and trade established, permit them to visit each customer at regular intervals, and

the oftener the better. Write personal complimentary letters of encouragement as often as circumstances will justify, and if criticism becomes necessary, preface it with, "I may be, and I hope I am mistaken, but it seems, etc."

Under ordinary circumstances, it is better not to burden your salesmen with collections. They should appear before their customers with all the advantage of favorable circumstances, and not be compelled to make settlements, demand payments, inquire as to financial conditions, or in any way be hampered. They are salesmen, and if they are to secure the best results, should not be burdened with anything beyond the usual difficult task of securing the orders desired.

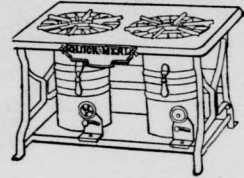
As to their expense accounts: Realizing that they are away much of the time from home and its comforts, the associations of their families and friends, deprived of needed rest and wholesome food, suffering from inclement weather, imperfectly ventilated rooms, and all the ills that flesh is heir to, no hotel should be too good for their use, no car seat too comfortable for them to occupy, no carriage too easy for their

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.



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.

Carriages

Staunch and
Stylish

TO DEALERS—Our repository offers the most inviting and complete stock in Michigan. Phaetons, Surries, Roadwagons and Delivery Wagons.

We are specially well prepared to fill all orders and cheerfully send illustrated catalogues and price lists. Our Hand Made Harnesses are winning many new customers.

BROWN & SEHLER, Grand Rapids.



Spray Pumps

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

Foster, Stevens & Co.,
Grand Rapids.

comfort. Would that all conditions pertaining to their personal welfare and convenience were improved. That they are paying just as much for railroad tickets, omnibus fares, sleeping car accommodations, hotel bills and incidentals as they did twenty years ago, when the profits on their sales were much greater than now, is not their fault, and they are making an effort, through their various organizations, to modify prices to conform in some degree to the present condition of small sales and close margins. And right here, it is only fair to them to admit that in most small villages and towns they are compelled to pay double the price for meals and lodging that any and all other classes of patrons are expected to pay for the same entertainment that they receive.

"How, then, can traveling hardware salesmen give best results?" There are several classes of hardware salesmen, but for our purpose a division in three classes will suffice:

First—The travelers who call upon you, the leading jobbers of hardware in this country.

Second—The salesmen that you employ.

Third—The specialty men who visit any and all classes of trade.

As to the first, the answer is easy: They can give best results by receiving large orders at long prices from your own good selves.

Second: As to the people you employ, they can give you best results by keeping thoroughly posted on the condition of your stock, knowing exactly what you have to sell, just what the goods have cost, the general expense of doing business, to which they can add their salary or commission and their average daily expenses. By doing these things they can easily estimate each night just what results they have given you.

By frankness and veracity, securing the confidence and esteem of their—your—customers.

By being made to feel that they each represent the very best house of all; that they carry a complete assortment of goods, especially adapted to the trade they visit; of excellent quality, and that their prices are conservative and reasonable.

By not thinking that competing salesmen have lower prices, or trying to prove that they have, by the unmercantile method of examining their invoices.

By not making prices on a bill that has already been sold.

By not asking customers to cancel orders that have been placed.

By not stuffing orders.

By not overstocking their customers.

By not inducing them to buy against their will by representing that goods will advance.

Country merchants should never be encouraged to speculate.

By fair consideration and honorable treatment of competitors. Sharp practices will not win in the long run. An undue advantage may secure one order, but the party injured will surely get even with interest, for chickens always come home to roost.

By carefully observing the ever changing wants of the trade; the retail dealer is in constant touch with the wants of the community in which he does business, and usually knows better, and in advance of the buyer for the wholesale house, what is wanted in his locality. For this reason, the travelers should write freely and frequently, daily, if necessary, to the house, of any knowledge they gathered with regard to new articles desired, or of the probabilities of less demand for goods that have usually been wanted, on account of changes in sentiments or climatic conditions.

By not accepting orders for goods not kept in stock, except the customer fully understands that they are to be bought in the market second handed, and is willing to pay accordingly, and to receive them as an accommodation.

In short, by being courteous, upright and gentlemanly, possessing full knowledge of the requirements necessary to a

successful prosecution of the business intrusted to their care.

If it is true that good husbands make good wives, it is just as true that good employers make good employees, and right here let it be fully understood that neither has a mortgage on the possession of goodness; that all the good people are not to be found in either position. There is no class of people that is entitled to or possesses more respect and confidence of the people than the traveling salesmen, not excepting the professions, public officials, or statesmen.

A hardware traveling salesman, in the goods he sells, has constantly before him object lessons that tend to improve his character, broaden his views, polish his manners, and intensify his observation. His capability of endurance comes from the hardwear he experiences on the road. The plumb suggests uprightness in all dealings, the level that he must not feel above his work, or permit his self-respect to drop below the plane represented by it. The square directs him along straight lines, and he is reminded that he should be to his family, his employer, and above all, to himself, as true as steel. The sharpest blade is most useful but, when its edge is misdirected, becomes harmful and dangerous. The brightest character, like the highest polished metal, is most easily tarnished. The anvil reminds him of that which bears the hardest blow without shrinking; skates admonish him that he must avoid thin ice of every description, especially in his judgment of credits; scales that every business word should be well weighed before it is uttered. That as the longest rope has an end, so will his days of travel terminate, and it should be a constant reminder to lay something up for a rainy day, after he has made his last trip. The auger suggests to him that it is possible, by over-persistent effort at times when ambition and enthusiasm get the better of good judgment, in the anxiety of obtaining a lucrative order, that he may become a bore, lose the coveted contract, and, when it is too late, realize that there are times when speech is silver and silence is golden. Gauged by public opinion, measured by accurate rules, chiseled by days of adversity and discouragement, smoothed with the plane of personal contact with the people of the world, as well as with customers, polished by the emery of competition, it is no wonder that at length he stands forth in the light of the day a manly man—strong as agate or granite, pliable as rubber, smooth as oil, and as sharp as a tack.

He never rests, scarcely ever stops to sleep: He talks by day, by night he rides or writes: Thus onward, up the hill of commerce climbs From steep to steep, unto its very heights.

Nit!

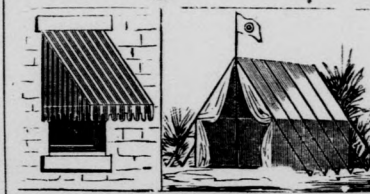
Who it is vot sits mit a shaiccar shaif, Who never has drubbe und never has care, Who, if he'd save money, be ein millionaire? Der Drummer. (Nit!)

Who it is vos has diamonds und money to burn, Who never the pathway of sorrow must learn, Who never toils hard und late, yet ein goot lifing earns? Der Drummer. (Nit!)

Who it is, ven dis life's plessings are o'er, Goes vandering over mit der golden shore, Und gicks because no von vill look his sample-line o'er? Der Drummer. (Nit!)

When we are little we brag about our parents; when we grow older we brag about ourselves, and when we get still older we brag about our children.

Awnings and Tents



Best goods and lowest prices in the State. All work guaranteed. Send for prices.
CHAS. A. COYE, 11 Pearl Street.

Hardware Price Current.

AUGURS AND BITS	
Snell's.....	70
Jennings', genuine.....	25&10
Jennings', imitation.....	60&10
AXES	
First Quality, S. B. Bronze.....	5 00
First Quality, D. B. Bronze.....	9 50
First Quality, S. B. S. Steel.....	5 50
First Quality, D. B. Steel.....	10 50
BARROWS	
Railroad.....	\$12 00 14 00
Garden.....	net 30 00
BOLTS	
Stove.....	60&10
Carriage new list.....	70 to 75
Flow.....	50
BUCKETS	
Well, plain.....	\$ 3 25
BUTTS, CAST	
Cast Loose Pin, figured.....	70&10
Wrought Narrow.....	75&10
BLOCKS	
Ordinary Tackle.....	70
CROW BARS	
Cast Steel.....	per lb 4
CAPS	
Ely's 1-10.....	per m 65
Hick's C. F.....	per m 55
G. D.....	per m 35
Musket.....	per m 60
CARTRIDGES	
Rim Fire.....	50& 5
Central Fire.....	25& 5
CHISELS	
Socket Firmer.....	80
Socket Framing.....	80
Socket Corner.....	80
Socket Slicks.....	80
DRILLS	
Morse's Bit Stocks.....	60
Taper and Straight Shank.....	50& 5
Morse's Taper Shank.....	50& 5
ELBOWS	
Com. 4 piece, 6 in.....	doz. net 55
Corrugated.....	1 25
Adjustable.....	dis 40&10
EXPANSIVE BITS	
Clark's small, \$18; large, \$26.....	30&10
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List	
New American.....	70&10
Nicholson's.....	70
Heller's Horse Rasps.....	65&10
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16.....	17
Discount, 75 to 75-10.....	18
GAUGES	
Stanley Rule and Level Co.'s.....	60&16
KNOBS—New List	
Door, mineral, jap. trimmings.....	70
Door, porcelain, jap. trimmings.....	80
MATTOCKS	
Adze Eye.....	\$16 00, dis 60&10
Hunt Eye.....	\$15 00, dis 60&10
Hunt's.....	\$18 50, dis 20&10
MILLS	
Coffee, Parkers Co.'s.....	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	40
Coffee, Landers, Ferry & Clark's.....	40
Coffee, Enterprise.....	30
MOLASSES GATES	
Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	30
NAILS	
Advance over base, on both Steel and Wire.	
Steel nails, base.....	1 65
Wire nails, base.....	1 75
30 to 60 advance.....	Base
10 to 16 advance.....	05
8 advance.....	10
6 advance.....	20
4 advance.....	30
3 advance.....	45
2 advance.....	70
Fine 3 advance.....	50
Casing 10 advance.....	15
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	35
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel 7/8 advance.....	85
PLANES	
Ohio Tool Co.'s, fancy.....	@50
Sciots Bench.....	60
Sandusky Tool Co.'s, fancy.....	@50
Bench, first quality.....	@50
Stanley Rule and Level Co.'s wood.....	60
PANS	
Fry, Acme.....	60&10&10
Common, polished.....	70& 5
RIVETS	
Iron and Tinned.....	60
Copper Rivets and Burs.....	60
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27 10 20	
"B" Wood's patent planished, Nos. 25 to 27 9 20	
Broken packages 1/2c per pound extra.	
HAMMERS	
Maydole & Co.'s, new list.....	dis 33 1/2
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30c list 70
Blacksmith's Solid Cast Steel Hand 30c list 40&10	

HOUSE FURNISHING GOODS.

Stamped Tin Ware.....	new list 75&10
Japaned Tin Ware.....	20&10
Granite Iron Ware.....	new list 40&10
HOLLOW WARE	
Pots.....	60&10
Kettles.....	60&10
Spiders.....	60&10
HINGES	
Gate, Clark's, 1, 2, 3.....	dis 60&10
State.....	per doz. net 2 50
WIRE GOODS	
Bright.....	80
Screw Eyes.....	80
Hook's.....	80
Gate Hooks and Eyes.....	80
LEVELS	
Stanley Rule and Level Co.'s.....	dis 70
ROPES	
Sisal, 1/2 inch and larger.....	5 1/2
Manilla.....	9 1/2
SQUARES	
Steel and Iron.....	80
Try and Bevels.....	
Mitre.....	
SHEET IRON	
com. smooth. com.	
Nos. 10 to 14.....	\$3 30 \$2 40
Nos. 15 to 17.....	3 30 2 40
Nos. 18 to 21.....	3 45 2 60
Nos. 22 to 24.....	3 55 2 70
Nos. 25 to 26.....	3 70 2 80
No. 27.....	3 80 2 90
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.	
SAND PAPER	
List acct. 19, '86.....	dis
SASH WEIGHTS	
Solid Eyes.....	per ton 20 00
TRAPS	
Steel, Game.....	60&10
Oneida Community, Newhouse's.....	50
Oneida Community, Hawley & Norton's 70&10&10	
Mouse, choker.....	per doz 15
Mouse, delusion.....	per doz 1 25
WIRE	
Bright Market.....	75
Annealed Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 05
Barbed Fence, painted.....	1 70
HORSE NAILS	
Au Sable.....	dis 40&10
Putnam.....	dis 5
Northwestern.....	dis 10&10
WRENCHES	
Baxter's Adjustable, nickeled.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	80
Coe's Patent, malleable.....	80
MISCELLANEOUS	
Bird Cages.....	50
Pumps, Cistern.....	80
Screws, New List.....	85
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	60
METALS—Zinc	
600 pound casks.....	6 1/2
Per pound.....	6 1/2
SOLDER	
1/2 @ 1/2.....	12 1/2
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
TIN—Melyn Grade	
10x14 IC, Charcoal.....	\$ 5 75
14x20 IC, Charcoal.....	5 75
20x28 IC, Charcoal.....	7 00
Each additional X on this grade, \$1.25.	
TIN—Allaway Grade	
10x14 IC, Charcoal.....	5 00
14x20 IC, Charcoal.....	5 00
10x14 IX, Charcoal.....	6 00
14x20 IX, Charcoal.....	6 00
Each additional X on this grade, \$1.50.	
ROOFING PLATES	
14x20 IC, Charcoal, Dean.....	5 00
14x20 IX, Charcoal, Dean.....	6 00
14x20 IC, Charcoal, Allaway Grade.....	4 50
14x20 IX, Charcoal, Allaway Grade.....	5 50
20x28 IC, Charcoal, Allaway Grade.....	9 00
20x28 IX, Charcoal, Allaway Grade.....	11 00
BOILER SIZE TIN PLATE	
14x56 IX, for No. 8 Boilers, } per pound... 9	
14x56 IX, for No. 9 Boilers, }	

G. R. IXX DAIRY PAIL.



Write for quotations and monthly illustrated Catalogue.
W. L. BRUMMELER & SONS,
Manufacturers and jobbers of
Pieced and Stamped Tinware.
260 S. Ionia St. - Grand Rapids, Mich.
Telephone 640

Advertising by Signs.

The science of advertising by other methods than the use of the columns of periodicals is making more rapid progress in this country to-day than is the latter. The sojourner in any of our great cities is constantly meeting surprises in the unexpected ways in which the claims of publicity are urged upon his attention, showing that ingenuity is active in the progress of permanent and temporary sign advertising.

In the earlier growth of outdoor advertising there seemed to be little of thought or method. The general idea that signs should be put where people might see them was recognized, but no particular thought seemed to be given to securing the notice of the right kind of people, or to engaging the attention in the proper manner or at the proper time. Thus, all have observed the desecration of the finest scenery and the obtrusion of signs in the most inappropriate places, which was more common some years ago than now. There is also to be noted the incongruity of placing such signs upon the most uncouth barns and outbuildings. The names of certain clothing firms, for instance, will always be associated, in my mind, with ill-smelling stables and tumble-down sheds and fences.

But now there is coming to be recognized the principle that advertising is not valuable in proportion to the number of eyes it meets entirely, but that it shall meet the right eyes, in the right way, at the right time, and that the value of the impression produced is proportioned, to a considerable extent, upon its length. Thus, the passing glance from a railway train or a wagon is of much less value than the consideration compelled by sitting five or ten minutes opposite an advertisement in a street car.

So in the larger cities every possible space meeting the eyes of crowds is valuable, and more valuable in proportion to these considerations. It is said that in the Old Country cities this kind of display is carried to a much greater extent than here. In fact, the multiplicity of such signs in some localities becomes fairly bewildering. One can hardly find the destination of the street cars, or distinguish the proper sign indicating the business of any given store.

It is curious to watch the growth of this kind of advertising in our larger cities. Many times these signs will appear in places that are so appropriate that it seems a wonder they had not been utilized long before. Then it is interesting to speculate as to the amount of revenue likely to result from the selling or leasing of such places. The fact that vacant spaces on the fronts of buildings on many Chicago streets bear the painted legend, "This Space to Rent," indicates that this is becoming a regular business. W. N. FULLER.

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.

WANTS COLUMN.

BUSINESS CHANCES.

FURNITURE AND UNDERTAKING BUSINESS for Sale—Nice, clean stock of furniture and undertaking goods for sale. Only stock of furniture in the county and best undertaking business in the county. Located in Garnett, Kas., a place of 2,500 people. Address C. E. Smith, Garnett, Kas. 280

FOR SALE—DRUG STORE, WELL LOCATED in Belding; stock invoices \$2,800. Will sell at a bargain, on account of other business. Will consider a deal for desirable real estate. Factories pay \$12,000 a month here. W. Andrew Dutt, M. D., Belding, Mich. 279

HARDWARE WANTED—NO. 1 LOCATION, cheap rent, no competition in eighteen miles. Address S. S. Burnett, Lake Ann, Mich. 278

WANTED TO EXCHANGE—CHOICE RESIDENCE in Charlotte for stock of merchandise. Cash for difference, if any. Address Box 643, Charlotte, Mich. 277

FOR SALE AT A BIG BARGAIN—COMPLETE drug stock and fixtures; invoices \$900; in good town; cash trade; rents reasonable; nearest drug store fourteen miles. Reason for selling other business. Address Box 124, Byron Center, Mich. 276

FOR SALE—CLOTHING, MEN'S FURNISHING goods and hat and cap stock. Store now does the leading business in a live city of over 3,000 inhabitants; county seat of one of the best counties in Michigan; up-to-date store; no old goods, all new. For information, address Mapes Clothing Co., Lansing, Mich. 275

A RARE CHANCE—GLOVE AND MITTEN machinery for sale. Plant donated to right party. Address Lock Drawer 42, Mendon, Mich. 273

TO RENT OR SELL—20x28 STORE, NEW, and best location in Coloma, Michigan. Great Paw Paw Lake resort and in fruit belt. Good opening for small business of different kinds. Call or address E. A. Hill, Coloma, Mich. 272

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, complete outfit—for sale cheap. Crozier Bros. Grand Rapids. 268

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

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 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. 262, care Michigan Tradesman. 262

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

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

HERE IS A SNAP—A NATIONAL CASH Register, also Mosler safe, for sale at a bargain and on easy terms. Address E. L. Doherty & Co., 50 Howard street, Detroit, Mich. 242

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

FOR SALE—STOCK OF GROCERIES, IN- volving about \$1,300, 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 WAT- rous' drug stock and fixtures, located at Newaygo. Best location and stock in the town. Enquire of Hazeltine & Perkins Drug Co., Grand Rapids, Mich. 136

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

MISCELLANEOUS.

AGENTS MAKING \$50 PER WEEK INTRO- ducing our new Patent Chemical Ink Erasing Pencil. Sells at sight. Everybody wants it. Particulars free. If looking for profitable business write at once. Monroe Eraser Manufacturing Co., X, 54, La Crosse, Wis. 271

WANTED—TRAVELING MEN TO SELL our line of Toys and Specialties; quick sellers and liberal commissions paid. Address Michigan Toy Co., Holland, Mich. 274

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 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

Practical Advertising

GIVE YOUR CUSTOMERS THE BENEFIT OF YOUR ADVERTISING BILL

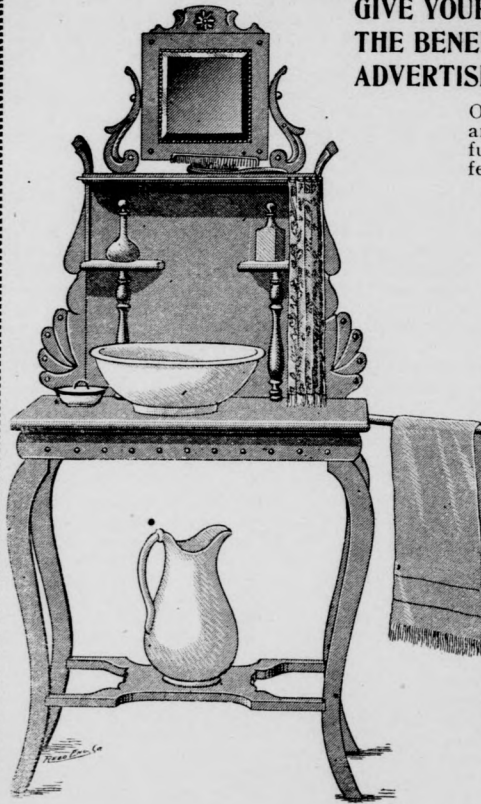
Our line of useful household articles is the most successful inducement ever offered for

CASH TRADE AND NEW CUSTOMERS

In our eight years' experience manufacturing Premium Goods and Novelties, our efforts have been one continued round of success. The big list of Michigan merchants using our goods demonstrates the superiority of home productions—not excelled anywhere. We want to send you a catalogue.

Stebbins Manufacturing Co., Lakeview, Mich.

(MENTION TRADESMAN)



ANTIQUE OAK TOILET TABLE

CLAIMED CIRCULATION VS. ACTUAL CIRCULATION

It is an easy matter to claim circulation. It is, sometimes, more difficult to substantiate such claims. The MICHIGAN TRADESMAN has always invited the fullest investigation in this respect, its advertising patrons having free access at all times to the pressroom, subscription books and mailing department, including receipts from the Grand Rapids post office, which are an unfailing index as to papers actually mailed.

Post Office at Grand Rapids
No. 269 Date, Apr 21, 1897
Publication, or News Agent Stebbins Manufacturing Co.
1712 pounds at 1 cent a pound, \$ 1712
Received the above amount in full prepayment of postage.
By Thos J Campbell, Postmaster.

$1713 \times 16 = 27,408$
 $27,408 \div 4\frac{1}{4} = 6449$

The above facsimile receipt with subjoined compilation show that for the issue of April 21 the MICHIGAN TRADESMAN paid for the transmission of 1713 pounds, or 27,408 ounces. As each paper weighs 4¼ ounces, there were 6,449 papers mailed.

We claim for the MICHIGAN TRADESMAN a larger PAID circulation among Michigan merchants than all other trade journals combined, and on this statement we base our belief that our advertising rates are lower—actual PAID circulation and character of circulation considered—than those of any other journal catering to the Michigan field.

Tradesman Company.

Travelers' Time Tables.

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

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

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

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

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

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

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

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

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

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

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

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

GRAND Trunk Railway System
Detroit and Milwaukee Div

Eastward.

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

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

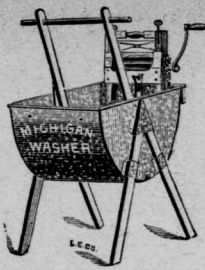
Muskegon Trains.
GOING WEST.
Lv G'd Rapids † 7:35am † 1:00pm † 5:40pm
Ar Muskegon 9:00am 2:10pm 7:05pm

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

Every Dollar

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

TRADESMAN COMPANY, Grand Rapids



Big Money

for you to show the Michigan Galvanized Iron Washer with reversible washboard. Any kind of wringer can be used.
Write for special inducements to introduce it.

REED & CO., Eagle, Mich.

Sells Best

Because it salts best, tastes best, keeps best—is best. **DIAMOND CRYSTAL SALT.**

See Price Current.
Diamond Crystal Salt Co., St. Clair, Mich.



A PURE MALT SUBSTITUTE FOR COFFEE
MANUFACTURED BY

KNEIPP MALT FOOD CO.

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

This Patent Ink Bottle FREE To Fly Button Dealers



WHAT ARE FLY BUTTONS?

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

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

The Fly Button Co.,
Maumee, Ohio.

Four Kinds of Coupon Books

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

TRADESMAN COMPANY, GRAND RAPIDS.

They all say

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

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

SCALE NEWS



1st. Some scales weigh in pounds and ounces. They give away your goods and money. (Others make this kind.)

2nd. Other scales weigh in pounds and ounces and money at the same time. They are confusing and waste your time. (We make this kind but we recommend the following one):

3rd. The up-to-date scale is the Dayton Money Weight Scale. It handles your goods as carefully as you change money.

It saves you money every time you use it.

The Dayton is recommended by over 30,000 leading merchants as the

KING OF SCALES

A postal card will bring you news that will make both your heart and pocketbook glad.

THE COMPUTING SCALE CO.,

DAYTON, OHIO, U. S. A.

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



Enameline

The Modern **STOVE POLISH**

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



TIME IS MONEY LIFE IS SHORT

And Rapid Transportation is
a Necessity

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

BELKNAP WAGON CO.,
GRAND RAPIDS, MICH.