

## WORDEN GROCER CO.

GRAND RAPIDS, MICH.



Notwithstanding the depression in business the past three years and the continual decline in prices, our business has shown a very large increase each year, and we attribute this constant expansion to the fact that we keep such goods as merchants and consumers want, and attend to their wants promptly and carefully. Any consumer who drinks our **Quaker** Coffees and **Quakeress** Teas will continue to use them; or if they get a taste of our **Quaker**, **Duchess** and **Dinner Party** Canned Fruit and Vegetables the results will be the same. We have **exclusive control** of these and many other lines, and the trade can be sure of getting the same uniform goods year after year. We carry fine goods in every department and a large stock to ship from. Please give us **your business** and we will see that you have nice fresh goods and prompt and courteous attention.



# TANGLEFOOT

SEALED  
STICKY FLY PAPER

MADE  
IN  
GRAND  
RAPIDS  
SOLD  
THE  
WORLD  
OVER



IS  
ONE  
OF THE  
MOST  
PROFIT-  
ABLE  
THINGS  
TO SELL

PRICES

1897

REGULAR  
10 Boxes in a Case  
30 cents per Box  
\$2.55 per Case

"LITTLE"  
15 Boxes in a Case  
13 cents per Box  
\$1.45 per case

"The 'asking' and the 'taking' price for space appear to be two different things with some papers."—THE TRADE PRESS.



"Asking" and "taking" prices are synonymous with the

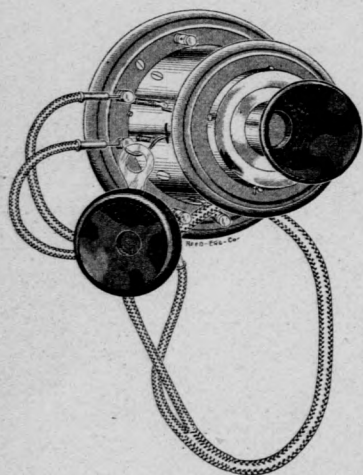
## Michigan Tradesman

One schedule of rates—the same to all.  
One set of rules for all advertisers.  
Contents prepared to interest its readers, not to jolly up its advertisers.  
Has more PAID subscribers than all other trade papers in the State combined.  
Has BETTER readers and BETTER advertisers—has the BEST of both and the BEST ONLY.

Not a morgue, filled with stale stereotyped matter reprinted from daily papers, but an original publication, replete with the best thoughts and brightest ideas of a staff of paid contributors who are themselves practical and successful merchants, interspersed with accurate market reports and interesting news matter of vital interest to the trade which is not to be found in the daily press.  
Not sent out gratuitously to burden the waste baskets of city merchants and amuse illiterate readers in obscure corners of the State, but a welcome visitor, promptly and invariably paid for, reaching progressive and up-to-date readers who possess the intelligence with which to comprehend and the money with which to buy.  
Fourteen years old, and the standard in its field.



Published at Grand Rapids.



M. B. WHEELER,  
S. D. KOPF.

A. O. WHEELER,  
Manistee, Mich.

## Private Line Phones

We have the best at reasonable prices. When you are ready to connect your house and store, office and factory, etc., write us for prices and information. They are not expensive.

M. B. Wheeler & Co.,  
25 Fountain St., Grand Rapids.

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.

JONATHAN HALE.

E. B. HALE.

L. H. HALE.

## Jonathan Hale & Sons

Merchant Millers,  
Lyons, Mich.

Established 1851.

Present Proprietors 1867.

Rollers Introduced 1881.

Gothic Roller Mills. Capacity 150 barrels daily.

OUR BRANDS: B., O. K., Golden Rod, Morning Glory, Golden Anchor, Cream of Wheat, Hale's Entire Wheat.



# MICHIGAN TRADESMAN

Volume XIV.

GRAND RAPIDS, WEDNESDAY, MAY 5, 1897.

Number 711

## COMMERCIAL CREDIT CO., Ltd.

GRAND RAPIDS, MICH.

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

## 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.

**THE Grand Rapids FIRE INS. CO.**  
Prompt, Conservative, Safe.  
J. W. CHAMBERLIN, Pres. W. FRED McBAIN, Sec.

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

## A Groc-er's

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

BARLOW BROS.,

GRAND RAPIDS, MICH.

## The Preferred Bankers Life Assurance Co.

Incorporated by

**100 MICHIGAN  
BANKERS**

Maintains a Guarantee Fund.  
Write for details.

Home Office, Moffat Bldg.,  
DETROIT, MICH.

## 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 346, 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 a century.

Mr. Connor will attend opening of Wm. J. Clarke's  
magnificent new store at Harbor Springs, May  
7th and 8th.

Save Trouble  
Save Losses  
Save Dollars

**TRADESMAN COUPONS**

## GREECE'S SORRY PLIGHT.

A nation struggling against large odds, and yet exhibiting coolness and greatness in the midst of disaster, furnishes always a spectacle to challenge the admiration of the world and to enlist the active sympathy everywhere of those who respect courage and applaud self-sacrificial patriotism. The conduct of the Greeks, however, under present misfortunes is not calculated to retain for them the world-wide regard with which they entered the conflict with Turkey.

They have not only suffered defeat for want of exhibition of those qualities of valor and fortitude with which they were credited, but they have foolishly broken into factional displays of jealousy and recrimination in the presence of the national peril. Instead of being bound more closely together by disaster and uniting with greater enthusiasm than ever to repel the invader, they are childishly stopping to wrangle among themselves and threatening the destruction of their own government. This is not the manifestation of that spirit and patriotism which the world was expecting from Greece. True it is that incompetency was displayed at the head of the army, but the cabinet should have promptly superseded the weak generals by the appointment of others, and the populace should have held up the government's hands until the war was over and then called those guilty of misconduct to account.

A wrangling, excitable, factional, divided Greece will have to take the consequences of the war to the bitter end. If there had been union and self-sacrifice and heroic national defense by a small nation against overwhelming odds, the world would never have allowed the victors to dismember Greece or impose heavy burdens upon the Greek people. It is doubted now whether any strong hand will be held out to aid Greece in the final settlement. The Turks, it is said, will claim Thessaly and exact the payment of the Turkish expenses on account of the war, and the absence of that action by Greece, which would have challenged the admiration and aroused the active interest of other nations in her behalf, will in all probability leave her no alternative but to settle on Turkey's terms. Up to the present time the conduct of Greece has been a decided disappointment to Greek sympathizers everywhere.

## The Grain Market.

Owing to the small exports and the small home consumption, the wheat market has been dropping during the past week. The small amount of winter wheat consumed in this country can be easily accounted for when we stop and think of the vast amount of labor out of employment, and realize that those who are employed are getting only small wages, thus necessitating a substitute for winter wheat flour. Corn meal and rye are used in its place. Reports from all sections show that only a small amount of flour is being used. Still, with the small exports and fair receipts,

our stocks are being reduced very rapidly. The visible decreased 1,778,000 bushels, leaving the visible only 34,423,000 bushels. Detroit shipped out 80,000 bushels, leaving here only about 12,000 bushels of contract grade on hand—rather diminutive, with a short interest. We presume the wheat went to Toledo to fill May contracts and was probably bought in the low 60's. We might add right here that our exports of wheat and flour were only about 7,560,000 bushels during the month of April, which is the smallest on record for that month since back in the '80's. The visible will continue to decrease until it is nearly all absorbed. While the flour sales are fair, still we could handle a great many more orders. Argentine shipped only about 11,000 bushels, while she shipped about 666,000 bushels during the corresponding period last year. She is one of our most active competitors, but now she will have only a very limited amount to export.

Owing to the large receipts of corn and oats, the price of both cereals has been depressed and will remain low, at least for the present.

The receipts during the week were 47 cars of wheat, 7 cars of corn and 8 cars of oats.

While the outside markets have varied as much as 5c per bushel during the week, the Grand Rapids market has been even. Local millers are paying 84c for wheat. C. G. A. VOIGT.

## The Drummer's Nemesis.

When on the road you travel,  
As in the train you sit,  
Some fellow will unravel  
Your history, bit by bit,  
And while you are admiring  
A nerve that is sublime,  
This question will be firing  
At you: "Say, what's your line?"

In some quiet corner, smoking,  
You sit in your hotel;  
You're in no mood for joking;  
You're resting for a spell;  
When this fiend will come stalking  
Near by where you recline  
And then insist on talking  
And asking, "What's your line?"

He is so blamed persistent,  
You cannot make him run;  
You try a manner distant,  
He only thinks it's fun.  
He's fresh beyond reclaiming,  
And though you make no sign,  
He draws a chair, exclaiming:  
"Excuse me, what's your line?"

Oh! let us hope some day this fiend  
(God save the mark, say we!)  
May find a line the other end  
Of which is up a tree.  
Then as we see him swinging  
To some tall, graceful pine,  
Our ears will cease their ringing  
With, "Say, what is your line?"

Holland—The Ottawa Furniture Co. has let the contract for erecting an addition to the factory, 50x110 feet in size and two stories high. It will be connected with the present warehouse and will be used as a finishing department. To this will be added a new dry kiln, 85 feet in length. This move will give more room in the factory proper, greatly increasing the capacity of the plant. Additional machinery will be put in and the force increased.

A lad who was sent to a local grocery store the other day for condensed milk staggered the man behind the counter by asking for a can of "incandescent milk."

## The National Cash Register Co. Cash Prize.

Several months ago the National Cash Register Co. authorized the Tradesman to offer a cash prize of \$25 for the best essay on "How to Successfully Conduct a Retail Grocery Store." Due notice of the offer was given through the columns of the Tradesman, resulting in eleven responses, as follows:

O. F. Conklin, Grand Rapids, Mich.  
Mrs. A. T. Bliss, Greenville, Mich.  
Geo. W. Caldwell, Carson City, Mich.  
Mrs. Lyman Townsend, Howard City, Mich.

Phil Levine, Republic, Mich.  
Ella M. Rogers, Copemish, Mich.  
E. A. Owen, Vittoria, Ont.  
Elizabeth Orange, Bradford, Penn.  
Charles J. Tompkins, Corunna, Ind.  
H. H. Dean, Edmore, Mich.  
R. M. Streeter, Denver, Colo.

These contributions were placed in the hands of a committee consisting of Capt. J. F. S. Crane, Managing Agent of the National Cash Register Co., and Warren N. Fuller, of Grand Rapids, who read them over carefully and reached the conclusion that the contribution of Oscar F. Conklin, of Grand Rapids, was entitled to the prize. It affords the Tradesman much pleasure to publish this week verbatim copies of the eleven essays, all of which possess merit of an unusual order and will be perused eagerly by the readers of the Tradesman because of the many pertinent hints and valuable suggestions embodied therein.

In order that the readers of the Tradesman may know more of the gentleman who captured the prize, a biographical sketch and portrait of Mr. Conklin are published on another page of this week's issue.

The Tradesman takes this means of thanking the National Cash Register Co. for its generosity in offering such a prize through the medium of its columns, and it also thanks the essayists for their prompt and hearty responses, regretting that the award is of such a character that they cannot all draw a prize.

## The Art of Making Sales.

There is a lightning salesman who travels with a sample case of crude drugs, and to hear him discourse is better than a course of lectures on pharmacognosy. Down in Paris, Ky., not long since, he struck a man rather new to the drug business, but who was trying his hand at buying. The customer told this lightning salesman that he did not see where his drugs were better than anybody else's. "Ah," said the salesman, "you see on account of our foreign connections we get all these things direct from the places where they grow. Our Tinnivelly senna is bought by our own agents in Tinnivelly, and our Chamomile flowers are bought by our resident representatives in Chamomile." He got an order. The same salesman was given an order to send a half dozen cherry juice made by another firm, and protested in this wise: "Right there, my friend, is where you make a mistake. Buy ours, not —'s. Our cherry juice is expressed from the fruit picked from trees growing in Mr. Fink's back yard; and, man, each cherry is assorted!"



## Bicycles

### News and Gossip of Interest to Dealer and Rider.

That violent exercise is dangerous to anyone not in good health is recognized by the athletic and medical authorities the world over. Moderate exercise, taken within the prescribed rules of common sense, is food and health for both mind and body. The wondrous popularity of the wheel has given some people, who probably know as little about the laws of health as they do about riding a bicycle, an opportunity to discuss in public a subject of which they know little or nothing. Editorials have appeared all over the country on the dangers of cycling. In most cases they come from the same people who yell murder every time a baseball player meets with an accident, a football man wrenches a tendon, or a sparrer is temporarily disabled with a swift uppercut.

\* \* \*

Meeting a man the other day who has passed three-score years and ten, the writer asked him what he thought of cycling for the health. "It has certainly been a boon to me," said he, "and I am firmly convinced that it has added ten years to my life. I am of the opinion that those afflicted with organic troubles should be careful how they indulge in all exercises. Since I have been riding a wheel regularly I have not had a touch of indigestion, an old trouble of mine for many years, and have never before enjoyed such robust health and good appetite. I did not know what exercise meant until I bought a wheel, and ever since I learned to ride I have been regretting the years of happiness I had lost."

\* \* \*

The Executive Committee of the Associated Cycling Clubs of Philadelphia is making active preparations for the national meet of the L. A. W., which will be held in that city on Aug. 4, 5, 6, and 7. The various sub-committees have been selected, and all the details to insure the success of a big meet are being looked after. The Executive Committee has been in communication with the Secretary of the Trunk Line Association and is already assured of a rate of one fare and a third for the round trip from all sections of the country to Philadelphia on account of the meet, but it is hoped that a more favorable rate may be obtained. Similar arrangements will also be made with the Central Traffic and Western Passenger Associations. The Subscription Committee, which has been at work for nearly a month, has met with great success, which augurs well for the completion of the \$15,000 fund which the Executive Committee considers necessary for the proper entertainment of visitors. A big run to Atlantic City on the Sunday following the meet has been definitely decided upon. It will be a combination affair—that is to say, those who feel disinclined to wheel to the City by the Sea will have an opportunity of participating in the run, through the medium of a special seventy-minute flyer, over either the Reading or Pennsylvania railroad. The majority will, however, naturally prefer to cover the straightaway level of fifty-nine miles on their wheels, and special arrangements for their entertainment en route will be made. The wheel section will be started at such an hour as will allow of the run reaching Atlantic City about the same time as the official train.

Long-distance riding is a popular fad in Europe. New and old riders think nothing of 75 to 100 mile runs during pleasant weather. As a result long-distance rides are extensively promoted. The Irish Cyclist publishes the following advice to long-distance riders: "Keep an even, steady pace and cut down the stops. Order your meals to be ready beforehand, if possible, and avoid strictly any unnecessary delays on the way, such as stops for altering the position of saddle or handles, which should be placed absolutely right before starting; dismounting to ask the way, which ought to have been made perfectly familiar by previous riding over the whole course, a part at a time, or pauses to extract refreshment from a bag. All things that may be wanted should be carried in a light basket fixed upright on a carrier, and easily unfastened with one hand while riding. The comfort and ease of a long ride depend immensely on the proper management of small details like those referred to."

\* \* \*

In view of the great progress which the cycle industry has recently made, and which has been brought about largely by the invention of the pneumatic tire, it may not be inopportune to say a word or two with reference to the composition of the tires. The increasing price of Para rubber has led to one or two alarmist notices in the press, and this has given rise among outsiders—to use a convenient term—to a feeling of surprise that there should be this rise in Para rubber, seeing that the exports of rubber from Africa, more especially from the west coast, have so largely increased of late. This subject of African exports of rubber has, by the medium of consular reports, chamber of commerce discussion and private letters, been brought forward rather prominently of late, and not unnaturally the newspaper reader is not quite able to see why, with increased imports, there should be higher prices ruling. The fact is, however, that there is no connection between the two markets, and a glut of rubber in one would not affect the prices ruling in the other, and vice versa. This is because the general term rubber comprises different varieties, which cannot replace one another for many important applications. To cut the matter short, it is absolutely necessary to use the Para rubber for such purposes as elastic thread, best quality pneumatic tires, and, in fact, in all cases where elasticity is a desideratum. Rubber of this description only occurs in South America, and is not to be obtained from Africa at present. We say at present, because efforts are being made to acclimatize the South American trees in various parts of Africa, although it is too early to say what influence such plantations, if successful, will have upon the world's supply of Para rubber. Nor can the product of the peninsula to which our synonyme for caoutchouc owes its derivation compare at all with the Para, or, for the matter of that, with many qualities of African, as regards elasticity.

\* \* \*

The unabated demand for wheels is more than meeting the expectation of local manufacturers. While the cheaper grades are selling freely, there is a remarkable demand for the higher grades. Some of the local manufacturers, among them the Grand Rapids Cycle Company, are giving special attention to higher grade work than was expected earlier in the season. This concern has issued

a supplementary catalogue devoted to a special high grade wheel which is worthy of note as a specially fine production, even among the myriad of art works so freely distributed by wheel men. This pamphlet is as notable for its artistic simplicity as the larger one issued earlier in the season was for its inartistic and elaborate crudeness. Mr. Pratt's advertising work in periodicals, by cards and novelties, and generally in catalogue work, is very effective, but his printer "fell down" on the main catalogue and the production as sent out was an atrocious curiosity.

### Those Cycling Bells.

Those cycling bells, those cycling bells!  
How many a tale their jangling tells  
Of people gone before their time  
Who heeded not their startling chime.

To everyone they bring dismay,  
And many a heart that once was gay  
Within the tomb now darkly dwells  
The victim of their direful knells.

And so 'twill be when I am gone;  
Those clangorous peals will still ring on,  
For though each heart rebellious swells  
There's naught can quell those cycling bells!

Orris root continues to decline. The price abroad is said to be the lowest on record. The new crop was rushed forward before it was properly cured.

Five million dollars' worth of bananas were consumed in the United States last year.

## We Are Having a Good Trade in Bicycle Bargains.

On receipt of check, with size of person wanting wheel, we ship SECOND HAND WHEELS subject to approval.

Gents' Wheels - \$20 to \$25.  
Ladies' Wheels - \$25 to \$30.

...and new wheels....

Gents' - \$27 to \$35.  
Ladies' - \$30 to \$40.

You take no chances, for if, on arrival, wheel is not satisfactory, ship it back and we will refund freight paid as well as money sent us and you will not be out a cent. We refer you to this paper as to our integrity.

**C. C. FOLLMER & CO.**  
WHOLESALE SHINGLES,  
GRAND RAPIDS.

## 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.

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 Want d. Bicycle Sundries. 1897 Catalogue now ready.

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



riders of this certainty. The wise buyers are beginning to appreciate it.  
P. 200 N.

## A Bicycle Rider

who wanted to change the gear on his '96 made-from-stock-parts bicycle, was informed by its makers that "they could not furnish a last year's sprocket in any size, as they bought from a concern that had quit making them." Had this young man been riding a Clipper, the Clipper people could have supplied him with what he wanted. Clipper parts are always carried in stock at our factory, or can be made with little delay. No stock parts are used. All forgings, stampings, cones, cups, hubs, cranks, axles, sprockets, frames and forks are made from special dies and tools designed by us. Any part in any New Clipper can be duplicated with little or no delay. It requires an investment of thousands of dollars in tools, dies, and parts to insure Clipper

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



# How to Successfully Conduct a Retail Grocery Store.

Hardscrabble, March 30—I am not much on writen, but I reckon I can tell you how to run a first class Grocery store. there is an old adage, Says the dutchman, that in order to make Good Been supe you must First have the Beens.

Well, I kinder started in Life (Grocery Life I mean) with not Mutch Money, a Saven Wife and a prety Gal (My daughter).

With the Capitol I bought a small stock of Groceries. The stock was considerable run down. he had forgotten Even to Put his name over the door. And he tole me confidently that advertisen in the weakly paper did not pay.

Direckly Across the streat from the Place I bought Was the old established Grocery Firm of E. W. Skinner & Son. they Laughed at Me When they saw Me opening on the 1st Morning and said, "It woodant be morn a month or so until I'd want to sell out two."

With the essistance of my Wife and Gal We Cleaned the store thurely from cellar to Garrut. the Pork Barrels (moren a dozen of 'em) an Lard cans, with other traps, was gotten out, washed and sold. the Many boxes that was piled up in the Back Yard We Knocked to pieces, painted them And stenselled With tin stensels I had bought While down to the city. these I placed on all the fence corners Trees Barns and Logs. Puty, paper and Paint Soon made a Difernt Looking Building, and the larg Circular sign that adorned the top told all passen that H. B. Pusher General Grocer run the place at preasant. I also Engaged Half Page in Weakly Observer, changeing My Add Weakly and offering prizes two the children that Wood make the Most Words out of My add or a Senteance of It.

Now, While all this was goen on, My trade had been stedly incresing and I was doen What could be called A Good Biznez. And Our Friends across the way was hustleing, chanen things and puting out sines also.

And Thus Matters stood when an anoyanse come up in the way of the Credit Asker. We had up to now given awl to understand that We dun a strickley cash biznez. The Ones that clambered the hardest was the Penshuners and the Farmers. We cood not afford to give all Credit and then use one-Third of the Net income, as was ginerly the case on the avveraj three Munths Credit Without Security. most of These apeered honest and We wanted theyre Trade. So after a council of War We made up our Mines to trust to a limmet. the penshuners we Would Carry up to 35\$ For Three munths. Rail Rode Men and Others that paid in 30 days should Have a limmet of 20\$ a month. But ali Must Give theyre Noat of 50\$ Without Interest, With a good signer. They were The not-Pay-wells any time that the Amount was Overrun by a Munth or so, the Note being Good only for the amount of the Account.

Then we tried With sum of the Best at first, tellen them We Wished them to Help Out on Sum of the Risky ones. In the Method of Credit We Exseeded our most sanguine expecttashuns, and I wil say Here that up to Date we have not Lost an account only through death, and Then we donaighted it two the widdoe.

Erlly Monday Morning the Store was mopt out, the show cases brytend and Things Arainged two catch the eye of the Publick. We had 4 large Lamps of the Rotchester patern, Which Made the Store at nite as lite as da. Our Windoes Was always kept in Trim, new line of goods Being displayed Each Weak.

It was fall and the first Snow of Winter Come sloley down. the Winds Would chill one to the vary marrer bone. I now conseaved a brite Idee. in my Back room was lots of Room. i carpitied owf a poshun of it, plact in it a stove, a Table, several Chairs, and advertised to give a cup of my 50 ct Tea or of coffey, and for awl farmers & theyre Familyls to Cume & make it theyre home with me While in town. I

Added a Glass and a kome. & a Brush Also. it Worked like a Charm. the Room was Always full. They would Eat Theyre Lunch, buy a Bill of Grocereys and go Home Rejoysen.

Two years passed & Crysmus drew neer. The da was a beautifull One, the slayen Graud. My Daughter—that was now about Nineteen—started for a slay-ride. i drove up to the store with the Rig and Handed her the lines. She was about to take them, when at that Momeant the Rail Rode Engen let a screech out of her as she was passen sum two blocks Aweigh. The ponie becum frytend and Started Down the streat like a streek of gresed litenin, i after him. but it was no yuse. away they Went, my Gal hangen onto the side of the cuttar for deer Life.

Half a Mile ahead of them was the New Bridj, onley partly finisht. the Men had ben Worken the da befor, but had quit for crysmus. Strayt for the Bridj they Went. to Reach the Senter ment serten Deth, for their fulley 30 foot of open spayce had been left, with an ofal plung to the depths below.

They reachd the bridj, drew neer the centar. A figgar is sean to spring sudenly forward, then fall. Then awl disapeer in the depths below!

When I cum two, I was laying on the sofy in the Store. the docter Was bend- ing Over Me, and sevrul was rubing My hans. "Hes awl rite now," I heerd the dr. Say, as I opent My Ize.

"Whar is My Gal? Was she killed?" I anxshusly asked as I sprung to my Feet.

"Here I am, father," said She, as she thrue her Arm around Me and give Me a big Kiss; "and I owe My Life to Tom Skinner, for Just as the Horse Had reached the edge of the Bridj, He sprung up and pulled Me from the Cuttar. he was thrown agens the bridj and I feer hes badly Inguired."

but, to cut a long storey Short, the Horse Was Killed, the Cuttar was smashed, and Tom got 3 broken Ribbs.

Then the long Winter munths dwindlel into spring. Twaz May the 1st. it Hapened—I mean My Gal Married Tom Skinner.

Well, arter that Skinner & me got our heds together and concluded to empty Out one store into tother, and fill up the Empty one with Dry goods, and let the young Married cupple run it. so We fixt them both up with antic Oak Shelving and Soon had the finest store this side Of the city. Now Skinner & Myself was farely Well fixt as far as kash Went, and we Took advantag of the Markits, buyen in 5 box Lots, & always saving the discount for kash. We put in a pare of compewten skailz, a nashunel Kash register (which, by the weigh, went a Long wayes towards keapen our books.) We now have A Clerk, a spry young Chap what Neather smokes nor choose, and in fact a Mod- dle clerk.

we still continyou to give away coffey & Tea two all of our out of town frens. We pay kash for Butter, Aigs & awl Country Produs, and nine times out of ten We get Most of it back befor they leev. The Rest of the Merchants in Hardscrabble do not sea What the mater is of the times that they do not open up. traid, they clame, is dull. the reeson is becauz they do not hustel for it.

My Gal—I mean Mrs. Skinner Junyar—is doen a rattling Biznez in the dry Goods line, and I think she kan tell you How to run a first Class Dry goods store as well as I kan the Grocery. I remane Respeck. yures,

H. B. PUSHAM.

P. S. The other Merchants are awl Mixen up Tinwair & Clothen with their stox untill one Wood awlmost think he Had Struck a department Store of The city right here in the villiage. But Skinner & myself Maid up our mines that awl We wanted was a first class Grocery store.

H. B. P.

Edmore, Mich.

They send no glittering statements out,  
When a bank goes to smash in China;  
To show 'tis solvent beyond a doubt,  
When a bank goes to smash in China.  
No pitying tears you see them shed,  
But they take a big cheeseknife instead  
And amputate the president's head;  
And banks never break in China.

# Relation of the Wheel to Physical Exercise.

Written for the TRADESMAN.

The extent to which the wheel is coming into use suggests the query, where will it end? It is interesting to note how many of the old, who would have scouted the idea of their ever "trying the thing" a few years ago, are now venturing their limbs and necks, to say nothing of their dignity, notwithstanding the fact that they have grown no younger since the positive declarations referred to. They are just learning that, to become younger, the wheel only is necessary.

\* \* \*

I never take my pen to consider the subject of wheels without feeling an inspiration to indite a homily on the necessity of exercise. The inspiration is afforded by the great number I meet who are yet unawakened from the lethargy of habit and custom which prevents their taking the kind and quality of exercise which will lead to a renewal of the physical and mental powers. Some essay to get such exercise by persistent walking, which makes them chronically weary without accomplishing the purpose. Others "hew wood and carry burdens;" still others try to live by carriage "exercise" or equestrianism, which is exercise but is seldom practical.

\* \* \*

I know a minister of the gospel—a man of fine ability and wide culture—filling a responsible position with great efficiency, the only hindrance to whose work is the fact that he is a sufferer from dyspepsia and its train of ills—nervous headache, neuralgia, and so forth. He recognizes the need of exercise and takes every reasonable means

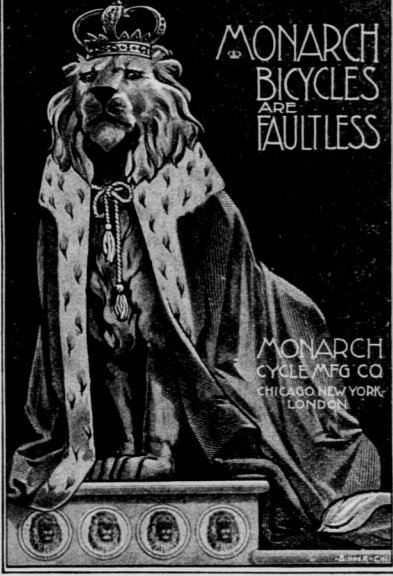
to obtain it—in the conventional ways. It would not comport with the dignity of his position to be sporting with the wheel, notwithstanding he has gratified an ambition to "master its curves" and is a fair rider. In this instance there is nothing which would so effectually remedy these ailments as frequent and regular recreation on the undignified wheel. It would give the relaxation from mental worry and too persistent thought necessary for healthful waking rest. It would give the full breathing of fresh air so much talked about for its sanitary value, and, in addition, would give the best muscular exercise without fatigue; and it would give the many years of the most valuable and effective work of his life, to which his age entitles him. There are yet many, not only among professional men but in business and all other sedentary avocations, who are patronizing the doctor when this most effectual remedy is within easy reach.

\* \* \*

The prejudice or selfishness of friends many times hinders those who most need the ministrations of this most efficient conservator of mental, moral and physical health. I know a clerk in a dry goods store who greatly needs its help. His excellent wife, whom family cares seem to preclude from joining in the undertaking, says he shall not buy a wheel until she can do so. Thus he mopes about his business, half dead and half alive, seeks recreation in the whist club and similar suitable ways for one in that condition, and a few years will confirm the sedentary habit, which soon brings old age. The dear woman would give much to put off that evil day, which she is hastening by her thoughtless selfishness.

NATE.

*"The KING can do no wrong"*



MONARCH

BICYCLES

ARE

FAULTLESS

MONARCH

CYCLE MFG CO

CHICAGO NEW YORK

LONDON



## Around the State

### Movements of Merchants.

Big Rapids—John LaDuke has re-engaged in the shoe business.

Benton Harbor—M. S. Peck succeeds Peck & Wells in the shoe business.

Mendon—Osgood & Stephens succeed Victor Osgood in the clothing business.

Hastings—C. C. Freer is closing out his grocery stock and will retire from trade.

Saginaw (W. S.)—N. J. Fuehr has purchased the grocery stock of Theo. Hebing.

Reed City—Mrs. L. S. Blank has opened a bazaar and confectionery establishment.

Ludington—Vic Roussin has opened a bazaar in connection with his Fourth Ward drug store.

Detroit—The title of the Paige, Chope & Booth Co. has been changed to the Paige & Chope Co.

Wayne—Bills & Morton, undertakers, have dissolved. Webster Morton continuing the business.

Lake Linden—Joseph Pearce will add furniture to his hardware stock. He is enlarging his building.

Ludington—Rohn & Weimer will open a new men's furnishing goods store here about May 10.

Union City—Newman & Fisk, grocers, have dissolved. Homer G. Fisk will continue the business.

Bay City—O. W. Mills, proprietor of the Bay City Grain Co., operating here and at Freeland, has removed to Toledo.

Marquette—M. Carney, the Superior street grocer, has decided to retire from business as soon as he can close out his stock.

Ludington—Mrs. F. M. Bentley has sold her grocery stock to S. D. Moon, who has consolidated it with his own stock.

Marquette—The Manhard-Jopling Co., Limited, wholesale and retail hardware dealers, is closing out its stock.

Grand Ledge—Freeman & Stoddard have removed their dry goods and grocery stock from Judd's Corners to this place.

Belding—Wood Jackson has leased a store building in Ionia and will move his cigar factory to that city about June 1.

St. Joseph—The A. B. Cochran drug stock has been purchased by C. N. Menold, formerly engaged in the drug trade at Fennville.

Traverse City—C. V. Smith has opened a shoe store in the store room on Front street recently occupied by Pennell's millinery store.

Dexter—E. E. Beal's branch shoe store here, which has been managed by Jay Keith, has been closed and the stock moved back to Ann Arbor.

Flint—M. C. Bowman, recently a member of the firm of Clasen, Streat & Co., has retired from that firm and started a new cigar factory here.

Owosso—Lyon & Pond have leased the store building at 114 No. Washington street and will take possession of same as soon as a new front can be put in.

Menominee—A branch house of the Ann Arbor Piano & Organ Co. is to be located here. Several salesmen will be put on the road to cover the contiguous territory. Two of the men are already here and as soon as a location is secured the goods will be put into the store and active operations begun.

Adrian—W. C. Moran has retired from the carriage and agricultural firm of W. C. Moran & Co., disposing of his interest to his partner, S. L. Streeter.

Albion—Fred Van Horn has closed out his bakery and grocery stock and will retire from business. Inexperience and too much competition are given as the causes of his retirement.

Owosso—S. B. Lockwood, of Howell, has purchased the Ismond stock of dry goods, clothing, and shoes, at 204 North Washington street, and will continue the business at the same location.

South Frankfort—Jas. Crane, son of L. W. Crane, of the Crane Lumber Co., has embarked in the grocery business at this place. Roundy, Peckham & Co., of Milwaukee, furnished the stock.

Hancock—John Funkey, Sr., has purchased the defunct stock of Killian Yae-gel and will replenish same and open a first-class hardware store, the Fletcher Hardware Co. supplying the new goods.

Hart—Chas. Kobe and Frank McManamy have formed a copartnership under the style of Kobe & McManamy to continue the general merchandise business formerly conducted by Kobe Bros.

South Haven—M. A. Jones, for some time with Alsdorf & Son, at Lansing, has purchased the drug stock of Dr. R. W. Culver and moved it into the building formerly occupied by the Citizens' Bank.

Lansing—Gardner & Robertson have removed their down-town drug store into the building formerly occupied by the Broas Clothing Co. and made it one of the most pleasant stores in the Capital City.

Muskegon—Koon & Hopperstead have placed a new soda fountain in their store. A marble counter and an artistic arrangement of mirrors make it one of the most attractive soda dispensaries in the State.

Jackson—John Kilgallen, for several years prescription clerk in Dr. White's drug store, has associated himself with E. M. Jackson in the lumber business. The firm will be known as Jackson & Kilgallen.

Petoskey—C. Z. Robinson, of Vicksburg, has been employed by Rosenthal & Son to superintend the carpet and curtain department of their store. Mr. Slater will be general utility man on the first floor.

Grand Ledge—Fargo Boyle has associated himself with Messrs. Ward and Walker, of Jackson, in a new coal company. They have an option on the Jenkins mine and are now prospecting in other directions.

Jackson—Hoffman Bros. have improved their drug store with paint and paper. They have fitted up a cozy nook in a front window as a ladies' waiting room, which appears to be greatly appreciated by Jackson ladies.

Charlotte—F. H. Goadby has purchased of the executor the M. D. Gallo-way dry goods stock and will remove it to this place as soon as the stock has been reduced by a series of special sales. The goods inventoried \$30,000.

Detroit—Adolph Enggass, jeweler at 22 Gratiot avenue, has filed four chattel mortgages on his stock to cover notes issued at various times—one to Mrs. Rebecca Fechheimer for \$2,500, one to the Peninsular Savings Bank for \$3,415, one to Eugene Deimel for \$1,500, and one to Mrs. Adolph Enggass for \$2,600. These amount in all to \$10,015, but there are claims held by Eastern and local creditors which bring the total up to \$15,000, leaving \$5,000 indebtedness unsecured.

Negaunee—D. G. Stone, who was engaged in the grocery business here for nearly thirty years prior to five years ago, when he retired from trade, has decided to re-engage in the grocery business at the corner of Iron and Cyr streets.

Perrinton—The Perrinton Bank has been unable to do any business for a week because the safe could not be opened. Detroit experts were sent for, but without avail, and the safe had to be sent to the Detroit Safe Works to be opened.

Ann Arbor—Holcomb, Son & Co., who came to this city March 20, from Brooklyn, and purchased the furnishing goods stock of D. A. Tinker & Son and have continued the business at the old stand, have decided to remove to Northville.

Allegan—Leonard Pennock, prescription clerk for E. T. Van Ostrand, was at Douglas last week looking after a good location to engage in the drug business. There is a fair prospect of his purchasing the drug stock of O. R. Johnson, at that place.

Clare—Jacob Mason, of the grocery firm of Mason & Boyd, has exchanged his city residence with Wm. Becker for his farm, and now Mr. Mason is a hay-seed. Nearly all of Clare's business men are farmers, even Banker Sutherland and Lawyer Perry.

Clare—John E. Foss, who sold out his bakery business about two months ago, with the intention of locating in Wisconsin, has decided to remain in Clare and has leased the building formerly occupied by Van Brunt & Son, and will be ready in a few days to supply his old customers with baked goods.

Benton Harbor—Mesdames N. M. Copeland and Cora Bell, whose grocery stock and store building burned recently, immediately resumed business in a tent in front of the burned building. They will carry a small stock until the adjusters settle the insurance and they are enabled to build another store.

Coldwater—A. R. Brown, who has been in the furniture business here for thirty-three years, has sold out his stock to J. M. Crocker, who took possession May 1. Mr. Brown came to the county when a lad, about 1836, and has been a resident in Girard and Coldwater ever since except some five or six years in the 50's, when he was in California.

Port Huron—Charles Ross, the Huron avenue dry goods dealer, is in financial difficulties and has executed a chattel mortgage in favor of James Bradley as trustee for his creditors in the amount of \$7,852.59. The mortgage is made due September 1. Mr. Ross has been in business here for the past eight years and insists that the embarrassment will be but temporary. Some of his Eastern creditors were pressing their claims lately and to protect all he was forced to file the mortgage. It is probable that arrangements will be made which will enable him to continue the business.

### Manufacturing Matters.

Nashville—W. E. Shields has leased the sawmill of H. R. Dickinson.

Detroit—The Hemmeter Cigar Co. is moving into the four-story building at 228 Jefferson avenue.

Irving—L. S. Hills contemplates embarking in the manufacture of cheese in the course of a couple of weeks.

Otsego—Leppard & Webber is the name of a company recently organized here for the manufacture of brick. Their yards are located on Mr. Webber's farm.

North Muskegon—Frank Alberts & Co.'s sawmill has resumed operations. The mill will run until late in the fall.

Holland—Scott & Luggers are succeeded by the Scott-Luggers Lumber Co. in the lumber and planing mill business.

Jackson—G. G. Case has purchased the manufacturing jewelry business of Clyde E. Brown and consolidated it with his own.

Coldwater—Moses Smith has sold his lumber yard to O. V. Adams, of Kalamazoo, who will take possession in about ten days.

Lake Linden—Mitchell De Haas, formerly lessee of the Huron Bay mill, is now superintendent of the mill of the Gregory estate.

Detroit—The style of the Seymour Cash Register Co., Limited, has been changed to the Columbian Cash Register Co., Limited.

Menominee—A. W. Clark & Co., manufacturers of match blocks, have not only their own spacious yard full of bolts, but have every other vacant lot in the city full.

Ontonagon—Most of the Diamond Match Co.'s logs—120,000,000 feet—are afloat and on the way here, where they will be "pulled up" and railroaded to Green Bay, Wis.

Detroit—Articles incorporating the Northwest Smoke Preventer Co. have been filed with the County Clerk. The business is explained by the title. The capital stock is \$40,000, all paid in.

Saranac—The Saranac Dairy Co. has elected S. M. Crawford President, Henry Frace, Secretary, and A. W. Huntley, Treasurer. H. L. Finney, of Allegan, has been engaged as butter-maker.

Marquette—J. E. Richardson has retired from the firm of Richardson & Smith, proprietors of the Lake Superior carriage works. The business will be continued under the style of Jas. E. Smith & Son.

Detroit—Articles incorporating the Higgins Pocket Burglar Alarm Co. have been filed. The capital stock is \$5,000, all paid in. All except three of 500 shares of stock are held by Sylvester W. Higgins, of Detroit.

Caledonia—The business men have succeeded in raising the \$1,200 bonus demanded by W. R. Purcel for the erection and equipment of a 125 barrel roller mill and have notified him that they are ready to complete the negotiations.

Ionia—I. P. Hoag has formed a copartnership with William Mansfield for the continuance of the business of the Prairie Creek Mills and Ice Co. They will extend their business somewhat, having rented the Smith store lately vacated by H. M. Lewis, in which they will place a line of flour and feed.

Saginaw—Louis Quinnin, of this city, is the owner of a stove and furnace foundry at Edwardsburg, which he is desirous of bringing to Saginaw. This plant is claimed to be complete in every particular, and includes patents on eight different kinds of stoves and ranges as well as the Sweetland hot air furnace.

Detroit—The Charles A. Strelinger Co. has filed articles of association. The purpose is the manufacture and sale of tools, machinery and supplies. The capital stock is \$100,000, of which \$90,000 is paid in. The stockholders are Gilbert Hart, 4,000 shares; Charles A. Strelinger, 3,700; Fred P. Hart, 1,000, and James S. Capen, 300 shares.

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



## Grand Rapids Gossip

### Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at Retail Grocers' Hall, Tuesday evening, May 4, President Winchester presided.

Three applications for membership were received and accepted, as follows:

A. Vidro, 190 Stocking.  
John Tournell & Co., 185 Stocking.  
Martin Elenbaas, 196 South Prospect.

Secretary Klap reported 100 signatures to the Sunday closing petition and 125 signatures to the flour agreement.

A. W. Rush stated that, in his opinion, 100 names were sufficient to go before the Common Council with.

Julius J. Wagner stated that, in a matter of this kind, it was the character of the names, rather than the quantity, which carried weight.

J. Geo. Lehman moved that the Committee on Sunday Closing be instructed to proceed, in conjunction with a similar committee from the Retail Meat Dealers' Association, to present the petition and proposed ordinance to the Common Council. Adopted.

Mr. Rush moved that the Committee on Flour be instructed to confer with the city millers for the purpose of getting them to draw up and execute a contract in accordance with their proposition. Adopted.

B. S. Harris, of the special Committee on Sugar, reported progress in the work of adopting the so-called Minneapolis plan, and asked further time, which was granted.

Mr. Rush opposed further delay and moved that the Committee meet at once, formulate its plan and hold a joint meeting with the local grocery jobbers for the purpose of securing action in the premises.

The Secretary reported that he had written five letters to the five yeast companies catering to the Grand Rapids trade, from which he had received three responses, as follows:

Cincinnati, April 27—Your favor under date of the 24th, containing copy of resolutions adopted at the regular meeting of the Grand Rapids Retail Grocers' Association, on April 20, received and noted. We are glad that your Association has taken this matter up, as we understand some fifteen or twenty grocers in your city are supplied with a certain brand of lump yeast and that this is cut up and retailed by them at 1 and 2 cents per cake, thus forcing other grocers who handle foil yeast exclusively to sell below cost, in order to meet this competition. With the possible exception of one company at present represented in your city, the others have made strenuous efforts to have the sale of loose yeast discontinued by both grocers and bakers, and, in protection of the grocers, have even gone so far as to refuse to supply bakers with a larger amount of lump yeast than is necessary for their use in baking; and if your Association, as a body, will refuse to handle bulk yeast for retail purposes, we, on our part, will refuse to supply any grocer with yeast in that shape, or with yeast wrapped in tin foil, who refuses to charge the regular retail price of 2 cents per cake.

We need hardly call your attention to the fact that, when bulk yeast is sold at retail, every store cuts a different sized piece, and, in many instances, it is sold below cost. This forces other grocers who handle it in that shape to do the same. By handling yeast in foil exclusively, at present prices, and selling at 2 cents per cake, each grocer is assured of a profit of  $\frac{1}{4}$  cent on each cake; while, if the general price was reduced to 9 cents per dozen, which is below the cost of manufacture and delivery, the grocer would only make a profit of  $\frac{1}{4}$  cent on each cake, and no larger sale would be had and no yeast company would make expenses.

Our interests are identical in this matter, and we would respectfully suggest that all companies be required to restrict their sales to grocers to foil

yeast exclusively, and to refuse to supply any grocer who declines to sell at 2 cents per cake or any baker with more lump yeast than is necessary for his use in baking.

Under even date, we have outlined our views to our Grand Rapids agent; and should you concur with same, a meeting of the different representatives of yeast companies in your city can be had at an early date and satisfactory action taken. FLEISCHMANN & Co.

Milwaukee, April 27—We are in receipt of your letter of April 24 and resolutions as passed at your meeting of April 20, and in reply wish to say that we will be only too pleased to have the retail price of compressed yeast in your market restored to 2 cents per cake. We do not quite see, however, how the yeast companies can regulate this matter. It seems to us that the grocers themselves in your city are the ones who control prices made to the retail trade. This being the case, it is for you to mutually agree not to sell yeast for less than 2 cents a cake and adopt some method of enforcing this agreement. Then if we can be of any assistance to you in seeing that your resolutions are carried out we shall aid you all we can.

As far as reducing the price to 9 cents per dozen is concerned, this we cannot do if we want any profit. Every yeast company doing business in Grand Rapids lost money during the time that yeast was sold at this price. The price of 15 cents per dozen is general in the United States and leaves the yeast manufacturer a fair margin. No business man can have any objection to this, for there is no use in doing business at a loss.

We understand that M. C. Goossen told you he was willing to discontinue the sale of bulk and sell foil instead, but, owing to his contract with A. P. C. for a certain amount of yeast per day, he would not be able to follow his wish in the matter. Of course, this is an idle excuse, for it can make no difference to him whether he consumes the amount of his contract in foil or bulk.

It now remains for your Association to pass such resolutions as it may deem necessary to make the retail price of foil yeast 2 cents per cake. It seems to us to be poor business policy for anyone to continue handling yeast at a loss of 3 cents per dozen cakes, as some grocers are now doing in your city.

We hope that you will be successful in straightening out this matter, and if we can be of any assistance to you please let us hear from you further and we shall give the matter our careful consideration.

RED STAR COMPRESSED YEAST CO.

Chicago, April 29—In reply to yours of the 24th, will say that we see no remedy in the matter you speak of so long as bulk yeast is being sold by grocers in your city.

We cannot sell our yeast at 9 cents per dozen and make a living out of the same, and even if this were done and the grocers would sell it for 1 cent per cake, their profit would be only  $\frac{1}{4}$  cent on each cake sold, whereas at the present price of 15 cents per dozen, and the foil retailing at 2 cents per cake, the dealers would have a profit insured to them of  $\frac{3}{4}$  cent on every cake. This would not only be a great deal better for the dealer, but it would permit the manufacturer to make a living out of it.

We would be perfectly willing to enter into an agreement not to sell bulk yeast to any grocers, nor to any grocers who decline to sell foil at 2 cents per cake, provided the Association, as a body, would give us their patronage. There are none of the members of your Association, or any yeast manufacturer, in the business for the pleasure there is in it, but each and every one of us in this world is compelled to look after his own interests. We hope, however, that this matter can be adjusted to the satisfaction of your Association, and we shall be pleased to give you our co-operation if it is within the bounds of reason. RIVERSIDE YEAST CO.

Mr. Callahan, of Chicago, stated that he had referred the communication to his local agent, and the Vienna Yeast Co. failed to take any official notice of the communication.

It being the sense of the meeting that the break in price had been precipitated by the sale of bulk yeast, Mr. Wagner moved that a committee of three be appointed to confer with M. C. Goossen with a view to reaching an amicable understanding on the subject of bulk yeast. Adopted. The President thereupon appointed as such committee Messrs. Wagner, Brink and Klap.

Mr. Lehman asked for further time in negotiating a new lease for the hall.

The Secretary then read a letter from the Secretary of the Detroit Retail Grocers' Association, as follows:

Detroit, May 3—We desire to call the attention of your Association to the difference now existing between the retail dealers of this city and the firm of Parker, Webb & Co., wholesale meat dealers. This firm, which is also a large pork packer, has in operation a retail market in connection with its packing house. It has, during the past year, directed its efforts to the enlargement of its retail trade, and is, to-day, enjoying a large business. This has been brought about by the cutting of prices to a point where it actually sells at retail at a less price than it charges the dealer for the same goods at wholesale. The retail dealers of this city have tried all honorable means to have this matter adjusted in a way that would be satisfactory to all concerned, but so far, have not met with success. The associated dealers have now decided to withdraw their patronage from this firm and have also requested other associations to co-operate with them, until such time as this matter is adjusted.

You will be notified of any change.

E. MARKS, Sec'y.

The communication was accepted and placed on file.

Mr. Wagner moved that the President appoint a committee of six to confer with the License Committee of the Common Council, and Messrs. Rush, Lehman, Braun, Hesse, Brink and Vinkemulder were chosen as such committee.

Mr. Lehman offered the following resolution, which was adopted:

Resolved—That we request the Committee on Licenses to use their best endeavors to secure a restoration of the old license fee of \$31 for hucksters for the coming fiscal year.

A. Brink moved that the Secretary be instructed to buy six new chairs.

Adopted.

Mr. Brink stated that the Kendall Manufacturing Co. is now peddling five packages of soapine for 25 cents, with five bars of soap thrown in. The remark was greeted with laughter, because it has come to be understood in this market that all of the soapine sold the consumer must be handled through peddlers, as reputable merchants who respect their calling will not handle the stuff.

It was decided to fix the closing hour at 7 o'clock during the summer season, Saturday evenings excepted.

There being no further business, the meeting adjourned.

The fact that a considerable street market gathers on the old site on Fulton and adjoining streets indicates the need of permanent market accommodations. The occupation of this locality for such a purpose is without license, and is doubtless caused by the return of some to the old locality from the force of habit, who are naturally joined by others. If there were a regular market, with suitable accommodations, known to all who would naturally bring their produce, a much larger trade would result, which would be to the advantage of producers and dealers alike. It is to be hoped that, now that the slow machinery of local politics is finally adjusted for work, as little time as possible will be lost in providing for the permanent market.

### Purely Personal.

Guy Putman, prescription clerk for H. D. Harvey, of Bangor, spent Sunday with friends in this city.

C. J. Rouser and wife, of the Capital drug store, Lansing, have returned from a very enjoyable trip through the South, going as far south as Florida.

A. W. Newark, of Cadillac, has gone to Jacksonville, Fla., to take the position of general manager of the Cummer Lumber Co.'s interests at that place.

E. A. Gardner, the Manistee grocer, and Miss Kittie McArthur, of Ludington, were married at the home of the bride on the evening of April 27. Miss McArthur is an accomplished young lady and will make many friends in her new home.

Nicholas Holman, of Chicago, has taken the position of factory superintendent of the Putnam Candy Co. Mr. Holman has had considerable experience in the manufacturing department of the confectionery business and expects to be able to improve both the methods and output of the establishment.

The members of Daisy Lodge, B. P. O. E., state that M. D. Elgin is always on hand to answer his name to roll call, but that, as soon as this duty is performed, he slips away from the meeting. The reason Mr. Elgin gives for deserting the lodge is that he is compelled, by press of business, to devote the evening to the transaction of important matters at his office, but those who pass by the office on the evenings in question fail to see any evidence of activity on the inside. Mr. Elgin is evidently under the necessity of inventing a better alibi than the one he has thus far presented to his friends.

### Flour and Feed.

There is nothing of special interest to note this week, except that a probable peaceable solution of the Eastern question is near at hand. The influence of such an outcome has already been discounted. The strength of the situation, while it might be augmented by warlike conditions abroad, does not depend upon them, but lies rather in the fact of greatly depleted visible and invisible supplies of both wheat and flour the world over and the poor prospect for an average crop from the next harvest. The demand for winter wheat flour is really better than could be expected, so great is the difference in price between spring and winter wheat. This should be an encouragement to winter wheat millers, because when these conditions change and the great disparity in price is eliminated, they will get their full share of business at fairly remunerative prices.

Millstuffs are about \$1 per ton lower. Feed and meal are slow, with prices unchanged for the week.

WM. N. ROWE.

J. W. Bradley has embarked in the grocery business at 758 South Division street. The Ball-Barnhart-Putman Co. furnished the stock.

In Mexico every journal, day book, ledger or other record kept by any person or firm must bear a 5 cent stamp on every page.

I. Skula has removed his grocery stock from 249 Butterworth avenue to the corner of Davis and West Fulton streets.

Peter Fase succeeds Fred Kloosterhouse in the grocery business at 13 Houseman street.



# THE BAFFLED CHEESE

'Twas round the door of a grocery store

On a summer eve at nine;  
The delicatessen trade was good—  
There was many a dish of baked rice pud.,  
And pies, and pickles in brine.

There was cold beef roast, and sweetback to-t-t,  
Ham, pork and sour cream,  
And gaensebraten and appetit sild,  
And the air with many a cheese was filled,  
But the Limburger reigned supreme!

Of sago soup there was quite a scoop,  
And eggs secure in a pen,  
There was pomeranzenschale and  
There was zwetschenmoos of the finest brand,  
And all was peaceful, when—

There rose a shout: "Look out! look out!"  
And the crowd split right and left;  
All dashed with terror here and there,  
With a perpendicular state of hair—  
Of presence of mind bereft!



The rescued crowd with praise was loud—  
On their shoulders he was thrown;  
They gave him a purse with a thousand coins,  
And a seven roomed house which a yard adjoins,  
And a grocery store of his own.

And the tale's oft told that is never old,  
When the evening shadows wane,  
Of how the Limburger once broke loose,  
But its fell intentions were no use,  
For the Cheese was foiled again!



Weak women were thrown to the ground prone,  
With apology none or excuse;  
Strong men perspired and tried to pray,  
For there was a stronger there than they—  
The Limburger Cheese was loose!

The crippled crowd with fear was bowed,  
And, lo, an ill-omened breeze  
From the Windy Caves began to loom  
And helped to spread the fearful fume  
Of the powerful, pungent cheese.

Then one by one, as by a gun,  
All dropped in deep despair;  
The ground with bodies limp was strewed,  
Ye gods! what a fearsome multitude—  
I'm glad I wasn't there!

But hark, a cry: "Take heart! 'tis I!"  
And a youth of princely mein  
(The grocer's assistant eke was he,  
The pet of the best society),  
Came quickly on the scene.

He grasped with ease the loathly cheese—  
On the bar 'twas quickly slapped;  
A moment of struggling moil and toil,  
And then in a cover of new tin foil  
He had that kase wrapped.

**A Young Napoleon of Finance.**  
From the Indianapolis Journal.

"What do you intend to make of that boy when he grows up?"  
"I don't think he will need any making. He seems to be cut out for a financier. Every time I get him a toy bank he goes after it with a hammer."

**A Modest Request.**

"Say, groceryman, will you lend me your delivery wagon this afternoon?"  
"What do you want it for?"  
"My wife goes shopping this afternoon and wants something to bring her samples home in."



## Extra Fancy Pineapples

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

**BUNTING & CO.,**

20 & 22 OTTAWA STREET,

GRAND RAPIDS, MICH.

## Strawberries

Parsley, Green Peas, Wax Beans, New Beets, Vegetable Oysters, Etc.

**ALLERTON & HAGGSTROM, Jobbers,**

Both Telephones 1248.

127 Louis Street.

Grand Rapids, Mich.

## 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.

## 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.

## 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 S. DIVISION ST., GRAND RAPIDS.



GOTHAM GOSSIP.

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

Special Correspondence.

New York, May 1.—The week has been a broken one, as Tuesday was a holiday and Monday was given up partially to the festivities, if the performances can be so designated. The number of merchants who came here on account of reduced fares was estimated at somewhere from 8,000 to 10,000 and they made some very satisfactory purchases. Certain jobbers are working hard to keep up with their current business and, while others are not crowded, the general situation is quite satisfactory and with the oncoming of warmer weather the feeling is that the worst has been reached and that we shall now see the beginning of the end. True, this feeling has been expressed before, but just now signs are plentiful that we are getting down to something real and from now on we hope to chronicle real progress.

Notwithstanding the fact that Rio No. 7 can be purchased at 7 3/4 c, there is a light demand. Speculators are doing nothing in their particular trade and everybody seems to be waiting for something—they know not what. It certainly seems that the time is propitious for "buying ahead," but the market is dull and sales have not been large. The amount in store and afloat aggregates 666,748 bags, against 359,763 bags at the same time last year. Mild coffees are moving in a rather more satisfactory manner. Good Cucuta is worth 14 1/4 c; Mocha, 21 1/2 @ 22 1/2 c.

Little activity is displayed in teas, although the inferior or cheaper grades are moving out in a satisfactory manner—may they all move out, far away. The auction sales have attracted the usual crowd, augmented this week by a number of out-of-town parties who were drawn hither as much by curiosity as anything else. Some very good teas were auctioned off this time and brought prices that were quite satisfactory.

Raw sugars are steady; but very few transactions are going forward, notwithstanding a reduction has taken place of 1-16c since last week. Refined have been in better request, especially granulated, which has ruled very firm. The beginning of the canning season will shortly have its influence on the sugar situation. The sugar stocks in the United States and Cuba are 270,696 tons greater than last year, or 471,058 tons altogether.

The buying of rice is limited to immediate wants. Supplies are ample and all that is needed is more business. Still, matters might be worse. Prices are firm.

In spices the amount of business done has been light and the situation is hardly changed in any respect. Prices are unchanged and are likely to remain so for all that can be seen now to the contrary.

Molasses is dull for all save some cheaper goods, which are working out in a very satisfactory manner indeed. Prices are practically unchanged, but the tone is very firm and we shall not be at all surprised to see some advance.

The holiday brought a good many customers for canned goods and more business was done than for a long time before. Prices seem to have gotten about as low as they can and the feeling now is that the turn will be for the better. The situation on tomatoes is quite comforting and, altogether, matters are appearing in better light. Some large transactions have taken place in salmon and contracts have been closed at \$1 @ 1.05. Red Alaska, spot, \$1.10. Hard corn is quotable at 42 1/2 c.

The demand for oranges, lemons, etc., has grown apace and we have a very good market. Orders have come in from all points and many buyers have been here personally. No very large amounts have gone to single buyers, but, altogether, the amount is very satisfactory. Sicily oranges, 360s. \$2.50 @ 3.50; 300s. \$2.25 @ 3.

Dried fruits are dull and are selling at low rates. Arrivals of butter have been light and

stocks are being pretty well cleaned up. Trading has been of fair volume and we have a schedule of prices firmly maintained. Best Western has steadily held at 17c.

Fancy full cream State cheese is worth 10 1/4 @ 10 3/4 c and the market is very steady. The outlook is quite favorable for a continuance of present rates.

The egg market is pretty well supplied, although there is no great accumulation of really desirable goods. Best near-by eggs are held at 11c. Western, 10 @ 10 1/4 c.

Beans, marrows, choice, \$1.25. The volume of trade has not been very large. Choice pea beans are worth 90c. Red kidney, \$1.75 for choice grades.

An Unwarranted Reference.

Chicago, May 3.—A firm styling themselves the Clark-Beach Company, soliciting consignments of produce in this market, are sending out matter referring to us as to their reliability. We never gave this firm any permission to refer to us. We do not find them rated by any of the commercial directories, nor have we been able to secure any reports on them from the leading commercial agencies. We send you this in order to warn all our friends and customers not to ship these people goods on the strength of their reference to us. We know absolutely nothing to their credit. We would advise most thorough investigation before making consignments to firms soliciting shipments in this manner.

CREAMERY PACKAGE MFG. CO.

SLUG SHOT KILLS INSECTS

Sold by Seed Dealers.



Sold by Seed Dealers.

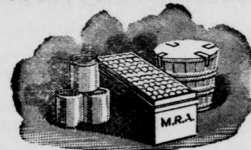
The value of all work or action must be measured by the ultimate result.

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.



EGGS

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

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

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.

HARVEY P. MILLER.

EVERETT P. TEASDALE.

Miller & Teasdale

Fruit and Produce Brokers.

BEANS OUR SPECIALTY POTATOES

Consignments solicited. Advances made.

Reference: American Exchange Bank, St. Louis.

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

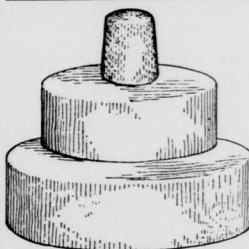
BUTTER AND EGGS

Mark your next shipment of Butter to...

HARRIS & FRUTCHEY, Detroit.

They pay cash on track at your station for Eggs.

Correspondence solicited.



R. Hirt, Jr.,

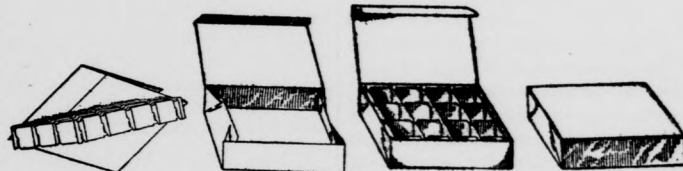
Market St., Detroit.

Eggs are always in demand with me. Will buy same at point of shipment, or delivered, in small or large lots. Write for particulars.

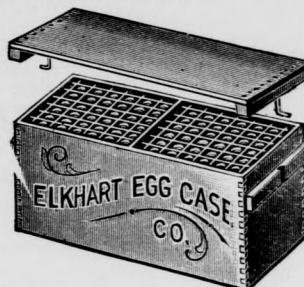
ELKHART EGG CASE CO., Elkhart, Ind.

Manufacturers of EGG CASES AND FILLERS,

Are placing on the market a Grocers' Delivery Case.



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



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



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

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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Published at the New Blodgett Building,  
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ONE DOLLAR A YEAR, Payable in Advance.

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

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say that you saw the advertisement in the  
Michigan Tradesman.

E. A. STOWE, EDITOR.

WEDNESDAY, - - - MAY 5, 1897.

### BLIND POOLS AND THEIR VICTIMS.

To play upon the cupidity and credulity of people in these hard times by holding out false promises of great profits, and thereby inducing speculation, through blind pool stock operations, is a cruel crime and the legitimate brokerage concerns and exchanges in the large cities owe it to themselves as well as to the public to put down the swindlers in any way possible.

The collapse of one of these blind pool firms the other day in New York disclosed the loss of \$5,000,000 through its alleged operations, the money having been put in by wage earners and small capitalists, many of the victims being women in different parts of the country who had been caught by the seductive advertisements and were anxious to take a little "promising risk" unknown to the male members of their families. It is a matter for astonishment, after all the warnings given by the papers and publication of scores of object lessons, that it is yet comparatively so easy to victimize the public. Stock gambling, or gambling in futures, when the broker is well known and reputable and the speculator knows what he is betting on and is familiar with the game, is a risky enough business. Any other kind of stock or future speculation is but a "green goods" game in so far as there is a basis to hope for profits. The recent exposures in New York following the collapse of several swindling schemes ought, for the time being at least, to have a salutary effect and save the gullible and speculative public some money.

The Consolidated Exchange in New York appears to feel the obligation resting upon reputable concerns to do something in the premises for the protection of simple-minded speculators and the Board of Governors has amended the by-laws so that they read that, "any member who directly or through a partner advertises in any newspaper, magazine or by any other public method, or who shall issue any circular or market letter offering to do a discretionary business or conduct a so-called syndicate business, shall be deemed guilty of obvious fraud, and the board of directors, after investigating the facts of the case, may, at its discretion, suspend such members for such time as they

may deem proper, or may inflict the penalty of expulsion."

This will not prevent frauds, of course, from reaching the public by the methods prohibited by the Consolidated Exchange, but it ought to be sufficient warning to the speculatively inclined, scattered everywhere throughout the country, that those who adopt such methods and make such promises should, at least, be looked upon with suspicion.

### INFLUENCE IN CONGRESS.

The death of the late Congressman Milliken, of Maine, has called attention to the fact that for more than fourteen years past there has been no break in the congressional delegation from that State—Frye and Hale in the Senate and Reed, Dingley, Botelle and Milliken in the House having been repeatedly re-elected and practically without opposition.

The result of such a policy by the people of Maine has been to give them a power in Congress wholly disproportionate to the size or importance of the State. To keep any man, of even ordinary ability, in Congress for a long period is, of course, to make an experienced and well-known member of him. The House is so large, and the changes are so many from term to term, that the older members in point of service practically run things. Length of service, in fact, is a greater advantage than even unusual ability, for the new man rarely is permitted to take a very advanced position, however brilliant he may be. The mere fact of service for fourteen years gives a member prominence and, with ability, a National reputation. Outside of Mr. Reed, the Maine Representatives were not considered particularly brilliant, but all of them have become well known.

Before the war the South used to select its ablest men for Congress, as a general thing, and kept them there until they had become Representatives of great repute and influence. The outh, in consequence, was especially strong in Congress before the war. New England has pursued this policy largely since the war and so have other portions of the North. Many of the smaller States are very influential in National legislation for this reason. No man can go to Congress merely for a term or two and accomplish anything to speak of, either for himself or his constituency. The various congressional districts ought to pick out their best men, send them to Washington and keep them there long enough to become experienced and influential. The case is one where the theory of rotation in office is not productive of practical or the best results. The failure to get the best men in the first instance naturally leads to frequent changes and thus the standing and interests of a district or state are jeopardized year after year.

The Turks are greatly disappointing an expectant public by failing to indulge in their usual atrocities in Greece. But so long as the Cuban rebellion is in progress the world need not want for a bloody story—the Spaniards, although somewhat disfigured, are still in the ring.

The reports this year from the Alaska gold fields are very seductive in one way, but the statement is generally omitted that it cost a small fortune to get to them and is almost worth a man's life to stay in them any length of time.

### GENERAL TRADE SITUATION.

The features of interest have been the unexpected volume of the export movement of gold, which has caused something of a bear raid in the stock market, and the continued depression in the iron market. The outgo of gold, which amounted to \$7,000,000 last week, with the same proportionate movement since, is only caused by the condition of the European market, which offers a premium sufficient to move it. The present increase in the demand is doubtlessly caused by the Eastern war, although the apparent need is for Austria, Russia and Japan. So far from there being any adverse significance in the movement, it is favorable in that it is putting some of the unnecessary American hoard to profitable use. If the export should go on until \$50,000,000 had left us, it would be for the best interest of the country were it not that distrust might be awakened in our own people.

Iron is still tending downward in its unmanufactured forms, although there is an improvement in demand in some of the products. Bessemer pig is quoted weak at \$9.50 at Pittsburg, with Grey Forge at \$8.50—lower prices than ever quoted before in this market. The lowest record previously made was in 1895, when Bessemer touched \$9.85 and Grey Forge \$9. Bessemer ore is reported to have been sold in Cleveland at as low as \$2.45.

The speculative wheat market has fluctuated in unison with the prospects for the early termination of the Eastern war, which has made a general decline of five or six cents. Other grains have shared in the movement.

The movement in wool and in woolen goods continues heavy, doubtless on account of the tariff. The advance in cotton is sufficiently accounted for by the flood situation. The restriction of output of textiles is over and most mills are in operation, with some improvement in demand.

The recent concessions in prices of leather and of shoes have resulted in considerably increased orders and many concerns are busy for some time.

An unfavorable indication is found in the fact that bank clearings declined to \$855,000,000—8 per cent. less than for preceding week. Failures increased to nearly the old average, amounting to 244, against 216 last week.

### NAVAL MILITIA APPROPRIATION.

The Navy Department recently made the allotment of the appropriation of \$50,000 voted by Congress for the support of the naval militia, after deducting \$2,000 for the purpose of printing such books and pamphlets as are needed for the instruction of the militia.

The appropriation was allotted according to the number of petty officers and seamen on the rolls on Jan. 1. It is to be noted that none of the seaboard States secured first place on the list in the distribution, the State of Illinois getting the largest share of the appropriation, over one-eighth of the whole amount. Next to Illinois comes Massachusetts, and some distance behind, in the matter of amounts secured, come New York, California, New Jersey, Maryland, Louisiana, Georgia, Pennsylvania, Michigan, Ohio, South Carolina, Rhode Island, North Carolina and Connecticut, in the order named.

The Navy Department does not show the same interest in the success of the naval militia movement which was dis-

played when the earlier naval battalions were organized, which is to be regretted the more because these organizations are becoming constantly more efficient and are now assuming a fixed and well-defined place in the general plan of national defense.

It is now generally admitted that while the naval militia would probably furnish but a small quota of enlisted men to the regular navy in the event of war, it would prove a valuable auxiliary force for the defense of the harbors, and to that extent would relieve the regular service of a good portion of its duties. The militia officers would, moreover, prove a more effective reserve to the regular service than the merchant marine, for the reason that, while having less experience in the mere technical knowledge of navigation, they will be apt to be far better posted in the military duties required of naval officers, better able to handle men and perform the duties of junior officers on ship-board. If, however, the Government desires to secure the best results from the naval militia organization, it must take steps to provide a proper supply of small arms, the necessary boats, artillery and practice vessels. One of the old ships should be stationed at each of the large ports to serve as an armory and practice ship for the naval militia. In that way only can the various battalions acquire even an approximate knowledge of the purely nautical service required of them.

Among the questions to receive early attention from the new Council is that of carrying out the recent indication of the popular wish that the city shall undertake the work of lighting the streets. In suggesting this work, in his annual message, the Mayor urges that the work be undertaken and carried out on business principles. That such an admonition should be considered pertinent is a suggestive feature of the problem. If municipal affairs were usually conducted on business principles, such an admonition would be decidedly out of place. If such is not the case, of what value is it? In undertaking such a work there may be all the honesty of purpose to be desired in the initial administration, but in the political changes of city affairs there is the certainty of early changes, with the probability of a loss in the quality referred to which will mock at business principles.

Considering the excellent character of the contributions, the Tradesman hardly feels like apologizing to its readers for devoting so much of its space this week to the publication of the eleven essays entered in competition for the cash prize offered by the National Cash Register Co. The subject is exhaustively covered in so large a variety of contributions, representing contestants in four States and the Dominion of Canada.

The Mayer-Belknap amendment to the present peddling law passed the Senate Tuesday, was concurred in by the House Wednesday, and is now in the hands of the Governor. Much credit is due Representative Mayer and Senator Warner for the energetic effort they have given the measure in their respective legislative bodies.

Many a woman who thinks she has a talent for managing other people's affairs might better apply it looking after her own.

Senator Cullom declared last week that one-third of the high wines produced in this country came from illicit distillation.



## DOGS AS PROPERTY.

It is seldom that a matter trivial in itself has attracted so much attention as has the Sentell dog case, which was decided in the Supreme Court of the United States at Washington, last week; in fact, the case has been a subject of comment by the American press far and wide. It went up to the Supreme Court of the United States from the courts of Louisiana. Suit was brought by G. W. Sentell, of New Orleans, against the New Orleans and Carrollton Railroad Company to secure pay for a Newfoundland dog, valued at \$200, which had been killed by one of the company's cars.

Suit had been instituted for recovery of the money in the Louisiana courts, and the case had been decided upon the requirements of act 107, of 1882, of the General Assembly of Louisiana, which provides that dogs shall be held to be personal property and protected by law as such, only provided such dogs shall be listed by the owners for taxation and given in to the assessors for that purpose; and the owner may recover in civil action, for the killing or injury done to said dogs, an amount for each not exceeding the valuation rendered by the owner to the tax assessors.

The dog in question had not been listed for taxation, and, as a consequence, the claim for damages was rejected. The cause was then appealed to the Supreme Court of the United States on the ground that the Louisiana law was unconstitutional. That highest tribunal affirmed the constitutionality of the Louisiana statute referring to dogs. Mr. Justice Brown, who was the organ of the Court in that case, set forth "that the fact that dogs are without protection of the criminal laws tends to prove that property in dogs is of a qualified and imperfect nature. They appear to stand, as it were, between animals *ferae naturae*, in which, until subdued, there is no property, and domestic animals, in which the right of property is complete and universally recognized. Accordingly, the Court holds that dogs are not upon the same plane with horses, cattle, sheep and other domestic animals, but rather in the category of cats, parrots, monkeys and similar animals kept for pleasure, curiosity or caprice. They are useful neither as beasts of burden, for draught, nor for food."

It is in the power of legislation to recognize such exceptional animals as property on conditions, but the conditions must be complied with. Probably there is no animal, not even the horse, that possesses so much of the love and regard of human beings as does the dog; but no matter how great this sympathetic interest, all people seem to have an unconquerable aversion to paying taxes on dogs.

The Chicago Inter Ocean is evidently a dog lover and does not take kindly to the decision of the highest court. Says the Chicago champion of the untaxed canines:

Who told Mr. Justice Brown that a dog is not useful "as a beast of burden or for draught?" Let him go to Berlin or to London and learn his error, or if this be too much trouble, let him ask some one who has read Nansen's book, or any book upon polar research, what part the dog plays in the transportation companies of the Esquimaux. And as to "nor for food," let the venerable jurist enquire of the next Chinaman, the next aborigine of the United States, or the next English or Hungarian Gypsy, that he may meet. Let him ask some one who was in Paris during the siege

what was the price per pound of dog flesh, and what were its nutritive qualities.

Furthermore, the learned Judge overlooks, or is ignorant of, the value of the dog as a life-saving institution. Under proper conditions the right kind of a dog will jump into water and rescue a drowning child. It is affirmed that a man in Kalamazoo kept a lake and hired parents to throw their children into it, just to keep his pack of dogs busy in the great work of life saving, and his dogs received a thousand gold medals, each worth \$20, from various humane societies. The cost of digging the lake was \$120.75, the yearly bill for dog meat was \$37.89 during the period of twenty years through which the life-saving process extended, and \$509.36 was paid to parents who chucked their children into the water; this, however, was partially offset by \$309.25 received from boys who paid the man various sums for the privilege of "going in swimming" and being rescued. But these are very slight drawbacks from the \$20,000 earned by the dogs. Then there are the dogs that maintain families of humans in affluence by performing in shows and circuses. Then there are the dogs that carry a drink of whisky and a pretzel to the benumbed traveler on the Alps, and that conduct lost wanderers to the famous hospice of the monks of St. Bernard. And he is a very ordinary dog, indeed, that has not done the work that the missing link in the police force ought to have done, by routing and capturing the burglar that essayed the robbery of a happy home.

All this may be true, and, if it be so, the greater is the reproach it casts upon the owners who profit by the intelligence, or industry, or the philanthropic traits of their dogs. Why not pay taxes on these dear friends and valuable companions or servants, and give them the protection of the laws? Why maintain them as if they were outlaws and creatures utterly worthless? It should be remembered that it is not the dogs which place themselves in that degraded condition, but it is done by those who pretend to be their best friends and companions.

Many persons have had their curiosity excited by the term "quack doctor," and have wondered what possible connection there could be between the name and the business of a pretentious but ignorant physician. It has generally been connected in the popular fancy with the duck, and an explanation made by one linguistic authority declares that this class of physicians talked so loudly and persistently of their abilities that their boasts resembled nothing so much as the quacking of a duck. As a matter of historic fact, however, the term arose in quite another way. In both England and this country the inhabitants of the low, marshy regions have always been troubled with fever and ague. In England and along the Atlantic coast this form of malaria was formerly termed the "quakes," and being treated by ignorant persons, sometimes with medicaments of their own preparation, sometimes with charms and prayers, the name "quake doctor" arose in connection with this class of practitioners and its corruption into "quack doctor" was easy and natural.

Idle people are divided between those who are too proud to do any sort of work that can be found to do and those who are too tired and too lazy to work.

The airship bids fair to be a nice, comfortable place to spend the summer on. There is plenty of room on it, because there are so many of it.

## HONOR TO THE SOLDIER.

While we deprecate war, and counsel the extreme of forbearance and the fullness of preparation as the surest guard against its occurrence, we offer the richest rewards to the soldier, and pile flowers and marble and granite highest in his honor. Alexander, Hannibal, Caesar, Napoleon, Wellington, Washington, Grant! Every school boy knows of these. Mere kings, presidents, statesmen, philosophers have their places in history; the soldier is there and is, beside, the hero of the human race.

There was dedicated to the memory of Ulysses S. Grant, last week, one of the noblest piles ever erected to the memory of a man. It is a testimonial of the people's admiration and gratitude to the soldier. The towering column at Washington was not erected to the first President, but to the General who gave revolutionists nationality, and made presidents possible. Before Grant was President of the United States he had marshaled the forces that preserved a United States to be President of. It is not that Lincoln is less loved or his place in history less secure that the grander material pile is raised in honor of Grant. It is that men reverence the supreme test—success in the grand encounter in which are involved the life of man, the fate of nations and forms of government.

Students of politics and finance and business tell us that U. S. Grant, as President, rendered the greatest service of his life when he vetoed the inflation bill. No monument would be his for that, nor for any service in civil life. Yet his greatness was not wholly in war. It was war that brought it out in all its symmetry and sterling qualities. With unequaled skill in planning campaigns and commanding large bodies of men, indomitable tenacity of purpose and insensibility to possible defeat, he was always considerate of the comfort and health of his men; always self-effacing, putting others into the foreground for commendation; always generous to the foe, conquering their hearts when they had been compelled to yield their arms. Other men, millions of them, might be as firm of purpose, as gentle, as generous—given the opportunity. Grant entered the war for the Union diffident in his estimate of what he could do. The opportunity was possessed by many before him to demonstrate their title to primacy. He won his way to opportunity by his greater military genius. The light of events discloses to all the world how and why. And perhaps no part of his career concentrated more of the constituent qualities of his greatness than the closing days and months of uncomplaining suffering, while he waited for death, yet working incessantly to provide for those he was soon to leave behind.

A grateful people do well to put in granite evidence of their reverence for the achievements and character of Ulysses S. Grant. In both are incentive and model to the highest duty and best citizenship.

## RESUMPTION OF GOLD EXPORTS.

Last week witnessed the first exports of gold in many months, and the movement has already assumed fair proportions, as the aggregate shipments for the seven days ending last Saturday reached \$6,227,000.

This resumption of gold exports has created considerable surprise, although sterling exchange has hovered on the brink of the shipping point for some

weeks back. It was hoped, however, that the enormous exports of our products would create a sufficiently large trade balance in our favor to prevent any outward drain of gold, and, notwithstanding this week's shipments, it is still expected that no considerable exports will take place. The movement so far is regressed rather in the light of a special shipment than as the legitimate outcome of exchange transactions.

The merchandise exports for the nine months ending with March were \$323,000,000 in excess of the imports, which is an excess of exports over imports more than \$100,000,000 greater than in any previous year. Such a large excess in our shipments over our purchases abroad warrants the belief that there exists a very considerable trade balance in our favor. It is true that some of this balance in our favor is offset by the withdrawal of foreign capital from this country, the interest on investments and freight charges; but, after allowing for these offsets, there must still remain a very considerable balance for Europe to liquidate.

It is true that the passage of the new tariff bill would, no doubt, cut down our exports to a certain extent, and it is barely possible that our debtors abroad are so manipulating matters as to delay the settlement of balances until the trade balance becomes less unfavorable to them through a falling off in our exports.

The most plausible explanation of the gold export movement is a special demand from Austria, where gold is needed to meet the requirements of the currency reform movement there. Austria and Japan have been large purchasers of gold recently; hence, as the Bank of England has advanced its rates, in order to protect its stock of gold, it should surprise no one to see these two countries seek to obtain the yellow metal here, where it can be so readily secured.

It is not believed in financial circles in New York that the outward movement of gold will assume any alarming proportions. The country is in excellent condition to meet anything like an ordinary demand for gold. The Government reserve reaches \$155,000,000, and the banks hold an unusually large supply of the precious metal. Under such circumstances, the gold shipments have occasioned no uneasiness, especially as it is confidently believed that, considering the large trade balance which must still exist in our favor, the shipments cannot continue for very long.

Fresno raisin vineyard owners are much alarmed by ravages of small grasshoppers which have settled in swarms in certain parts of the valley. The insect sucks the sap from the growing vines, and, as a result, grapes are small and deficient in sugar, and thus make poor raisins.

A good many are being agreeably surprised to learn, when they figure up the volume of business they are transacting, that it is larger than for the corresponding period for some two or three years past. The improvement has come about so quietly that it has not been fully realized that it came at all.

It is well to keep up-to-date goods, but be careful not to get too far ahead of the views of your customers, or you may be left with a lot of unsalable goods. Buy sparingly of novelties until you see if your customers are getting educated up to them.



## Woman's World

How a Woman Dreamed She Was a Man.

Chief among the charms of my friend, Mrs. Algernon Horton, is her versatility. Like the immortal Georgia statesman, one never knows where she is "at," and so she keeps one's curiosity continually piqued, and one's interest always on the qui vive. Because today she is the most orthodox of church women is no reason why to-morrow she may not be soaring into the rarefied ether of esoteric theosophy with Mrs. Annie Besant. Last week she was taking a course of lectures on hygiene, and her table was only supplied with cereals, and health foods, and the tasteless abominations that are so good for our stomachs and so hateful to our palates. This week she is devouring Welsh rarebits and lobster salads and ice cream at midnight with an unimpaired digestion and a blameless conscience. The last time I saw her she was rampant on the woman question. She was so eloquent in describing the oppression of men and the downtrodden and slavish condition of women that I had horrid visions of her taking to the lecture platform, and it was, therefore, with some surprise that I found her last night in the most beruffled of frocks, demurely darning stockings.

"What!" I cried, "you bending your neck to the despised yoke of domestic slavery! You, the champion of women's right to wear bloomers, and be lawyers, and doctors, and roustabouts, and draymen! You, the—"

"Don't be silly," she interrupted. "I know what I said, but," comfort-

ably, "I didn't mean it, and nobody believed it, so no harm was done."

She paused a moment, and then asked, rather irrelevantly, I thought:

"Do you believe in dreams?"

"It depends on what they are founded," I replied, non-committally. "Personally, I haven't found those that originated in a chafing dish to be entirely reliable. At least," I added, earnestly, "I trust that the hints of the future they foreshadowed were a little overdrawn."

"Well, for my part," said Mrs. Horton, "I believe in dreams. It's nice and exclusive, like having a sort of guardian angel, you know, who gives you advice in an insinuating kind of way while you are asleep that you can't resent. At any rate, I have had a dream," she went on, solemnly, "that I am perfectly confident was a warning."

"Dear me!" I said curiously. "What was it?"

She laid her darning thread and scissors down on her lap. "You know how I have felt about the woman question?" she demanded.

I nodded my head in assent.

"It has always seemed to me so unjust that men should have the best of everything," she said. "It was like life was a lottery, where they drew all the prizes and women drew all the blanks. They got the best health and strength. They got clothes they could move in without breaking their backs. They got freedom to go and come as they pleased. They got big cares, instead of little worries, even when it came to trouble. They got independence and freedom and the right to vote. It seemed to me they got everything worth having.

And I was always envying them, and wishing I were a man.

"Well, the other night Algy went out after dinner to see a man, leaving me here all alone in the library. I tried to read the 47th installment of a continued story, but I had forgotten what went before, and it was so dull I didn't care to know what was coming afterwards, and so I threw down the magazine and began to think out a lecture I was going to give before the Hypatia Club on the woman question. In the midst of my most brilliant argument I must have fallen asleep, and I had the queerest dream.

"I dreamed I was a man, and curiously enough, my first sensation was not of abounding health and joy and freedom, such as I had always supposed to be the normal condition of a man, but I woke up with a tired feeling, and with a foreboding of care and responsibility I had never had before in my life. Then I began to dress, and for the first time I was struck with the hideousness of masculine clothes. I pledge you my word, I didn't seem to care a thing for the pockets I had always envied men so much, and I would have traded off the privilege of not having to hold up skirts when it rained, for the smallest sign of a ruffle anywhere. You know I like to be different from other people in the way of dress—chic, you understand—and I was appalled at the limited range of things I could wear for the future. Why, one had just as well not have taste. Think of the misery of knowing you could never again wear a bit of chiffon, and that if you even so much as stuck a feather or a flower in your horrid stiff stovepipe hat you would be ridiculed. It was awful. As I fastened a stiff and unyielding collar about my

throat I felt a sob rise up and choke me, and I should have given away to tears, right then and there, but for the dreadful knowledge that a cruel and unsympathetic world does not allow a man the precious privilege of weeping over his misfortunes.

"So I choked back my tears and went down to breakfast. Usually, I like to dawdle over the meal and make up my mind what I will do the rest of the day. Of course, I have certain duties, but a delightful feature of a woman's work in her own home, which had never struck me at its true value before, is that there is almost nothing that cannot be put off for a day or two. Now I realized, in my altered state as a man, that I was a slave to my business. There were half a dozen imperative things to be done, a number of important engagements to be kept, and already a lot of people waiting for me. So I scalded my mouth trying to drink my coffee in record-breaking time, and gave myself an indigestion gulping down my breakfast, and rushed off, with my wife reminding me to see the plumber on the way down and not forget the hinge for the gate, and please to match a shade of elephant's breath silk which I could find at Smith's, or Jones', or Brown's, or somewhere on Canal street. But I got one good thing out of it, though, I said out real loud, and hard, the naughty word I thought about a woman who was fool enough, and inconsiderate and selfish enough to burden an over-worked and rushed man with things she might just as well attend to herself.

"Well, looking at it from a woman's standpoint, I have always thought of a man's going to work as getting away from the worry of thinking what you will have for dinner before you are done

# JAMO BISMARCK CAROVI



## ROASTED COFFEE

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

## W. J. GOULD & CO.,

IMPORTERS AND COFFEE ROASTERS,  
DETROIT, MICH.



swallowing your breakfast, and going out of hearing of the children's fretting and the baby's crying—out into the fresh air, and seeing a lot of bright people who had funny stories to tell, and all that sort of thing. Sort of a daily picnic, for business men only, you know.

"But, heavens, it isn't a bit like that. I hadn't closed the office door before a flood of work rolled over me. There were letters from this one and that, complaining about everything under the sun—kicks, Algy calls them—and they were enough to sour the temper of an angel. There was a notice from this bank that a note was due, and a letter from a man on whom I had depended for the money to pay it, saying I would have to give him more time about paying what he owed me. Then a man came to me to try to get me into some sort of a scheme. It sounded good, but I couldn't tell, and then it came over me that I had to decide things for myself and couldn't get out of responsibility by saying I would ask my husband, or when things went wrong lay the blame on some one else. Then agents began coming for everything on the face of the earth, and as a last straw, just as I was on the verge of committing suicide, an insurance man who wanted to take out a policy on my life.

"After a bit, I went out on the street, and met a man, and he asked me to have a drink. I didn't want it, and if I had been a woman and she had asked me to have some soda I should have refused, but it seemed, being a man, I couldn't decline. So I had one with him, and he had one with me, and we both had two or three others, with two or three other men, until my head ached worse than ever. Fancy a woman gorging herself on soda water or ice cream for mere sociability! Absurd, isn't it?

Then I went back to my office to find a lot of telegrams waiting me. And I had to open them all myself. I usually get the telegraph boy to do it, and I shut my eyes while he reads them to me, but, of course, I knew a man couldn't do that, so I braced up and made a beginning. They were all horrid things about business that had to be decided at once, and I got sick, and cold, as I realized I had to make up my mind about things without talking them over with half the people I knew.

"And the worst part of it is that when you are a man and decide a certain way you have got to stick to it. You know how women do? We go down town and buy a bonnet and take it home, and like it ever so much. Then someone comes along and says, 'Why, good gracious, it makes you look forty, if a day!' and then you think you don't like it as well as you thought you did, and another says, 'Oh, yes, dear, it's awfully sweet and all that, but don't you think it makes you look a little sallow? Not much, of course, but, er, you know?' and then you pack that bonnet right up and send it back to the milliner, and send her word you decided, after all, not to take it. And if the milliner said a single word, every mother's daughter of us would agree that she was the most unreasonable thing on earth, and we would tell all our friends, and acquaintances and warn them against a woman so unjust she expected another woman to stick to her bargain, and when she bought a hat to keep it. It seems that men can't do that way. I found out that I had bought 20,000 bushels of May

wheat, and when it went down a cent I decided that I didn't want it anyway; so I telegraphed my broker in Chicago I had changed my mind and wouldn't take it. And what do you think he wired back? That if I didn't, I would have the hottest lawsuit on my hands I ever saw. Fancy Madame Chapeau doing one that way about a hat.

"Well, things went on that way all day long. First one annoyance and then another, and finally I was all worn out and started for home. I didn't want anything on earth but a good dinner, and to be left in peace for a while, and when I got home the house was dark and empty and dreary. My wife, I was told, was out at a missionary meeting to improve the domestic condition of the Tan Foos, and wouldn't be back until late.

"Finally she did come, after the dinner was ruined, but she didn't take off her bonnet, as she was going to lecture on the 'Oppression of Women.' In despair I groaned aloud, and that woke me up, and you may believe that for once, I was glad and thankful to know I was just a plain, everyday woman, without even a career or a mission in sight. But don't tell me that dream wasn't a warning. When Algy comes home now he finds somebody here waiting for him with something pleasanter to talk about than missionaries and massacres, and I haven't reminded him to get a single thing down town, and one thing is sure, when I start out looking for a nice easy job, with little work and good pay, I am not going to apply for the place of a man."

And Mrs. Horton went out with her darning. DOROTHY DIX.

#### A Song for Those Who Succeed.

A song for those who succeed:  
(You there!)  
You whole successful crew,  
Ye men of the strong heroic stripe,  
Here is a song for you.  
Now who is there here in this whole wide throng  
In whose honest ear I can sing my song—  
(Stand up!)

Ah, here's my millionaire:  
(Come here!)  
Good sir, your wealth is great.  
And well you have scooped your fortune, man,  
From the loosened grasp of fate  
You have picked up gold as the long years roll,  
But while picking up gold you have dropped  
your soul:  
(Go back!)

Ah, here's my wide-browed sage:  
(This way!)

Five thousand years of lore!  
Faith, man, 'tis a goodly heritage,  
But you need a little more.  
You have garnered all thoughts from the four  
winds blown,  
But forgotten meantime to think your own:  
(Sit down!)

Ah, here's my artist friend:  
(Step up!)

You have given dreams to men,  
Yes, a world of dreams you have bodied forth  
With chisel, brush, and pen:  
But you've lost the meat of the tough world's  
strife,  
And missed the juice of the vintage of life:  
(Step down!)

Who's that old woman there?  
(Sit down!)

She has no lore or pelf,  
And has worked so hard for those she loved  
She has never thought of herself:  
Step up, step up in the whole world's view:  
Ah, madam, this song is meant for you:  
(Step up!)

SAM WALTER FOSS.

Alphonse Bertillon, of France, who invented the Bertillon system of measuring convicts, advocates the exemption from direct taxation of every family in which there are three children, and the imposition of an extra tax of 20 per cent. upon all those not thus provided, preventing the treasury from losing any part of its present revenue and at the same time establishing a distinction between men to whom the nation's interests are dear and men who consider them not at all.

A large increase in tobacco acreage over that of last year is predicted in Pennsylvania.

#### How to Successfully Conduct a Retail Grocery Store.

First, find the city or town or place in which you would locate. Then study a location as to its being central. If possible, have the front entrance of the building level with the sidewalk. Arrange the interior neatly and tastefully. This done, you are ready for the stock.

If your capital is small, find out by the salesman, as nearly as you can, the class of goods used in that locality. Fill your shelves with good staple goods. Never buy brands of goods that you cannot honestly recommend to the public. Be posted as to prices. Pay cash and receive the discount on your bills; then you can compete with your neighbor in price.

When you are fitting the store with fixtures, purchase the best your money will buy, and of the latest style. Arrange them to display your goods to advantage, and keep them clean.

Be sure the scales are perfect in weight; and always give sixteen ounces to a pound.

Take some of the most attractive goods in your store for the windows, and place them so the eye of the public will see you are a trade-winner. When the weather will permit, make a large outside display of choice fruits and vegetables, in clean baskets and packages. This is a fine drawing card.

Have a pleasant word for the traveling man; make him feel he is welcome. Have confidence in his word, and with his business ability he will help you to be a successful grocer.

Read the daily papers, and trade journals—especially the Michigan Tradesman. If your time will allow, attend all the meetings of associations. Never think you are too old to learn.

You will find your own store an open book of knowledge. Study it and you can learn something new every day.

If you think best to give credit, be sure that the recipients are worthy and honest. If such be not the case, then see to it that you take first-class security.

Treat a child with the same courtesy you would show an older person. If he has only a penny, wait on him as though he were commissioned with ten dollars. Have the good will of the children and you have one of the very best advertisements, and the more advertising the more trade. And sell goods at the same price you advertise them. Be pleasant and courteous to all customers, and see that their wants are well supplied. Try and get the confidence of the people, for it takes the same amount of patience, perseverance and ambition to make a success of a small business as it does of a large one. If you employ clerks, treat them kindly and always have a pleasant word for them; and their motto will more likely be "Honesty is the best policy."

"The early bird catches the worm." Always be in time for the early morning customer.

Be honest and upright; and live within your means. Do as nearly a cash business as possible, and with one of the National Cash Registers you are on the right road to prosperity and success.

MRS. LYMAN TOWNSEND.

Howard City, Mich.

One of the paying professions of Paris is said to be that of a trunk-packer. In many of the little trunk shops you can hire a man who will pack your trunk artistically, folding expensive gowns and other garments in tissue paper, and stowing away delicate bric-a-brac in the safest way.

## The Universal Verdict

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

The Albert Landreth Co.,  
Manitowoc, Wis.

Worden Grocer Co., Agent.





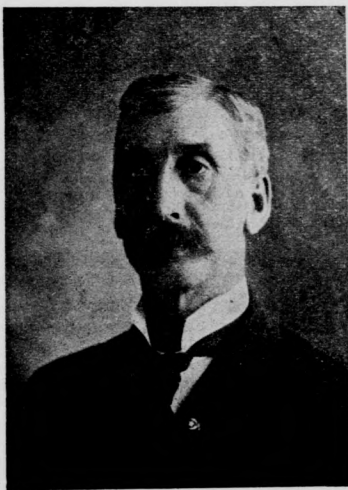


## MEN OF MARK.

## O. F. Conklin, the Retired Merchant and Lumberman.

Sixty years ago, May 6, on the shores of that beautiful sheet of water, Lake Ontario, on Black River Bay, Oscar F. Conklin was born. His father had moved from Monroe county, New York, to Jefferson county when it was almost an unbroken wilderness. He, as well as the other families of the same name in Central New York, traces his lineage back to one of three brothers who settled on Long Island from England. Just how the name should be spelled now, there is a difference of opinion, some terminating the name with the letter g and others omitting it. Mr. Conklin thinks the latter method the correct one, as in the records of the city of Maidstone, County of Kent, England it was spelled in Ye Olden Time in Old English "Conkelyne;" and from this name have evolved both Conklin and Conkling.

When he was 13 years old his parents



moved to Michigan. A year later death claimed his mother as its victim. This was a hard blow to the family, as she was the light of the home, full of cheerfulness and hope and words of encouragement to her children. The family struggled as only a motherless family in a wilderness must struggle. Oscar embraced every opportunity to get an education. His last schooling he obtained at the old Central School in Grand Rapids under the tutorage of Prof. Strong. He often refers to the good it does a boy to say an encouraging word to him, and says that the kind words from his mother, aided in after years by Prof. Taylor, of Grand Haven, and Prof. Strong, of this city, were like "apples of gold in pictures of silver," and told on his character and his hopes and aspirations. At the age of 20 he began teaching school, but this was not a very lucrative business in those days, and, after putting in nine years "training the young ideas how to shoot," he concluded to try some other vocation. He determined to launch his bark on the commercial seas, and in company with his brother, Wm. P. Conklin, entered into the general mercantile business at Ravenna. This union was a precursor of success and met returns in abundant measure from the beginning. The Conklins discounted their bills, asked for no credit and soon had one of the best general stores in the county. As their means increased, they invested their surplus in real estate and also handled logs and lumber. They continued to operate in these three lines

for nearly thirty years. They had at different times and places branch stores and, although from necessity these have to be handled by proxy and are nearly always failures, the Conklins always made them pay.

While teaching, Mr. Conklin formed acquaintances in Missouri and Illinois. In Putnam county, Ill., he became acquainted with some of its first families. Among these was the family of Capt. Herman Price, who had owned and operated several passenger steamboats—floating palaces they were in those days. People who traveled in the West at that time will readily remember the Anglo Saxon, Connecticut, Hibernia and Garden City, which were some of his boats which Capt. Price ran upon the Ohio, Mississippi and Illinois rivers. As the railroads superseded river travel, he sold his steamboats and bought many broad acres of the rich, fertile prairie land in Putnam and adjoining counties, and at that time was considered a wealthy landowner. Upon one of his farms he built a beautiful home, bringing all the material for it by boat from Pittsburg. Mr. Conklin's acquaintance in this cultured family increased from year to year, as he repeated his visits to this neighborhood, until it culminated, on Jan. 6, 1874, in his leading Esther Price, the Captain's eldest daughter, to the altar. Mr. Conklin thinks this the best bargain he ever made. Mr. and Mrs. Conklin have two daughters, who are of Grand Rapids' first and fairest.

Mr. Conklin was at one time engaged in the banking business at Coopersville with the late Wm. G. Watson, and so successfully did he run the business that when he sold out Conklin & Watson had not one dollar of loss on bad paper.

As he still had large interests in and about Ravenna, he resolved to get a railroad through that place. He worked at this as at all his other undertakings. He secured aid in the way of subscriptions of money and rights of way and, with other parties, employed an engineer to make the preliminary surveys, guiding him over the most feasible routes, and with these profiles of routes, subscriptions and rights of way, induced the Grand Rapids & Indiana Railroad to build a road from Grand Rapids through Ravenna to Muskegon.

At this time W. O. Eughart, who was then President of the road, had such unlimited confidence in him that he entrusted him with the arduous and responsible task of purchasing most of the right of way between Grand Rapids and Muskegon, giving him the company's check book and carte blanche to pay for rights of way according to his own judgment. The only advice and direction to Mr. Conklin was: "Do not leave a sore spot between here and Muskegon;" and so carefully was this instruction followed that the road had but one suit to condemn the right of way. One party whose land this road went through desired very much to sell it. Mr. Conklin advised him to keep it, as it was admirably located for a station and village. Being unable to convince him that it would be needed for a village, Mr. Conklin bought it, the Railroad located a station upon it and it is now the thriving village of Conklin. In order to have others to help boom the place, Mr. Conklin sold a half interest to three other persons. They sold the lots for the small sum of \$50 each. People are prone to kick and some insisted that the lots were held too high, which retarded the growth of the place. The

other partners called Mr. Conklin's attention to this, but Mr. Conklin's answer was characteristic of the man: "Whom do you want should settle in the village—paupers? A man must be a pauper who cannot pay or agree to pay \$50. We are asking too low a price for them; and to convince you that we are, we will change the plan right now. From this time on we will sell the lots on the east side of the Railroad for \$50 and all the lots on the west side for \$100 each, and see which will sell first." There was no more complaint about the price of the lots and, strange to say, as Mr. Conklin had predicted, every one thought there must be something about the lots on the west side that made them more desirable than those on the east side. They all bought the higher priced lots.

About this time Mr. Conklin moved to Grand Rapids and erected a beautiful home at 26 Madison avenue, where he now resides.

During the last year Mr. Conklin and brother have sold their mercantile business to their nephews, O. A. Conklin and George Eason and if the latter take Mr. Conklin's advice, they will surely succeed. He is giving his time wholly to real estate matters and renting and caring for his farms. Mrs. Conklin owns a farm in Illinois and Mr. Conklin owns a large farm in Illinois and six choice farms in Muskegon county, beside considerable real estate in this city. He is showing his good judgment in withdrawing from active business and trying to enjoy some of the fruits of his hard labors. Two years ago he spent a portion of the winter season in California and a year ago he and his family spent the entire winter in Southern California.

He has enjoyed many positions of trust and responsibility. He was chosen seven consecutive years as Supervisor of Ravenna township, and was Chairman of the Board of Supervisors of Muskegon county, and from the first showed such judgment and fairness that he was an acknowledged leader of the Board. He is a ready speaker and is good in debate and repartee. He is a director of the Grand Rapids Board of Trade and also in the Grand Rapids Fire Insurance Co., and a member of the Executive Committee of the latter corporation. He is a 32d degree Mason and, with the staid and noble Shriners, has crossed the hot sands of the desert and rode the sportive camel; yet he is not an A. P. A., but believes there is good in all churches and always upholds them. He and his family attend the Park Congregational church.

His judgment of men and his ability to say no firmly and pleasantly has made him a safe credit man, and in all his business, banking and otherwise, he has lost absolutely nothing in bad credits. As an illustration of his being able to refuse a man and still make the party feel that he had been favored, he relates an incident concerning a man by the name of Wilder, who asked him for credit for a plow, cultivator and supplies to carry him along until after he harvested his grain, agreeing to secure him by a chattel mortgage on his cattle. Mr. Conklin listened to his request and replied: "We have the plow and the cultivator and all the other things you need and we make a good profit on them. I could write the chattel mortgage myself and we could furnish you these things as well as not, but I do not care to do it."

"Why not?" asked Mr. Wilder; "it

would greatly accommodate me if you would."

"Because," said Mr. Conklin, "I do not think it would benefit you. You would use up all these supplies and need as many more when the account became due, and I would have to go to your farm and drive your cattle down here and sell them. I would get my pay all right, but it would not be as well for you. Go home, repair your old plow and cultivator and economize this summer and not go in debt and in the fall, when your grain is harvested and sold, you will still have your cattle free from debt. Take a little of your cash that you get from your grain and come down to Conklin's store and see how much you can purchase for the money."

Mr. Wilder took his advice and was always his fast friend.

To all departments of his business Mr. Conklin gives the same attention to details—the same energy, zeal and good judgment, and a large measure of his success may be attributed to his knowledge of values, his judgment of men, his discernment, his caution, well balanced up by his confidence in his own judgment, his enthusiasm, his integrity and fairness.

His competitors are his best friends. He never allowed a bad word to be said about one of them or their business. He never took an undue advantage of any one. If requested he would counsel with any of his competitors and advise them as carefully and candidly as a father would advise an only son. He was never known to betray a confidence or sell out an interest. In looking over his active life, but few persons are better prepared to give the young business man pointers than he.

## A Store in Which Nothing Is Ever Sold.

Correspondence Chicago Times-Herald.

In Bainbridge, Geauga county, Ohio, not far from Cleveland, is the queerest country general store I ever ran across. Bainbridge is a small hamlet, but the store is as large and as well stocked as the average suburban store. It is kept—that is precisely the word for it—by an old widower, who has no relatives in that section of the country and is practically a hermit. When the civil war began he was running a flourishing general store in Bainbridge, and made money rapidly during the succeeding four years. When peace was declared prices, which had been greatly inflated, took a sudden drop. The old fellow believed that this would be followed by a boom which would send prices skyward again, and refused to sell his goods for less than he paid for them. Down went the prices—down, down, down—and finally he was forced to close his store for want of purchasers.

To-day his store stands almost exactly as it did thirty years ago. It is stocked with such goods as are usually found in country stores, but, of course, the stock is now practically worthless.

Every day the old man opens up the place to give it an airing. He is there, too, for business, if any one chooses to buy what he has to sell, and is willing to pay what he asks.

"Why, sir," he said to me, "some of the calico I've got here cost me sixty-five cents a yard in 1867. Wouldn't I be a fool to sell it for five cents?"

## Make Use of Novelties.

Be constantly on the alert to get up new schemes for pushing business. Do not allow a competitor to get even with you in this line. A wide-awake, active brain can devise countless plans for the securing of trade, and it should be the aim of every merchant who comes under this head to let none pass him on the home stretch in the matter of novel feelers for trade. Nothing draws attention more quickly than something out of the beaten track.



## Dry Goods

### Lost a Sale Through Refusing to Furnish Samples.

Written for the TRADESMAN.

"Good afternoon, madam. Is there anything I can do for you to-day?"

"Yes, I want to look at some black dress goods."

"I shall be pleased to show you. Just have a seat."

The lady, who was a really pleasant person, seated herself comfortably before the counter and Mr. Richards, who was regarded by us as the crank of the department, began to show her black goods. He appeared to think he had a customer who was sure to buy, so that his manner was pleasant and agreeable. Contrary to his usual custom, he took down half a dozen pieces of goods before even trying to find out the class of goods the lady wanted.

"I would rather see something in figured goods, if you please. I have worn plain black until I am tired of it. You have some nice figured goods in black, haven't you?"

"O, yes, ma'am. We think that our figured black stock is the finest in the city and we are certain that we beat the world on prices."

Mr. Richards then displayed a beautiful line of figured mohair and jacquard effects, ranging in price from 75c to \$2.50 a yard. The lady looked carefully at each piece of goods as it was placed before her. There were two with which she was particularly pleased, but appeared to be unable to decide which one she preferred. Mr. Richards tried his best to help her to a decision, but the woman's hesitation affected his grouchy temper and he began to show signs of impatience. The change becoming at once apparent, she asked for a sample of each, saying, that she would show them to her husband and see which one he liked best.

"We don't make a practice of cutting samples," Mr. Richards said curtly.

"O! I did not know that. I am very sorry; but I really wanted one or the other of them and was going to have my husband decide for me. He is busy in the office all day and can't very well come to the store with me. I shall have to get my dress where they do 'make a practice of cutting samples,'" and the lady took her departure in a manner which said plainly enough that, so far as that clerk was concerned, she was done with him.

As Mr. Richards cleared up his counter, he slammed each bolt of goods into the shelves as if it was to blame for his lack of tact and good manners. When he had cleared the counter he exclaimed to a fellow clerk, who had just made a sale of a fine dress pattern after an hour of tactful, patient labor, "The idea of getting her husband to decide for her! Bosh! it was just an excuse to get away. There ought to be a sign put up where everybody can see it, 'No samples cut after 10 o'clock,' that would fix them."

"It seems to me," replied the young man addressed, with just a suspicion of sarcasm in his voice, "that we have sufficient means at hand to kill trade without the addition of a printed sign. That lady to whom you refused the samples is Mrs. Craig, the District Attorney's wife, and a regular customer of the house. I sold her a silk dress last week and, before deciding, she took samples to show her husband. I shall

be surprised if she does not report you to Mr. Jarvis."

"O, I guess not; I only told her that it wasn't a custom with us to cut samples."

"Yes, but that is not true. We couldn't do business without cutting a sample once in a while;" and the young man walked to the other end of the counter to wait upon a customer.

An hour later, while Mr. Richards was at lunch, the District Attorney and his wife came to the black goods counter together. As George Glaston, the young fellow who had criticised Mr. Richards' methods, stepped forward, Mr. Craig exclaimed, "Hello, Glaston! you are not the man who made my wife so mad by refusing her two samples this morning, are you?"

"No, sir! I'm not."

"O, no," interposed Mrs. Craig. "Mr. Glaston would not do such a thing. It was he who sold me my silk dress, and he gave me samples to show you before I made my selection, too. I had my mind made up to report that salesman to Mr. Jarvis; but my husband made me believe that the better way is to avoid him."

The decision as to which dress to take was soon made and George Glaston got the credit for selling it. MAC ALLAN.

### How to Successfully Conduct a Retail Grocery Store.

Of all necessary things needed in this world a retail grocery comes among the first. What would we do if there were no retail grocery stores? We would be compelled to buy our groceries in large quantities; and what need has a small family of three or four persons of a large quantity of one certain article?

Retail grocery stores are a blessing—if they bring success and money to the owner; but, if not, why that is a different thing entirely. There was a time when a good-sized grocery store made money; but now that is all changed. Grocery stores are as plentiful as barber shops—excuse the comparison. Every other store—every building, every place imaginable—is converted into a grocery store, and this after everything else has been tried and a failure made. You can purchase something to eat—something in the grocery line—at almost any place, excepting perhaps at a plumber's.

And the competition that exists between grocery people nowadays is astonishing. Goods are sold at a loss, merely to outdo our neighbors. But how can anyone stand such continuous losses and still keep "in the swim?" It is impossible. Therefore, failures.

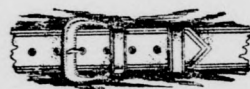
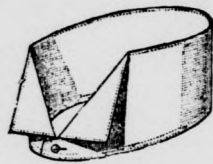
But how to successfully conduct a retail grocery store—that is the question. First, select the town or city in which you wish to ply your business. Secure a good location, if possible on the principal street of the place. Handle the best of goods. Buy everything from everybody that comes along! And do not trust. Let one of your mottoes be: "Pay to-day and trust to-morrow." Keep your store clean and attractive. If you have clerks, keep a National Cash Register; and if no clerks, keep a National Cash Register anyway. Be pleasant under all circumstances. Do not allow your expenses to exceed your income. Do all this, and if you do not come out ahead in a couple of years or so—why, give up and go into some other business.

ELIZABETH ORANGE.

Bradford, Penn.

Many a man who thinks he is smart can't prove it.

## We are Showing



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

**Voigt, Herpolsheimer & Co.**

**Wholesale Dry Goods,  
Grand Rapids, Mich.**

## A "BELT" IN THE EYE HURTS

But a belt in your stock that doesn't sell is equally bad.

# BELTS

We make a special work of pushing this department to the front. We are showing a large assortment of all new shades and styles, all prices, to retail from 10c up to 50c.

**Cloth Belts, Leather Belts, Gilt Belts, Leather Moire Effect,**  
with silver buckles, gilt buckles, leather buckles and fancy buckles.

Fancy prices done away with at

**P. STEKETEE & SONS**



## 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.**



## FATHER TO SON.

John Cocoa's Advice to His Son, Sebastian.

You have determined to engage in the grocery business, Sebastian, and ask me how to make a success of it. You have assisted me in my store for several years. You have enough capital to make a beginning, if you use good judgment in selecting a location. Without some such experience and without sufficient capital, I could not advise you or any other young man to embark on the stormy sea of retail commerce.

First, I must lay stress on the matter of personal fitness. To be a successful retail grocer, a man must have aptitude and power in several different directions. There are many who manifest some one of the needed qualifications in marked degree, but the well-balanced combination of all of them in one man is somewhat rare. It has been happily called "the divine instinct" of business.

The grocer hopes to gain only by selling goods. So he should be a good salesman. He must have more than a little of trade-winning, trade-holding power. The peculiar quality that makes a pastor well beloved by his people, a physician popular with his patients, a lawyer successful in pleading before a jury—whether it be called a knowledge of human nature or a magnetic personality, it is indispensable to a masterful skill in the art of selling goods.

Not less important is it that the grocer be a good financier. He sells goods to make money, and no matter how many goods pass over his counters, if his business does not yield him a fair return for his time, labor and investment, he cannot call it a success. Nay, more, when it can be kept on a basis of reasonable profit, it is too often well on the way to the forced and losing disposal or even the sheriff's hammer. This so-necessary financial sense will guide the grocer in choosing a location where business can be done, but yet where his establishment will not be completely eclipsed by larger and more pretentious ones. It will dictate how he shall manipulate his capital, his margins, his expenses, his buying and his selling so as to make his income exceed his outlay. Middle-aged or elderly men generally excel the young in financial management, and to this "the old man" clings after he has delegated all except this to others.

Since it is only a small business that the groceryman can attend to without assistance, he should possess the executive ability necessary to manage and discipline his employees. He needs at least a fair common school education. Sufficient knowledge of commercial forms, customs and usages, to constitute him a good business man, is highly desirable—almost absolutely necessary. He must know his customers, his stock, his clerks, himself and his own capabilities. He must have push and energy, promptness and decision, patience and persistence, caution mingled with a certain daring, zeal well tempered with discretion. I have spoken of all these as being combined in one man, because the scope of the business does not usually admit of a divided management. The profits do not allow the employment of skilled specialists; there can be no heads of departments. There may be exceptions, but in most cases, if a retail business is a success, it is so because some one man makes it so.

Sebastian, you must buy right; at the right price—which is not difficult if you are well posted and your credit is good—and also in right quantities for your business, and of right kinds and qualities to suit your customers.

It is not always the man who purchases in carlots, nor yet the one who haggles longest over a few pennies, who best deserves the high title of a shrewd and successful buyer. It is rather the one who, holding carefully in mind the needs of his trade, lays out his money to the best possible advantage in buying what he can sell, keeping his stock even and well proportioned, his shelves filled with fresh and seasonable goods.

As to cash or credit, you must decide for yourself. The spot cash transaction is the ideal transaction, than which there can be no better. But, inasmuch as we must often fall short of the ideal, I am persuaded that many merchants are making money by giving credit to responsible purchasers. Before deciding, however, that the credit system is the better for you, consider that the loss from poor accounts is not the only—nor always the most serious—loss that that system involves. The labor of keeping accounts, while it may be greatly reduced by the use of coupon books or some one of the various slip or ledger systems, can hardly be wholly avoided while credit is given at all. There is loss from uncharged goods. A dealer is so likely to make the mistake of trusting out altogether more than his capital will warrant; so his own credit runs down and he is unable to buy to the best advantage. Then, the grocer is only human and of brain and nerve power has only his allotted share. If a large portion of this be consumed in fretting about delinquent debtors or in attempting to collect slow and uncertain accounts, his business lacks by just so much that concentration of his freshest, brightest thought and energy so necessary to its welfare. If you can not see your way to a cash system, watch closely and limit strictly the giving of credit.

In regard to clerks and other employees, in this business you cannot have high-salaried assistants. I do not mean by this that it is always economical to employ the cheapest help. One good man who is something of a hustler may be worth more to you than four or five inexperienced boys. On the other hand, a bright, attentive, capable boy may be more valuable than a lazy, inefficient man. Require that all your help shall be clean of person, neat and tidy in dress, honest alike to you and to your customers, courteous and respectful to all. Since clerks all have their shortcomings, you will need to exercise great patience and forbearance; but I should not long tolerate anyone slovenly or indifferent, or who would give offense by coarseness or ill manners, or a "Smart Alec."

Son, despise not the day, nor the hour, nor the moment of small things. You are engaging in a business in which the average margin of profit is not large. It is composed of a multitude of small transactions. The nature of the goods handled and their great variety make a peculiar liability to waste in various ways. Stop all leaks. Do not let things dry up nor freeze nor become damaged in any other way if you can prevent it. Provide yourself with correct measures and sensitive, accurate scales and require all to measure and weigh correctly. Do not "guess at" things nor "lump them off." A blun-

der, whether in weight, computation or making change, is a bad thing. If it happens that your customer loses by it at the time, you are the loser in the long run. The same is true of all errors of either yourself or your employees. I have spoken of omissions in charging goods. Any system you can adopt, or any appliance you can obtain, that will lessen the waste from blunders and forgetfulness will prove invaluable. If any goods become stale, or in some other way slightly unsalable, make a price on them that will move them. Do not allow dead stock to accumulate. These are petty details and small economies, but it pays to give them proper attention.

You will get your trade (if you get it, Sebastian), you will hold it (if you hold it), you will extend it (if you extend it) largely by advertising. I do not undervalue the newspaper advertisement or any of the other standard methods by which merchants are wont to call attention to their goods and prices; but, as these are not likely to be lost sight of, I will dwell more upon some other means of advertising more liable to be forgotten:

The best advertiser is the well-pleased customer—the customer satisfied with the goods obtained, the price paid, the courteous treatment received. Particularly is this true if the customer be a woman. Some one has said, "A man will talk all day about a good bargain; a woman will talk all night!" Then make it a special aim to please the women. The hand that rocks the cradle rules the grocery world. Children are good advertisers and it pays to win their favor, also.

Second only to the well-pleased customer I place the clean, neat, orderly,

inviting, well-located, well-appointed store. You can hardly have the well-pleased customer without the well-kept store; but you might spoil the effect of the finest store by dishonest methods or discourteous treatment. Make good use of your show windows. Arrange your stock tastefully and so as to display your goods to the best advantage. It is well to indicate the selling price of goods plainly—even conspicuously—by a tag, price card or other device. Keep the windows bright and clear, the counters and show cases clean. Wipe the dust off the shelves. Cleanse the scoops and measures. Have the floor scrubbed. Do not allow a lot of loafers to make your store their headquarters. Create an atmosphere that a loafer can't live in.

Make one price to all, and that the right price. Treat everybody well. Strive to gain—and still more diligently strive to keep—the confidence of your customers. Honest dealing, promptness, and systematic ways of doing business beget confidence. Show to your customers that you appreciate every dollar of trade that they give you. There are many favors that you can do them from time to time; do not be afraid to give yourself a little trouble in order to accommodate them.

I have spoken of these things as advertisers. They get trade, they hold trade. Do I need to add further emphasis by the antithetical statements? Do I need to say that the dissatisfied customer, the ill-kept store, slack and slovenly methods, discourtesy, dishonesty—that these all advertise? Advertise, Sebastian. You can't help but advertise. See to it that you advertise judiciously. And keeping everlastingly at it brings success.

ELLA M. ROGERS.  
Copenish, Mich.

You Can Sell—

## Armour's Washing Powder

2 Packages for 5 Cents.

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



Armour's White Floating Soap

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



## Shoes and Leather

### How To Run a Shoe Store on the Cash Plan.

Harry Brown in Boot and Shoe Recorder.

I make a distinction between the cash store and the cash and credit store. When I say a credit store, I mean a store that trusts its trade when there is no cash in sight. My idea would be to get all the cash you can—and sell all the goods you can for the long green—and if you know your customer and know him to be O. K., trust him. If you do not know him, treat him the same as a banker or a jobber would treat you. Tell him he will have to call again. Be honest with him, tell him you will investigate his circumstances and if you are satisfied with his ability to pay, his moral character, etc., you will be glad to extend to him credit. Make careful enquiry and if you find him all right give him such a line of credit as the circumstances would warrant. If, after your search, you have reason to believe him to be an unprofitable customer, tell him that it would hardly be possible to put his name on the books. Don't get hot under the collar, even if he does. Keep cool, try to make a cash customer out of him and ten chances to one he will respect you for your good sense in refusing him and no doubt he will become a good paying cash trader.

The firm of which the writer is a member sold for the last three years \$82,000, and at time of taking inventory, March 1, the ledger accounts and notes were less than \$1,500. The percentage of loss was less than 1 per cent of the sales, figuring the bills worth half price.

Don't forget if you want to make a success of your store, much depends on you as well as your place. Don't always be looking for the easiest way out. Get on your working clothes and be determined to make a success. If you adopt the cash plan, you will have plenty of time to write beautiful things regarding your method; if you choose the cash and credit system, it will be different. You will have to use judgment in extending credit and meet other unpleasant experiences. Make the bills small and insist on early payment unless you know, beyond a reasonable doubt, that the account is first class. Then sell all you can.

I have on the books to-day all kinds of customers. Some pay next day, some Saturday night, some the 10th, some when they sell hogs, some January 1 and some not at all. I will tell you about a few of them and show that selling goods for cash and credit is not the dismal life our cash-only people would like to make it out to be. Some of our most pleasant and profitable trade are those who pay once a year—as a rule, January 1. These patrons feel that they have a sort of a proprietary interest in our store. They do all their shoe trade with us. The family all trade with us and all on tick. I particularly recall one customer who for a number of years has been a yearly payer. He always calls soon after January 1 with a cheery "Happy New Year" and a check pinned to his bill. God bless the old man! I would not trade his account for a half dozen eager bargain hunters who want the goods less than what you pay for them even if they have the cash.

Next comes the man who pays when the hogs are sold. He is a farmer, of course, has always paid cash; but now it's different. "Boys, I'm broke," he says; "the gals want to start to school and the old woman is barefooted and the boys want each a pair of boots. The hogs will be ready agin Christmas." He is as good as the bank; we open the doors wide, and not only have a good profitable customer but a friend who never hesitates to sing our praises.

The next is a widow, whose husband died a drunkard. I have sold her lots of goods. The children must be shod, but mother can wear an old pair. She is as poor as a church mouse and she wants to get trusted. Now, reader, you can laugh at me; you would brace against the nearest support and tell her we (capital W) sell only for cash—that

we are on the cash plan. Well, this is a hard problem to solve. Your mind wanders back to Sunday school times, and it goes like this: "Give to the poor, lend to the Lord." I let her have the shoes. There were hot tears on her cheek when she thanked me for my kindness, but the best comes last—she did pay. She appreciated the benefits of the cash and credit plan. Because I sold that woman, it doesn't follow that I should sell everybody.

The mercantile coast is strewn with wrecks caused by injudicious and unlimited credit. The next cause of disaster is lazy collectors. You spend lots of time in buying and arranging your stock, you even sweep out once a day, or ought to, but when a bill gets firmly on your ledger you let it alone. Use the same diligence in collecting your bills as you do in waiting on your trade. Make it a part of your regular work to collect your bills. Don't mail a few duns the first of the year and then roar about the credit plan. Make it a point every day to make some collections. Don't be an arrogant plutocrat because you have a little shoe store. Try and be a gentleman. Treat your slow-paying friend as a friend, get his friendship and work to get his cash trade, and don't forget your bill.

Make out all the bills you want to collect, go over your bills often, keep adding to your file, put in a handy place, and then, instead of letting the boys get lazy, send them out dull days. Send them out every day if you can. Don't wait for the first of the month. Give your trade to understand that you expect them to pay, and if they don't pay the first time they may the hundredth. Get your money; start out with that always on deck. Don't get discouraged. Your ability to pay depends on your ability as a collector.

Don't cry yourself to sleep because you have lost a small bill. Be more careful. Somebody said the price of liberty is eternal vigilance. Don't float away to a drunkard's doom because some dead-beat has given you the worst of it. If you are a credit dealer, you of necessity must lose. It rests not with the plan but with you how much. Set a figure, based on previous trade, how much you can afford to lose and still have more money than the strictly cash man.

A lady once asked her husband for a nice, easy way to make money. He told her to get her life insured and then die. The cash system puts me in mind of the life insurance plan. If you are willing to work and have the backbone to say no to undeserving credit customers, and will push your collections, I sincerely believe that as the years go by you will have a larger bank account and less in life to regret than if you had followed the strictly cash system.

#### Providing Against Dishonesty in Clerks.

A Cleveland newspaper mentions a novel scheme adopted by a hardware merchant of that city to insure himself against loss by the dishonesty of employees. When a new man comes into his employ he is called to the office, where there is a private interview. The employer promptly comes to the question, and asks the man if he thinks that he is honest. The replies naturally vary in frankness, but that is immaterial.

"Well," replies the merchant, "if ever you have an inclination to steal, just come to me and I will give you the amount you thought of taking. Have no hesitancy, but come right up and I will gladly give it. We will thus save your character and I'll save a clerk."

In all his experience only one man has come to him for this purpose, and he was in desperate straits.

#### For Big Profit to Retailers

We carry a large line of bicycle caps, Tam-o-Shanter's, Golf and Yats for men and children.

P. STEKETEE & SONS,  
Grand Rapids.

More than 11,000,000 yards of tweed are used annually for clothing the male population of London alone.

## New Prices on Rubbers

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

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

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

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

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



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

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

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.



Do you sell Shoes?

Do you want to sell more Shoes?

Then buy Rindge, Kalmbach & Co.'s factory line—the line that will win and hold the trade for you. We handle everything in the line of footwear.

We are showing to-day the finest spring line in the State—all the latest colors and shapes.

See our line of socks and felts before placing your fall order. We can give you some bargains.

We are agents for the Boston Rubber Shoe Co. and carry a very large stock of their goods, which enables us to fill orders promptly.

Our discounts to October 1 are 25 and 5 per cent. on Bostons and 25, 5, and 10 per cent. on Bay States. Our terms are as liberal as those of any agent of the Boston Rubber Shoe Co.

Rindge, Kalmbach & Co.,

12, 14 and 16 Pearl St.,  
Grand Rapids.

Now that the price is right be sure you get the right brand.

# The Goodyear Glove Rubbers

December 1st dating. Don't overlook this.

Hirth, Krause & Co.,  
Grand Rapids, Mich.



### How to Successfully Conduct a Retail Grocery Store.

The only person qualified for a grocer is one who is prudent, cautious and diligent, and if these three requisites are possessed by one person, his avocation should be the grocery business. We read and hear of but few lively and wideawake grocers who have failed in making a success of their business.

There is but one method of competing with competitors, and that is to buy and sell for cash. Sell at from 20 to 30 per cent. profit, and stick to it. Don't get excited by the increase of trade and double upon the profit. If you do, just so soon will your trade diminish. There is no better way to borrow capital, unknown to others, than to take a full page advertisement in the local paper, announcing the fact that you are going to sell for spot cash, and quote low prices for the same on a few leaders. Advertise judiciously but loud. Turn your stock into cash, your cash into stock, and you will secure the trade, the profit and the reputation of being the most successful merchant in town.

The consumer indebted to your competitor will buy of you for cash and seek credit with him. Therefore, on a cash basis, you will down your competitor every time.

There is a place to buy in every line, and the thing is to find that place. If you don't know how, perhaps your competitor does, and his knowledge and low prices will defeat you every time.

Place confidence in the traveling salesman. Treat him as you would were he your customer. Of course, there are exceptions, but do not buy of every Tom, Dick or Harry.

Conduct yourself, your store and your business upon honest principles. Be fair, honest and cautious in booking. Never misrepresent an article. Convince your patrons that your 20 cent butter is better than any other butter in the city for the same amount of money. The store and house should be run on as small expense as possible. Hire no extra help to stand around, to please your neighbor or his relatives. You are after the dollar, not show or glory. Let others have that honor. Draw as little from the store for the expenses of the house as possible, always remembering that you need not be extravagant to be much thought of. It is your true work through life that talks and takes. You need not have a dinner of golden pheasants because you expect as a guest his royal highness, the banker. The banker is no better and, in many cases, not so good as the common herd of humanity, and if he were out of the bank and away from other people's money, he might go broke inside of twenty-four hours. Therefore, draw not largely from the capital or profits of the firm for extravagant living or luxuries that are not needed. By so doing you will find that the profits desired for the store and business will be at your command. And to make the amount good or safe, draw from your profits semi-annually a certain amount with which to invest, unknown to others, in bonds that pay interest. This will keep your cash account shorter and, at the same time, be laying away a snug little sum for old age. If it were deposited in the bank, you might not get interest thereon, as the inside workings of a bank are rather mysterious and known only to the directors, and they, quite often, do not comprehend the true condition of affairs and get left on the outside with the rest of the depositors.

You must be the buyer and, many times, the seller, because, if goods are not well bought, they cannot be sold to good advantage. Buy cheaply and sell at the percentage quoted, for no merchant ever became rich by giving away his profits to his customers. The cash system is outlined as follows:

To trust is to bust;  
To bust is hell;  
No trust, no bust—  
No bust, no hell.

This is poetry, and good poetry at that. It is as old as the hills and has been read and reread, and each line has caused a smile, but were it analyzed and its meaning studied and carried out, it would be the means of averting many a financial wreck. To trust is to give away that which is and should belong to yourself and family. It is your duty to live, work and plan for them through life, and a comfortable sum can and should be awaiting them as you pass the mark of three score years and ten. To trust is to take from them, and in very few instances in the retail trade has it ever been known to add a single cent to your capital where the system was enforced for any length of time. You make profit on one credit customer while you are losing upon three others. There is but one way to settle this class of debts, and that is the old way of giving the key of the store over to the sheriff and selling the accounts at sheriff's sale.

Caring for the accounts in the pass book, day book and ledger, with the usual quarrels at settlement, not only unfits the merchant to meet his customers, but has a tendency to make him less attentive to old and new trade. He begins to look careworn and gets careless. Coat sleeves are worn out at the wrist, the necktie is gone, and the bottom of the pants at the heels is threadbare; he neglects to get shaved, the store begins to look as though it needed a straightening up and a musty smell from the cellar and warehouse comes through the cracks and crevices, while tobacco fumes fill the air and cobwebs mark the corners. Is his business paying as of old? In many cases, yes; in too many, no. And why? It is because he does a credit business, is lax in collections, too dutiful to his books and unattentive to customers, while the cash competitor sells his credit trade. In other words, his competitor holds the noose around his neck while the credit customers are pulling the rope that will eventually swing him into bankruptcy.

Hasten slowly, for it is better to go onward and upward and remain above competition than to drop when at the height of fame.

There can be many leakages in the store, but there are only three vital ones, viz., excessive rents, extravagant help and the merchant's lack of knowledge of stock and the art of buying. These, in the long run, fail to pay and are robbing you and your family. The leakage in bad debts is great, and yet, on the other hand, but 5 per cent. of the cash grocers of the country fail, and that portion on account of extravagant expenses or luxurious living and the inability to stand prosperity. Seventy-five per cent. of the credit grocers go bankrupt for no other reason than selling on time. Grocer, if you are still conducting a credit business, stop it at once! Turn over a new leaf! The time has come when opposition stares you in the face and a new store is opened across the way. The proprietor is neatly dressed, with polished shoes, combed hair and a clean white apron, which all

grocers should wear. With a welcome to the masses and not to a few, he invites them all to come again, with "Don't need to buy; always glad to see my friends," and other little courtesies that cost nothing but common sense, but they catch trade. The people like flattery and will have it, and the merchant who has at his command a good portion of this article is to be envied. Wait on and treat children as you would their parents.

Go into society occasionally. Attend the social events given by the medium classes in preference to the millionaires. Watch the markets closely, particularly of wheat, grain, sugar, and provisions and dairy produce, for the benefit of yourself and your customers. Buy such articles as soap, salt, crackers, matches, coffee and washing powders in large quantities. Keep flour, yeast, cocoanut and crackers in a very dry place. Yeast, particularly, should be kept fresh and dry, as fresh yeast aids materially in the sale of flour. Buy canned goods whenever there is a demand for same. Do not think for a moment that if you place an order in the fall for canned goods for future shipment you are sacrificing a large sum of money. Canned goods are not improved by winter shipment. Endeavor to get the best dairy butter on the market. Butter is the most unsatisfactory article in the grocery line.

Make a specialty of tea and coffee. There is at least from 75 to 100 per cent. profit on teas; therefore, endeavor to get a good trade on same. A good scheme for the sale of tea is to present each patron with a ticket for each and every pound of tea purchased at your store at 75 or 90 cents per pound, and when ten or fifteen tickets, or whatever

number is decided upon by the grocer, are presented by the customer, he should be given a pound of tea free of charge. Scheme baking powder is also a good advertisement.

Never buy dried fruits in barrels. Of course, they cost a little more packed in boxes, but there is ordinarily no loss by buying in small boxes. Do not buy too large a stock of dried fruits, as they will deteriorate on your shelves. Have on your shelves two different grades of goods, such as an eight-cent can of tomatoes and a ten-cent can or a fifteen-cent can of salmon and a 20-cent can. You will have calls for various priced goods, and it is good policy to have a cheap grade of goods to meet competition. Never buy an inferior grade of goods. Do not store butter where vegetables are kept.

After goods arrive from the factory or the jobber, examine them immediately and if found unsatisfactory or not the brands ordered, inform the house in regard to the matter at once, but never return goods to them before writing and receiving a reply. Many times the goods may be disposed of to merchants in your locality. By so doing the house will thus save the freight on returned goods. If a certain article gives you satisfaction and yields a good profit, never substitute it for some untried brand. A new brand will require advertising, whereas the old brand is already advertised.

Be very accurate in weighing. The best scale gives better satisfaction to you and your customers in the long run.

A grocer who is prudent, cautious, diligent, conducting his business legitimately and on honest principles, selling for cash only, buying cheaply and selling on good margins, being economic, advertising to a considerable extent, and cautious in weighing cannot fail of making a success.

PHIL LEVINE.

Republic, Mich.

## 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 <i>Grand Rapids</i>	
No. 269	Date, <i>Apr 21, 1897</i>
Publication or News Agent <i>Tradesman</i>	
<i>1713</i>	pounds at 1 cent a pound, <i>\$1713</i>
Received the above amount in full prepayment of postage.	
By <i>Thos B Campbell</i> , 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.



## Getting the People

### Pertinent Hints on Advertising a Retail Store.

The general standard of advertising has so rapidly advanced and become so excellent that it is a difficult matter to write publicity which stands above the average. Prominence and convincingness are easily attained if one only exerts a little originality or is able to adapt the originality of others to his own needs. If the advertisement is only a trifle more striking and attractive than those surrounding it in the newspaper, the writer may feel that he has raised the level, and undoubtedly has an advertisement which is a little more profitable than the others. There is not such a wide distinction as most advertisers imagine, between good, profitable publicity and that which does not pay. The value lies in simply getting out of the rut, if but in only a slight degree.

\* \* \*

Pictures are undoubtedly the most profitable aids to advertising possible to have; whether in the newspaper, the circular or the show window, they appeal to the eye forcibly and quickly. A certain sympathy is established in the mind, and the influence thus gained becomes permanent and profitable. Of course, it is well understood that these remarks apply to suitable illustrations only. A picture that is suggestive either of immorality or disgust is a detriment to any advertisement.

I know of nothing better, as an aid to publicity, than a photograph of the article to be sold. By surrounding it with proper embellishments, its value may be increased tenfold. But, even standing alone, it is sure to be a faithful reproduction of the article, and therefore gives the public an opportunity to judge of its merits ocularily. Such demonstration enhances confidence.

\* \* \*

A golden opportunity for obtaining profitable publicity which is too much neglected by merchants and manufacturers is that of inclosing a booklet, circular, or some other form of advertising matter, in every business letter mailed. It is very rare that a business letter weighs up to the full ounce allowed by law to pass for two cents, and therefore the postage costs nothing extra. The only expense is that of printing, which, considering the returns which are sure to come, is not an expense at all, but simply an investment. The printed matter should be the best and original. But plain, practical, concise arguments, although lacking in originality, will always win. A supply of such literature should be kept constantly at hand, and every correspondent instructed to use them.

\* \* \*

I believe that all classes of retail merchants deal too much in generalities in their advertising. The idea is too prevalent that every article sold in the store must be mentioned, or else the advertiser is losing the use of his space. With wholesalers this is different, and the retailer may take their example with profit to himself. Instances innumerable might be mentioned where wholesale grocers have advertised a particular brand of flour, to the exclusion of all else, which has resulted in not only creating a large demand for the flour but incidentally helped to sell thousands of dollars' worth of other goods. If any reader of the Tradesman is inclined to doubt the statement, let him select some

reliable article of everyday use, such as matches, soap, baking powder, butter, etc., and devote his advertising efforts exclusively to that article for six weeks. He will find, before the time expires, that while he has added largely to his sales of the article advertised, he has also realized more profit from his advertising in his general trade than if he had advertised his variety. Of course, it is a necessary adjunct that the article specialized must be strictly reliable and of a reasonable price.

\* \* \*

No matter how much or how good advertising a merchant does, if his service in the store is not first class, results will not follow. Talking on this subject, recently, I overheard two men who chanced to patronize the same grocer. "Why," said one, "I told Blank the other day that I didn't think he kept his goods to sell, inasmuch as he nearly always left my order incomplete by the omission of some article wanted."

"Yes," said the other, "that delivery boy of his is a dumb-head. He never brings all we order. And then, besides, Blank is trying to do business with too few clerks. Every time I go there in the morning, he is all alone, and trying to wait on a dozen customers at once, incidentally answering telephone calls."

Both of the men criticising Blank's methods are excellent cash customers, men who are not easily changed when once they begin patronizing a certain man, and men whose trade is above the average in value. And yet this grocer, who is a steady advertiser, continually jeopardizes such trade and the results of his advertising by slipshod methods, and a "penny wise, pound foolish" desire to curtail expense in clerk hire. No doubt, when he fails in business, he will lay it to the alleged idea that "advertising doesn't pay." If he says, "Advertising, handicapped by neglect and niggardliness, doesn't pay," he will strike the nail on the head.

\* \* \*

Following are some sample advertisements which will be found useful and valuable:

### Interesting, Isn't It

To go home from a hard day's work and find a poor meal?

No, it was not your wife's fault because she did not have good bread—she didn't have "Golden Patent," or "Silver Crescent" Flour to make it of. You can get it, same price as poor flour.

### Plowed Under!

Spookem's Drug and Book Store has turned a wide furrow over high-priced competition, and is selling an immense quantity of the latest patterns in

Wall Paper and Room Mouldings at prices several points below anyone else. Come and see 'em.

### Money Makes the Goods Go....

We have found the cash system very satisfactory. The wholesale dealer appreciates it, we like it, and our patrons are well pleased with it. We buy our goods cheaper and, consequently, we can and do sell cheaper. It has made new customers for us. Once they come, they always stay. Investigate our claims of having the finest line of Spring Suitings in the city.

NEMO.

# 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.

# 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.



### How to Conduct Successfully a Retail Grocery Store.

In the discussion of this paper it is taken for granted that honesty, industry and a fair share of common sense are qualities which the retail grocer possesses. With these for the mental stock in trade the first important matter for consideration is a location.

Of two localities, one in the center of a block at a low rent and the other on the corner at a much higher figure, it ought not to take the ordinary business man a great while to select the corner for the location of his store. It is the surer place to catch the trade. It secures one entrance for customers and another for the transportation for goods, a matter not to be ignored. It ensures, or should ensure, a store roomy and light, an item not to be lost sight of in the successful display of goods, especially groceries. Too often the only lighting is from the front windows, while the corner site with windows on two sides of the store gives the window-space needed for display of goods and other much-needed light, and so prevents those dark corners which are sure to be utilized as receptacles for dirt and the refuse sure to collect in a grocery store unless every precaution is made use of. Fine groceries, like other fine goods, need room and light, requirements which, found in the corner location, if found anywhere, and made good use of, will emphasize the corner location as the one paying the most for the amount invested.

With the location settled and the interior arrangements completed, the grocer's next decision should be to buy goods only from reliable firms, and, to avoid paying two prices for them, to buy them as nearly first-hand as possible. There may be something in the often expressed idea that no firm can afford to be other than reliable, a question not pertinent here. In all departments of commercial life there are firms and firms; it will do buyer and seller no harm to have an early intimate acquaintance with each other's aims and methods; and there have been already too many disasters traced to this single source for the grocer to disregard the admonition. If the firm is reliable it only increases confidence to be sure of it; if it be otherwise, the information cannot be gained too soon.

The first-hand purchase carries with it its own commendation. The retail grocer should be sure that, so far as possible, he is the only middleman standing between the producer and consumer, a position which makes him a benefactor as well as a necessity and se-

cures for him the largest financial returns.

With an up-to-date store room and with goods purchased first-hand, the grocer will not hesitate to call in the best artistic talent to be had to arrange the goods so as to secure the best effects. The columns of the Tradesman bear ample testimony to the requirements of trade in this direction. Chance has long since been turned out of every first-class grocery. Thought and care and foresight have come instead to stay, and these, with the artist to help them, are proving themselves invaluable to the grocer in securing for him the richest rewards. It was once considered an impossibility to make an artistic display in the grocery store from a lack of the one item of color; and the idea of finding anything attractive in the common, everyday staples of a grocery was regarded as absurd as it was considered impossible. That idea, however, has been exploded. The grocery has been made an object-lesson in color. The goods have not been found lacking in beauty in the eye of the artist; and even the coarsest vegetables, once not to be even mentioned in artistic circles, have taken their places in the first-class grocery as important elements in the beautiful window display which no real grocer can now afford to do without.

If there is one lesson which business men have thoroughly studied during the last four years and as thoroughly learned, it is that cash is the only solid business basis to trade on. Everything is in its favor. It pays better. A little experience shows that a cash business when compared with a credit business is far more satisfactory and gives better returns. On any other basis the money is twice earned: once by trade and afterwards by worry; and no business man needs to be told which is the harder. It gives the dealer ready money to work with; it prevents that endless charging, from a shoe-string up; and it cuts off once and forever the inevitable dead-beat which credit creates and fosters—an unmitigated evil from first to last and one which a successful retail grocer is sure to shun.

One great result which the grocer secures from a cash business is the discounting of bills. The old rhyme of childhood,

"Tall oaks from little acorns grow;  
Large streams from little fountains flow;"

has here its amplest signification in the settling of accounts. The benefit is twofold: the per cent. saved, and the good results which come from being known as a dealer who discounts his bills.

A grocer cannot do better than to handle the best values for the prices

asked. The temptation to do otherwise is often great; but greater are the rewards of the grocer who resists the temptation. A consignment of canned corn, for example, is found on inspection to be of a superior quality. The dealer can sell the goods at 15 cents and make the desired profit, or, because of the excellence of the corn, he can sell at a higher price. Shall he do it? "A bird in the hand is worth two in the bush;" but more than one grocer has found to his cost that, by so doing, he has frightened away the bird in the bush, and even the one in hand has managed to get away.

It is a truism which business men often forget, that a business worthy the name will not run itself. It is a machine always getting out of order. It must be constantly under the eye of the engineer. He must start it in the morning; he must see that all possible friction is removed; look out for and prevent threatened danger, and have an eye on the numberless details which are an important part of every established business. A strict attention is called for. There is no time for stories, long or funny, during business hours; and during those hours every part of the concern should feel the presence of the man at the head and be strengthened or restrained by him.

If there is a task which a trader is sure to dread, it is taking an inventory. It is a long, tiresome job. He hates it; everybody who has anything to do with it hates it. It is put off until to-morrow. The clerk gets rid of it if he can, and all are glad when it is over; but in spite of this, the grocer will find that it will add to his success to take an inventory not less than twice a year. The reasons for it are as thick as blackberries, every one of them candidly admitted when the work is over and every one of them insisting that right here lies one of the secrets of a successfully conducted retail grocery store.

An element which enters largely into the prosperity of a grocery store is the clerk. In selecting him there must be no mistake. Incompetency means ruin; and here, if anywhere, it will be found that the best, well-paid, is none too good for the position. This laborer is certainly worthy of his hire; and the clerk who, at his place in season and out of season, has the interest of his employer at heart and insists upon securing that interest, is one who is far more than a servant and who should receive at the hands of his master the consideration he so justly earns. Upon him much of the success, worked for and hoped for, depends. Not only is

he the grocer's right hand, but in the emergencies which are constantly occurring, it is often the gray matter of the clerk's brain that finds a happy issue out of the emergencies.

In a large commercial establishment within a stone's throw of this desk, the proprietors forgot recently what they owe to their clerking force and without a word of warning gave them a cut of one-fifth per cent. The sales for the month following the action showed a decrease amounting to 50 per cent. The best salesmen promptly secured positions elsewhere and the firm has lost by its unhandsome treatment of its men more than double the amount it expected to save in clerk-hire; and the end is not yet. It pays to hire the best clerks, to pay them good wages, to remember that they are human like the rest of mankind and to treat them accordingly.

If, now, the subject of this paper has been properly presented, it will be easy to see upon what the successful management of a retail grocery store depends. It is not a theory which has been presented here. The handsome retail grocery in its commanding location on the busy corner only a block away bears testimony to what is written.

Its roomy interior, clean as scrupulous care can make it and bright with the sunshine which comes in through stainless windows, has proved beyond all doubt that beauty of design and color and arrangement can be a successful agent in getting and keeping trade. In that same grocery, which has grown rapidly from the humblest parentage, it was early found that two prices paid for goods is one too many, and afterwards only the first-hand price was paid. The thoughtful grocer soon discovered that handling the best values for the prices asked, by winning the confidence of his customers and increasing that confidence in him, brought him larger and more permanent returns than the other method would have done. Like other doubters he became convinced that cash, not credit, is the only safe principle of trade, and every bill, afterwards discounted—something unknown in credit circles—only made more certain the prosperity now everywhere apparent. As often and as surely as January and July come, the semi-annual inventory is made and the financial story told at the passing of these half-yearly milestones is made the basis of the next half-year of trade. From morning until night that store is never without its leading spirit. Here, there and everywhere his quick eye and ready word and hand correct whatever is amiss, and the clerks, who serve him because they respect and love him, see to it that every customer comes and goes pleased and determined to come again. It is a plain, unvarnished tale of fact which has been written here and tells not only "How to conduct successfully a retail grocery store," but how a retail grocery store has been successfully conducted.

R. M. STREETER.

Denver, Colo.

GEO. C. CLIPPERT.

D. E. SPAULDING.

## Clippert & Spaulding

Manufacture anything in brick and tile

Hand Stock Red  
Machine Red  
Repressed Red and White

# Brick

Ornamental brick made to order upon short notice.

Yard and Office, Michigan Ave., East on  
College car line.

Lansing, Mich.

Telephones 199 and 301.





### How to Successfully Conduct a Retail Grocery Store.

The subject "How to Successfully Conduct a Retail Grocery Store" is too broadgauged to admit of a practical solution in detail. Grocery stores are being successfully conducted by various methods in a great variety of places. Local trade conditions vary, and business methods must vary accordingly. Hence the methods employed in any one of these variously situated successful stores are such as long experience, guided by keen observation, has fully demonstrated to be best suited to the local requirements of the trade. If some of these successful grocers were to exchange business locations with each other and take their tactics and methods with them, they would soon cease to be successful grocers. The writer has conducted grocery stores in two different states and in two widely different locations in one of these states, and he knows by actual experience that the methods which were satisfactorily employed in one of these locations would have proved disastrous in either of the other two. No stereotyped plan that will admit of universal application can be devised for successfully conducting a grocery store. Any grocer who, after failing in an effort to cater to a fastidious trade in a down-town city location, has succeeded in establishing a successful grocery store in a sawmill town knows that what is sauce for the goose is not always sauce for the gander—to use a homely metaphor—in this matter of working up a successful grocery trade. Why, there are suburban stores in our cities that offend high heaven with their rank odors and paralyze the digestive organs of all "tender-feet" who enter their doors; yet some of these very stores are examples of financial success.

How to successfully conduct a grocery store? Why, you see that depends on where the store is located. In some places it would be impossible to conduct a grocery store successfully without keeping limburger cheese, while in other places you might be lynched as a public nuisance if you kept it anywhere about your premises. If it meant my own quiet little country town with its refined, moral and somewhat fastidious trade support, I think I might throw more light on the subject; but, as it is, I must content myself with generalizations that will apply to any grocery store, be it located where it may:

In the first place, you must be a grocer before you can successfully conduct a grocery store—this is a prime essential. There are many men in the grocery business who ought to be shoeing horses, shoving the jack-plane, running a billiard saloon or traveling between a pair of plow handles. You must be a grocer by nature—that is, by force of natural inclination. You must have such natural absorbing love for the business that you can see nothing congenial in any other calling. In addition to this adaptability, you must possess certain business qualifications which can only be acquired in actual contact with business. This is imperative. No man, nowadays, can hope to succeed in business unless he has been properly trained for it.

If you are the right man, the next thing is the money. It takes money to conduct a grocery store successfully; it can't be done on credit. Use cash and the goods are yours and you are your own master. Buy on credit and you are only the trustee of your own

business. The amount of capital necessary to conduct a grocery store successfully depends upon the requirements of the trade catered to; and, whether large or small, the business must at all times be gauged by it. A free and easy solvency must be maintained at all times or there can be no certainty of success.

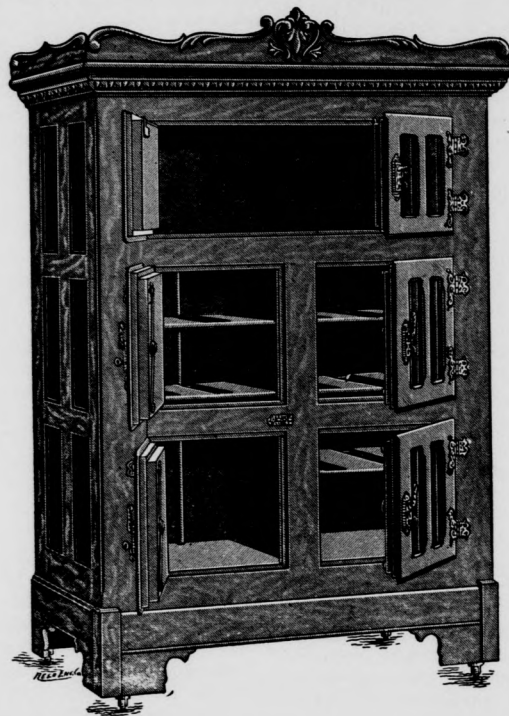
The next point is a proper location. A misfit here precludes the possibility of success and is nearly as disastrous as a misfit in business calling. Remember, each location has an environment of its own containing a little community of consumers. As before stated, these communities differ. They differ socially and intellectually. Their tactics, their likes and dislikes, their manifold wants, are altogether different. Now, in order to win trade in any one of these communities and make a success of the grocery business, you must be in touch with that community. You are not locating a mission for missionary work; you are going to run a grocery store successfully, and you must locate where you will be in harmony with your environment. You will be obliged to take the people as you find them—good, bad and indifferent; and, should you blunder into the wrong place and attempt either to elevate your trade or to drag it down to your own level, you would make a failure of it. You must also consider your capital, when choosing a location; and, lastly, if you expect to succeed, you will not choose ground that is already fully occupied by others who possess advantages equal to your own.

The next requisite for success is careful, judicious buying. Goods well bought are already half sold. Buy what your trade want, and not what you think they ought to want. Cater to their tastes and not to your own. You will then have no capital locked up in dead stock, and you will have no occasion to squander valuable time in trying to sell your customers something they don't need and don't want. He who succeeds buys to sell.

The successful grocer must win his trade—if he gets any—and he must win more of it than falls to the lot of the average grocer. I say this because it cannot be said that the average grocer is making a financial success. This larger patronage must be won by the force of personal attraction. You must study to please the people in a way that will make them stay pleased. You must be in sympathetic touch with them. The milk of human kindness is just as effective in winning friends in business as it is out of business. Remember, the people take their dollars where they are appreciated, and nowhere else: they trade where they feel at home. They must be welcomed, made comfortable and encouraged, and their whims must be humored and their foibles overlooked. You are with them and you must be one of them, showing no favoritism and treating all as you would be treated. So much for trade-winning. If any reader thinks I am drawing it too strongly, let him retire from the contest as being unworthy and quite incapable of winning the reward.

The proper location and the necessary trade call for the vigilant eye. No grocer can hope for success who lacks this eye, or, having it, fails to keep it fixed upon his business, even to its minutest details. The grocery business consists of a daily routine of petty transactions, insignificant when considered singly, but sufficiently mighty in the aggregate

## 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.

## 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

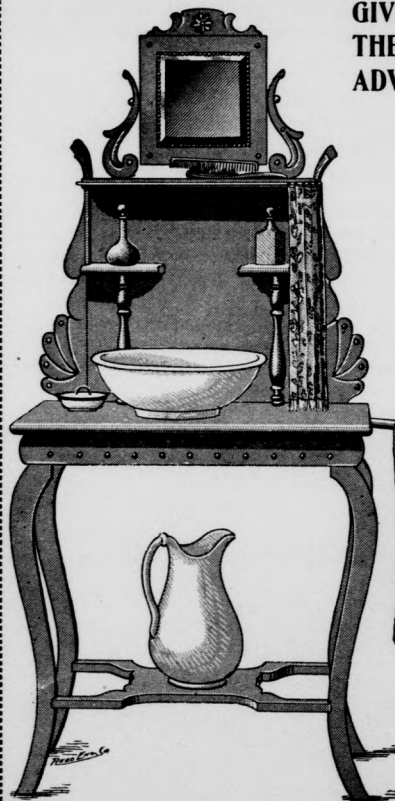
**CASH TRADE AND NEW  
CUSTOMERS**

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



to make and unmake men. No business is so subject to leakage as the grocery business. A large percentage of the stock is perishable, and must be carefully handled or ruinous losses will occur; and the frosts of winter and heat of summer threaten destruction if not constantly guarded against. Then there is the weighing out of bulk goods into innumerable small parcels, which, if done by careless or inexperienced hands, or by means of inaccurate and out-of-date weighing apparatus, will undermine any business. All these things, and a thousand and one other matters which cannot be enumerated in the space at my disposal, must be kept constantly under that indispensable vigilant eye. In no other way can the little leak-holes be found; and, if not found and plugged, sooner or later the cargo will go to the bottom. The successful grocer is never lured away from his business by idle diversions and trivial side issues. Men of leisure may loose their heads in political contests, and go crazy and bet their money on brutal prize fights; but the man who runs a successful grocery store keeps his eye on business.

If all towns were like my town, a little godliness would be required on the part of a successful grocer. This admirable quality takes the form of that other thing which is akin to it, namely, cleanliness. But I cannot bear down on this point as I would like to, owing to the general scope of the question. We all know that, financially, grocery stores are being successfully conducted without the aid of flowers, the odor emanating from rose jars, or even without scrubbing brushes. I will say, however, that the more agreeable to sight and smell a grocery store can be kept for its patrons the more successful will it be.

There is one more essential which cannot be put too strongly, and that is the certainty of collections. Of what avail are good business qualifications, ample capital and a liberal patronage if an excess of bad debts is allowed to accumulate? Verily, none. The secret of many a grocer's failure lies buried between the two lids of some old ledger. What sad reminders of past sins of omission and commission these thumb-stained old ledgers are! What! Sins? Yes, sins. Is it not a sin to shut up both eyes and permit Tom, Dick and Harry to run away with your substance; and, although Tom may cause you no trouble, is it not a sin to put Dick in a position to strangle all your Christian virtues in an effort to worry your pay out of him, and still a greater sin to levy a tax on your best friends to make up for the bills which Harry never pays and, furthermore, never intended to pay? Of course it is. But, if you are a wise man, and want to conduct a grocery store successfully and go down to your grave honored and respected, you will profit by the follies of the past and conduct your business on the latest improved plan—a plan born of the exigencies of the times. You cannot eat your cake and keep it; neither can you use capital that is absolutely thrown away, or that is locked up where some other fellow holds the key.

In conclusion, I would say, cut expenses to the minimum, never hire another to do what you can do yourself, use the best improved store appliances, take a good trade paper and read it, gather up-to-date ideas, be prudent, economical, persevering, and then await results with patience; and, as sure as Bob hit Jim, you will be able to conduct a grocery store successfully.

E. A. OWEN.

Vittoria, Ont.

# REPRESENTATIVE RETAILERS.

Chas. C. Longstreet, the Enterprising Lansing Grocer.

It is sometimes both pleasing and profitable to recur to those characters in our midst who are particular favorites, and to glance at the cause of their popularity. Such speculations sometimes afford other results than the mere gratification of curiosity. In this instance it will hold before the mind one whose example may well be emulated.

The subject of this little sketch, Charles C. Longstreet, was born in Lansing, August 11, 1868. His father, William Longstreet, was one of the pioneers of Lansing, and one of the earliest lumber dealers. His mother, who was a Miss Carrie Crawford, came of old New England stock, and so far removed on both sides is the strain of foreign blood that Mr. Longstreet is unable to trace it.

The rudiments of instruction he re-



ceived in the public schools of Lansing. His school days were not specially eventful, being marked only by the usual boyish pranks—and it may be thrashings. Having finished the high school, a year in business college fitted him to take a place in the office of his father, then of the firm of Lapham & Longstreet. After two years, failing health necessitated a change of climate and Mr. Longstreet went to Robbinsville, North Carolina, where he remained until the spring of 1890. He then returned to Lansing and embarked in the grocery business with Mr. Everett, the firm being Longstreet & Everett.

Mr. Longstreet, at this time, was only 19 years old; but his ambition was boundless. He had the poorest little store in town, and he wasn't satisfied. He determined that, if work, close attention to business, high grade goods at moderate prices, and above all hustle, would win him a place in the front ranks of Lansing business men, he would win it. Seven years of this policy has proven that it does win success. To-day, the grocery store of Charles C. Longstreet is among the largest and finest in Lansing, and one of the neatest and most tastily arranged in the State. Mr. Longstreet was married last September to Miss Celia Everett, a sister

of his former partner. He is a Congregationalist in church relationship; a third degree Mason, and a member of the Lansing Blue Lodge. His present hobby is his store, but in earlier days he gave much attention to different sorts of collections. He has a fine collection

of birds' eggs; also of stamps and coins, having over \$20 in old copper two cent pieces alone. At one time he was called the best snare drummer in the State, but that, with all other interests, was put aside for the sake of home and business.

**LOOK INTO THIS THING**

**YOU CAN SAVE \$300 EACH YEAR**

BY USING THE **STANDARD ACCOUNT SYSTEM**

**\$300 SAVED IS \$300 EARNED**

**THE STANDARD ACCOUNT CO. ELMIRA, N.Y. U.S.A.**

It's Here at Last. What?

A Real, Practical, Duplicating Pass Book.

90 per cent. of the grocers who have seen it are using it. Wonderful what time and labor it saves and how easy it is to operate. THE CARBON PASS BOOKS AND PADS can be used with our MECHANICAL LEDGERS, which contain all the items in duplicates and constantly display the exact AMOUNT DUE from every customer. Sample Pass Book and particulars sent for the asking.

THE STANDARD ACCOUNT CO., Elmira, N. Y.

A good salesman wanted in every town.

ELSIE

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

BYRON



A 700 Pound Barrel

can be handled with perfect ease by

One Man

And our Barrel Truck.

For further information address

BUYS BARREL TRUCK CO.

761 E. Fulton St.

Grand Rapids, Mich.

Store, Window and Porch **Awnings**

All Shapes, Colors and Shades.

**WIESINGER AWNING CO., Mfrs.,**

2 West Bridge St., Grand Rapids, Mich.

Phone 1824.

**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.



## Clerks' Corner

**Exasperating Shoppers—Lessons the Clerk Can Learn Therefrom.**  
Written for the TRADESMAN.

There is a thrifty commercial establishment not far from this corner and circumstances over which there seems to be no control have thrown me so many times against a certain clerk in that establishment that he and I have tacitly acknowledged the existence of that "one touch of nature which makes the whole world kin." This has existed so long that both of us throw off that reserve which is common between men of different vocations; and if each can catch the other alone, we jump into the middle of things at once and so lose no time in reaching what we want to talk about.

Monday is my easy day and Monday night finds me correspondingly serene. That same day usually finds the "other feller" in a condition, physical and mental, closely bordering upon distraction. I find it beneficial to drop in on Monday nights and "soothe the savage breast," by listening to its outpourings, and, after the turbulence has subsided, to pour on wine and oil until the tired soul is rested, refreshed and strengthened; and then, with each in possession of a good cigar, we settle down and have a most enjoyable evening.

Last Monday proved an unusually excitable day. Things in the store got into a bad way early. The weather had a little to do with it, the customers who usually shop such weather had more, and it is barely possible that the late hour at which the clerk in question usually goes to bed on Sunday night may be looked upon as an important element in the condition of things at the end of the first secular day of the week. Be that as it may, the day in question had been turbulent. The "old hens" of commerce had been out in full force. They had clucked and cackled and scratched with unusual earnestness; they had ordered goods to be pulled down until the counters were covered; they had pawed them and clawed them beyond all human endurance; they had found fault with the goods and with the clerks who waited on them until clerk and customer were alike white with wrath; in fact, the whole army of she-fowls had come and gone all that blessed day without buying a cent's worth and without leaving behind them anything but a vivid recollection of their want of good manners.

There could be but one result to the exciting narration; and I patiently waited until every "d—d old hen" had been deeply and appropriately buried in that part of the subterranean and sulphurous world properly set aside for the purpose; and then, in an atmosphere blue with cigar smoke and exhausted profanity, I proceeded to bring out the much needed oil and wine. My first sentence pleased. I have observed, I said, that the quintessence of all human cantankerousness has found its best development in the mental activities of the antiquated hen. It is also a matter of experience with me that the management of this part of bifurcated humanity calls for the exercise of the highest qualities of our nature. To curse, to execrate, to condemn to an atmosphere sulphurous as the odor of her own burnt feathers will never accomplish the purpose, any more than the stone from the hand of the angry farmer drives from the garden the defiance-cackling proto-

type of the human species. Tact is required. Patience is required. The richest experience is called for; and every throb of anger which flaunts its red flag in the white face of the insulted and outraged clerk becomes the signal of victory to the exultant hen and sends her on her way rejoicing and believing that life after all is well worth the living! Is that quite the object the clerk has in view; and will he go on day after day cheering and consoling the enemy?

This evil, like others, can be taken care of best by the class it curses. That it comes as surely as Monday shows that it is periodical and so can be provided for. The man who leaves at home his rubbers and umbrella when there is every sign of stormy weather has no right to complain if he gets wet; and the man on either side of a counter who knows that there is trouble on Monday is not wise if he does not get ready for it.

In the first place, he must make up his mind to endure. The burden is never so heavy to hold if we are braced for it. Mac Allan's story in the Tradesman of the shutting down of Mrs. Shute would never have been written if the clerk had not made up his mind to face and to fight that nuisance. That done, the result was inevitable, and the hatefulest "old hen" that ever cackled in the commercial baryard was once and forever turned down.

In the second place, the clerk, like the rest of humanity, must make up his mind that a fair share of his trying days' experiences is due to himself, and that, unless he is willing to take himself in hand every once in a while, these trying days will grow worse and worse. A little self-examination is a good thing. Everybody finds it to his advantage to stand off a little ways to see how he looks, and he who does this conscientiously will get a glimpse now and then of that characteristic which is sure not only to ruffle the "old hen" but to send her away cackling.

It would be easy to go on with this, but I have said enough. There are always trying days in every life calling; and that life will be sure to be crowned with the greatest success which lessens the evil of such days by a vigorous preparation for them.

R. M. STREETER.

### Unseasonable Civility.

From the Atlanta Constitution.

A Northern visitor in Atlanta was walking with his host in the garden the other morning, when they came upon the gardener, an old negro of seventy years.

"This," said the host, "is Moses—an old family servant."

"Mr. Moses," said the Northerner, extending his hand and touching his hat, "I am happy to meet you!"

The old negro, ignoring the proffered hand, threw his own hat on the grass and, pulling at his wool, made a low obeisance.

When the guest was gone he approached his employer and former master, "Marse Jim," he said, "ain't de 'lection done over?"


"The election?"

"Yes, suh—de votin'?"

"Of course! Why do you ask?"

"Bekase," said the puzzled old fellow, "dat's de fust white man dat lif' he hat ter me en try ter shake hands out o' season. Dey sholy is somepin up!"

Experiments made in England to retard the ripening of fruit by keeping it at a steady, low temperature have succeeded well with apples and pears, but not with plums, nor with vegetables.

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.



## 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.



### How to Successfully Conduct a Retail Grocery Store.

Business should be your motto. Diligence and perseverance should be your maxim. Pay cash for groceries when starting in business. Sell for cash. If you trust out your goods and take promises for pay, your goods are gone and your customers have the advantage of you. When you are obliged to order more goods to keep your stock complete, pay the cash and get the discount every time. It will count very much in your favor. Have discipline, order and neatness about yourself and the man who works for you, and especially about your store. Do not buy goods for show; buy goods which will sell, and close enough to realize a profit from them. Keep account every day what you pay out and how much money is taken in and how much is on hand to start business with in the morning. Invoice your stock occasionally, and see that you have no old stock on hand. Do not give large orders. Buy often and have fresh goods. Be honest. Give just weight, 16 ounces for a pound. Be just and accurate in your dealings. Take the one-half cent in your deal with others. If less than one-half cent, give it to the one you are dealing with. Show no partiality to people, but treat all with the politeness and civility that are due to them as they come in your store. Control your temper. Don't let your customers get any of that by telling them what you think of them. That will not prove a good advertisement. Don't let the honest farmer sell you poor eggs and butter, which will not draw trade to your store; but do by others as you would like to have them do by you, and give them a kind word—that costs you nothing. It may prove a good investment in the future. It is necessary to say "no" to all dead-beats and land sharks. Do not be afraid to labor, for that is one of the essentials of life. Oversee this grocery business and keep it in a prosperous condition, and concentrate your thoughts where the profits are involved. The general credit system gives the profit to the people, instead of to the groceryman. Promptness is quite an item in the success of a retail grocery store—promptness in delivering goods as soon as ordered, in collecting accounts when due, in opening the store early in the morning, and in closing it at the usual hours. The wholesale man is sure to make you prompt, in paying him, every 30 or 60 days. It is necessary to live within your income, and, when the dull times come, lessen expenses, but prosper just the same by using these reserve funds that have been accumulating. It

is well to study humanity as you have the opportunity, and judge if you are trading with an honest man or a rogue. Your customer may wear a wampus and overalls, yet have pockets lined with money, honestly earned. The next man who comes in is dressed like a gentleman, and is quite important, but wants to get trusted for cigars and tobacco. Do not buy of all the agents who come to sell to you, which they will do if your credit is good. You are supposed to know what you wish to buy, what prices you want to pay and what goods you are out of. They will try to impress you that you need a large order, and speak about a new baking powder which is just on the market and how it takes with all the grocery men. Perhaps a nice scheme goes with it—dishes, bread knives, kettles, and so forth. If you are a smoker, you had better light your cigar, sit down to rest, give him the floor and, when he gets tired of talking and gives you a chance, tell him politely that you don't want any of his baking powder. If you have goods that sell, do not get out of them before ordering more. If you do, you will lose the sale of goods and customers also. Have an order list ready when the wholesale man comes. If you keep duplicates of the orders you give, they will not presume to send you things you have not ordered. Do not pay out money without a receipt to show it has been paid. You may be an old soldier, trying to run your grocery business successfully, and your comrades may designate your store as the Soldiers' Home. Their motive is good and their pension money is a help to you. Give them a warm place in your heart. Where would the North be to-day if the South had been victorious? You would realize worse times than you are seeing now. You would have been a Southern slave with the black man, instead of a Northern slave to the public, keeping grocery. If you wish to meet with success, do not get into debt for goods and trust them out. Prepare to meet all bills that are due with the cash. It will lighten your debt and give you good credit and a clear conscience. MRS. A. T. BLISS, Greenville, Mich.

#### Poetry in Abandonment.

The following unique advertisement recently appeared in a Western paper:

"Julia, my wife, has grown quite rude; She has left me in a lonesome mood; She has left my board, she has took my bed, She has given away my meat and bread; She has left me in spite of friends and church; She has carried with her all my shirts. Now ye who read this paper, Since she cut this luckless caper, I will not pay one single fraction Of any debts of her contraction."

### We Know a Good Thing.

The new improved package and style of putting up Cuban Fruit chewing gum, as now being put on the market by the Elkhart Gum Co., of Elkhart, Ind., is deserving of more than a passing notice. Each 5 cent stick is hermetically sealed in a beautiful strong flint glass tube, preserving the full fla-



vor and freshness for all time. The beauty of this method is apparent, insuring, as it does, a fresh, luscious, clean chew, rather than dry hard crumbling gum that causes the user to feel like swearing. The display boxes it is put up in show it to advantage, making it an attractive ornament for any case. This enterprising firm has a most novel and popular advertising premium which it is giving to dealers handling its gums, being a fine Gramophone talking machine, which reproduces speeches, talks, band and instrumental music and sings the praises of Cuban Fruit gum. The machine is a great entertainer. Live dealers and jobbers alike will be the first to enjoy the big sales this gum is sure to have.

#### Preserve an Even Temper.

From Shoe and Leather Facts.

It is said that the Standard Oil Company has an established rule to conduct all its negotiations with unvarying good temper and courtesy. No matter what the provocation, or how unfair or absurd the contention of the other side, the correspondence on the part of the Standard Oil Company is carried on without rudeness, sarcasm, or other incivility. As this company has been about the most successful business concern ever organized, the custom pursued in this respect is worthy of more than passing notice.

Every business man knows how hard it is occasionally to "keep cool." Some of those who transact business with him,

or some of his employees manifest such a degree of unfairness, or lack of knowledge on the subjects with which they are supposed to be conversant, that the provocation is undoubtedly often very great to forget the common courtesy which not only characterizes the gentleman, but which is so essential in the well-balanced business man. To thoroughly appreciate the unwisdom of dictating a bitter, or perhaps insulting, letter to some one who may deserve the severest treatment, it is only necessary to lay aside such communication a day or two, or, perhaps, only a couple of hours, and read it after you have had time to cool off. The chances are that it will be thought the part of wisdom not to mail it at all. Before sending such a communication the writer should pause to recall how, possibly on some occasion when he received a discourteous letter, he cherished the insult and promised to "get even" with the sender.

We have much to learn from the polite Orientals in this respect. They seem to be past-masters in the art of differing with and opposing those with whom they do business, while at the same time maintaining their dignity and courtesy of speech and demeanor. A careful study of successful modern business methods speedily indicates that where this matter of courtesy is most closely observed there is the greatest success achieved. To such an extent is this recognized that in many of the larger stores it is the established rule not to volunteer any information in regard to goods which are for sale until the possible buyer has manifested a desire to learn something on the subject by first addressing the salesman or saleslady. "You can spend half a day in this establishment, inspecting it from top to bottom, without being annoyed by anyone asking you to make a purchase unless you desire to do so," is a sentence recently used in an advertisement by a successful establishment. At the same time there is equal danger of too much courtesy. Who has not seen instances where a business man, or one of his employees, in his desire to please, has been so effusive as to appear ridiculous?

National Encampment G. A. R., Buffalo—Low Rates via Mich. Central.

For the above occasion a very low rate of 1 cent per mile in each direction for the round trip has been authorized via the above line. With its superior train service and equipment, the Michigan Central is the foremost Michigan line in competition for Eastern trade. A fine view of Niagara Falls from Falls View Station is had from its trains. Full information regarding rates and train service can be obtained by addressing O. W. Ruggles, G. P. & T. A., Chicago, Ill., or Jos. S. Hall, M. P. A., Detroit, Mich.

A Presbyterian clergyman in Belfast inserted a clause in his will directing that if his sons indulge in smoking they must each pay \$2,500 of their legacy to their sisters. The courts declared this clause invalid.

## 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.



### How to Successfully Conduct a Retail Grocery Store.

The goods must be bought with good judgment and as cheaply as cash will buy them. At the very outset you must become acquainted with the goods and their lowest market values and learn when you can get the lowest prices and best discounts. You should take two or more trade papers—one giving you the home markets and one or two quoting prices in other markets. In order that your orders may be appreciated and the best discounts secured, deal as much as possible with the same firms, the nearer home the better, providing you can get the goods you desire at right prices.

The goods should be attractively displayed, both in your show windows and in your store, and these displays frequently changed and the arrangements varied so as to create in the minds of your customers a constant expectation of a pleasing surprise. Dusting, cleaning and rearranging your goods demand so much time and attention that your clerks should never have a moment for lounging or idleness. It is not necessary to display novelties to create an attraction. The most staple goods, if neatly arranged, are novel and attractive. At one time it may be sugar, tea and coffee, or dried fruits, raisins, prunes, apricots, or green fruits, lemons, oranges, apples, plums, peaches, pineapples and canned goods which are exhibited. It costs nothing but energy and work to keep your store neat and clean and to make these changes. The proprietor and clerks may not be costily dressed, but they must be neat and clean. A grocer may wear a white apron, but apron, cuffs and collar should be immaculate. His shoes should be kept nicely polished. Whisk brooms and sponges cost but little and should be frequently used.

The proprietor and clerks should be accurate and honest and have goodness and kindness welling up and running over in smiles and kind words and acts toward all. Be kind to your competitors and never permit an unkind word to be said about them or their goods.

Attach yourself to some church and political party, if you desire, but avoid all discussions and controversies. Remember that the other fellow has just as many rights in that discussion as you have. Respect his beliefs and opinions, for, while they may be very hard for you to believe, he may be just as nearly right as you are.

Get acquainted with your customers, with their surroundings and circumstances. Manifest an interest in them, so that it will be a pleasure for them to call upon you. Never forget the main thing—that you are selling goods. Much depends upon the enthusiasm with which you show goods, but avoid misrepresentation and fulsome praise. Always give eight quarts to the peck and sixteen ounces to the pound. Be scrupulously accurate, but not too exact. In making change, never take the half cent. You make a profit on your trade, and if any one is to waive the half cent it should be you. Should you sell nine dollars and fifty-two cents and your customer hands you nine dollars and a half, do not wait with an expectant look, but quickly say, "That is right, thank you." In these small matters it is very easy to be "penny wise and pound foolish."

Avoid losses. They may occur in many ways, but I will only mention the principal ones: All goods sold should be recorded in a memorandum book

and checked off. You should have some system which will show immediately what goods you have sold and the amount obtained for them. You should also know what goods each person in your store has sold each day. If your business is sufficiently large, a cashier and a system of duplicating bills are recommended. The cashier must examine these bills and see that they are correct. As most persons in business cannot afford this expense, a cash register may serve instead. Dishonesty and inaccuracy of clerks have ruined many a merchant. "A small rat hole will sink a ship."

Give credit only as you would were you running a bank. Credit no one unless you know he is good. Try no experiments on this line. Determine for yourself to whom you will give credit. Should you have a new customer, think this matter over immediately before he asks you for credit. Make your decision and stand by it. Abide by your own judgment and not by his. Do not be afraid to say no, but do it kindly and smilingly. Say, firmly and pleasantly, "We desire to sell for cash;" or "We do not care to extend our credits." As you value his esteem and respect, make no excuses. You cannot explain to him why you do not wish to extend him credit; no other point needs explanation. If possible, do this quietly and in his presence only. Much depends upon your manner of refusing credit. It should always be done firmly, kindly and quietly and with few words. Do this rightly and it will give yourself dignity and your business a prestige that nothing else can do.

Advertise your goods. Dare to sell some things at a loss price. Advertise to sell certain articles for so many days only at such a price or such a discount. At the end of the time resume the old price. Let the people know you are keeping a live, wide-awake store. Let them never fail to wonder what goods you are selling cheap to-day. Never disappoint them. Run your own business. Push, push. "Be instant in season and out of season." Have your heart and your pride in your business. "If a man keeps his store his store will keep him." OSCAR F. CONKLIN.  
Grand Rapids, Mich.

### The Longest Distance of Human Vision.

From the Chicago Record.

The longest distance ever encompassed by the human vision, so far as the records go, is 183 miles, between the Uncompahgre Peak, in Colorado, and Mount Ellen, in Utah. This feat was accomplished by the surveyors of the United States coast and geodetic survey, who are now engaged, in conjunction with representatives of other nations, in making a new measurement of the earth. The observers on the Pacific Coast have been able to signal from Mount Shasta to Mount Helena, a distance of 190 miles, but have never been able to get a response. Between the other two peaks communication has been continuous for an hour or more on several occasions. The Uncompahgre is 14,300 feet in height, while Mount Ellen is 13,400 feet. The longest distance that the human eye ever reached until this record was made was between Algiers and Spain, 168 miles.

### One Way.

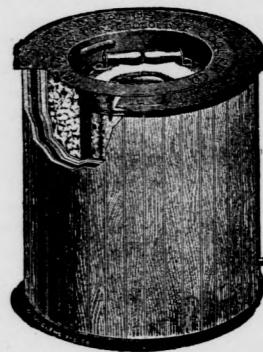
"I sent a dollar last week," said the Good Thing, "in answer to that advertisement offering a method of saving one-half my gas bills."  
"And you got—?"  
"A printed slip directing me to paste them in a scrap-book."

A man has a good many rights he is never allowed to mention.

## 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.

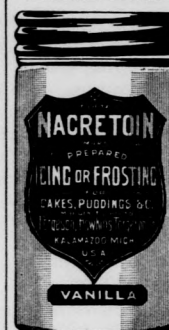


### The Best On Earth Clydesdale Soap

Manufactured by

**Schulte Soap Co.,**  
Detroit, Mich.

Premium given away with Clydesdale Soap Wrappers.



## 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,

## Straw Board, Building Paper, Roofing Material

We are jobbers of these goods, among which are

Tarred Board, Rosin Sized Sheathing, W. C. Oiled Sheathing, Tarred Felt, Roofing Pitch, Coal Tar, Rosin, Asphalt Paints, Elastic Cement, Ready Roofing, Carpet Lining, Mineral Wool.

Qualities the best and prices the lowest.

**H. M. REYNOLDS & SON, Grand Rapids, Mich.**



## Commercial Travelers

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

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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.

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### Lake Superior Commercial Travelers' Club.

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

### Gripsack Brigade.

Edward Bush, for ten years with the American Eagle Tobacco Co., of Detroit, has engaged to travel for Clasen, Streat & Co., of Flint.

B. Rosenthal, recently manager of the Excelsior Clothing Co., of Saginaw, is traveling in Ohio and Indiana for the Detroit Cap Manufacturing Co.

W. J. Weed, late with the Dingman Soap Co., starts out next week for the Hemmeter Cigar Co., of Detroit. He will travel as far east as Syracuse, N. Y.

Hugh Nesbitt, the Baraga hardware man, has a sick dog and is anxious for a remedy that will cure him. Hugh can abuse a traveling man to perfection; yet he is beloved by the craft.

Arthur S. Fowle (Ball-Barnhart-Putman Co.) is erecting a two-story and basement dwelling house at 27 North Union street. The residence will contain all modern improvements, involving an expenditure of about \$3,000.

A. L. Campbell has retired from the traveling force of the Olney & Judson Grocer Co. and is succeeded by Wilbur S. Burns, who for the past year has covered the State for Gowans & Sons, of Buffalo. Mr. Burns will be succeeded by Arthur R. Babcock, editor of the West Branch News.

F. E. Bushman, formerly on the road in this State for Ruhe Bros., of Chicago, but now the proprietor of two cigar stores at South Bend, was in town Tuesday, on his way to Muskegon. Mr. Bushman has leased two sections in the new Market Place, now being inaugurated by the Studebakers at South Bend, giving him exclusive control of the cigar, tobacco, news and confectionery sales in the building.

P. M. VanDrezer (Olney & Judson Grocer Co.) paid his first visit to Westphalia last week and, of course, called at the general store of J. Arens & Co. After transacting his business, he was invited by a member of the firm to indulge in a glass of beer. P. M. declined the invitation and, when pressed for a reason for the declination, insisted that he "never took anything." The gentleman looked at the ruddy face and stout physique of his caller and significantly observed, "If I were you, I would take in my sign!"

### When Orders Become Contracts.

The distance between the commercial centers of this country and the consumer is now so great that the bulk of sales between the wholesale and the retail dealer must be made either by correspondence or traveling salesmen; and this distance and the use of go-betweens have given rise to complications which, while troublesome, have seldom reached

the courts of appeal, and from a legal standpoint can only be settled by stating general principles. The most important of those questions is: When does an order become a contract?

A contract is made only when there is an agreement between the parties to the transaction. It is, therefore, evident that where a retail merchant mails an order to the wholesale house there is no contract between them until the latter has accepted the order. Acceptance may be either by telegraph, mail or shipment. Until one of these modes is taken the order is binding on neither party, and the sender has the right of rescission. If after giving the order he notifies the house of a modification or cancellation, and this reaches them prior to the acceptance, he is not bound. Where the house modifies its acceptance, there is no contract until the retail dealer accepts the same.

Where the salesman merely takes an order and transmits it to his principal, as is the case in what we may call ordinary commercial transactions between the wholesale and retail dealer, there is no contract until the house has accepted the order, in one of the methods we have specified. An agent has no power beyond the apparent scope of his agency; and where custom and practice have limited that to the mere transmission of orders, the buyer will not be bound thereby if he cancels his order before the act of the salesman has been confirmed by his principal.

Where, however, such agent is a member of the firm which is to fill the order, the transaction is complete at the moment of its being given; unless the fact of the true position of the salesman be unknown to the maker of the order, who gives it, according to his custom, as a conditional one—subject to acceptance by the house itself. This is also true where the agent exhibits to the merchant written authority to enter into a contract; for the transaction, being thus binding upon the principal, becomes likewise binding upon the giver of the order, there is no condition and the contract is absolute.

It has been well said that: A mental determination, not indicated by speech, nor writing, nor put in course of indication, by act, to the other party, is not an acceptance which will bind the other. Nor will an act which is in itself no indication of an acceptance become such acceptance by being accompanied by an unevincible mental determination. Where there is no duty of speech, no legal liability can arise out of the mere silence of the party sought to be affected. As every one is aware, the hearing of a request, and not answering it, is more consistent with a dissent than with an assent. In much the same way are the courts disposed to consider silence on the part of a person who has received an order to be filled.

On the other hand, it is also a general principle of law, sometimes lost sight of, that conduct which implies acceptance or assent in the view of the law is acceptance or assent whatever may have been the actual state of mind of the party. However, as facts and statements only go to make proof, which must be determined by the jury, it is well, in making orders of articles on a fluctuating market, to insist upon an immediate acceptance, thus completing the transaction, and making either party liable for damage for nonfulfillment thereafter.

### Hotel Notes.

J. D. Mapes has purchased the furniture of the Allen House, at Albion, and will manage the house in the future. Jos. Allen, the former landlord, is yet undecided as to his future movements.

D. L. Sherburne, late of Los Angeles, has taken the management of the Sherman House, at Allegan, with E. D. Billings as clerk. He intends to maintain the same degree of excellence established by the retiring landlord.

Strong argument will sell a bill of goods; but the purchase must in itself demonstrate the argument, or the first sale is the last.

### SUCCESSFUL SALESMEN.

#### J. L. Strelitsky, Cigar Salesman for Sprague, Warner & Co.

Jacques L. Strelitsky, formerly located in Grand Rapids, but now a resident of the Windy City, was born in London, Eng., Nov. 22, 1855. He was brought over to New York City by his uncle and aunt, when five years old, his father having died when Jacques was but three months old and his mother before he had seen his fifth birthday. His relatives being poor people, he was, at the age of 10 years, started out with other boys selling cigars to the soldiers coming home from the war. He also had a little cigar case in Washington Market. Wishing to get into something better, he started selling the dry goods trade in New York City, handling the Ashley Star wiggans and waddings on commission for John A. Lockwood & Co. After the failure of



one of his best customers, he decided that selling goods on commission was not his forte and came West and went into cigar manufacturing on his own account. Receiving a good offer from Henry Welsh & Co., wholesale grocers of New York, he removed with his family to New York once more and traveled in New York and Pennsylvania for several years. He severed his connection with this house in 1882 and then contracted with the Roper & Baxter Cigar Co., of Chicago, and traveled in Michigan for this house for several years. Finding Grand Rapids a hustling city, he decided to remove here with his family, where he remained for about ten years. He will be remembered by the Hebrew people here on account of his having been connected with nearly all the charity work undertaken by representatives of that race. He had charge of the Shrine room at the Masonic Fair, in which the cigar space made a splendid showing. He belongs to Waulaumsee Lodge, F. and A. M., being formerly a member of Doric Lodge. He also keeps up his membership in Daisy Lodge, No. 48, B. P. O. E. He is an active member of the Hebrew organization known as I. O. B. B., having been President of Julius Houseman Lodge several times. As tending to show the esteem in which he is held by the lodge, it may be stated that he has recently been elected the representative to the grand lodge for a second time. He was one of the founders of the B. O. E.

Lodge, which is a Hebrew organization having for its object the burying of any poor or needy people of that race, and he was its President from the formation of the organization until his removal from this city. He is also a member of the Michigan Knights of the Grip.

Mr. Strelitsky was for several years in the wholesale cigar business on South Ionia street and went out of business to accept a position offered him by J. Fred Wilcox, general agent for the United States for Carl Upman's cigars, and introduced this factory's goods in the city of Chicago until the World's Fair closed, when he engaged with Sprague, Warner & Co., taking all the large cities and any big deals they may have in that department and has built up a very big trade for them.

Mr. Strelitsky was married in December, 1876, to Miss E. Julian, of Chicago, and has had three children, all of whom are still living.

Personally, Mr. Strelitsky is one of the most companionable of men. His large heartedness is proverbial and his fealty to his friends is a matter of common knowledge. He is an excellent story teller and he also possesses a trait which is lacking in most story tellers—he is a good listener. He studies his business as a teacher studies his books and has come to be regarded as one of the best posted men in the cigar line in the country.

Steketee & Sons offer Simpson's black and white and gray prints at 4½c.

### Cutler House at Grand Haven.

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

## Commercial House

Iron Mountain, Mich.

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

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

## EAGLE HOTEL

\$1 Per Day. GRAND RAPIDS.

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

J. K. JOHNSTON, Prop.

## NEW REPUBLIC

Reopened Nov. 25.

FINEST HOTEL IN BAY CITY.

Steam heat, Electric Bells and Lighting throughout. Rates, \$1.50 to \$2.00.

Cor. Saginaw and Fourth Sts. GEO. H. SCHINDHETT, Prop.

## THE WIERENGO

E. T. PENNOYER, Manager, MUSKEGON, MICHIGAN.

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

## COLUMBIAN TRANSFER COMPANY

CARRIAGES, BAGGAGE AND FREIGHT WAGONS

15 and 17 North Waterloo St.,

Telephone 381-1 Grand Rapids.

*Will Pay YOU*

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



## Drugs==Chemicals

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Term expires  
Dec. 31, 1896  
Dec. 31, 1897  
Dec. 31, 1898  
Dec. 31, 1899  
Dec. 31, 1900

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

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### The Drug Market.

Balsams—Tolu is a trifle firmer.

Chloral, Hydrate—Holders are not anxious to sell and values appear to be tending upward, but small quantities are yet obtainable at the old range.

Cocaine—Offerings are sparing and the market is firm.

Cod Liver Oil—Foreign markets still reflect weak conditions, with prices in buyers' favor.

Essential Oils—For the week general business has been of the hand to mouth description, being more or less influenced by the delay in the settlement of the tariff question, and buyers have been moving cautiously. Natural sassafras is a little easier. Baltimore wormseed shows more firmness, on account of scarcity.

Flowers—Market looks wilted.

Gums—Camphor, active and firm, domestic being scarce and offered sparingly.

Iodine—London cables report a decline in the crude article to 7½d per ounce, which has influenced an easier feeling in the various preparations, and manufacturers' prices are lower.

Iodoform—Owing to the decline in iodine, values have met with a reduction.

Lycopodium—Tone of the market easy, demand light.

Menthol—Dull, with weak undertone and quotations more or less nominal.

Morphine—Quiet.

Opium—Extremely dull and quotations are lower, the depression being partly due to reports that the Senate Finance Committee had put the article back on the free list in the new tariff bill. The proposed duty is differently regarded, some being of the opinion that the \$1 fixed by the House will stand, and others believing just as emphatically that the article will continue to come in free with other crude materials for manufacturing purposes.

Potash—Business is limited to small sales of leading descriptions. The only mentionable change is a reduction in iodide, on account of the lower quotations ruling for iodine.

Quinine—The market seems to reflect a quiet condition and prices are very irregular, with dealers' views conflicting, to say the least.

Roots—Old mandrake, firm. Jamaica ginger, firmer. Mexican sarsaparilla, quiet, but reasonably steady.

Seeds—Canary, fairly steady. Coriander, active. Celery, good demand.

Spermaceti—Market reported as inactive; quotations unchanged but steady.

### Soda Water Now the American Beverage.

C. A. Doty in the Helper.

The art of manufacturing and dispensing soda water beverages has at

present reached a point which requires education and skill. The public are fast learning to know and appreciate a good drink when properly mixed by an expert. There are fashions in drinks as well as in tailoring, millinery, etc., and this season furnishes a list unusually long.

The best and most frequented establishments generally have neat menus on the counter or on the tables, where they may be examined readily at any time. Another plan is to have the lists of syrups, etc., neatly printed on nice cardboard and neatly framed and hung in a conspicuous place where patrons may select their choice of drinks. These lists should be changed from time to time with new drinks or syrups.

The soda business in some cities has attained such large proportions as to equal the finest equipped saloon business. I should say that nearly two-thirds of the soda drinks sold average 10 cents each in price. At a first-class soda fountain there are as many, if not more popular fancy drinks sold than at a regular saloon bar during the warm weather, for, as a rule, more beer is sold than any other drink. Another thing in favor of soda water is the fact that it does not have the drawback of being an intoxicant. Ladies are chiefly the patrons of the soda fountain, therefore the beverages in which they delight deserve attention, and should be catered to. All beverages for the soda fountain should be as near perfection as good material, care and skill can make them, and they should be dispensed neatly and quickly.

There is as much difference in the soda water drawn by different people as there is in victuals cooked by different cooks. The manipulation of drinks, when tossed properly, is very attractive, and the tossing of fancy drinks any time will attract attention and draw a crowd, especially if in or near a window.

Bicyclists are good patrons of the soda fountain, and their favorite drink is almost invariably one of the numerous egg drinks, with phosphate, etc. Egg phosphate is, in fact, one of the most popular of all drinks. Aside from its agreeable taste, it is very nourishing, and during extremely hot weather many persons almost exist on it during the day. A number of our patrons are in the habit of drinking egg phosphate at noon each day during the summer in place of eating a lunch. All egg drinks should be thrown through the air a distance of say from two to six feet, as it aerates them and makes them light for the stomach, as well as palatable.

Some persons are fond of a certain drink, and will take nothing else, while others never take the same drink twice, but nearly every one takes something. I have never yet heard anyone refuse a glass of soda water in some form, when offered. Frequently, at the saloon bar, these expressions are heard, when a crowd is treated by one of their number: "My stomach is out of order, and I cannot take beer," or "Whisky don't agree with me." Again, you hear some one say: "I am under the doctor's care, and he forbids me to touch liquor in any form."

Now, do you hear this about soda water? No. No one ever did, and I don't think any one ever will as long as the soda business is kept up to the present high standard. A good glass of soda water will not hurt any one, from the smallest to even the aged or infirm. I have seen a boy fifteen years of age drink, on a bet, ten glasses of chocolate ice cream soda, one after the other, and it never fazed him. He frequently drinks three, four and five glasses before he leaves the counter.

Soda water can be taken before or after meals, through the day or any time when it can be obtained. It is the American beverage, and will be known all over the world in a few years.

The consumption of sherry and port wines in England has decreased in the last seventeen years from 11,000,000 gallons a year to 4,700,000, while tea shows an increase of 6,000,000 pounds during the same period, and light wines of nearly 2,000,000 gallons.

### How to Successfully Conduct a Retail Grocery Store.

It is claimed that all things are possible to those who are determined to succeed. If a person starts out with a purpose, or by circumstance is thrown into a certain employment, he, with diligence, courtesy, business ability and common sense, will usually succeed. There are often, however, surroundings that closely urge him on to accept the favorable opportunity, while another person may encounter much opposition, and only by his own perseverance will he meet any measure of success.

Much of the grocer's success depends upon a good locality. A quick-sighted dealer will select a place well adapted for the customer to see and demand a bill from his stock of groceries. This is quite necessary, notwithstanding the custom of free delivery, as attractive goods in sight will often be the means of "taking an order." This, however, is not the only way of drawing custom.

The merchant must, in every way, seek the comfort of his customers, especially those who come from a distance. People are seldom prepared to meet with friends or strangers after encountering all kinds of weather, and a social lady clerk in the grocery store who courteously relieves the farmer's wife of extra wraps and looks well to her comfort will be a valuable accession to the business. It is quite necessary to have two or three booths, with drawn curtains, arranged on one side of the store. These, supplied with toilet articles in one and an oil stove in the other, on which a cup of tea or coffee may be

quickly made to refresh the weary customer after his dusty, damp or cold ride, will be amply repaid by the grateful customer. A person never fails to be rewarded by extending to all the thoughtful courtesies of everyday life. Such attention will draw patronage. Humanity demands it and the polite lady clerk can easily control it. Who will ever forget the homelike feeling experienced by the weary woman when she sought the comforts of her state building at the World's Fair!

Another requisite of success is "cash for goods." The public has had too serious a lesson to again begin to expect to receive goods from others without a just return. Extravagance has been our Nation's great enemy. The common tramp claims the world owes him a living. He should be taught that he must return an equivalent, either in money, time or labor. No more should the customer expect his merchant to give him goods, labor or trouble without a just equivalent.

Assorting fruits and vegetables and dividing them into two classes will often obtain a purchaser, as he then has a choice in his selection.

Above all, if one does not heed the lessons of industry, business tact and economy, he will not succeed. In such an undertaking a person cannot afford to fail. He must be up early and late, and always gauge his business by the Golden Rule. GEO. W. CALDWELL.

Carson City, Mich.

### PATENT MEDICINES

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

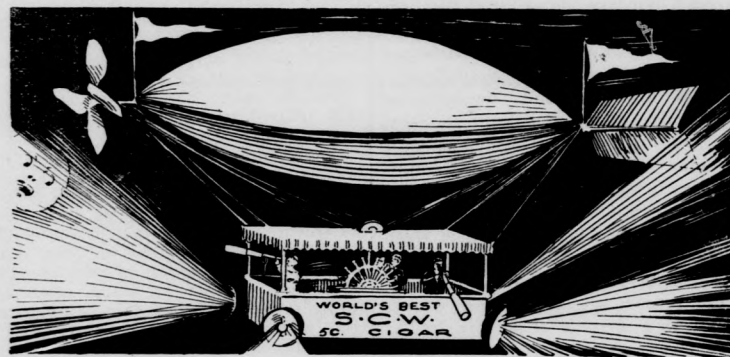
## "MASTER" "YUMA"

The best 5 cent cigars ever made. Sold by

**BEST & RUSSELL CO., CHICAGO.**

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

## 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.



## WHOLESALE PRICE CURRENT.

Advanced—  
Declined—Iodine, Iodide Potash, Iodoform, Opium, Menthol.

<b>Acidum</b>	Conium Mac.	35¢ 65	Scilla Co.	50	Os Sepia	15¢ 18	Soda Boras, po.	6 6¢ 8	<b>Paints</b>	BBL. LB
Aceticum.	Copaiba.	1 10¢ 1 20	Tolutan.	50	Pepsin Saac, H. & P.	1 00	Soda et Potass Tart.	26¢ 28	Red Venetian.	1 1/4¢ 2 28
Benzolcum, German	Cubeba.	90¢ 1 00	Tronitus virg.	50	D. Co.	1 00	Soda, Carb.	1 1/4¢ 2	Ochre, yellow Mars.	1 1/4¢ 2 24
Boric.	Excothit.	1 20¢ 1 30			Pleis Liq. N.N. 1/2 gal.	2 00	Soda, Bi-Carb.	3 1/2¢ 4	Ochre, yellow Ber.	1 1/4¢ 2 24
Carbolcum.	Erigeron.	1 20¢ 1 30	<b>Tinctures</b>		doz.	2 00	Soda, Ash.	3 1/4¢ 4	Putty, commercial.	2 1/4¢ 2 24
Citricum.	Gaultheria.	1 50¢ 1 60	Aconitum Napellis R	60	Pleis Liq., quarts.	2 00	Soda, Sulphas.	2 1/2¢ 2	Putty, strictly pure.	2 1/4¢ 2 24
Hydrochlor.	Geranium, ounce.	50¢ 60	Aconitum Napellis F	50	Pleis Liq., pints.	85	Spts. Cologne.	50¢ 55	Vermilion, Prime	13¢ 15
Nitrosum.	Gossypil, Sem. gal.	50¢ 60	Aloes and Myrrh.	50	Pil Hydrarg.	2 00	Spts. Ether Co.	50¢ 55	American.	13¢ 15
Oxalicum.	Hedeoma.	1 00¢ 1 10	Arnica.	50	Piper Nigra.	2 00	Spts. Vini Rect. bbl.	2 42	Vermilion, English.	70¢ 75
Phosphorium, dil.	Junipera.	1 50¢ 2 00	Assafetida.	50	Piper Alba.	2 00	Spts. Vini Rect. 1/2 bbl.	2 42	Green, Paris.	13 1/4¢ 19
Salicylicum.	Lavendula.	90¢ 2 00	Aurore Belladonna.	60	Pilx Burgun.	2 00	Spts. Vini Rect. 10 gal.	2 50	Green, Peninsular.	13¢ 16
Sulphuricum.	Limonia.	1 20¢ 1 40	Aurore Cortex.	50	Plumbi Acet.	10¢ 12	Spts. Vini Rect. 5 gal.	2 52	Lead, Red.	5 1/2¢ 6
Tannicum.	Mentha Piper.	1 60¢ 2 20	Benzoin Co.	60	Pulvis Ipecac et Opil	1 10¢ 1 20	Less 5¢ gal. cash 10 days.		Lead, white.	5 1/2¢ 6
Tartaricum.	Mentha Verid.	2 65¢ 2 75	Barosma.	50	Pyrethrum, boxes H.	1 10¢ 1 20	Strychnia, Crystal.	1 40¢ 1 45	Whiting, white Span	70¢ 75
	Morhuac, gal.	1 50¢ 1 60	Cantharides.	75	& P. D. Co., doz.	1 25	Sulphur, Subl.	2 1/4¢ 3	Whiting, gliders.	70¢ 75
	Myrica.	4 00¢ 4 50	Cardamom.	75	Pyrethrum, pv.	30¢ 33	Sulphur, Roll.	2 1/4¢ 3	White, Paris Amer.	70¢ 75
<b>Ammonia</b>	Oliva.	75¢ 3 00	Cardamom Co.	75	Quassia.	8¢ 10	Tamarinds.	8¢ 10	Whiting, Paris Eng.	70¢ 75
Aqua, 16 deg.	Picis Liquida.	10¢ 12	Castor.	1 00	Quinia, S. P. & W.	26¢ 31	Terebenth Venice.	28¢ 30	Universal Prepared.	1 00¢ 1 15
Aqua, 20 deg.	Picis Liquida, gal.	10¢ 12	Catechu.	50	Quinia, S. German.	26¢ 29	Theobroma.	42¢ 45		
Carbonas.	Ricinia.	99¢ 1 04	Cinchona Co.	50	Quinia, N.Y.	24¢ 29	Vanilla.	9 00¢ 16 00		
Chloridum.	Rosmarini.	1 00¢ 1 04	Cinchona Co.	50	Rubia Tincturum.	12¢ 14	Zinci Sulph.	7¢ 8		
<b>Aniline</b>	Rosa, ounce.	6 50¢ 8 50	Cinchoa Co.	50	Saccharum Lactis pv	24¢ 26				
Black.	Succini.	40¢ 45	Columba.	50	Salacin.	3 00¢ 3 10				
Brown.	Sabina.	90¢ 1 00	Cubeba.	50	Sanguis Draconis.	40¢ 50				
Red.	Santal.	2 50¢ 7 00	Cassia Acutifol.	50	Sapo, W.	12¢ 14				
Yellow.	Sassafras.	50¢ 55	Cassia Acutifol.	50	Sapo, M.	10¢ 12				
<b>Bacca.</b>	Sinapis, ess., ounce.	50¢ 55	Cassia Acutifol.	50	Sapo, G.	15¢ 15				
Cubere.	Tigili.	1 40¢ 1 50	Digitalis.	50	Siedlitz Mixture.	20¢ 22				
Juniperus.	Thyme.	40¢ 50	Ergot.	50						
Xanthoxylum.	Thyme, opt.	1 60	Ferri Chloridum.	35						
<b>Balsamum</b>	Theobromas.	15¢ 20	Gentian.	50						
Copaiba.			Gentian Co.	60						
Peru.			Guaiaca.	50						
Terabin, Canada.			Guaiaca ammon.	60						
Tolutan.			Hyoscyamus.	50						
<b>Cortex</b>			Iodine.	75						
Abies, Canadian.			Iodine, colorless.	75						
Cassia.			Kino.	50						
Cinchona Flava.			Lobelia.	50						
Euonymus atropurp.			Myrrh.	40						
Myrica Cerifera, po.			Nux Vomica.	50						
Prunus Virgin.			Opil.	75						
Quillaja, gr'd.			Opil, camphorated.	50						
Sassafras.			Opil, deodorized.	1 50						
Ulmus.			Quassia.	50						
<b>Extractum</b>			Rhatany.	50						
Glycyrrhiza Glabra.			Rhel.	50						
Glycyrrhiza, po.			Sanguinaria.	50						
Hamatox, 15 lb box.			Serpentaria.	50						
Hamatox, 15 lb box.			Stromonium.	60						
Hamatox, 15 lb box.			Tolutan.	60						
Hamatox, 15 lb box.			Valerian.	50						
Hamatox, 15 lb box.			Veratrum Veride.	50						
Hamatox, 15 lb box.			Zingiber.	20						
<b>Ferru</b>			<b>Miscellaneous</b>							
Carbonate Precip.			Aether, Spts. Nit. 3 F	30¢ 35						
Citrate and Quinia.			Aether, Spts. Nit. 4 F	34¢ 38						
Citrate Soluble.			Alumen.	2 1/4¢ 3						
Ferrocyanidum Sol.			Alumen, gro'd.	30¢ 4						
Solut. Chloride.			Antimon.	40¢ 50						
Sulphate, com'l.			Antimon. et Potass T	55¢ 60						
Sulphate, com'l, by			Antipyrin.	1 40						
Sulphate, pure			Antifebrin.	15						
<b>Flora</b>			Argenti Nitras, oz	55						
Arnica.			Arsenicum.	10¢ 12						
Anthemis.			Balm Gilead Bud	38¢ 40						
Matricaria.			Bismuth S. N.	1 40¢ 1 50						
<b>Folia</b>			Calcium Chlor., Is.	9						
Barosma.			Calcium Chlor., 1/2.	10						
Cassia Acutifol, Tin-			Calcium Chlor., 1/2.	12						
nevelly.			Cantharides, Rus. po.	75						
Cassia Acutifol, Aix.			Capsici Fructus, af.	18						
Salvia officinalis, 1/2			Capsici Fructus, po.	15						
and 1/2.			Caryophyllus. po. 15	10¢ 12						
Ura Ursi.			Carmin. No. 40.	3 75						
<b>Gummi</b>			Cera Alba, S. & F	50¢ 55						
Acacia, 1st picked.			Cera Flava.	40¢ 42						
Acacia, 2d picked.			Coccus.	40						
Acacia, 3d picked.			Cassia Fructus.	35						
Acacia, sifted sorts.			Centraria.	10						
Acacia, po.			Cetaceum.	45						
Aloe, Barb. po. 20/28			Chloroform.	60¢ 63						
Aloe, Cape. po. 15			Chloroform, squibbs	1 35						
Aloe, Socotri. po. 40			Chloral Hyd Crst.	1 15¢ 1 30						
Ammoniac.			Chondrus.	20¢ 25						
Assafetida. po. 30			Cinchonidine, P. & W	20¢ 25						
Benzolcum.			Cinchonidine, Germ	15¢ 22						
Catechu, Is.			Cocaine.	3 55¢ 3 75						
Catechu, 1/2.			Corks, list, dis. pr. et	65						
Catechu, 1/2.			Croosotum.	85						
Camphore.			Creta.	2						
Euphorbium. po. 35			Creta, prep.	75						
Galbanum.			Creta, precip.	9¢ 11						
Gamboge po.			Creta, Rubra.	8						
Guaiacum. po. 35			Crocus.	30¢ 35						
Kino. po. 44.00			Cudbear.	24						
Mastic.			Cupri Sulph.	5¢ 6						
Myrrh.			Dextrine.	10¢ 12						
Opil. po. 83.60/3.80			Ether Sulph.	75¢ 90						
Shellac.			Emery, all numbers	8						
Shellac, bleached.			Emery, po.	6						
Tragacanth.			Ergota.	30¢ 35						
<b>Herba</b>			Flake White.	12¢ 15						
Absinthium. oz. pkg			Galla.	23						
Eupatorium. oz. pkg			Gambier.	9						
Lobelia. oz. pkg			Gelatin, Cooper.	60						
Majorum. oz. pkg			Gelatin, French.	35¢ 60						
Mentha Pip. oz. pkg			Glassware, flint. box	60, 10 & 10						
Mentha Vir. oz. pkg			Less than box.	40						
Rue. oz. pkg			Glue, brown.	9¢ 12						
Tanacetum V oz. pkg			Glue, white.	13¢ 25						
Thymus, V. oz. pkg			Glycerina.	14¢ 20						
<b>Magnesia</b>			Grana Paradisi.	15						
Calced, Pat.			Humulus.	25¢ 55						
Carbonate, Pat.			Hydraag Chlor Mite	80						
Carbonate, K. & M.			Hydraag Chlor Cor.	70						
Carbonate, Jennings			Hydraag Ox Rub'm.	90						
<b>Oleum</b>			Hydraag Ammoniat	1 00						
Absinthium.			Hydraag Unguentum	45¢ 55						
Amygdale, Dulc.			Hydrargyrum.	85						
Amygdale, Amare.			Ichthyobolla, Am.	1 25¢ 1 50						
Anisi.			Indigo.	75¢ 1 00						
Aurant Cortex.			Iodine, Resubi.	3 60¢ 3 70						
Bergamit.			Iodoform.	4 20						
Cajuputi.			Lupulin.	2 25						
Caryophylli.			Lycopodium.	50¢ 55						
Cedar.			Mael.	65¢ 75						
Chenopadi.			Liquor Arec. et Hy-	50						
Cinnamoni.			drag Iod.	27						
Citronella.			Liquor Potass Arstini	10¢ 12						
			Magnesia, Sulph.	2¢ 3						
			Magnesia, Sulph, bbl	1 1/4						
			Mannia, S. F.	50¢ 60						
			Menthol.	2 40						

# Soda Fountain Specialties

Special Vanilla Flavoring.....p. lb. \$o 5o

Strictly Pure Extract Vanilla\*\*.....p. lb. 1 25

Strictly Pure Extract Vanilla\*.....p. lb. 1 00

Soluble Extract Lemon.....p. lb. 75

Soluble Extract Orange.....p. lb. 75

Belfast Ginger Ale Extract Soluble.....p. lb. 65

Harry Root Beer Extract.....p. lb. 35; p. gall. 2 00

Acid Phosphates.....p. gall. 75

Gum or Soda Foam.....p. lb. 25; p. gall. 1 75

Wild Cherry Phosphates.....p. lb. 40; p. gall. 3 00

Fruit Acid.....p. lb. 50

Pepsin Cordial.....p. lb. 50

Fruit Coloring, improved for Syrup.....p. lb. 35; p. gall. 2 50

Hance Bros. & White Fruit Juices.....p. gall. 1 75

Hance Bros. & White Concentrated Syrups.....p. gall. 1 75

Hance Bros. & White Chocolate.....p. gall. 1 75

McKesson & Robbins Fruit Juices.....p. gall. 1 75

J. Hungerford Smith Concentrated Fruit Syrup.....p. gall. 1 75

Scully's Rock Candy Syrup.....p. gall. 1 75

Fountain Syrups, all flavors, ready for use.....p. gall. 1 00






## Hazeltine & Perkins Drug Co.

Grand Rapids, Mich.



# GROCERY PRICE CURRENT.

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

<b>AXLE GREASE.</b> doz. gross Aurora.....55 6 00 Castor Oil.....60 7 00 Diamond.....50 4 00 Frazer's.....75 9 00 IXL Golden, tin boxes 75 Tlica, tin boxes.....70 9 00 Paragon.....55 6 00 <b>BAKING POWDER.</b> <b>Absolute.</b> 1/4 lb cans doz.....45 1/2 lb cans doz.....85 1 lb cans doz.....1 50 <b>Acme.</b> 1/4 lb cans 3 doz.....45 1/2 lb cans 3 doz.....75 1 lb cans 1 doz.....1 00 Bulk.....10 <b>El Purity.</b> 1/4 lb cans per doz.....75 1/2 lb cans per doz.....1 20 1 lb cans per doz.....2 00 <b>Home.</b> 1/4 lb cans 4 doz case.....35 1/2 lb cans 4 doz case.....55 1 lb cans 2 doz case.....90 <b>JAXON</b> 1/4 lb cans, 4 doz case.....45 1/2 lb cans, 4 doz case.....85 1 lb cans 2 doz case.....1 60 <b>Our Leader.</b> 1/4 lb cans.....45 1/2 lb cans.....75 1 lb cans.....1 50 <b>Peerless.</b> 1 lb cans.....85 <b>BASKETS.</b>  Standard Bushel.....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 <b>BATH BRICK.</b> American.....70 English.....80 <b>BLUING.</b> <b>CONDENSED PEARL BLUING</b> 1 doz. pasteboard Boxes.....40 3 doz. wooden boxes.....1 20 <b>BROOKS.</b> 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 <b>CAKE FROSTING.</b> Nacretin, per doz.....2 25 Two doz. in case assorted flavors—lemon, vanilla and rose. <b>CANDLES.</b> 8s.....7 16s.....8 Paraffine.....8 <b>CANNED GOODS.</b> <b>Lanitoroc Peas.</b> Lakeside Marrowfat.....1 00 Lakeside E. J.....1 30 Lakeside, Cham. of Eng.....1 40 Lakeside, Gem, Ex. Sifted. 1 65 <b>CHOCOLATE.</b> Walter Baker & Co.'s. German Sweet.....22 Premium.....31 Breakfast Cocoa.....42 <b>CLOTHES LINES.</b> Cotton, 40 ft, per doz.....1 00 Cotton, 50 ft, per doz.....1 20 Cotton, 60 ft, per doz.....1 40 Cotton, 70 ft, per doz.....1 60 Cotton, 80 ft, per doz.....1 80 Jute, 60 ft, per doz.....80 Jute, 72 ft, per doz.....95	<b>CHEESE.</b> Acme.....10 1/2 Amboy.....11 1/2 Byron.....10 1/2 Elsie.....11 Gold Medal.....10 1/2 Ideal.....10 1/2 Jersey.....10 1/2 Lenawee.....10 1/2 Riverside.....11 Sparta.....10 1/2 Edam.....75 Leiden.....19 Limburger.....15 Pineapple.....43 85 Sap Sago.....18 <b>Chicory.</b> Bulk.....5 Red.....7 <b>CATSUP.</b> Columbia, pints.....4 25 Columbia, 1/2 pints.....2 50 <b>CLOTHES PINS.</b> 5 gross boxes.....45 <b>COCOA SHELLS.</b> 20 lb bags.....2 1/4 Less quantity.....3 Pound packages.....4 <b>CREAM TARTAR.</b> Strictly Pure, wooden boxes. 35 Strictly Pure, tin boxes.....37 <b>COFFEE.</b> <b>Green.</b> Rio.....17 Fair.....17 Good.....19 Prime.....19 Golden.....20 Peaberry.....22 <b>Santos.</b> Fair.....19 Good.....20 Prime.....22 Peaberry.....23 <b>Mexican and Guatamala.</b> Fair.....21 Good.....22 Fancy.....24 <b>Maracaibo.</b> Prime.....23 Milled.....24 <b>Java.</b> Interior.....25 Private Growth.....27 Mandehling.....28 <b>Mocha.</b> Imitation.....25 Arabian.....28 <b>Roasted.</b> 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 Sencabo.....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 <b>Package.</b> Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases. Arbuckle.....12 00 Jersey.....12 00 McLaughlin's XXXX.....12 00 <b>Extract.</b> Valley City 1/4 gross.....75 Felix 1/4 gross.....1 15 Hummel's foll 1/4 gross.....85 Hummel's tin 1/4 gross.....1 43 <b>Kneipp Malt Coffee.</b> 1 lb. packages, 50 lb. cases 9 1 lb. packages, 100 lb. cases 9 <b>CONDENSED MILK.</b> 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	<b>COUPON BOOKS.</b>  <b>Tradesman Grade.</b> 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 <b>Economic Grade.</b> 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  <b>Universal Grade.</b> 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 <b>Superior Grade.</b> 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 <b>Coupon Pass Books.</b> 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 <b>Credit Checks.</b> 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 <b>DRIED FRUITS—DOMESTIC.</b> <b>Apples.</b> Sundried.....@ 2 1/4 Evaporated 50 lb boxes.....@ 4 <b>California Fruits.</b> Apricots.....9 @ 10 1/4 Blackberries.....6 @ Nectarines.....6 @ Peaches.....7 1/4 @ 9 Pears.....8 @ Pitted Cherries.....12 Raspberries.....12 <b>California Prunes.</b> 100-120 25 lb boxes.....@ 3 1/4 90-100 25 lb boxes.....@ 3 1/4 80-90 25 lb boxes.....@ 3 1/4 70-80 25 lb boxes.....@ 3 1/4 60-70 25 lb boxes.....@ 3 1/4 50-60 25 lb boxes.....@ 3 1/4 40-50 25 lb boxes.....@ 3 1/4 30-40 25 lb boxes.....@ 3 1/4 1/4 cent less in 50 lb cases <b>Relins.</b> London Layers 3 Crown.....1 55 London Layers 5 Crown.....2 50 Deheslas.....3 25 Loose Muscatels 2 Crown.....5 Loose Muscatels 3 Crown.....5 1/2 Loose Muscatels 4 Crown.....6 1/2 <b>FOREIGN.</b> Currants.....@ 5 1/4 Patras bbls.....@ 5 1/4 Vostizzas 50 lb cases.....@ 5 1/4 Cleaned, bulk.....@ 6 1/4 Cleaned, packages.....@ 7 <b>Peel.</b> Citron American 10 lb bx @ 14 Lemon American 10 lb bx @ 12 Orange American 10 lb bx @ 12 <b>Raisins.</b> Ondura 25 lb boxes.....6 1/2 @ 8 Sultana 1 Crown.....@ 8 1/2 Sultana 2 Crown.....@ 9 Sultana 3 Crown.....@ 9 1/2 Sultana 4 Crown.....@ 9 1/2 Sultana 5 Crown.....@ 10 1/2 <b>FLY PAPER.</b> 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	<b>FARINACEOUS GOODS.</b> <b>Farina.</b> Bulk.....3 <b>Grits.</b> Walsh-DeRoo Co.'s.....2 00 <b>Hominy.</b> Barrels.....2 25 Flake, 50 lb. drums.....1 00 <b>Lima Beans.</b> Dried.....3 1/2 <b>Maccaroni and Vermicelli.</b> Domestic, 10 lb. box.....60 Imported, 25 lb. box.....2 50 <b>Pearl Barley.</b> Common.....1 1/4 Chester.....2 1/2 Empire.....2 1/2 <b>Peas.</b> Green, bu.....80 Split, per lb.....2 1/4 <b>Rolled Oats.</b> Rolled Avena, bbl.....3 30 Monarch, bbl.....2 80 Monarch, 1/2 bbl.....1 55 Private brands, bbl.....2 75 Private brands, 1/2 bbl.....1 50 Quaker, cases.....3 20 <b>Sago.</b> German.....4 East India.....3 1/4 <b>Wheat.</b> Cracked, bulk.....3 24 2 lb packages.....2 40 <b>Fish.</b> <b>Cod.</b> Georges cured.....@ 4 Georges genuine.....@ 4 1/4 Georges selected.....@ 5 1/4 Strips or bricks.....5 @ 8 <b>Halibut.</b> Chunks.....10 Strips.....9 <b>Herring.</b> Holland white hoops keg.....60 Holland white hoops bbl.....7 50 Norwegian.....2 50 Round 40 lbs.....1 30 Sealed.....14 <b>Flackerel.</b> 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.....25 Family 10 lbs.....14 <b>Sardines.</b> Russian kegs.....55 <b>Stockfish.</b> No. 1, 100 lb. bales.....10 1/4 No. 2, 100 lb. bales.....8 1/4 <b>Trout.</b> No. 1 100 lb.....2 03 No. 1 40 lb.....58 No. 1 10 lb.....49 No. 1 8 lb.....49 <b>Whitefish.</b> No. 1 No. 2 Fam.....1 60 100 lbs.....6 75 5 25 1 60 40 lbs.....3 00 2 40 95 10 lbs.....83 68 31 8 lbs.....69 57 29 <b>FLAVORING EXTRACTS.</b>  <b>Jennings'.</b> D. C. Vanilla.....2 00 2 oz.....1 50 3 oz.....1 50 4 oz.....1 50 6 oz.....3 30 No. 8 4 00 No. 10 6 00 No. 2 T. 1 25 No. 3 T. 2 00 No. 4 T. 2 40 D. C. Lemon.....2 00 2 oz.....1 50 3 oz.....1 50 4 oz.....1 50 6 oz.....3 30 No. 8 4 00 No. 10 6 00 No. 2 T. 1 25 No. 3 T. 1 35 No. 4 T. 1 50 <b>HERBS.</b> Sage.....15 Hops.....15 <b>INDIGO.</b> Madras, 5 lb boxes.....55 S. F., 2, 3 and 5 lb boxes.....50 <b>JELLY.</b> 15 lb pails.....30 17 lb pails.....34 30 lb pails.....60 <b>LYE.</b> Condensed, 2 doz.....1 20 Condensed, 4 doz.....2 25	<b>Souders'.</b> Oval bottle, with corksew. Best in the world for the money.  <b>Regular Grade Lemon.</b> 2 oz.....1 20 4 oz.....2 40 <b>Regular Vanilla.</b> 2 oz.....1 20 4 oz.....2 40 <b>XX Grade Lemon.</b> 2 oz.....1 50 4 oz.....3 00 <b>XX Grade Vanilla.</b> 2 oz.....1 75 4 oz.....3 50 <b>GLUE.</b> per doz. Jackson Liquid, 1 oz.....95 Jackson Liquid, 2 oz.....95 Jackson Liquid, 3 oz.....1 30 <b>GUNPOWDER.</b> <b>Rifle—Dupont's.</b> Kegs.....4 25 Half Kegs.....2 40 Quarter Kegs.....1 35 1 lb cans.....30 1/2 lb cans.....18 <b>Choke Bore—Dupont's.</b> Kegs.....4 00 Half Kegs.....2 25 Quarter Kegs.....1 25 1 lb cans.....34 <b>Eagle Duck—Dupont's.</b> Kegs.....8 00 Half Kegs.....4 25 Quarter Kegs.....2 25 1 lb cans.....45 <b>LICORICE.</b> Pure.....30 Calabria.....25 Sicily.....14 Root.....10 <b>MINCE MEAT.</b> Ideal, 3 doz. in case.....2 25 <b>PATCHES.</b> Diamond Match Co.'s brands. No. 9 sulphur.....1 65 Anchor Parlor.....1 70 No. 2 Home.....1 10 Export Parlor.....4 00 <b>MOLASSES.</b> <b>New Orleans.</b> Black.....11 Fair.....14 Good.....20 Fancy.....24 Open Kettle.....25 @ 35 Half-barrels 2c extra. <b>PIPES.</b> Clay, No. 216.....1 70 Clay, T. D. full count.....65 Cob, No. 3.....1 <b>POTASH.</b> 48 cans in case.....4 00 Babbitt's.....3 00 Penna Salt Co.'s.....3 00 <b>PICKLES.</b> <b>Medium.</b> Barrels, 1,200 count.....3 40 Half bbls, 600 count.....2 20 <b>Small.</b> Barrels, 2,400 count.....4 40 Half bbls, 1,200 count.....2 70 <b>RICE.</b> <b>Domestic.</b> Carolina head.....6 1/4 Carolina No. 1.....5 Carolina No. 2.....4 1/4 Broken.....3 <b>Imported.</b> Japan, No. 1.....5 1/2 Japan, No. 2.....5 Java, No. 1.....4 1/4 Table.....5 1/4 <b>SEEDS.</b> Anise.....13 Canary, Smyrna.....4 Caraway.....10 Cardamon, Malabar.....80 Hemp, Russian.....4 Mixed Bird.....4 1/4 Mustard, white.....6 1/4 Poppy.....8 Rape.....20 Cuttle Bone.....20 <b>SALERATUS.</b> Packed 60 lbs. in box. Church's.....3 30 Deland's.....3 15 Dwight's.....3 30 Taylor's.....3 00 <b>SAL SODA.</b> Granulated, bbls.....1 10 Granulated, 100 lb cases.....1 50 Lump, bbls.....1 Lump, 145 lb kegs.....1 10	<b>SALT.</b> <b>Diamond Crystal.</b> 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 <b>Common Grades.</b> 100 3 lb sacks.....2 60 60 5-lb sacks.....1 85 28 11-lb sacks.....1 70 <b>Worcester.</b> 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 <b>Warsaw.</b> 56-lb dairy in drill bags.....30 28-lb dairy in drill bags.....15 <b>Ashton.</b> 56-lb dairy in linen sacks.....60 <b>Higgins.</b> 56-lb dairy in linen sacks.....60 <b>Solar Rock.</b> 56-lb sacks.....21 <b>Common Fine.</b> Saginaw.....70 Manistee.....70 <b>SNUFF.</b> Scotch, in bladders.....37 Maccaboy, in jars.....35 French Rappee, in jars.....43 <b>SPICES.</b> <b>Whole Sifted.</b> Allspice.....9 Cassia, China in mgs.....10 Cassia, Batavia in bund.....30 Cassia, Saigon in rolls.....32 Cloves, Amboyina.....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 <b>Pure Ground in Bulk.</b> Allspice.....12 Cassia, Batavia.....22 Cassia, Saigon.....35 Cloves, Amboyina.....30 Cloves, Zanzibar.....15 Ginger, African.....15 Ginger, Cocblu.....22 Mace, Batavia.....70 Mustard, Eng. and Trieste.....20 Mustard, Trieste.....25 Nutmegs.....40 @ 50 Pepper, Sing., black.....10 @ 14 Pepper, Sing., white.....15 @ 18 Pepper, Cayenne.....17 @ 20 Sage.....18 <b>SYRUPS.</b> <b>Corn.</b> Barrels.....12 Half bbls.....14 <b>Pure Cane.</b> Fair.....16 Good.....20 Choice.....25 <b>SODA.</b> Boxes.....5 1/4 Kegs, English.....4 1/4 <b>SOAP.</b> <b>Laundry.</b> Armour's Brands. Armour's Family, wrp'd.....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 00 Armour's Mottled German.....2 40 <b>JAS. S. KIRK &amp; CO.'S BRANDS.</b> American Family, wrp'd.....3 33 American Family, unwrp'd.....3 27 Dome.....3 33 Cabinet.....2 25 Savon.....2 50 Dusky Diamond, 56 oz.....2 10 Dusky Diamond, 68 oz.....3 00 Blue India.....3 00 Kirkoline.....3 75 Eos.....3 65
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## Lautz Bros. &amp; Co.'s Brands.



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

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

Acme, 5 cent size.  
Single box ..... 2 85  
5 box lots ..... 2 70  
10 box lots ..... 2 65  
25 box lots ..... 2 60  
Acorn, 120 cakes, 75 lbs.  
Single box ..... 2 85  
5 box lots ..... 2 70  
10 box lots ..... 2 65  
25 box lots ..... 2 60  
Marseilles White.



100 cakes, 75 lbs.  
Single box ..... 5 75  
5 box lots ..... 5 65  
10 box lots ..... 5 60  
25 box lots ..... 5 50  
100 cakes, 5 cent size.  
Single box ..... 4 00  
5 box lots ..... 3 90  
10 box lots ..... 3 85  
25 box lots ..... 3 80  
Schulte Soap Co.'s Brand.



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



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



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

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



Kingsford's Corn.  
40 1-lb packages ..... 6  
20 1-lb packages ..... 6 1/2  
Kingsford's Silver Gloss.  
40 1-lb packages ..... 6 1/2  
6-lb boxes ..... 7  
Diamond.  
64 10c packages ..... 5 00  
128 5c packages ..... 5 00  
32 10c and 64 5c packages ..... 5 00  
Common Corn.  
20-lb boxes ..... 4 1/2  
40-lb boxes ..... 4 1/2

## Common Gloss.

1-lb packages ..... 4  
3-lb packages ..... 4 1/2  
6-lb packages ..... 4 1/2  
10 and 50 lb boxes ..... 2 1/2  
barrels ..... 2 1/2

## STOVE POLISH.



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

## SUGAR.

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

Cut Leaf ..... 5 13  
Domino ..... 5 09  
Cubes ..... 4 75  
Powdered ..... 4 75  
XXXX Powdered ..... 4 88  
Mould A ..... 4 75  
Granulated in bbls ..... 4 50  
Fine Granulated ..... 4 50  
Extra Fine Granulated ..... 4 63  
Extra Coarse Granulated ..... 4 63  
Diamond Confection A ..... 4 50  
Confection Standard A ..... 4 38  
No. 1 ..... 4 25  
No. 2 ..... 4 25  
No. 3 ..... 4 25  
No. 4 ..... 4 19  
No. 5 ..... 4 13  
No. 6 ..... 4 06  
No. 7 ..... 4 00  
No. 8 ..... 3 88  
No. 9 ..... 3 75  
No. 10 ..... 3 63  
No. 11 ..... 3 58  
No. 12 ..... 3 38  
No. 13 ..... 3 38  
No. 14 ..... 3 25  
No. 15 ..... 3 19  
No. 16 ..... 3 13

## TABLE SAUCES.

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

## TOBACCOS.

## Cigars.

Clark-Jewell-Well's Co.'s brand.  
New Brick ..... 35 00  
Morrison, Plummer & Co.'s b'd.  
Governor Yates, 4 1/2 in ..... 58 00  
Governor Yates, 4 1/4 in ..... 65 00  
Governor Yates, 5 1/4 in ..... 70 00  
Monitor ..... 30 00  
H. & P. Drug Co.'s brand.  
Quintette ..... 35 00  
G. J. Johnson Cigar Co.'s brand.



S. C. W. Vinegar.  
Leroux Cider ..... 10  
Robinson's Cider, 40 grain ..... 10  
Robinson's Cider, 50 grain ..... 12

## WICKING.

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

## Fish and Oysters

## Fresh Fish.

Per lb.  
Whitefish ..... 8  
Trout ..... 10  
Black Bass ..... 12 1/2  
Halibut ..... 12  
Ciscos or Herring ..... 4  
Bluefish ..... 12  
Live Lobster ..... 16  
Boiled Lobster ..... 18  
Cod ..... 10  
Haddock ..... 8  
No. 1 Pickerel ..... 7  
Pike ..... 6  
Smoked White ..... 7  
Red Snapper ..... 13  
Col River Salmon ..... 20  
Mackerel ..... 20

## Oysters in Cans.

F. H. Counts ..... 40  
F. J. D. Selects ..... 30  
Selects ..... 25  
F. J. D. Standards ..... 30  
Anchors ..... 20  
Standards ..... 20  
Oysters in Bulk.  
Counts ..... 2 00  
Extra Selects ..... 1 60  
Mediums ..... 1 10  
Clams ..... 1 25  
Shrimps ..... 1 25  
Shell Goods.  
Oysters, per 100 ..... 1 25  
Clams, per 100 ..... 1 00

## Candies.

## Stick Candy.

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

## Mixed Candy.

Extra H. H. ..... 8 @ 8 1/2  
Boston Cream ..... 8 @ 8 1/2  
Dandy Pan ..... 10 @ 10  
Valley Cream ..... 13 @ 13  
Competition ..... 6 @ 6  
Leader ..... 7 @ 7  
Conservé ..... 7 @ 7  
Royal ..... 7 1/2 @ 7 1/2  
Broken ..... 8 @ 8  
Cut Leaf ..... 8 @ 8  
English Rock ..... 8 @ 8  
Kindergraters ..... 8 1/2 @ 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 1/2 @ 12 1/2  
Gum Drops ..... 5 @ 5  
Stress Drops ..... 7 1/2 @ 7 1/2  
Sour Drops ..... 8 1/2 @ 8 1/2  
Imperial ..... 8 1/2 @ 8 1/2

## Fancy-In 5 lb. Boxes.

Lemon Drops ..... 50 @ 50  
Sour Drops ..... 50 @ 50  
Peppermint Drops ..... 50 @ 50  
Chocolate Drops ..... 50 @ 50  
H. M. Choc. Drops ..... 50 @ 50  
Gum Drops ..... 50 @ 50  
Licorice Drops ..... 50 @ 50  
A. B. Licorice Drops ..... 50 @ 50  
Lozenges, plain ..... 50 @ 50  
Lozenges, printed ..... 50 @ 50  
Imperial ..... 50 @ 50  
Mottos ..... 50 @ 50  
Cream Bar ..... 50 @ 50  
Molasses Bar ..... 50 @ 50  
Hard Made Creams ..... 80 @ 80  
Plain Creams ..... 60 @ 60  
Decorated Creams ..... 90 @ 90  
String Candy ..... 90 @ 90  
Burnt Almonds ..... 1 25 @ 1 25  
Wintergreen Berries ..... 55 @ 55  
Caramels.  
No. 1 wrapped, 2 lb. boxes ..... 20 @ 20  
No. 1 wrapped, 3 lb. boxes ..... 45 @ 45  
No. 2 wrapped, 2 lb. boxes ..... 45 @ 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 @ 14  
Ribs ..... 9 @ 12  
Rounds ..... 6 @ 6 1/2  
Chucks ..... 4 @ 5  
Plates ..... 4 @ 4

## Pork.

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

## Mutton.

Carcass ..... 7 @ 9  
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  
Family XXX, 3 lb. carton ..... 4 1/2  
Salted XXX ..... 4  
Salted XXX, 3 lb. carton ..... 4 1/2

## Soda.

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

## Oyster.

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

## SWEET GOODS-Boxes.

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

## Grains and Feedstuffs

## Wheat.

## Winter Wheat Flour.

Local Brands.  
Patents ..... 5 00  
Second Patent ..... 4 50  
Straight ..... 4 30  
Clear ..... 4 00  
Graham ..... 4 00  
Buckwheat ..... 3 40  
Rye ..... 2 65  
Subject to usual cash discount.

## Spring Wheat Flour.

Clark-Jewell-Well's Co.'s Brand.  
Pillsbury's Best 1/2 ..... 4 60  
Pillsbury's Best 3/4 ..... 4 50  
Pillsbury's Best 1/2 ..... 4 40  
Pillsbury's Best 3/4 paper ..... 4 40  
Pillsbury's Best 1/2 paper ..... 4 30  
Pillsbury's Bakers Pat. 10s 4 30  
Ball-Barnhart-Putman's Brand.  
Grand Republic, 1/2 ..... 4 65  
Grand Republic, 3/4 ..... 4 55  
Grand Republic, 1/2 ..... 4 45

## Lemon &amp; Wheeler Co.'s Brand.

Parisian, 1/2 ..... 4 60  
Parisian, 3/4 ..... 4 50  
Parisian, 1/2 ..... 4 40  
Oliney & Judson's Brand.  
Ceresota, 1/2 ..... 4 65  
Ceresota, 3/4 ..... 4 55  
Ceresota, 1/2 ..... 4 45  
Worden Grocer Co.'s Brand.  
Laurel, 1/2 ..... 4 65  
Laurel, 3/4 ..... 4 55  
Laurel, 1/2 ..... 4 45

## Meal.

Boiled ..... 1 50  
Granulated ..... 1 75

## Feed and Millstuffs.

St. Car Feed, screened ..... 12 00  
No. 1 Corn and Oats ..... 11 00  
Unbolted Corn Meal ..... 10 50  
Winter Wheat Bran ..... 10 00  
Winter Wheat Middlings ..... 10 50  
Screenings ..... 8 00

## The O. E. Brown Mill Co. quotes as follows:

## New Corn.

Car lots ..... 26 1/2  
Less than car lots ..... 25 1/2

## Oats.

Car lots ..... 21  
Carlots, clipped ..... 23  
Less than car lots ..... 25

## No. 1 Timothy carlots ..... 10 00

## No. 1 Timothy, ton lots ..... 11 00

## Fruits.

## Oranges.

Seedlings ..... 2 50  
96-112 ..... 2 50  
250 ..... 2 50  
Med't Sweets.  
125 ..... 2 75  
150-175-200 ..... 2 35  
Navel.  
96 ..... 2 30  
125 ..... 2 40  
Messinas.  
Fancy 200s ..... 2 50  
Cases of 420 ..... 2 50  
Lemons.  
Strictly choice 300s ..... 2 50  
Strictly choice 300s ..... 2 30  
Fancy 300s ..... 2 30  
Ex. Fancy 300s ..... 2 30

## Bananas.

Medium bunches ..... 1 25  
Large bunches ..... 1 75

## Foreign Dried Fruits.

Figs, Choice Layers ..... 10  
10 lb ..... 10  
Figs, New Smyrna ..... 10  
14 and 20 lb boxes ..... 12  
Figs, Natural in ..... 6  
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, Sals 60 lb cases ..... 4 1/2

## Nuts.

Almonds, Tarragona ..... 12  
Almonds, Ivaca ..... 11  
Almonds, California, soft shelled ..... 12  
Brazil new ..... 7 1/2  
Filberts ..... 10  
Walnuts, Grenoble ..... 12 1/2  
Walnuts, Calif No. 1 ..... 10  
Walnuts, soft shelled, Calif ..... 11  
Table Nuts, fancy ..... 11  
Table Nuts, choice ..... 10  
Pecans, Med. ..... 10  
Pecans, Ex. Large ..... 10  
Pecans, Jumbos ..... 12  
Hickory Nuts per bu., Ohio, new ..... 2  
Cocoanuts, full sacks ..... 4 00

## Peanuts.

Fancy, H. P., Game ..... 7  
Suns ..... 7  
Fancy, H. P., Flags ..... 7  
Roasted ..... 7  
Choice, H. P., Extras ..... 4  
Choice, H. P., Extras, Roasted ..... 6

## Provisions.

## Swift &amp; 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 1/2  
Bacon, clear ..... 7  
California hams ..... 6 1/2 @ 7  
Boneless hams ..... 8 1/2  
Cooked ham ..... 11

## Lards. In Tierces.

Compound ..... 3 1/2  
Kettle ..... 5 1/2  
55 lb Tubs ..... advance  
50 lb Tubs ..... advance  
20 lb Pails ..... advance  
10 lb Pails ..... advance  
5 lb Pails ..... advance  
3 lb Pails ..... advance

## Sausages.

Bologna ..... 5  
Liver ..... 6 1/2  
Frankfort ..... 6 1/2  
Pork ..... 6 1/2  
Blood ..... 6  
Tongue ..... 9  
Head cheese ..... 6 1/2

## Beef.

Extra Mess ..... 7 00  
Boneless ..... 9 50  
Rump ..... 9 50

## Pigs' Feet.

Kits, 15 lbs ..... 80  
1/2 bbls, 40 lbs ..... 1 50  
1/2 bbls, 80 lbs ..... 2 80

## Tripe.

Kits, 15 lbs ..... 75  
1/2 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.

Hay ..... 2 00  
Corned beef, 2 lb ..... 14 00  
Roast beef, 2 lb ..... 2 00  
Potted ham, 1/2 ..... 60  
Potted ham, 1/2 ..... 1 00  
Deviled ham, 1/2 ..... 60  
Deviled ham, 1/2 ..... 1 00  
Potted tongue 1/2 ..... 60  
Potted tongue 1/2 ..... 1 00

## Hides and Pelts.

## Perkins &amp; Hess pay as follows:

## Hides.

Green ..... 5 @ 6  
Part cured ..... 6 @ 6 1/2  
Full Cured ..... 6 1/2 @ 7 1/2  
Dry ..... 6 @ 8  
Kips, green ..... 6 @ 6  
Kips, cured ..... 6 1/2 @ 7 1/2  
Calfskins, green ..... 5 1/2 @ 7  
Calfskins, cured ..... 6 1/2 @ 8  
Deaconskins ..... 25 @ 30

## Pelts.

Shearlings ..... 5 @ 10  
Lambs ..... 25 @ 50  
Old Wool ..... 6 @ 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 @ 70  
Cross Fox ..... 2 50 @ 5 00  
Badger ..... 25 @ 50  
Cat, Wild ..... 10 @ 25  
Cat, House ..... 3 @ 50  
Lynx ..... 1 00 @ 2 00  
Martin, Dark ..... 1 50 @ 3 00  
Martin, Yellow ..... 75 @ 1 50  
Otter ..... 4 50 @ 7 50  
Wolf ..... 1 00 @ 2 00  
Bear ..... 7 00 @ 15 00  
Beaver ..... 2 00 @ 6 00  
Deerskin, dry, per lb. ..... 15 @ 25  
Deerskin, gr'n, per lb. ..... 10 @ 12 1/2

## Wool.

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.

## Barrels.

Eocene ..... 11 1/2 @ 11 1/2  
XXX W.W. Mich. Hdt ..... 8 1/2 @ 8 1/2  
W.W. Michigan ..... 8  
High Test Headlight ..... 7  
D., S. Gas ..... 8  
Deo. Naptha ..... 7 1/2 @ 7 1/2  
Cylinder ..... 25 @ 26  
Engine ..... 11 @ 12  
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 ..... 30  
Corks for 1 gal., per doz ..... 20

## 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 ..... 75  
Tubular ..... 50  
Security, No. 1 ..... 65  
Security, No. 2 ..... 85  
Nutmeg ..... 50  
Climate ..... 1 50

## LAMP CHIMNEYS-Common.

Per box of 6 doz.  
No



## Hardware

### The Hardware Market.

There is very little change to note in the condition of trade and little, if any, fluctuation in prices. The volume of business remains as mentioned in our last report and, while there is no indication of any great trade for the coming month, it is believed that the retail merchant will find it necessary to keep his stock fully assorted and will be disposed to buy in sufficient quantities to keep his trade fully supplied and not be out of goods that are called for from day to day. The same old story of prices being made by the manufacturer at less than cost of production is still general and it is not believed that any lower prices will be made this spring on general lines of hardware.

**Wire Nails**—The market is firm at the prices quoted in our last report, and while the mills are fully caught up on orders, the demand is such that no overstock seems to be accumulated in the markets of sufficient magnitude to cause a weakening in prices. We quote in car lots \$1.45@1.40, depending upon the point from which shipment is made. In less than car loads, prices generally advance 5@10c.

**Barbed Wire**—The demand in this section of the country is very large and it has been quite difficult to get prompt shipments from any point. It is wise for dealers who are desirous of having wire or nails shipped from the mills direct to anticipate their wants far enough ahead so as not to be annoyed by the delay which is very apt to occur.

**Window Glass**—The advance of 5 per cent., announced by the Association to take place after May 1, has become quite general with all of the mills, but it no doubt will be several days, and perhaps weeks, before the glass jobbers all fall in line and the advance is fully maintained.

**Cordage**—Sisal and manilla rope seems to be weakening in price and it is believed that now is a good time to place orders for future shipment. The price has again reached nearly its lowest point and it is not believed by those who are posted on prices of raw material that there is any opportunity of its going much lower.

### Some Peculiarities of a Veteran Hardware Dealer.

Written for the *TRADESMAN*.

Owen Sheridan, Calumet's veteran hardware man, is an interesting old gentleman. He was born in Massachusetts seventy-five years ago, spent twenty years at Superior, Wis., and located at Calumet twenty-four years ago. An afternoon can be pleasantly spent listening to his reminiscences of early days on Lake Superior. He is a very entertaining conversationalist, being unusually well read, and is a persistent joker as well as a veteran hardware dealer. It is in original expressions, however, that he particularly excels. He took an active part in his business up to a few years ago, when he had a stroke of paralysis, since which time his business has been under the management of his son-in-law, James McNamara.

Mr. Sheridan's first visit to the place he now resides in was several years before the famous Calumet and Hecla copper mine existed. Near the present location was a log house where travelers were cared for. He was on his way from Cleveland to Superior in 1854 by

boat. A stop was made at Houghton, where he went sight seeing, and was left ashore. It was necessary for him to walk thirty-eight miles to Eagle Harbor to catch his boat, it having gone around Keweenaw Point. He reached Eagle Harbor in time and resumed his journey to Superior, Wis.

While residing in Superior, he took an active part in politics but, upon his removal to Calumet, he resolved to keep out of politics. He would not vote, nor register, yet in 1874 he was elected village president, much to his disgust. He qualified, however, and during his administration the first sidewalks were built. Calumet was then but a small mining camp, with a future not very bright. Few citizens had faith in conglomerate copper. It was left for Boston capitalists to invest and reap the harvest. The Calumet and Hecla has paid nearly \$40,000,000 in dividends since then.

One of Mr. Sheridan's first customers was a husband and wife who purchased a cook stove. Soon after, the husband sold his household effects and wife—receiving \$50 for the latter—to a foreigner friend. Mr. Sheridan says he often saw the wife afterward and that the stove cooked as well for the second husband as for the first. W.

### German Manufacture of Needles.

From the Manufacturer.

Last year the Germans exported 2,800,000 pounds of these small but indispensable articles as compared with 1,830,000 pounds in 1895. As showing the rate at which the export side of the German business has grown, it is stated that in the eight years, 1880-1887, the shipments were 11,615,000 pounds, and in the following eight years, ending with 1895, 15,425,000 pounds. The factories of Aix-la-Chapelle alone produce 50,000,000 needles a week, and they are said to be for the most part of superior quality. The best outlet for these goods is China, which in 1896 took 60 per cent. of the whole export, as compared with no more than 20 per cent. in 1894. Other markets of importance are British India, France, Great Britain, the United States, Austria-Hungary, Italy, and Turkey.

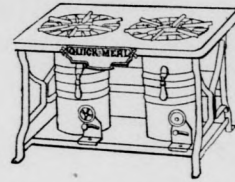
### An Interesting Point.

Many who are about entering the business world as dealers in general merchandise find the items of a horse and delivery wagon a great drain upon their slender capital, and heartily wish that some plan could be devised to furnish these necessary equipments for modern storekeeping with less expense. A scheme which has been broached is that of a number of dealers in a town banding together and purchasing an outfit and paying a man a yearly salary to do the delivering for all parties. Another plan put forth is that of contracting for a conveyance at certain times of the day, the driver for said outfit to be supplied by the merchant. Whether either method is practicable could best be determined by a test.

### Had Money in Bank.

From the *Cheboygan Tribune*.

One of our merchants tells of a family that had owed him \$25 for some time. By persistent drumming he succeeded in getting \$15 out of the \$25. A short time after this payment was made the lady of the house called on him and asked the privilege of purchasing some more goods on credit. He told her that there was \$10 due on the old bill and he did not feel like giving them more credit. The reply was: "Oh, you need not feel afraid to trust us. We have the money in bank, but if we draw it out before the six months are up, we will lose 4 per cent. interest." He did not believe in furnishing goods on credit to enable people with money in bank to draw interest, and politely declined the request.



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.

## 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.

## 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.

Save Trouble  
Save Losses  
Save Dollars

**TRADESMAN COUPONS**



## Spray Pumps

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

## Foster, Stevens & Co.,

Grand Rapids.

## 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.**



### How to Successfully Conduct a Retail Grocery Store.

In considering the subject of running successfully a retail grocery store, we must first look to the foundation of such a business as one of the main factors of success. By foundation, we mean financial standing, location and general qualifications of the party or parties operating the same.

We believe that when a person launches his craft upon the commercial sea of business life, he must consider the fitness of his craft to the route he proposes to travel. A rowboat cannot withstand the tempests of the Atlantic, neither is an Atlantic steamer adapted to the small lakes. We have seen parties in avocations of life who would never make a success in any line of business in a commercial way.

Having selected a location that can be conveniently reached by the general public, the grocer's chief object and attention should be given to have his place of business present an attractive appearance. Let everything be neat, clean and tidy and at all times in order. Plenty of light and pure air are great essentials to success. An air of purity should pervade your place of business. The main elements to destroy the cleanliness of a store are tobacco and cigars. Have proper ventilation and beware of filthy cuspidors standing around a stove; also the chronic loafers who usually sit about a store and manufacture tobacco smoke. If you prefer loafers to business, you will sanction this kind of a deal from day to day, but you cannot expect to do a prosperous business and at the same time uphold a gang of that class.

It is supposed you are in business for what money you can honestly make out of it. The loafing class who gather in your store night after night, sit about your stove and spit upon your floor very seldom yield but a very small percentage of the profits you may realize from those who would patronize you were it not for this nuisance. Imagine the impression of Mrs. Smith as she enters the grocery of Jones & Son for the first time. She observes the show windows covered with dust and flyspecks; cobwebs hanging from the ceiling and shelves; show cases smeared and dirty; the floor all covered with tobacco spit and peanut shells; clerks idly seated upon the counters; four or five loafers seated about the stove smoking, so that the room presents more the appearance of a blacksmith shop than a retail grocery store. You may now imagine the impression created when a few days later she enters the grocery house of Brown & Son. A far different sight is presented here. The front show windows are clean and polished, as is also the floor; no cobwebs are hanging from the ceiling; the show cases are clean and attractive; there is no tobacco smoke and the clerks are all busy. She is politely greeted by the proprietor and her needs are quickly supplied. What kind of an opinion has she of Brown & Son, compared to Jones & Son, and where in the future will she go to do her shopping?

In the selection of your stock you should endeavor to carry a full and complete line of such goods as constitute a grocery stock, not too much of each class but a full assortment. Better order more frequently than to allow goods to become stale; better sell goods at a loss than to ruin your reputation for carrying good fresh goods at a fair price.

Be wide awake and up to the times. Advertise judiciously in your city papers. Always aim to keep your name and business before the people.

In order to be successful in any business we have a great question before us which our financial condition must, in a measure, decide. It must be a question of credit or cash. Nearly all business is tending to a cash basis. We would advocate a cash or limited credit business. Give a customer, if he is worthy, the same terms you receive—cash for small bills and from thirty to sixty days on larger amounts. A great many of our best and most successful merchants are doing a cash business, together with the use of coupons, such as are made and sold by the Tradesman Company. Wherever these have been introduced and used, they have given the best of satisfaction to both merchant and patron. Whether you do a cash or credit business, your stock and fixtures will not be complete, if you wish to be up to modern times and prove a success, without the use of a cash register. This you should not consider as a luxury, but as an actual necessity. The next question is what make or style of register to buy? This should not be a question difficult to solve. Buy the one that is not an experiment, but has stood the test of time and, wherever used, is acknowledged as the peer of all. You may have clerks who are ever so competent and a cashier who may be a model of honesty and accuracy; but notwithstanding that, you cannot, if you desire to prove your business a success, afford to do without a cash register.

By following the above, and always being courteous and obliging to your customers, you cannot fall short of conducting successfully a retail grocery store. **CHARLES J. TOMPKINS.**  
Corunna, Ind.

### A Gentleman.

I knew him for a gentleman  
By signs that never fail;  
His coat was rough and rather worn,  
His cheeks were rather pale—  
A lad who had his way to make,  
With little time for play;  
I knew him for a gentleman  
By certain signs to-day.

He met his mother on the street;  
Off came his little cap.  
My door was shut; he waited there  
Until I heard his rap.  
He took the bundle from my hand  
And when I dropped my pen,  
He sprang to pick it up for me—  
This gentleman of ten.

He does not push and crowd along;  
His voice is gently pitched;  
He does not fling his boots about  
As if he were bewitched.  
He stands aside to let you pass;  
He always shuts the door;  
He runs on errands willingly  
To forge and mill and store.

He thinks of you before himself,  
He serves you if he can;  
For, in whatever company,  
The manners make the man;  
At ten or forty, 'tis the same;  
The manner tells the tale,  
And I discern the gentleman  
By signs that never fail.

MARGARET E. SANGSTER.

### Money to Slice Up.

From the Boston Evening Record.

A woman puzzled a Boston clerk considerably a few days ago. Her husband is a bank President in Newburyport. The national banks receive their bills in sheets of twelve, which are cut after being signed. The generous President gave one of these sheets to his wife, and she naturally started at once for Boston. After making some purchases in one of the large stores she drew the bills out of her pocketbook and calmly said to the clerk: "Lend me your scissors and I will pay you," thereupon cutting off a bill. The astounded clerk at first refused to receive such money from so open a manufacturer of currency, but finally the matter was explained.

### Hardware Price Current.

AUGURS AND BITS	
Snell's.....	70
Jennings', genuine.....	25&10
Jennings', imitation.....	60&10

AXES	
First Quality, S. B. Bronze.....	5 00
First Quality, D. B. Bronze.....	9 50
First Quality, S. B. S. Steel.....	5 50
First Quality, D. B. Steel.....	10 50

BARROWS	
Railroad.....	\$12 00 14 00
Garden.....	net 30 00

BOLTS	
Stove.....	60&10
Carriage new list.....	70 to 75
Plow.....	50

BUCKETS	
Well, plain.....	\$ 3 25

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

BLOCKS	
Ordinary Tackle.....	70

CROW BARS	
Cast Steel.....	per lb 4

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

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

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

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

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

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

FILES—New List	
New American.....	70&10
Nicholson's.....	70
Heller's Horse Rasps.....	25&10

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

GAUGES	
Stanley Rule and Level Co.'s.....	60&16

KNOBS—New List	
Door, mineral, jap. trimmings.....	70
Door, porcelain, jap. trimmings.....	80

MATTOCKS	
Adze Eye.....	\$16 00, dis 60&10
Hunt Eye.....	\$15 00, dis 60&10
Hunt's.....	\$18 50, dis 20&10

MILLS	
Coffee, Parkers Co.'s.....	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	40
Coffee, Landers, Ferry & Clark's.....	40
Coffee, Enterprise.....	30

MOLASSES GATES	
Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	30

NAILS	
Advance over base, on both Steel and Wire.	
Steel nails, base.....	1 65
Wire nails, base.....	1 75
10 to 60 advance.....	Base
20 to 16 advance.....	05
8 advance.....	10
6 advance.....	20
4 advance.....	30
3 advance.....	45
2 advance.....	70
Fine 3 advance.....	50
Casing 10 advance.....	15
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	95
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel 1/2 advance.....	85

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

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

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

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

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

### HOUSE FURNISHING GOODS.

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

HOLLOW WARE	
Pots.....	60&10
Kettles.....	60&10
Spiders.....	60&10

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

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

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

ROPES	
Sisal, 1/4 inch and larger.....	5 1/4
Manilla.....	8

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	
An 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, Clistern.....	80
Screws, New List.....	85
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	50

METALS—Zinc	
600 pound casks.....	6 1/4
Per pound.....	6 1/4

SOLDER	
1/2@3/4.....	12 1/2
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	

TIN—Melyn Grade	
10x14 IC, Charcoal.....	\$ 5 75
14x20 IC, Charcoal.....	5 75
20x28 IC, Charcoal.....	7 00
Each additional X on this grade, \$1.25.	

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

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

BOILER SIZE TIN PLATE	
14x56 IX, for No. 8 Boilers, 1/2 per pound.....	9
14x56 IX, for No. 9 Boilers, 1/2 per pound.....	

### 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



## The Grocery Market.

**Sugar**—The market is very strong, with every indication of a higher range in values, as the increase in the duty must cause a corresponding advance in values. Local jobbers are hourly expecting the beginning of the upward movement and are buying freely, in anticipation of the advance which must surely come.

**Tea**—It is very perceptible to the trade that many consumers are turning from tea to coffee since the cheap prices of the latter have prevailed and the low grade teas have been cleaned out of the market. According to the present prospects of the crops for the coming season, this condition of things is likely to remain. Tea promises to continue high, with a light supply of the cheaper teas. The rules of the new commission will tend to emphasize the shortage of low grade teas.

**Rice**—The demand for summer consumption is increasing and at all points of production of domestic rice the market is counted good and trade is brisk. The foreign crop is not excessive and the demand from India is large because of the famine. This cause will absorb the Burmah crop in large part and will have a strengthening effect on the market.

**Lemons**—The warm weather has had a good effect on the market, Messinas being a little higher, and Californias being firm. Better prices are looked for very soon.

**Provisions**—The position of prices of hog products has not been changed essentially during the past week, the market showing somewhat lower figures than a week ago. There appears to be little speculative interest in the trade, and the shipping business, while steady and of healthy proportions, reflects no inclination to anticipate requirements beyond what is currently needful. The foreign markets continue to receive product liberally, the week's export clearances being of good proportions of both lard and meats, and considerably in excess of the corresponding time last year.

## The Produce Market.

**Apples**—The market is firmer and prices are advanced on almost every variety. Ben Davis readily bring \$1.75, while Northern Spys command \$2.50 per bu.

**Asparagus**—Home grown, 75c per doz. bunches. Southern is held at \$1.

**Beets**—75c per doz. bunches.

**Butter**—Separator creamery is held at 15¢@15½¢. Dairy grades command 10¢@11¢.

**Cabbage**—\$3 per crate for Florida stock.

**Cucumbers**—85c per doz. home grown. Southern fetch 10c per doz. less.

**Eggs**—On account of the active demand and excellent quality of stock, local dealers have been compelled to advance their paying price to 8¢@8½¢ on track. A few warm days will force the price down again.

**Green Beans**—\$1.75 per bu. box.

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

**Lettuce**—Grand Rapids forcing, 10c per lb.

**Maple Syrup and Sugar**—There are fair supplies of new stock on the market. The market is steady at prices hitherto quoted. The demand is moderate.

**Onions**—Green fetch 10c per dozen bunches.

**Oysters**—The season is almost over. The trade during the season has not been up to that of the average season. Demand was lighter than usual, owing to many circumstances, chiefly to the poor transportation facilities during the deep snows, and to the economical

temper of the people, who seem to have considered oysters as a luxury. The supply was good throughout the entire season.

**Parsnips**—25c per bu.  
**Pieplant**—The market is glutted with home grown, which commands 1½¢ per lb.

**Pineapples**—The price has declined to \$1.50@2 per doz.

**Potatoes**—New Bermudas command \$1.50 per bu. Home grown are dull and featureless, but Chicago brokers are predicting that the price will go to 40c before June 1, on account of the lateness of the Southern crop as the result of the floods.

**Strawberries**—Receipts are increasing rapidly. Prices have dropped from \$5 per case of 24 quarts to \$3 and will be probably not to exceed \$2.75 by the end of the week. The quality of the fruit is good, the effects of the recent severe rains being not now perceptible. The outlook for a good crop is fine.

**Tomatoes**—\$3.50 per crate of 6 lb. baskets.

**Wax Beans**—\$2.25 per bu.

## Will Take a Vacation.

**Ovid, May 3**—Cashier H. N. Keys, of the First National Bank, has asked for a six months' vacation and the board of directors have granted his request. Mr. Keys has been closely confined to his work for a number of years and his health demands a much needed rest. He will, however, be at the Bank occasionally. During his vacation he will take pleasure and business trips in some of the Western States. H. F. Harris has taken the position as Assistant Cashier of the Bank until the expiration of Mr. Keys' vacation.

**St. Johns**—Local business men are discussing the feasibility of incorporating the St. Johns Spring Co. Though started during the hard times, the business has made a good showing, under the management of M. D. Hubbard, and is paying out over \$5,000 per year to labor. The building and a part of the machinery belong to the estate of R. M. Steel. These could be purchased, with sufficient land for the business, for about \$1,500. The remainder of the machinery amounts to about \$4,000. Mr. Hubbard does not feel like putting in all of the money to buy the building and furnish working capital. In the past the working capital has been borrowed. It would take about \$10,000 for sufficient capital to own the plant and run the business.

The Bank of England employs about 1,100 men and has a salary list, including pensions, of about \$1,500,000 per annum.

Canadian apple growers say that barrel heads made of paper or pulp boards preserve the fruit better than wood.

## WANTS COLUMN.

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

## BUSINESS CHANCES.

**A RARE CHANCE. THROUGH UNVOIDABLE CIRCUMSTANCES, I have come into possession of a stock of clothing, hats and caps and men's furnishing goods, amounting to \$11,000. It is in a store now open and running in a city of from 10,000 to 12,000 inhabitants, about 90 miles south of Chicago. In order to make a quick turn I will close it out at a decided bargain. R. B. Marriam, 220 Adams St., Chicago.** 284

**WANTED—PARTNER WITH \$500 TO TAKE** half interest in established business paying good profits. No salary, but handsome returns on investment guaranteed. Address No. 282, care Michigan Tradesman. 282

**FOR SALE—DRUG STOCK. HAS BEEN RUN** four years; everything new and late in bottles and cases; inventories \$900; located in central Van Buren county. Address No. 251, care Michigan Tradesman. 281

**WANTED—SECONDHAND OUTFIT FOR** cheese factory, with the exception of boiler and engine. Send full particulars and quote lowest prices, including a statement as to the length of time machinery material has been used. L. S. Hills, Irving, Mich. 286

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

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

**FOR SALE AT A BIG BARGAIN—COM-**plete 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 FURNISH-**ing goods and lat 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—30x28 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 BAK-**ery 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 GOOD 320 ACRE FARM** in Northern Nebraska for a stock of merchandise. For further particulars address F. Opocensky, Niobrara, Neb. 263

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

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

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

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

**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-**ventory about \$1,200, in a live Michigan city; good trade; nearly all cash. Good reasons for selling. Address Box 165, Big Rapids. 278

**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

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

## MISCELLANEOUS.

**WANTED—STEADY POSITION BY FIRST-**class job and newspaper printer having twelve years' experience. Not afraid of work. Good references. Address Wm. D. Turner, 123 West Bridge Street, Grand Rapids, Mich. 283

**WANTED—POSITION BY EXPERT AC-**countant. Books opened, closed, balanced, or any work in accounting promptly and satisfactorily attended to. Twenty years' experience in and about Chicago. Address W. R. Allen, care Michigan Tradesman. 287

**WANTED—POSITION BY EXPERIENCED** clothing salesman; also experienced in general store. Best of references furnished. Chas. E. Silsbee, Niles, Mich. 285

**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

**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

# Mrs. Jones' Home Made Catsup

is prepared from Fresh Ripe Tomatoes and has a Peculiarly Delicious Flavor

Large Fluted Bottle Retail for 10 cents.



Full Pint Size Retail for 15 cents.



This Catsup has been analyzed by the Chemist of the Ohio Pure Food Commission and found to be **ABSOLUTELY PURE** and in conformity with the rigid Ohio state laws.

**Take no Chances and Sell Mrs. Jones' Uncolored Catsup.**

At wholesale by **Clark-Jewell-Wells Co., Ball-Barnhart-Putman Co., Grand Rapids,** and the best jobbers everywhere in the United States.



## 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.....12:06pm 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

(In effect May 3, 1897.)

**Leave. EAST. Arrive.**  
+ 6:45am...Saginaw, Detroit and East...+ 9:55pm  
+10:10am...Detroit and East...+ 5:07pm  
+ 3:30pm...Saginaw, Detroit and East...+12:45pm  
+10:45pm...Detroit, East and Canada...+ 6:35am

**WEST**  
\* 8:35am...Gd. Haven and Int. Pts. ...+ 7:10 m  
+12:53pm Gd. Haven and Intermediate...+ 3:22pm  
+ 5:12pm...Gd. Haven Mil. and Chi...+10:05am  
\* 7:40pm...Gd. Haven Mil. and Chi...+ 8:15am  
+10:00pm...Gd. Haven and Mil...+ 6:40am

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.

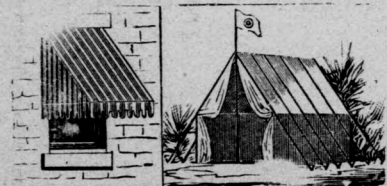
**Northern Div.**  
Leave Arrive  
Trav. C'y, Petoskey & Mack...+ 7:45am + 5:15pm  
Trav. C'y, Petoskey & Mack...+ 2:15pm + 6:30am  
Cadillac.....+ 5:25pm +11:10am  
Train leaving at 7:45 a.m. has parlor car to Petoskey and Mackinaw.  
Train leaving at 2:15 p.m. has sleeping car to Petoskey and Mackinaw.

**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.....+6:10am +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.

### Awnings and Tents



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

### Cedar Chests

Moth Proof  
Season for these goods is just beginning.

Made of Tennessee Red Cedar.  
Orders and correspondence from the trade only, solicited.

U. S. RED CEDAR WORKS,  
Nashville, Tennessee.



### 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.

### Walter Baker & Co. LTD.

Established 1780.  
Dorchester, Mass.  
The Oldest and Largest Manufacturers of  
**PURE, HIGH GRADE COCOAS**

AND  
**CHOCOLATES**  
on this Continent.

No Chemicals are used in their manufactures.

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

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

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

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

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



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

**KNEIPP MALT FOOD CO.**  
C. H. STRUEBE, Sandusky, Ohio,  
Agent for Ohio, Indiana and Michigan.

# The President of the United States of America,

To

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

GREETING:

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

## ENOCH MORGAN'S SONS COMPANY,

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

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

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

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

**Witness**,

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

[SEAL]

[SIGNED]

S. D. OLIPHANT,  
Clerk

ROWLAND COX,  
Complainant's Solicitor





## MICHIGAN BARK & LUMBER CO.,

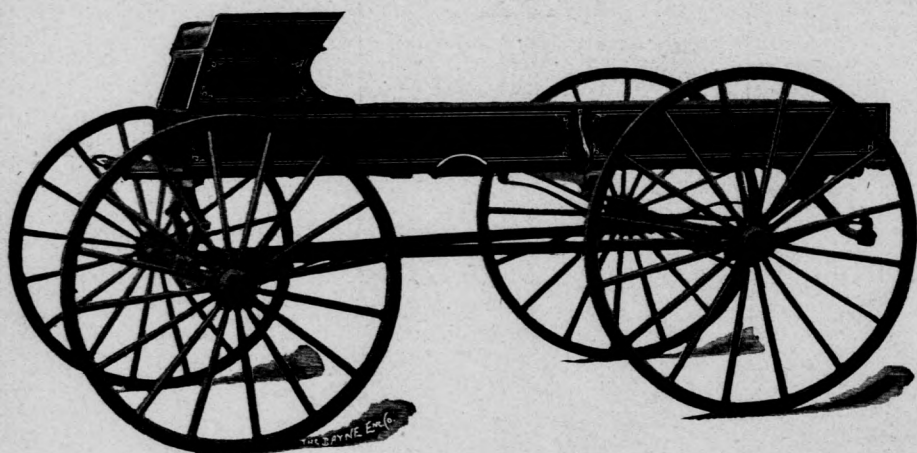
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Grand Rapids, Mich.

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W. D. WADE, Vice-  
Pres.  
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Treas.

We are now ready to  
make contracts for bark  
for the season of 1897.  
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We Pay HIGHEST MARKET PRICES in SPOT CASH and Measure Bark When Loaded  
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To secure the most prompt delivery of goods at the least ex-  
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just that kind of a wagon and sell it as cheaply as is consist-  
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1st. Some scales weigh in pounds and ounces. They give away  
your goods and money. (Others make this kind.)

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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.  
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